

# Hospitality Liquor Market Review

Fiscal 2021/22 Q4

March 2022



**LIQUOR  
DISTRIBUTION  
BRANCH**

# Table of Contents

Introduction .....	3
Beer Sales (Net \$) .....	4
Beer Sales (Litres) .....	6
Refreshment Beverages Sales (Net \$) .....	8
Refreshment Beverages Sales (Litres) .....	10
Spirits Sales (Net \$) .....	12
Spirits Sales (Litres) .....	16
Wine Sales (Net \$) .....	20
Wine Sales (Litres) .....	26
Glossary .....	32

# Introduction

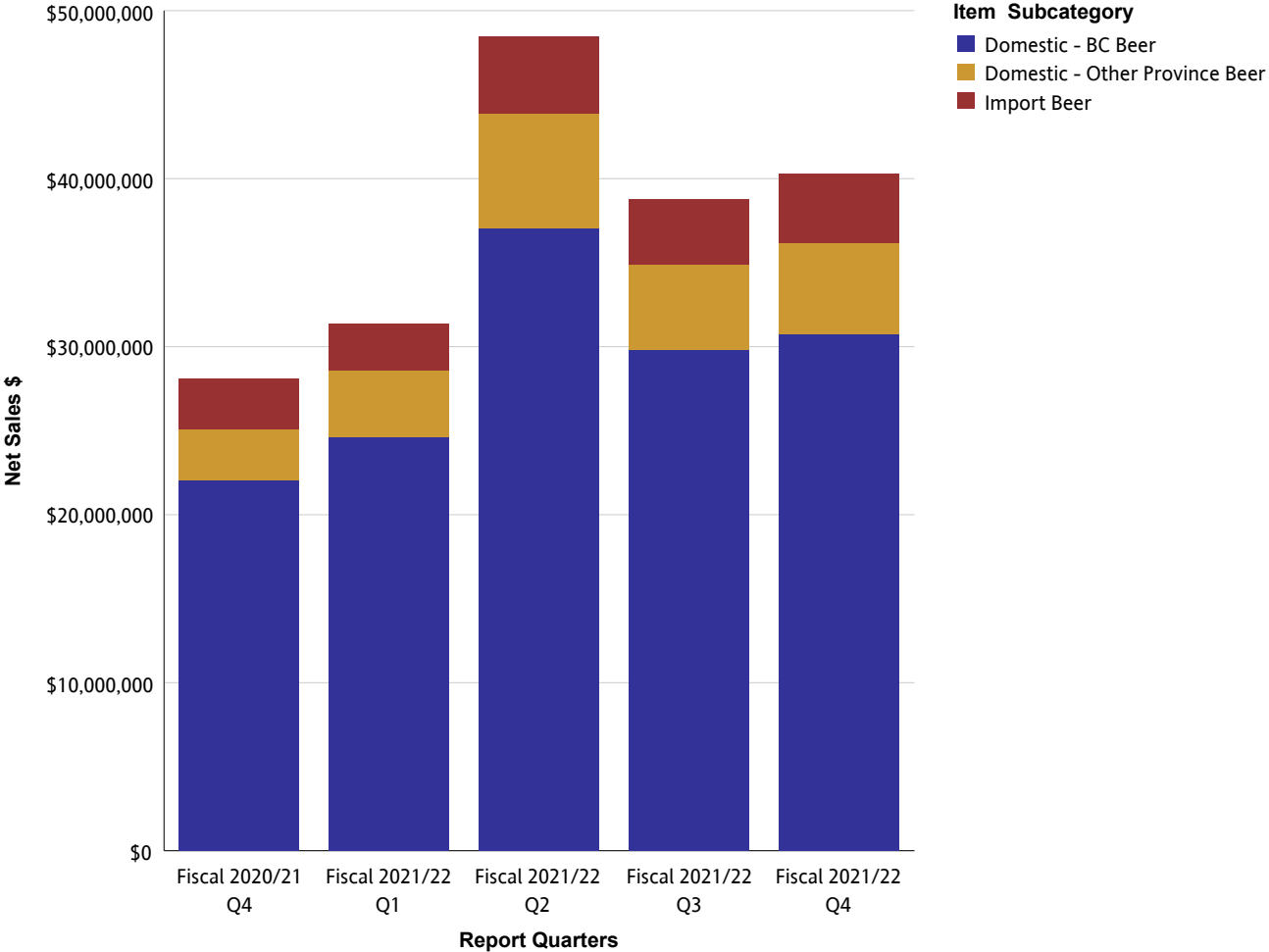
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the Hospitality Liquor Market Review provides summarized sales data for the current quarter and previous four quarters.

The Liquor Distribution Branch fiscal calendar begins on April 1st and ends on March 31st and is comprised of 12 periods. A period can vary in length but roughly follows a calendar month. For example, Q1 reflects Periods 1 – 3 (April, May and June).

The Liquor Distribution Branch produces the Hospitality Liquor Market Review four times per year for reporting periods ending in March, June, September and December.

While every effort has been made to ensure accuracy and completeness of figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

# Beer Sales (Net \$)

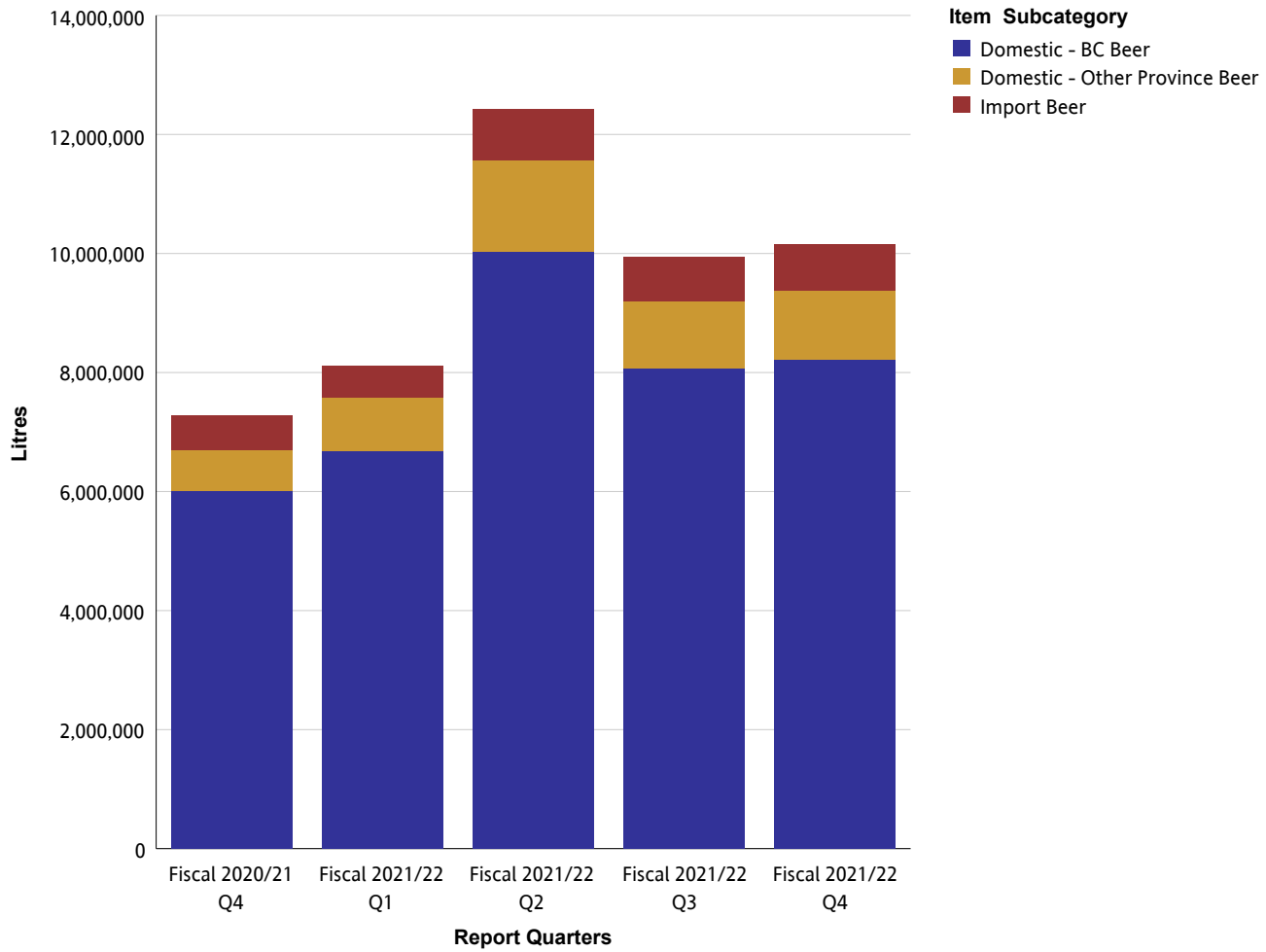


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$10,460,049	\$10,590,749	\$16,319,966	\$13,827,805	\$14,197,611
	Domestic - BC Micro Brew Beer	\$6,006,991	\$7,295,364	\$10,699,930	\$8,222,296	\$8,634,930
	Domestic - BC Regional Beer	\$5,594,573	\$6,769,015	\$10,019,491	\$7,738,636	\$7,901,768
	<b>Summary</b>	<b>\$22,061,613</b>	<b>\$24,655,128</b>	<b>\$37,039,387</b>	<b>\$29,788,736</b>	<b>\$30,734,308</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,790,926	\$3,713,212	\$6,520,050	\$4,825,625	\$5,141,228
	Domestic - Other Province Micro Brew Beer	\$12,977	\$19,849	\$18,846	\$14,130	\$10,227
	Domestic - Other Province Regional Beer	\$235,168	\$244,820	\$296,684	\$266,032	\$261,805
	<b>Summary</b>	<b>\$3,039,071</b>	<b>\$3,977,881</b>	<b>\$6,835,579</b>	<b>\$5,105,787</b>	<b>\$5,413,259</b>
Import Beer	Asia And South Pacific Beer	\$499,085	\$424,177	\$775,684	\$769,024	\$695,088
	Europe Beer	\$2,098,790	\$1,922,498	\$3,198,469	\$2,748,159	\$3,061,348
	Mexico And Caribbean Beer	\$205,853	\$257,318	\$350,669	\$197,600	\$284,919
	Other Country Beer	\$5,049	\$5,202	\$8,801	\$4,637	\$1,654
	USA Beer	\$172,217	\$134,886	\$220,224	\$157,076	\$100,090
	<b>Summary</b>	<b>\$2,980,994</b>	<b>\$2,744,082</b>	<b>\$4,553,847</b>	<b>\$3,876,496</b>	<b>\$4,143,099</b>
<b>Summary</b>	<b>\$28,081,677</b>	<b>\$31,377,090</b>	<b>\$48,428,813</b>	<b>\$38,771,019</b>	<b>\$40,290,666</b>	

## Beer Sales (Litres)

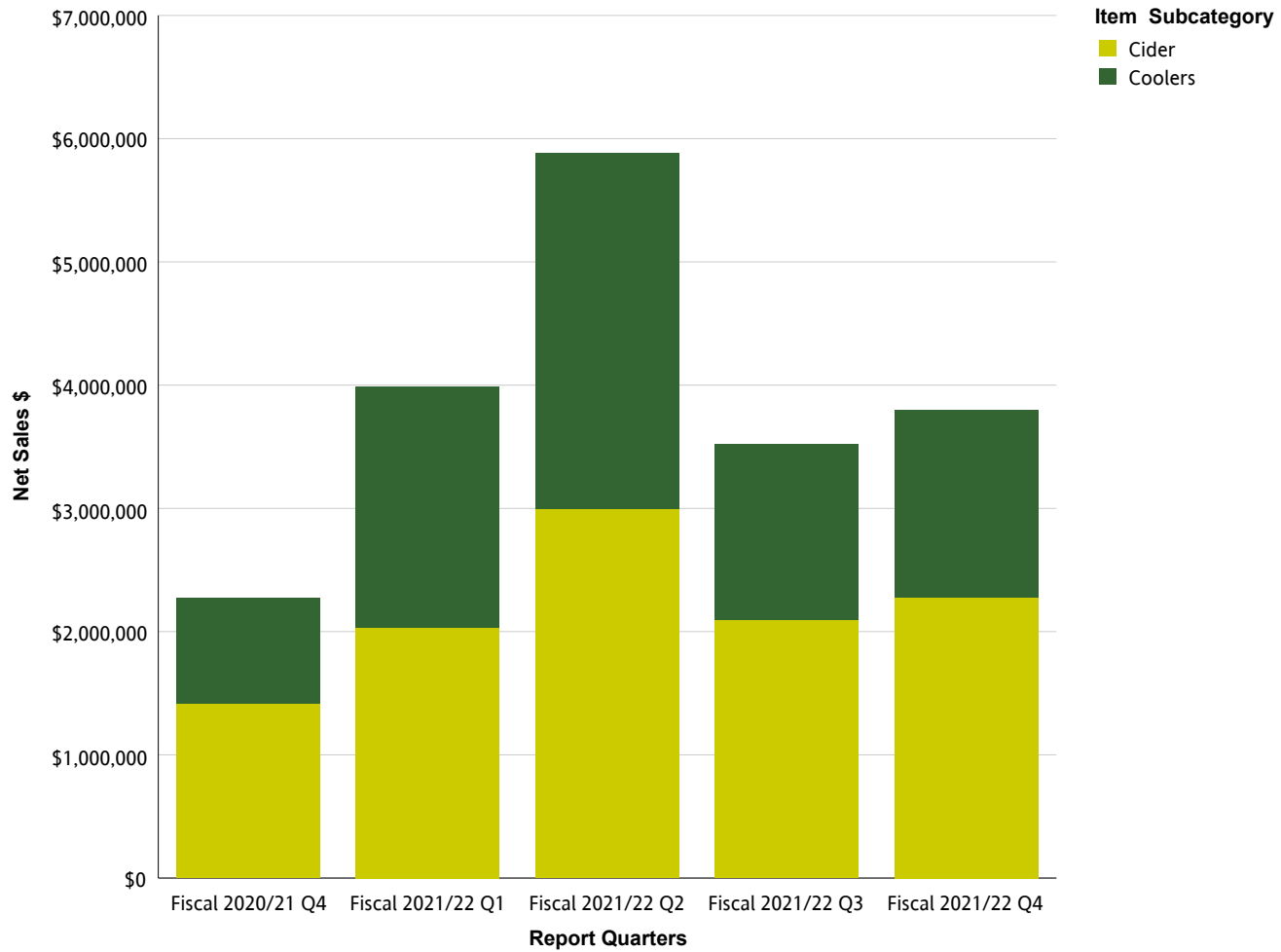


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	2,895,518	2,936,089	4,482,677	3,800,876	3,805,258
	Domestic - BC Micro Brew Beer	1,409,447	1,716,647	2,555,243	1,936,145	2,059,013
	Domestic - BC Regional Beer	1,709,538	2,020,633	2,985,732	2,327,025	2,350,503
	<b>Summary</b>	<b>6,014,503</b>	<b>6,673,369</b>	<b>10,023,652</b>	<b>8,064,046</b>	<b>8,214,774</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	610,888	825,821	1,433,811	1,049,245	1,079,436
	Domestic - Other Province Micro Brew Beer	1,602	2,321	2,353	1,955	1,202
	Domestic - Other Province Regional Beer	80,966	83,117	98,392	87,623	84,882
	<b>Summary</b>	<b>693,456</b>	<b>911,258</b>	<b>1,534,556</b>	<b>1,138,824</b>	<b>1,165,521</b>
Import Beer	Asia And South Pacific Beer	93,253	77,136	136,563	138,730	119,600
	Europe Beer	405,102	369,558	615,391	528,972	585,996
	Mexico And Caribbean Beer	40,378	50,919	68,258	37,990	51,989
	Other Country Beer	1,016	1,118	1,724	909	361
	USA Beer	33,683	25,600	41,033	29,239	20,566
	<b>Summary</b>	<b>573,431</b>	<b>524,332</b>	<b>862,968</b>	<b>735,840</b>	<b>778,513</b>
<b>Summary</b>		<b>7,281,390</b>	<b>8,108,960</b>	<b>12,421,176</b>	<b>9,938,709</b>	<b>10,158,807</b>

## Refreshment Beverages Sales (Net \$)



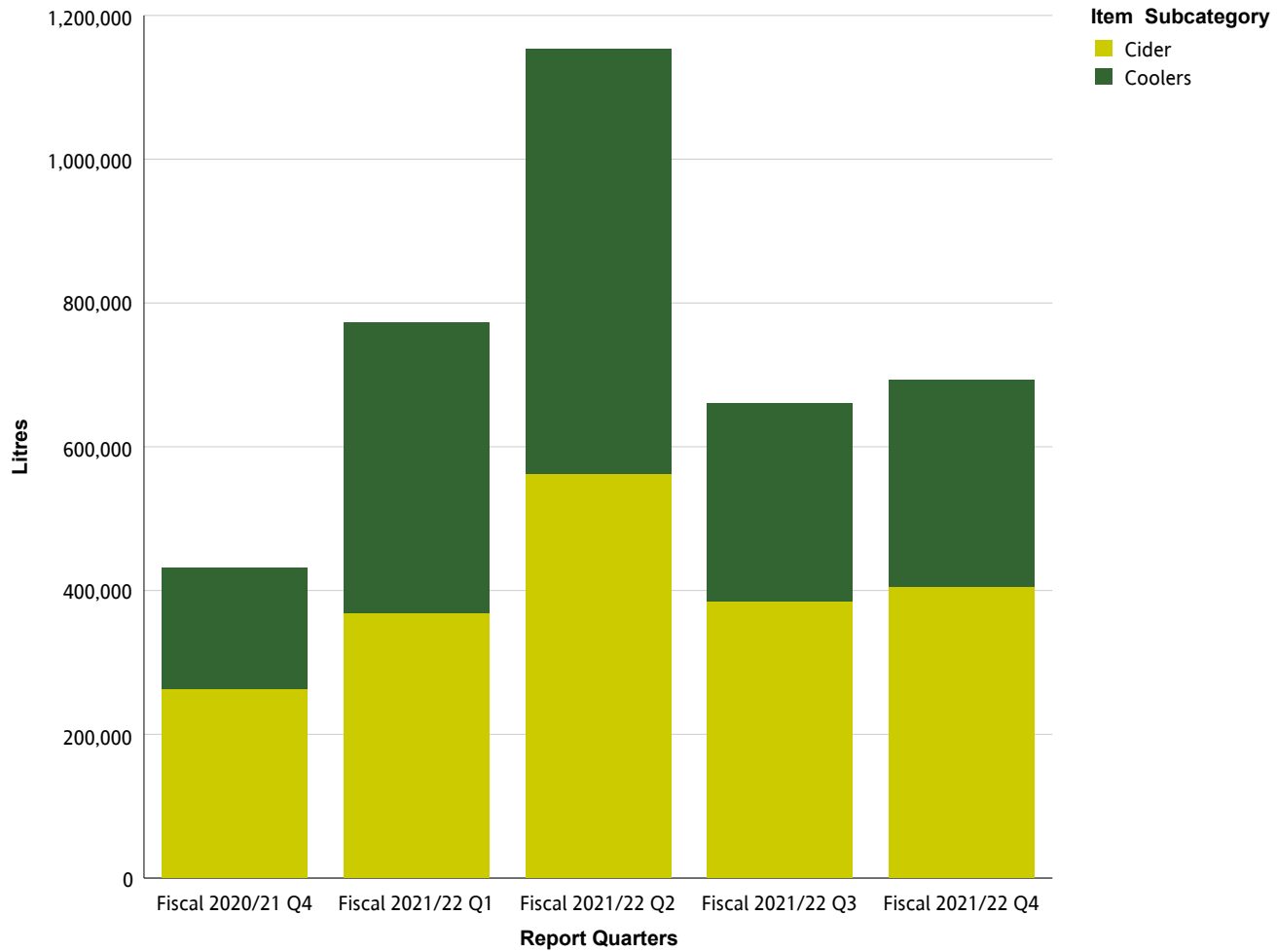


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Cider	Domestic Cider	\$1,046,371	\$1,569,628	\$2,277,085	\$1,557,788	\$1,688,582
	Import Cider	\$370,191	\$460,571	\$720,500	\$537,251	\$587,018
	<b>Summary</b>	<b>\$1,416,562</b>	<b>\$2,030,200</b>	<b>\$2,997,585</b>	<b>\$2,095,039</b>	<b>\$2,275,601</b>
Coolers	Malt-Based Coolers	\$15,885	\$51,509	\$65,080	\$35,666	\$32,073
	Spirit Coolers	\$805,936	\$1,843,974	\$2,726,288	\$1,328,546	\$1,442,150
	Wine/Fruit Coolers	\$32,518	\$61,013	\$97,442	\$58,728	\$49,928
	<b>Summary</b>	<b>\$854,339</b>	<b>\$1,956,496</b>	<b>\$2,888,810</b>	<b>\$1,422,940</b>	<b>\$1,524,152</b>
<b>Summary</b>		<b>\$2,270,901</b>	<b>\$3,986,695</b>	<b>\$5,886,395</b>	<b>\$3,517,979</b>	<b>\$3,799,753</b>

## Refreshment Beverages Sales (Litres)

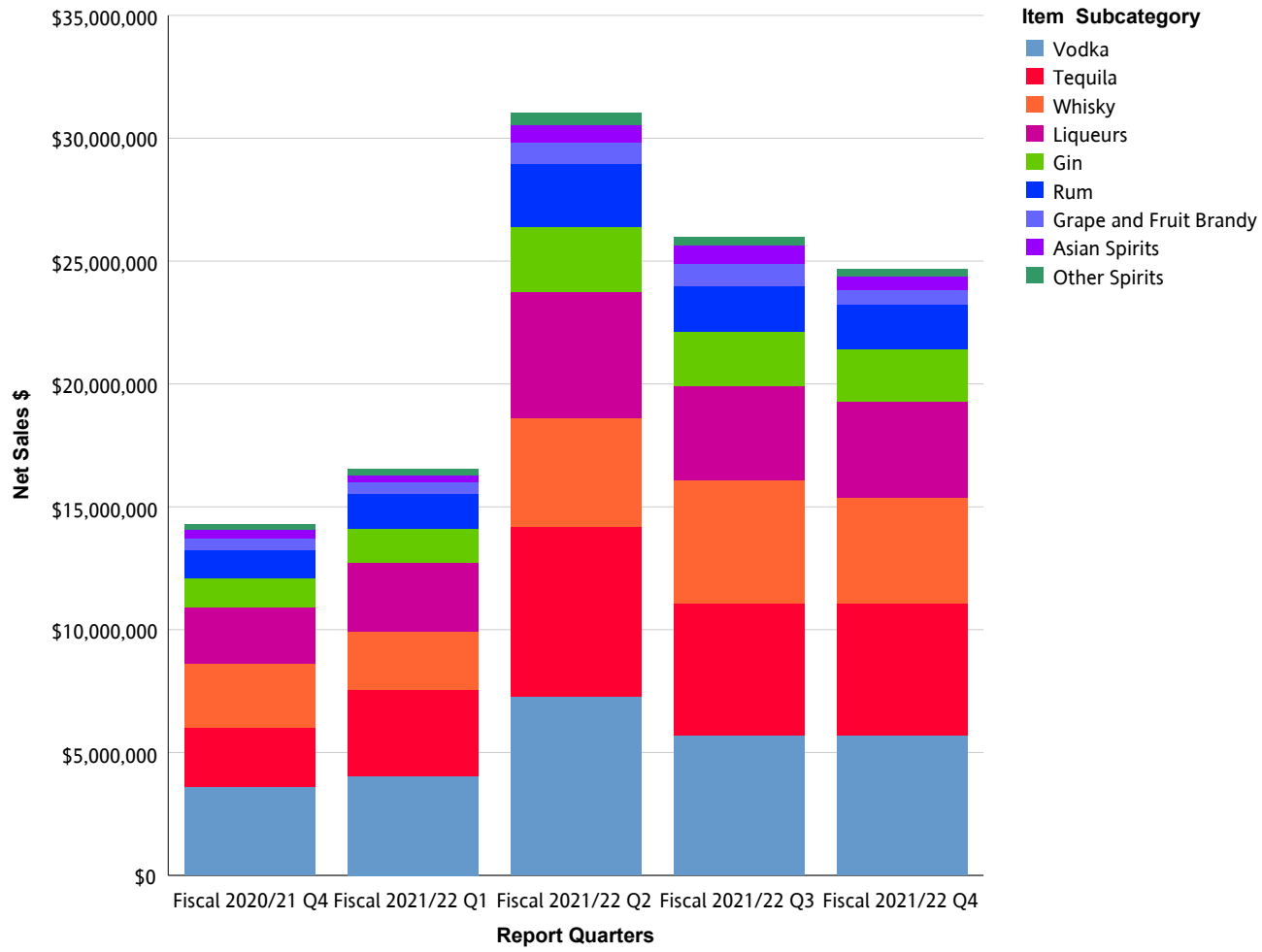


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Cider	Domestic Cider	183,590	268,425	406,963	268,850	285,371
	Import Cider	80,072	100,235	155,211	115,690	119,957
	<b>Summary</b>	<b>263,662</b>	<b>368,659</b>	<b>562,174</b>	<b>384,540</b>	<b>405,329</b>
Coolers	Malt-Based Coolers	3,005	10,492	12,921	7,384	6,561
	Spirit Coolers	161,088	383,842	563,756	259,446	273,584
	Wine/Fruit Coolers	4,733	9,392	14,680	9,127	7,487
	<b>Summary</b>	<b>168,826</b>	<b>403,726</b>	<b>591,357</b>	<b>275,958</b>	<b>287,632</b>
<b>Summary</b>		<b>432,488</b>	<b>772,385</b>	<b>1,153,531</b>	<b>660,497</b>	<b>692,961</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Asian Spirits	China Spirits	\$65,596	\$36,414	\$264,449	\$192,639	\$76,371
	Korea Spirits	\$284,206	\$224,009	\$434,333	\$478,402	\$419,092
	Other Country Asian Spirits	\$21,869	\$24,759	\$40,388	\$43,572	\$35,552
	<b>Summary</b>	<b>\$371,671</b>	<b>\$285,182</b>	<b>\$739,170</b>	<b>\$714,613</b>	<b>\$531,015</b>
Gin	Dry Gin	\$1,126,747	\$1,314,644	\$2,479,692	\$2,067,114	\$1,967,966
	Flavoured Gin	\$42,191	\$76,082	\$129,469	\$78,355	\$83,010
	Other Gin	\$26,235	\$25,815	\$49,905	\$41,174	\$47,647
	<b>Summary</b>	<b>\$1,195,173</b>	<b>\$1,416,542</b>	<b>\$2,659,066</b>	<b>\$2,186,643</b>	<b>\$2,098,623</b>
Grape and Fruit Brandy	Armagnac	\$5,603	\$2,390	\$8,289	\$7,685	\$15,165
	Brandy	\$80,354	\$92,259	\$152,425	\$131,246	\$108,506
	Cognac	\$331,762	\$310,654	\$567,484	\$658,329	\$410,195
	Eau de Vie	\$16,208	\$15,818	\$40,523	\$60,992	\$25,099
	Grappa And Marc	\$14,122	\$12,530	\$21,115	\$25,246	\$18,054
	Pisco	\$26,532	\$34,264	\$53,186	\$45,131	\$49,462
	<b>Summary</b>	<b>\$474,581</b>	<b>\$467,915</b>	<b>\$843,021</b>	<b>\$928,630</b>	<b>\$626,481</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$727,707	\$869,284	\$1,701,612	\$1,328,042	\$1,361,867
	Coffee And Cocoa Liqueurs	\$206,408	\$209,793	\$392,610	\$351,893	\$369,427
	Cream/Dairy Liqueurs	\$273,190	\$269,882	\$450,455	\$462,558	\$401,737
	Fruit Liqueurs	\$766,623	\$1,079,211	\$1,913,879	\$1,165,894	\$1,249,840
	Nut Liqueurs	\$127,662	\$151,177	\$268,331	\$206,659	\$216,644
	Other Liqueurs	\$125,937	\$154,507	\$292,315	\$221,258	\$242,158
	Whiskey Liqueurs	\$68,115	\$53,450	\$102,322	\$104,005	\$105,439
	<b>Summary</b>	<b>\$2,295,642</b>	<b>\$2,787,304</b>	<b>\$5,121,524</b>	<b>\$3,840,309</b>	<b>\$3,947,114</b>
Other Spirits	Cachaca	\$15,891	\$19,567	\$42,469	\$20,995	\$7,642
	Flavoured Spirits	\$6,104	\$6,967	\$15,486	\$13,395	\$6,935
	Miscellaneous/Other Spirits	\$16,759	\$25,368	\$47,938	\$41,402	\$44,437

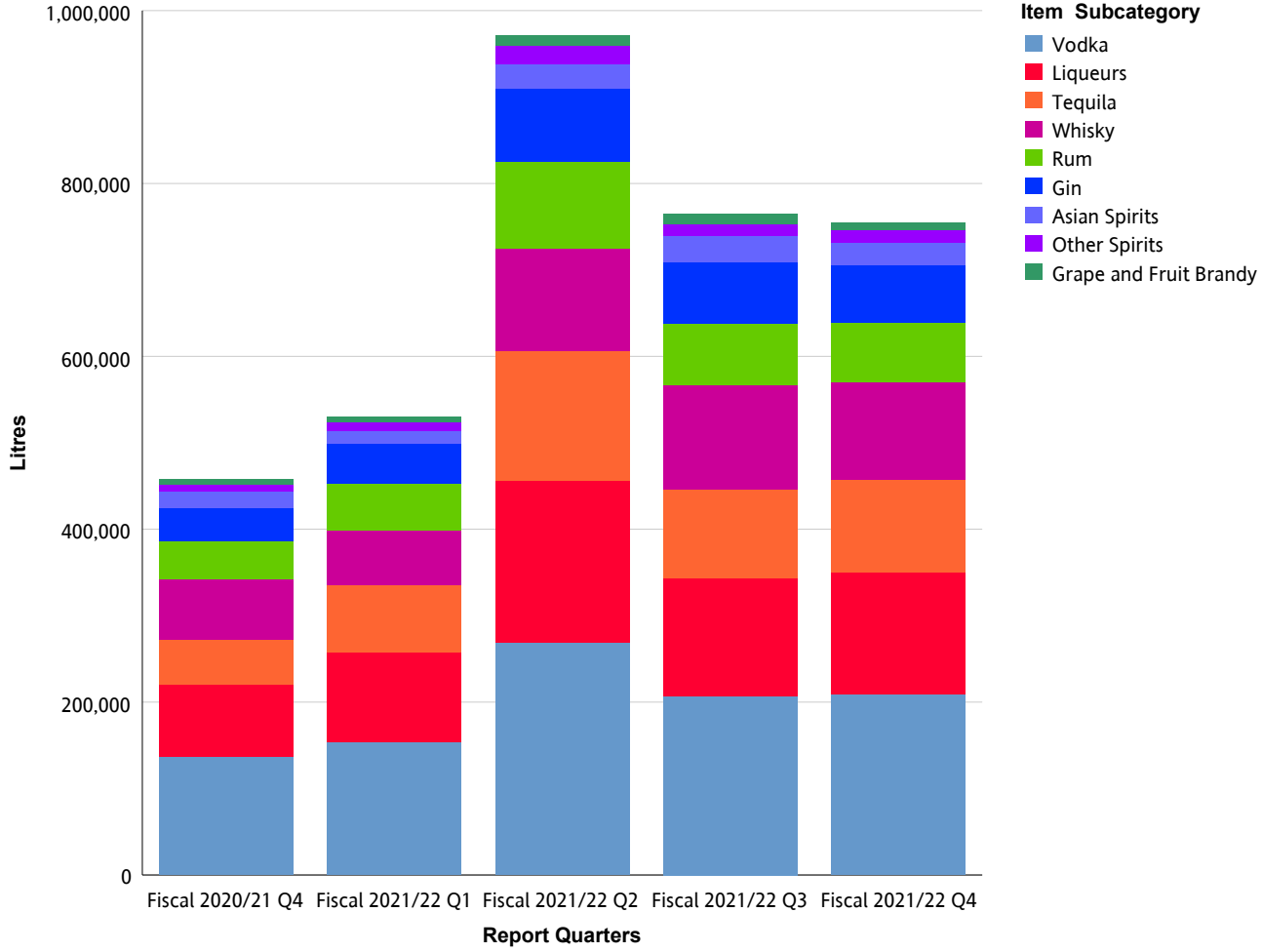
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Other Spirits	Moonshine Spirits	\$2,703	\$763	\$2,641	\$2,355	\$3,205
	Ready to Mix Cocktails	\$148,617	\$164,401	\$320,669	\$202,335	\$232,525
	Ready to Serve Cocktails	\$8,370	\$36,829	\$37,463	\$29,857	\$13,888
	Schnapps and Akvavit	\$5,954	\$6,450	\$9,107	\$10,606	\$7,076
	<b>Summary</b>	<b>\$204,400</b>	<b>\$260,345</b>	<b>\$475,772</b>	<b>\$320,944</b>	<b>\$315,707</b>
Rum	Amber Rum	\$152,462	\$208,249	\$367,640	\$278,599	\$227,550
	Dark Rum	\$146,464	\$144,280	\$294,114	\$270,099	\$238,052
	Flavoured Rum	\$7,764	\$21,182	\$24,100	\$22,121	\$21,723
	Spiced Rum	\$326,862	\$332,471	\$652,777	\$556,428	\$586,009
	White Rum	\$509,294	\$711,148	\$1,235,385	\$748,474	\$741,212
	<b>Summary</b>	<b>\$1,142,846</b>	<b>\$1,417,331</b>	<b>\$2,574,016</b>	<b>\$1,875,721</b>	<b>\$1,814,546</b>
Tequila	Blanco/Silver Tequila	\$1,086,853	\$1,754,200	\$3,318,915	\$2,286,462	\$2,242,492
	Flavoured Tequila	\$13,152	\$38,120	\$72,426	\$34,802	\$36,759
	Gold Tequila	\$1,143,911	\$1,568,940	\$3,163,042	\$2,770,604	\$2,758,137
	Mezcal	\$168,782	\$180,184	\$370,088	\$300,117	\$329,078
	<b>Summary</b>	<b>\$2,412,699</b>	<b>\$3,541,444</b>	<b>\$6,924,471</b>	<b>\$5,391,985</b>	<b>\$5,366,465</b>
Vodka	Flavoured Vodka	\$578,417	\$709,596	\$1,178,280	\$833,346	\$800,142
	Straight Vodka	\$3,034,467	\$3,321,131	\$6,087,978	\$4,860,130	\$4,908,512
	<b>Summary</b>	<b>\$3,612,884</b>	<b>\$4,030,727</b>	<b>\$7,266,258</b>	<b>\$5,693,476</b>	<b>\$5,708,653</b>
Whisky	American Whiskey	\$154,962	\$144,439	\$301,721	\$322,335	\$277,333
	Blended Malt Scotch Whisky	\$4,129	\$3,372	\$9,496	\$14,018	\$10,143
	Blended Scotch Whisky	\$125,844	\$117,971	\$236,505	\$283,750	\$227,035
	Bourbon Whiskey	\$595,072	\$504,311	\$952,724	\$1,143,401	\$1,019,691
	Canadian Whisky	\$715,994	\$669,230	\$1,250,649	\$1,132,851	\$1,099,959
	Flavoured Whisky	\$6,807	\$506	\$9,634	\$36,418	\$42,602
	Irish Whiskey	\$566,448	\$528,825	\$986,620	\$948,715	\$978,606
	Other Country Whisky	\$73,086	\$75,158	\$131,389	\$166,727	\$116,633
	Single Malt Scotch Whisky	\$347,273	\$300,364	\$551,364	\$954,529	\$512,382

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Whisky	Summary	\$2,589,617	\$2,344,176	\$4,430,104	\$5,002,744	\$4,284,384
Summary		\$14,299,512	\$16,550,965	\$31,033,402	\$25,955,065	\$24,692,988

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Asian Spirits	China Spirits	1,282	461	1,570	1,399	1,122
	Korea Spirits	16,668	13,087	25,400	28,101	23,893
	Other Country Asian Spirits	559	604	1,075	1,174	852
	<b>Summary</b>	<b>18,508</b>	<b>14,151</b>	<b>28,045</b>	<b>30,674</b>	<b>25,867</b>
Gin	Dry Gin	36,960	43,159	80,841	68,145	63,624
	Flavoured Gin	1,213	2,266	3,837	2,218	2,305
	Other Gin	543	523	978	832	979
	<b>Summary</b>	<b>38,716</b>	<b>45,948</b>	<b>85,656</b>	<b>71,195</b>	<b>66,908</b>
Grape and Fruit Brandy	Armagnac	39	17	61	78	85
	Brandy	3,069	3,402	5,568	4,657	3,983
	Cognac	1,505	1,471	3,849	4,414	2,985
	Eau de Vie	298	303	729	905	445
	Grappa And Marc	172	200	307	343	256
	Pisco	656	848	1,423	1,184	1,278
	<b>Summary</b>	<b>5,739</b>	<b>6,240</b>	<b>11,938</b>	<b>11,581</b>	<b>9,032</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	23,420	29,768	55,756	42,285	43,639
	Coffee And Cocoa Liqueurs	8,408	8,617	15,939	15,016	14,927
	Cream/Dairy Liqueurs	10,204	9,905	16,797	18,142	14,841
	Fruit Liqueurs	29,565	42,168	74,155	42,559	47,325
	Nut Liqueurs	4,802	6,033	10,676	7,952	7,944
	Other Liqueurs	4,386	4,985	9,963	7,958	8,441
	Whiskey Liqueurs	2,076	1,746	3,235	3,233	3,193
	<b>Summary</b>	<b>82,862</b>	<b>103,222</b>	<b>186,520</b>	<b>137,146</b>	<b>140,310</b>
Other Spirits	Cachaca	379	489	975	511	155
	Flavoured Spirits	108	116	254	261	131
	Miscellaneous/Other Spirits	423	659	1,217	1,108	1,204

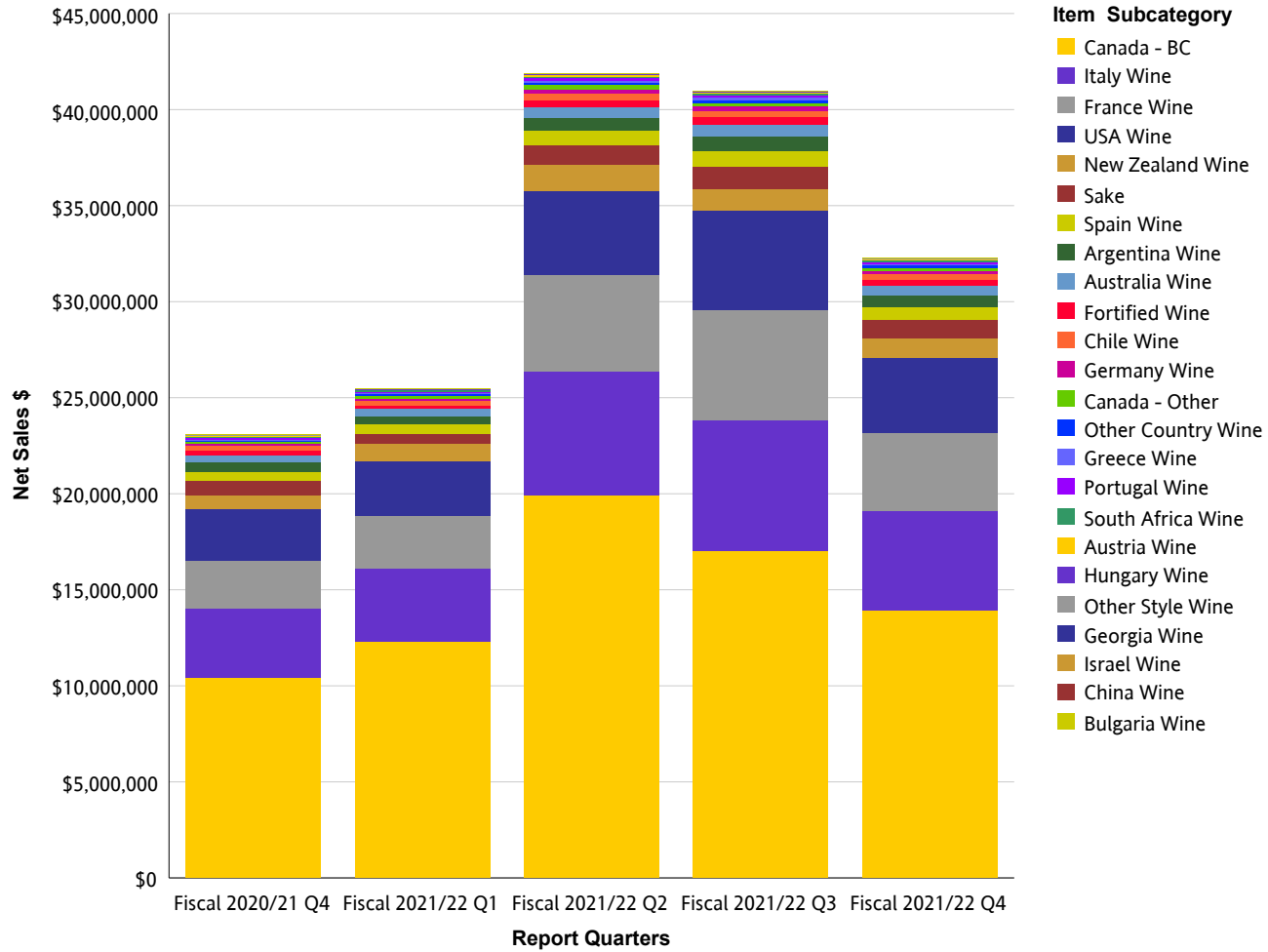
## Spirits Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Other Spirits	Moonshine Spirits	100	22	76	69	89
	Ready to Mix Cocktails	7,488	8,688	16,678	10,060	11,751
	Ready to Serve Cocktails	282	1,027	1,353	921	481
	Schnapps and Akvavit	139	159	196	251	158
	<b>Summary</b>	<b>8,919</b>	<b>11,159</b>	<b>20,749</b>	<b>13,180</b>	<b>13,970</b>
Rum	Amber Rum	5,034	6,803	11,925	8,515	7,119
	Dark Rum	5,251	5,243	10,675	9,687	8,391
	Flavoured Rum	252	697	775	645	569
	Spiced Rum	11,896	12,056	23,898	20,728	21,388
	White Rum	21,449	29,828	52,277	31,359	31,195
	<b>Summary</b>	<b>43,882</b>	<b>54,627</b>	<b>99,550</b>	<b>70,933</b>	<b>68,663</b>
Tequila	Blanco/Silver Tequila	25,635	41,799	77,498	49,711	48,439
	Flavoured Tequila	328	1,031	1,773	848	928
	Gold Tequila	24,056	33,106	65,065	47,642	53,540
	Mezcal	2,607	2,867	5,742	4,744	5,246
	<b>Summary</b>	<b>52,626</b>	<b>78,804</b>	<b>150,078</b>	<b>102,946</b>	<b>108,153</b>
Vodka	Flavoured Vodka	20,255	25,635	40,137	27,238	26,460
	Straight Vodka	116,913	128,226	229,242	179,292	183,080
	<b>Summary</b>	<b>137,168</b>	<b>153,861</b>	<b>269,379</b>	<b>206,530</b>	<b>209,540</b>
Whisky	American Whiskey	4,341	4,068	8,398	8,636	7,442
	Blended Malt Scotch Whisky	70	59	147	220	167
	Blended Scotch Whisky	2,740	2,612	4,654	5,503	4,395
	Bourbon Whiskey	15,108	12,960	23,999	27,731	24,699
	Canadian Whisky	26,261	24,509	46,324	41,167	39,914
	Flavoured Whisky	273	11	183	634	998
	Irish Whiskey	16,215	14,789	27,954	26,260	27,793
	Other Country Whisky	806	712	1,534	1,858	1,483
	Single Malt Scotch Whisky	3,546	2,957	5,838	8,056	5,093

## Spirits Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Whisky	Summary	69,359	62,678	119,032	120,066	111,984
Summary		457,781	530,690	970,948	764,251	754,428

# Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Argentina Wine	Argentina Red Wine	\$465,456	\$373,872	\$620,733	\$751,807	\$610,691
	Argentina Rose Wine	\$2,770	\$4,721	\$6,148	\$608	\$2,407
	Argentina Sparkling Wine	\$20	\$1,991	\$5,554	\$2,526	\$3,643
	Argentina White Wine	\$16,976	\$21,691	\$42,040	\$34,798	\$26,149
	<b>Summary</b>	<b>\$485,222</b>	<b>\$402,275</b>	<b>\$674,474</b>	<b>\$789,739</b>	<b>\$642,890</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$263,751	\$219,549	\$327,171	\$416,514	\$301,356
	Australia Rose Wine	\$9,256	\$12,641	\$16,122	\$9,151	\$11,667
	Australia Sparkling Wine	\$39,879	\$46,770	\$71,539	\$38,135	\$46,304
	Australia White Wine	\$90,610	\$93,158	\$138,213	\$123,033	\$99,864
	<b>Summary</b>	<b>\$403,497</b>	<b>\$372,119</b>	<b>\$553,045</b>	<b>\$586,832</b>	<b>\$459,191</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Austria Red Wine	\$21,519	\$18,263	\$22,823	\$19,690	\$16,572
	Austria Rose Wine	\$639	\$328	\$1,075	\$5,439	\$3,616
	Austria Sparkling Wine	\$221	\$0	\$504	\$2,104	\$1,679
	Austria White Wine	\$21,929	\$20,210	\$36,287	\$42,773	\$34,345
	<b>Summary</b>	<b>\$44,307</b>	<b>\$38,802</b>	<b>\$60,690</b>	<b>\$70,006</b>	<b>\$56,212</b>
Bulgaria Wine	Bulgaria Red Wine	\$32	\$15	\$118	\$10	\$248
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$114	\$342
	<b>Summary</b>	<b>\$32</b>	<b>\$15</b>	<b>\$118</b>	<b>\$124</b>	<b>\$590</b>
Canada - BC	Canada - BC Dessert Wine	\$7,294	\$4,872	\$6,853	\$11,922	\$11,443
	Canada - BC Fruit Wine	\$8,902	\$21,326	\$39,090	\$28,542	\$10,472
	Canada - BC Ice Wine	\$15,015	\$22,002	\$29,812	\$23,158	\$25,767
	Canada - BC Red Wine	\$5,228,508	\$4,745,063	\$8,170,564	\$8,795,321	\$6,933,713
	Canada - BC Rose Wine	\$395,592	\$1,294,380	\$1,619,708	\$547,112	\$580,064

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Canada - BC	Canada - BC Sparkling Wine	\$415,485	\$631,842	\$953,371	\$771,681	\$603,442
	Canada - BC White Wine	\$4,365,755	\$5,584,765	\$9,081,447	\$6,852,521	\$5,771,168
	<b>Summary</b>	<b>\$10,436,552</b>	<b>\$12,304,251</b>	<b>\$19,900,845</b>	<b>\$17,030,258</b>	<b>\$13,936,070</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$696	\$1,392	\$3,204	\$0
	Canada - Other Fruit Wine	\$0	\$0	\$0	\$114	\$0
	Canada - Other Ice Wine	\$182	\$163	\$355	\$962	\$511
	Canada - Other Red Wine	\$8,772	\$7,612	\$15,311	\$13,471	\$10,124
	Canada - Other Rose Wine	\$374	\$45,546	\$62,997	\$3,181	\$2,466
	Canada - Other Sparkling Wine	\$62,879	\$85,923	\$125,958	\$95,891	\$81,778
	Canada - Other White Wine	\$5,637	\$7,405	\$10,606	\$22,421	\$10,708
	<b>Summary</b>	<b>\$77,845</b>	<b>\$147,345</b>	<b>\$216,619</b>	<b>\$139,244</b>	<b>\$105,587</b>
Chile Wine	Chile Fruit and Dessert Wine	\$319	\$319	\$319	\$160	\$798
	Chile Red Wine	\$150,440	\$121,021	\$169,100	\$218,489	\$182,470
	Chile Rose Wine	\$2,230	\$4,274	\$6,849	\$3,589	\$2,795
	Chile Sparkling Wine	\$870	\$614	\$4,212	\$2,864	\$1,189
	Chile White Wine	\$88,420	\$102,045	\$148,497	\$118,063	\$109,996
	<b>Summary</b>	<b>\$242,280</b>	<b>\$228,274</b>	<b>\$328,977</b>	<b>\$343,164</b>	<b>\$297,249</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$145
	China Red Wine	\$1,373	\$0	\$0	\$0	\$532
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$1,373</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$676</b>
Fortified Wine	Other Fortified Domestic Wine	\$16,547	\$13,966	\$20,053	\$22,146	\$20,118
	Other Fortified Import Wine	\$46,587	\$44,654	\$77,654	\$68,564	\$64,967
	Port Wine	\$40,540	\$26,352	\$72,069	\$117,992	\$63,203
	Sherry Wine	\$20,261	\$16,522	\$32,778	\$31,356	\$28,113
	Vermouth Wine	\$81,099	\$96,896	\$175,389	\$150,692	\$128,075
	<b>Summary</b>	<b>\$205,034</b>	<b>\$198,390</b>	<b>\$377,944</b>	<b>\$390,751</b>	<b>\$304,475</b>
France Wine	France Champagne Wine	\$495,775	\$630,440	\$1,367,226	\$2,023,222	\$846,581

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
France Wine	France Fruit and Dessert Wine	\$1,688	\$711	\$2,701	\$7,241	\$7,333
	France Red Wine	\$1,129,942	\$794,039	\$1,465,170	\$1,938,988	\$1,707,368
	France Rose Wine	\$165,744	\$448,511	\$564,666	\$223,990	\$262,939
	France Sparkling Wine	\$89,436	\$95,019	\$219,619	\$207,861	\$157,229
	France White Wine	\$627,954	\$760,891	\$1,387,278	\$1,342,183	\$1,080,210
	<b>Summary</b>	<b>\$2,510,539</b>	<b>\$2,729,611</b>	<b>\$5,006,659</b>	<b>\$5,743,484</b>	<b>\$4,061,660</b>
Georgia Wine	Georgia Red Wine	\$0	\$194	\$304	\$3,295	\$1,007
	Georgia White Wine	\$0	\$0	\$0	\$2,604	\$1,519
	<b>Summary</b>	<b>\$0</b>	<b>\$194</b>	<b>\$304</b>	<b>\$5,899</b>	<b>\$2,526</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$3,198	\$0	\$0
	Germany Red Wine	\$6,504	\$9,080	\$13,583	\$18,146	\$12,337
	Germany Rose Wine	\$3,264	\$3,270	\$3,087	\$4,288	\$5,920
	Germany Sparkling Wine	\$77,940	\$65,596	\$145,072	\$146,461	\$105,262
	Germany White Wine	\$44,757	\$40,300	\$59,562	\$67,420	\$77,540
	<b>Summary</b>	<b>\$132,466</b>	<b>\$118,246</b>	<b>\$224,503</b>	<b>\$236,316</b>	<b>\$201,059</b>
Greece Wine	Greece Fruit and Dessert Wine	\$330	\$0	\$0	\$0	\$0
	Greece Red Wine	\$38,198	\$25,892	\$53,376	\$62,465	\$47,332
	Greece Rose Wine	\$785	\$314	\$52	\$5,685	\$5,666
	Greece Sparkling Wine	\$0	\$0	\$0	\$4,944	\$0
	Greece White Wine	\$26,188	\$26,312	\$59,415	\$63,195	\$44,005
	<b>Summary</b>	<b>\$65,501</b>	<b>\$52,518</b>	<b>\$112,843</b>	<b>\$136,289</b>	<b>\$97,004</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$1,987	\$1,723	\$3,705	\$3,576	\$2,959
	Hungary Red Wine	\$535	\$367	\$546	\$268	\$906
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$17,936	\$15,389	\$32,668	\$24,034	\$15,319
	Hungary White Wine	\$2,986	\$4,191	\$11,054	\$6,666	\$8,916
	<b>Summary</b>	<b>\$23,444</b>	<b>\$21,671</b>	<b>\$47,973</b>	<b>\$34,544</b>	<b>\$28,100</b>
Israel Wine	Israel Red Wine	\$62	\$0	\$114	\$239	\$1,562

## Wine Sales (Net \$)

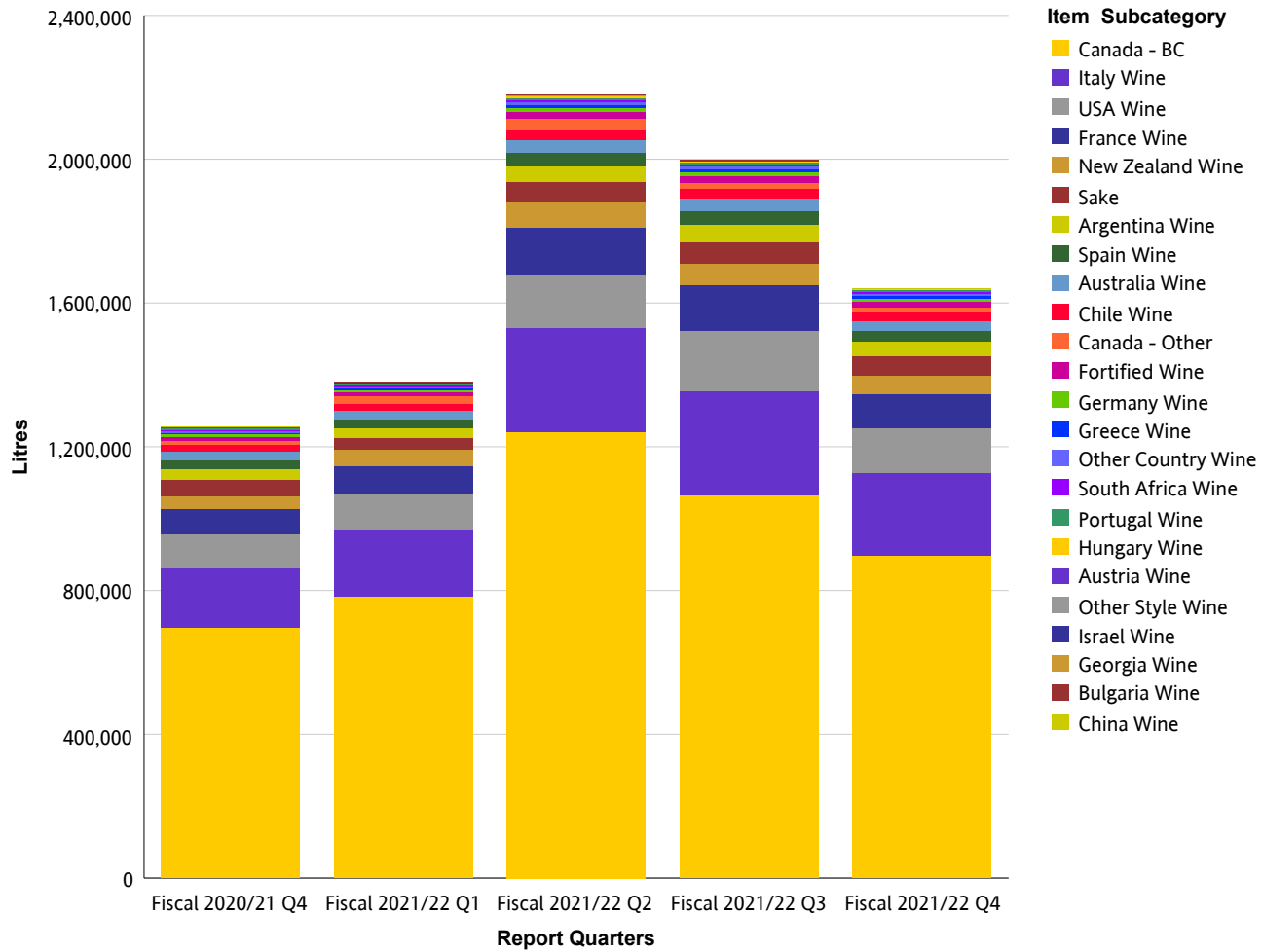
Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Israel Wine	Israel Rose Wine	\$0	\$0	\$0	\$0	\$66
	Israel White Wine	\$342	\$326	\$1,056	\$839	\$1,761
	<b>Summary</b>	<b>\$404</b>	<b>\$326</b>	<b>\$1,170</b>	<b>\$1,078</b>	<b>\$3,389</b>
Italy Wine	Italy Fruit and Dessert Wine	\$3,373	\$2,488	\$4,342	\$6,358	\$5,779
	Italy Red Wine	\$2,123,177	\$1,850,509	\$3,333,995	\$4,123,107	\$2,909,181
	Italy Rose Wine	\$44,084	\$66,482	\$100,679	\$60,572	\$57,774
	Italy Sparkling Wine	\$294,449	\$470,130	\$667,304	\$586,279	\$474,640
	Italy White Wine	\$727,031	\$879,450	\$1,404,830	\$1,228,501	\$1,033,125
	Prosecco Wine	\$392,085	\$538,399	\$971,046	\$825,281	\$695,836
	<b>Summary</b>	<b>\$3,584,199</b>	<b>\$3,807,458</b>	<b>\$6,482,195</b>	<b>\$6,830,098</b>	<b>\$5,176,335</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$34,985	\$34,326	\$39,835	\$44,972	\$40,433
	New Zealand Rose Wine	\$9,690	\$31,887	\$35,693	\$16,362	\$8,869
	New Zealand Sparkling Wine	\$1,132	\$1,471	\$2,902	\$5,745	\$3,387
	New Zealand White Wine	\$666,182	\$820,586	\$1,266,053	\$1,046,693	\$952,366
	<b>Summary</b>	<b>\$711,989</b>	<b>\$888,270</b>	<b>\$1,344,483</b>	<b>\$1,113,771</b>	<b>\$1,005,055</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$53,257	\$51,120	\$108,489	\$102,636	\$97,707
	Other Country Red Wine	\$14,242	\$17,341	\$13,068	\$33,129	\$17,540
	Other Country Rose Wine	\$2,237	\$2,739	\$4,446	\$4,773	\$7,078
	Other Country Sparkling Wine	\$759	\$3,059	\$2,568	\$15,208	\$3,976
	Other Country White Wine	\$6,082	\$18,061	\$8,216	\$23,101	\$15,965
	<b>Summary</b>	<b>\$76,576</b>	<b>\$92,320</b>	<b>\$136,787</b>	<b>\$178,848</b>	<b>\$142,267</b>
Other Style Wine	Aperitif And Flavoured Wine	\$11,717	\$14,066	\$16,373	\$13,637	\$15,491
	Mead	\$1,218	\$1,816	\$3,207	\$1,140	\$1,028
	Rice Wine	\$5,975	\$3,115	\$6,810	\$11,964	\$8,401
	<b>Summary</b>	<b>\$18,910</b>	<b>\$18,998</b>	<b>\$26,390</b>	<b>\$26,741</b>	<b>\$24,919</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$396	\$583	\$385	\$1,846	\$501
	Portugal Red Wine	\$35,199	\$33,979	\$49,823	\$55,055	\$48,773



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Portugal Wine	Portugal Rose Wine	\$4,778	\$6,826	\$8,744	\$3,324	\$3,074
	Portugal Sparkling Wine	\$925	\$1,506	\$2,519	\$2,461	\$2,174
	Portugal White Wine	\$25,558	\$35,283	\$54,124	\$35,380	\$34,920
	<b>Summary</b>	<b>\$66,856</b>	<b>\$78,177</b>	<b>\$115,594</b>	<b>\$98,066</b>	<b>\$89,443</b>
Sake	Japan Sake	\$530,903	\$355,572	\$766,199	\$915,975	\$687,020
	Other Country Sake	\$24,281	\$34,095	\$16,958	\$13,927	\$10,720
	USA Sake	\$205,399	\$150,842	\$270,735	\$280,735	\$272,665
	<b>Summary</b>	<b>\$760,583</b>	<b>\$540,508</b>	<b>\$1,053,892</b>	<b>\$1,210,637</b>	<b>\$970,404</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$770	\$441	\$0	\$0	\$0
	South Africa Red Wine	\$49,084	\$28,420	\$60,493	\$68,889	\$54,717
	South Africa Rose Wine	\$18	\$1,746	\$248	\$47	\$969
	South Africa Sparkling Wine	\$0	\$66	\$0	\$853	\$1,137
	South Africa White Wine	\$24,580	\$25,997	\$38,215	\$35,024	\$25,811
	<b>Summary</b>	<b>\$74,452</b>	<b>\$56,671</b>	<b>\$98,955</b>	<b>\$104,812</b>	<b>\$82,635</b>
Spain Wine	Spain Fruit and Dessert Wine	\$1,139	\$1,026	\$3,274	\$3,411	\$1,373
	Spain Red Wine	\$280,698	\$225,266	\$356,586	\$453,760	\$355,911
	Spain Rose Wine	\$11,818	\$21,357	\$28,508	\$18,612	\$14,813
	Spain Sparkling Wine	\$128,956	\$191,604	\$237,314	\$205,910	\$192,474
	Spain White Wine	\$62,193	\$66,899	\$107,875	\$90,330	\$86,461
	<b>Summary</b>	<b>\$484,804</b>	<b>\$506,151</b>	<b>\$733,558</b>	<b>\$772,024</b>	<b>\$651,033</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$2,251,013	\$2,220,028	\$3,387,163	\$4,297,410	\$3,317,074
	USA Rose Wine	\$13,530	\$78,312	\$109,170	\$32,380	\$25,472
	USA Sparkling Wine	\$32,243	\$83,027	\$108,542	\$54,102	\$25,270
	USA White Wine	\$363,986	\$475,487	\$771,675	\$749,637	\$556,007
	<b>Summary</b>	<b>\$2,660,771</b>	<b>\$2,856,854</b>	<b>\$4,376,551</b>	<b>\$5,133,529</b>	<b>\$3,923,823</b>
<b>Summary</b>		<b>\$23,067,637</b>	<b>\$25,459,442</b>	<b>\$41,874,570</b>	<b>\$40,976,254</b>	<b>\$32,262,593</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Argentina Wine	Argentina Red Wine	29,757	23,427	38,455	46,484	36,152
	Argentina Rose Wine	296	553	664	50	206
	Argentina Sparkling Wine	1	122	380	180	230
	Argentina White Wine	1,307	1,618	3,055	2,350	1,790
	<b>Summary</b>	<b>31,361</b>	<b>25,721</b>	<b>42,553</b>	<b>49,063</b>	<b>38,378</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	13,722	11,406	17,998	21,679	15,550
	Australia Rose Wine	715	969	1,343	824	921
	Australia Sparkling Wine	2,778	3,344	5,089	2,938	3,136
	Australia White Wine	6,817	7,349	11,000	8,850	7,505
	<b>Summary</b>	<b>24,031</b>	<b>23,067</b>	<b>35,430</b>	<b>34,290</b>	<b>27,113</b>
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	0
	Austria Red Wine	651	592	640	568	464
	Austria Rose Wine	18	9	32	151	112
	Austria Sparkling Wine	9	0	18	61	43
	Austria White Wine	626	524	1,000	1,179	987
	<b>Summary</b>	<b>1,304</b>	<b>1,125</b>	<b>1,690</b>	<b>1,958</b>	<b>1,606</b>
Bulgaria Wine	Bulgaria Red Wine	2	1	6	1	18
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	3	9
	<b>Summary</b>	<b>2</b>	<b>1</b>	<b>6</b>	<b>4</b>	<b>27</b>
Canada - BC	Canada - BC Dessert Wine	151	89	125	230	233
	Canada - BC Fruit Wine	366	1,056	1,815	1,312	476
	Canada - BC Ice Wine	181	287	369	278	264
	Canada - BC Red Wine	317,339	284,749	461,584	496,233	405,116
	Canada - BC Rose Wine	22,112	66,286	85,135	28,742	30,943

## Wine Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Canada - BC	Canada - BC Sparkling Wine	17,136	26,038	39,096	30,873	23,913
	Canada - BC White Wine	339,545	405,807	652,502	507,546	437,141
	<b>Summary</b>	<b>696,830</b>	<b>784,312</b>	<b>1,240,626</b>	<b>1,065,213</b>	<b>898,086</b>
Canada - Other	Canada - Other Dessert Wine	0	6	12	25	0
	Canada - Other Fruit Wine	0	0	0	9	0
	Canada - Other Ice Wine	2	2	4	11	6
	Canada - Other Red Wine	826	861	1,482	1,335	1,145
	Canada - Other Rose Wine	32	7,211	10,024	397	378
	Canada - Other Sparkling Wine	9,416	12,801	18,642	13,220	12,076
	Canada - Other White Wine	608	776	1,044	1,619	1,087
	<b>Summary</b>	<b>10,883</b>	<b>21,656</b>	<b>31,208</b>	<b>16,616</b>	<b>14,692</b>
Chile Wine	Chile Fruit and Dessert Wine	9	9	9	4	22
	Chile Red Wine	11,558	9,842	13,531	16,912	13,766
	Chile Rose Wine	250	471	830	396	303
	Chile Sparkling Wine	48	35	149	100	55
	Chile White Wine	8,015	9,099	13,288	10,378	9,462
	<b>Summary</b>	<b>19,881</b>	<b>19,456</b>	<b>27,808</b>	<b>27,792</b>	<b>23,608</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	3
	China Red Wine	21	0	0	0	9
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>21</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12</b>
Fortified Wine	Other Fortified Domestic Wine	1,145	1,011	1,226	1,479	1,097
	Other Fortified Import Wine	2,189	2,167	3,592	3,037	2,934
	Port Wine	974	675	1,665	2,260	1,463
	Sherry Wine	809	675	1,232	1,120	1,019
	Vermouth Wine	5,492	6,137	10,860	10,296	8,899
	<b>Summary</b>	<b>10,609</b>	<b>10,665</b>	<b>18,575</b>	<b>18,191</b>	<b>15,412</b>
France Wine	France Champagne Wine	4,707	5,673	13,725	19,980	7,546

## Wine Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
France Wine	France Fruit and Dessert Wine	40	16	56	106	150
	France Red Wine	28,553	20,934	38,272	48,995	36,217
	France Rose Wine	9,180	22,514	27,385	11,654	12,989
	France Sparkling Wine	5,269	5,480	12,156	11,365	8,670
	France White Wine	20,689	23,523	38,454	37,018	28,988
	<b>Summary</b>	<b>68,438</b>	<b>78,140</b>	<b>130,047</b>	<b>129,119</b>	<b>94,559</b>
Georgia Wine	Georgia Red Wine	0	10	18	67	32
	Georgia White Wine	0	0	0	54	32
	<b>Summary</b>	<b>0</b>	<b>10</b>	<b>18</b>	<b>121</b>	<b>63</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	2	0	0
	Germany Red Wine	178	224	283	351	311
	Germany Rose Wine	117	104	162	129	222
	Germany Sparkling Wine	4,445	3,994	8,632	8,497	5,643
	Germany White Wine	1,854	1,714	2,804	2,626	2,702
	<b>Summary</b>	<b>6,594</b>	<b>6,036</b>	<b>11,883</b>	<b>11,603</b>	<b>8,878</b>
Greece Wine	Greece Fruit and Dessert Wine	12	0	0	0	0
	Greece Red Wine	2,648	1,849	3,713	3,642	3,193
	Greece Rose Wine	45	18	3	220	298
	Greece Sparkling Wine	0	0	0	112	0
	Greece White Wine	2,084	2,031	4,400	3,462	2,845
	<b>Summary</b>	<b>4,789</b>	<b>3,898</b>	<b>8,115</b>	<b>7,437</b>	<b>6,336</b>
Hungary Wine	Hungary Fruit and Dessert Wine	39	30	52	71	36
	Hungary Red Wine	37	28	38	20	62
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	1,346	1,152	2,518	1,904	1,056
	Hungary White Wine	232	302	658	394	547
	<b>Summary</b>	<b>1,653</b>	<b>1,511</b>	<b>3,266</b>	<b>2,389</b>	<b>1,701</b>
Israel Wine	Israel Red Wine	3	0	5	11	77

## Wine Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Israel Wine	Israel Rose Wine	0	0	0	0	4
	Israel White Wine	16	16	51	40	85
	<b>Summary</b>	<b>20</b>	<b>16</b>	<b>56</b>	<b>52</b>	<b>166</b>
Italy Wine	Italy Fruit and Dessert Wine	52	29	48	61	65
	Italy Red Wine	73,732	65,626	107,122	131,122	99,097
	Italy Rose Wine	1,848	3,224	4,640	2,316	2,716
	Italy Sparkling Wine	18,362	29,185	40,766	34,083	27,385
	Italy White Wine	48,099	58,325	87,012	74,948	63,512
	Prosecco Wine	21,826	29,375	51,791	45,860	35,769
	<b>Summary</b>	<b>163,919</b>	<b>185,764</b>	<b>291,378</b>	<b>288,389</b>	<b>228,544</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,250	1,173	1,422	1,724	1,475
	New Zealand Rose Wine	507	1,642	2,074	826	470
	New Zealand Sparkling Wine	48	72	135	301	142
	New Zealand White Wine	34,824	44,486	67,001	56,044	48,920
	<b>Summary</b>	<b>36,630</b>	<b>47,374</b>	<b>70,632</b>	<b>58,894</b>	<b>51,006</b>
Other Country Wine	Other Country Fruit and Dessert Wine	3,259	2,873	6,350	6,007	5,475
	Other Country Red Wine	466	560	406	933	550
	Other Country Rose Wine	94	90	202	90	144
	Other Country Sparkling Wine	9	68	46	236	67
	Other Country White Wine	206	619	312	541	400
	<b>Summary</b>	<b>4,035</b>	<b>4,210</b>	<b>7,317</b>	<b>7,807</b>	<b>6,636</b>
Other Style Wine	Aperitif And Flavoured Wine	654	877	518	557	541
	Mead	60	94	141	60	54
	Rice Wine	402	260	623	1,206	934
	<b>Summary</b>	<b>1,116</b>	<b>1,231</b>	<b>1,283</b>	<b>1,823</b>	<b>1,530</b>
Portugal Wine	Portugal Fruit and Dessert Wine	9	14	9	48	14
	Portugal Red Wine	2,115	1,854	2,737	3,012	2,515

## Wine Sales (Litres)

Litres		Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4
Portugal Wine	Portugal Rose Wine	408	597	886	292	240
	Portugal Sparkling Wine	40	66	86	97	82
	Portugal White Wine	1,481	2,115	2,920	2,037	1,942
	<b>Summary</b>	<b>4,054</b>	<b>4,646</b>	<b>6,637</b>	<b>5,486</b>	<b>4,792</b>
Sake	Japan Sake	13,721	9,065	19,783	21,884	18,111
	Other Country Sake	1,586	1,909	1,448	1,085	683
	USA Sake	28,474	20,711	36,043	37,864	36,214
	<b>Summary</b>	<b>43,780</b>	<b>31,685</b>	<b>57,275</b>	<b>60,832</b>	<b>55,007</b>
South Africa Wine	South Africa Fruit and Dessert Wine	4	6	0	0	0
	South Africa Red Wine	2,861	1,859	3,271	3,955	3,280
	South Africa Rose Wine	2	122	22	4	58
	South Africa Sparkling Wine	0	2	0	27	36
	South Africa White Wine	1,679	1,852	3,082	2,591	2,014
	<b>Summary</b>	<b>4,546</b>	<b>3,841</b>	<b>6,375</b>	<b>6,577</b>	<b>5,388</b>
Spain Wine	Spain Fruit and Dessert Wine	26	31	80	100	51
	Spain Red Wine	12,266	10,376	15,563	19,480	15,836
	Spain Rose Wine	776	1,634	2,314	1,218	1,042
	Spain Sparkling Wine	7,947	11,533	14,867	12,579	11,416
	Spain White Wine	2,818	2,885	4,625	3,623	3,500
	<b>Summary</b>	<b>23,831</b>	<b>26,459</b>	<b>37,449</b>	<b>37,001</b>	<b>31,844</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	77,336	68,655	104,880	131,875	100,243
	USA Rose Wine	1,367	4,174	5,964	2,186	1,771
	USA Sparkling Wine	1,368	3,186	3,949	1,980	885
	USA White Wine	17,379	21,830	33,308	31,634	22,996
	<b>Summary</b>	<b>97,450</b>	<b>97,845</b>	<b>148,101</b>	<b>167,674</b>	<b>125,896</b>
<b>Summary</b>		<b>1,255,777</b>	<b>1,378,669</b>	<b>2,177,729</b>	<b>1,998,332</b>	<b>1,641,279</b>

# GLOSSARY AND EXPLANATORY NOTES

Domestic Beer – the domestic beer classification is defined as follows:

Commercial Beer – Breweries with Annual Production over 350,000HL

Regional Beer – Breweries with Annual Production over 15,000HL and up to 350,000HL

Micro Brew Beer – Breweries with Annual Production up to 15,000HL

Negative Sales

Occasionally, negative sales are reported. This is usually due to adjustments or product returns.