

# Hospitality Liquor Market Review

Fiscal 2022/23 Q4

March 2023



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

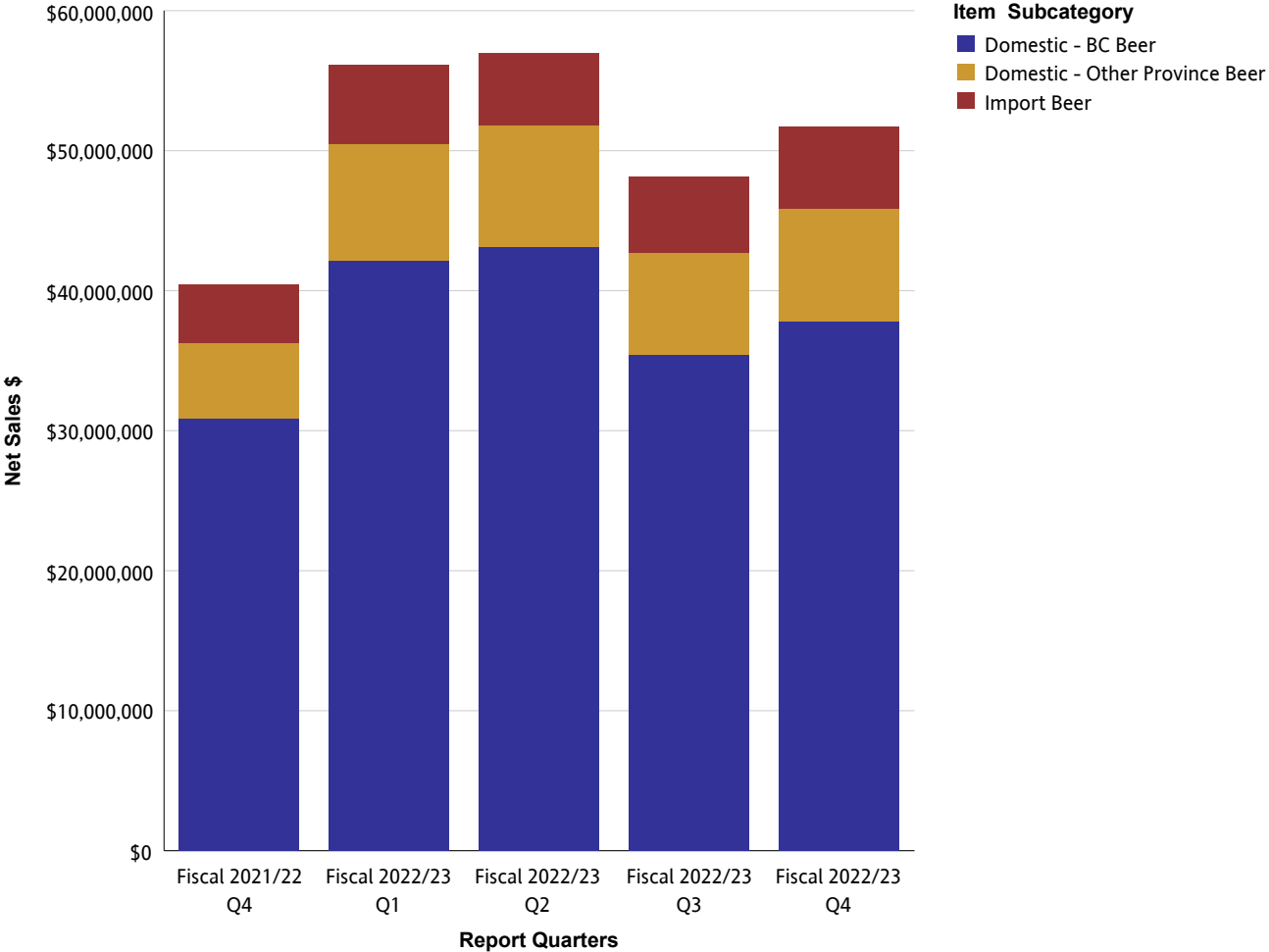
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer 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 \$)

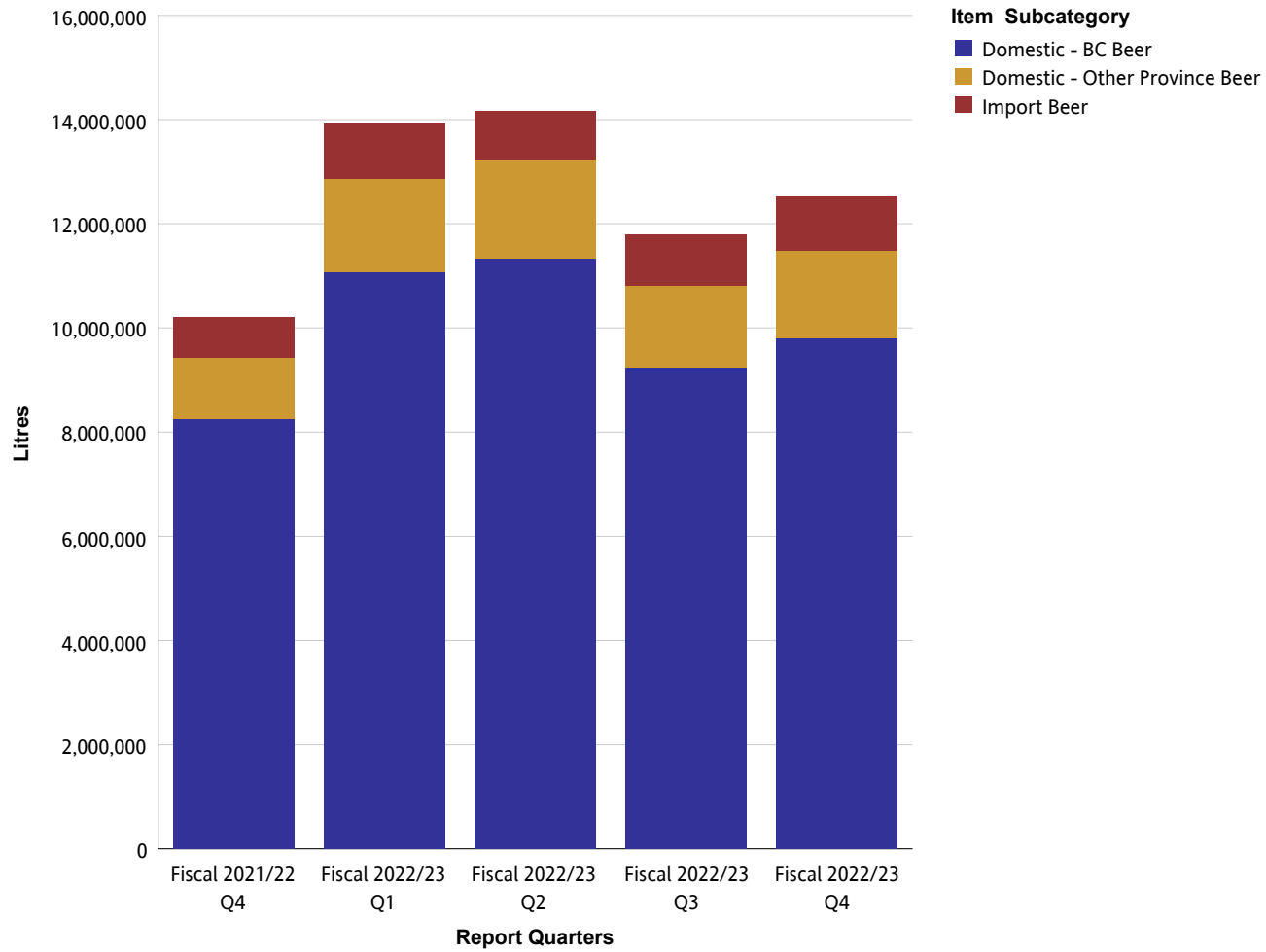


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$14,186,886	\$18,723,691	\$18,471,685	\$17,002,262	\$17,649,452
	Domestic - BC Micro Brew Beer	\$9,026,806	\$12,388,329	\$12,601,644	\$10,007,753	\$10,369,023
	Domestic - BC Regional Beer	\$7,645,304	\$11,013,214	\$12,054,208	\$8,442,741	\$9,797,499
	<b>Summary</b>	<b>\$30,858,996</b>	<b>\$42,125,234</b>	<b>\$43,127,537</b>	<b>\$35,452,757</b>	<b>\$37,815,975</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$5,135,229	\$7,929,464	\$8,355,596	\$6,955,926	\$7,763,262
	Domestic - Other Province Micro Brew Beer	\$10,227	\$40,532	\$30,894	\$20,072	\$23,292
	Domestic - Other Province Regional Beer	\$261,805	\$352,006	\$327,130	\$306,408	\$274,858
	<b>Summary</b>	<b>\$5,407,260</b>	<b>\$8,322,002</b>	<b>\$8,713,620</b>	<b>\$7,282,406</b>	<b>\$8,061,412</b>
Import Beer	Asia And South Pacific Beer	\$695,753	\$1,068,530	\$851,833	\$976,298	\$1,046,851
	Europe Beer	\$3,060,439	\$3,955,908	\$3,697,445	\$4,066,394	\$4,406,348
	Mexico And Caribbean Beer	\$284,919	\$488,726	\$444,568	\$268,430	\$297,941
	Other Country Beer	\$1,654	\$5,013	\$5,009	\$3,777	\$3,980
	USA Beer	\$100,140	\$152,582	\$127,292	\$121,860	\$114,841
	<b>Summary</b>	<b>\$4,142,905</b>	<b>\$5,670,759</b>	<b>\$5,126,147</b>	<b>\$5,436,759</b>	<b>\$5,869,962</b>
<b>Summary</b>	<b>\$40,409,162</b>	<b>\$56,117,995</b>	<b>\$56,967,304</b>	<b>\$48,171,922</b>	<b>\$51,747,349</b>	

## Beer Sales (Litres)

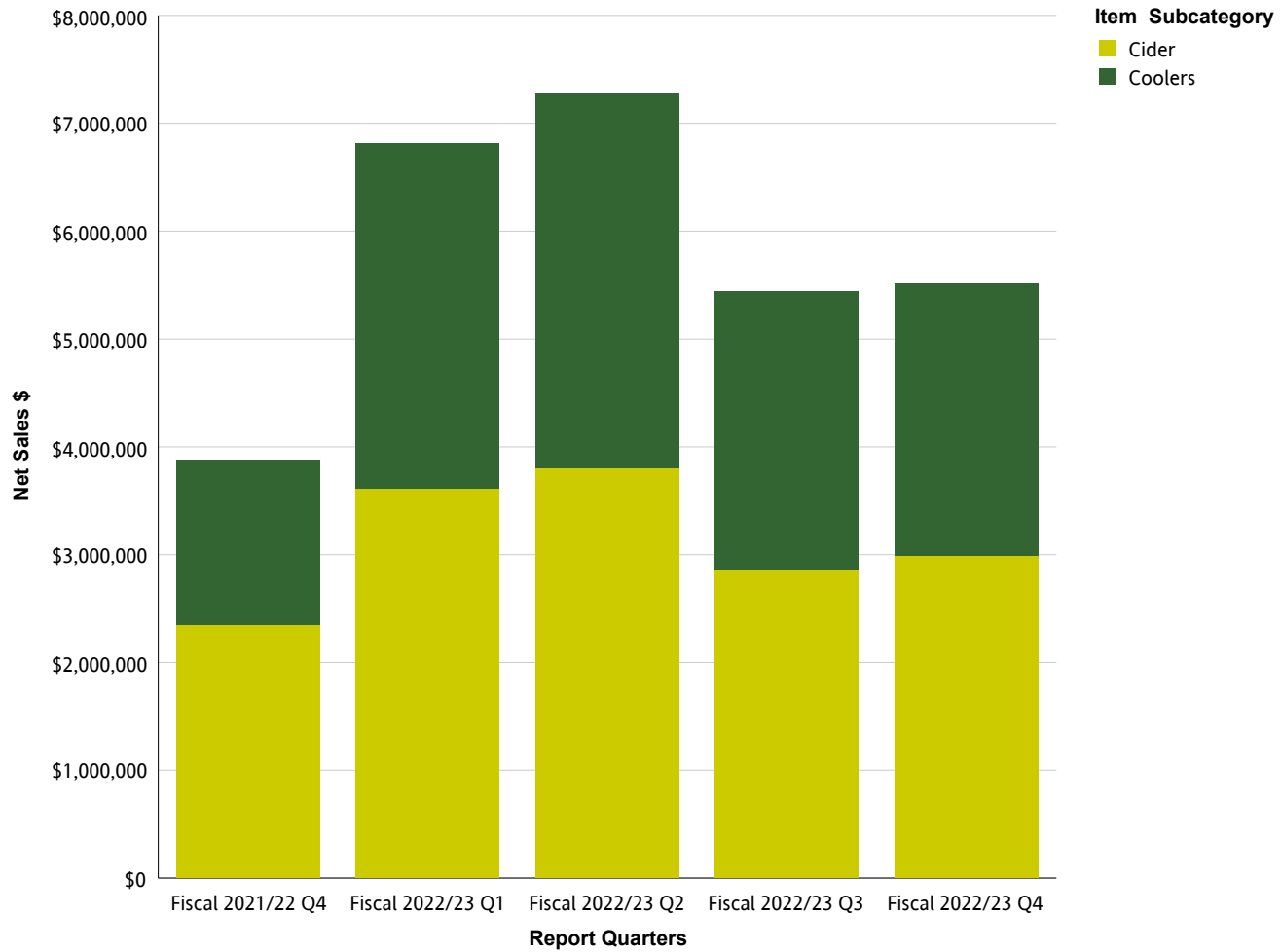


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	3,802,878	4,946,371	4,872,612	4,488,844	4,556,060
	Domestic - BC Micro Brew Beer	2,219,603	2,968,524	2,984,666	2,365,088	2,425,430
	Domestic - BC Regional Beer	2,239,132	3,164,724	3,478,558	2,399,355	2,829,895
	<b>Summary</b>	<b>8,261,613</b>	<b>11,079,619</b>	<b>11,335,836</b>	<b>9,253,287</b>	<b>9,811,385</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	1,078,077	1,678,307	1,774,959	1,452,671	1,579,041
	Domestic - Other Province Micro Brew Beer	1,202	5,567	6,190	4,923	4,973
	Domestic - Other Province Regional Beer	84,882	112,524	103,589	97,869	86,441
	<b>Summary</b>	<b>1,164,162</b>	<b>1,796,399</b>	<b>1,884,738</b>	<b>1,555,463</b>	<b>1,670,455</b>
Import Beer	Asia And South Pacific Beer	119,714	179,971	154,480	167,155	176,525
	Europe Beer	585,828	745,795	683,869	736,763	791,462
	Mexico And Caribbean Beer	51,989	92,205	82,558	49,857	52,160
	Other Country Beer	361	952	900	646	675
	USA Beer	20,575	29,929	25,038	23,873	23,124
	<b>Summary</b>	<b>778,467</b>	<b>1,048,851</b>	<b>946,845</b>	<b>978,294</b>	<b>1,043,945</b>
<b>Summary</b>		<b>10,204,241</b>	<b>13,924,869</b>	<b>14,167,419</b>	<b>11,787,045</b>	<b>12,525,785</b>

## Refreshment Beverages Sales (Net \$)



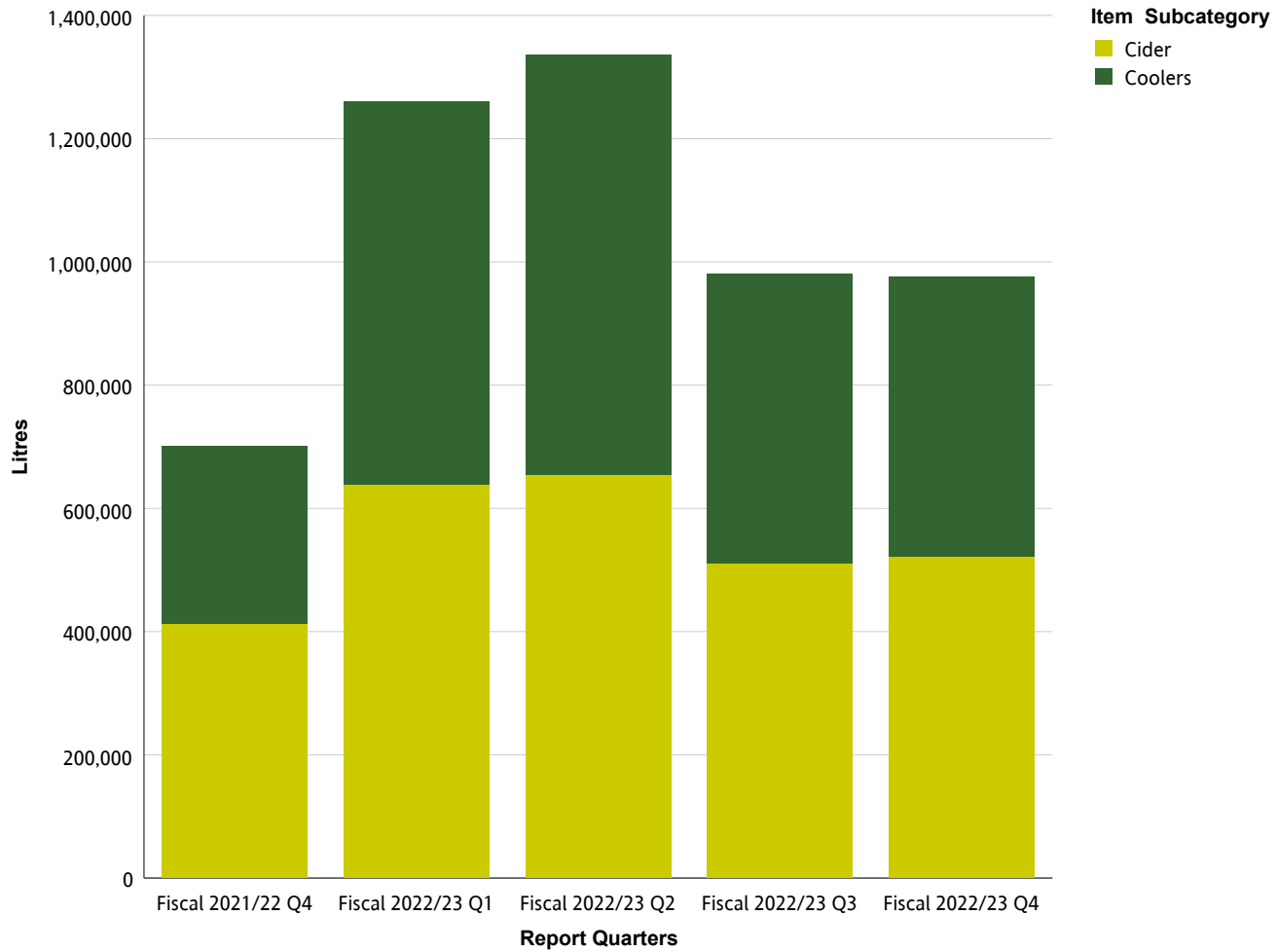


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Cider	Domestic Cider	\$1,763,512	\$2,791,284	\$3,057,137	\$2,123,360	\$2,225,492
	Import Cider	\$588,023	\$819,117	\$749,310	\$730,809	\$769,117
	<b>Summary</b>	<b>\$2,351,534</b>	<b>\$3,610,401</b>	<b>\$3,806,447</b>	<b>\$2,854,169</b>	<b>\$2,994,608</b>
Coolers	Malt-Based Coolers	\$24,410	\$59,654	\$72,642	\$62,690	\$58,885
	Spirit Coolers	\$1,449,952	\$3,056,338	\$3,304,226	\$2,445,083	\$2,376,351
	Wine/Fruit Coolers	\$49,928	\$87,757	\$93,831	\$78,551	\$88,395
	<b>Summary</b>	<b>\$1,524,290</b>	<b>\$3,203,750</b>	<b>\$3,470,700</b>	<b>\$2,586,324</b>	<b>\$2,523,631</b>
<b>Summary</b>		<b>\$3,875,825</b>	<b>\$6,814,150</b>	<b>\$7,277,147</b>	<b>\$5,440,493</b>	<b>\$5,518,240</b>

## Refreshment Beverages Sales (Litres)

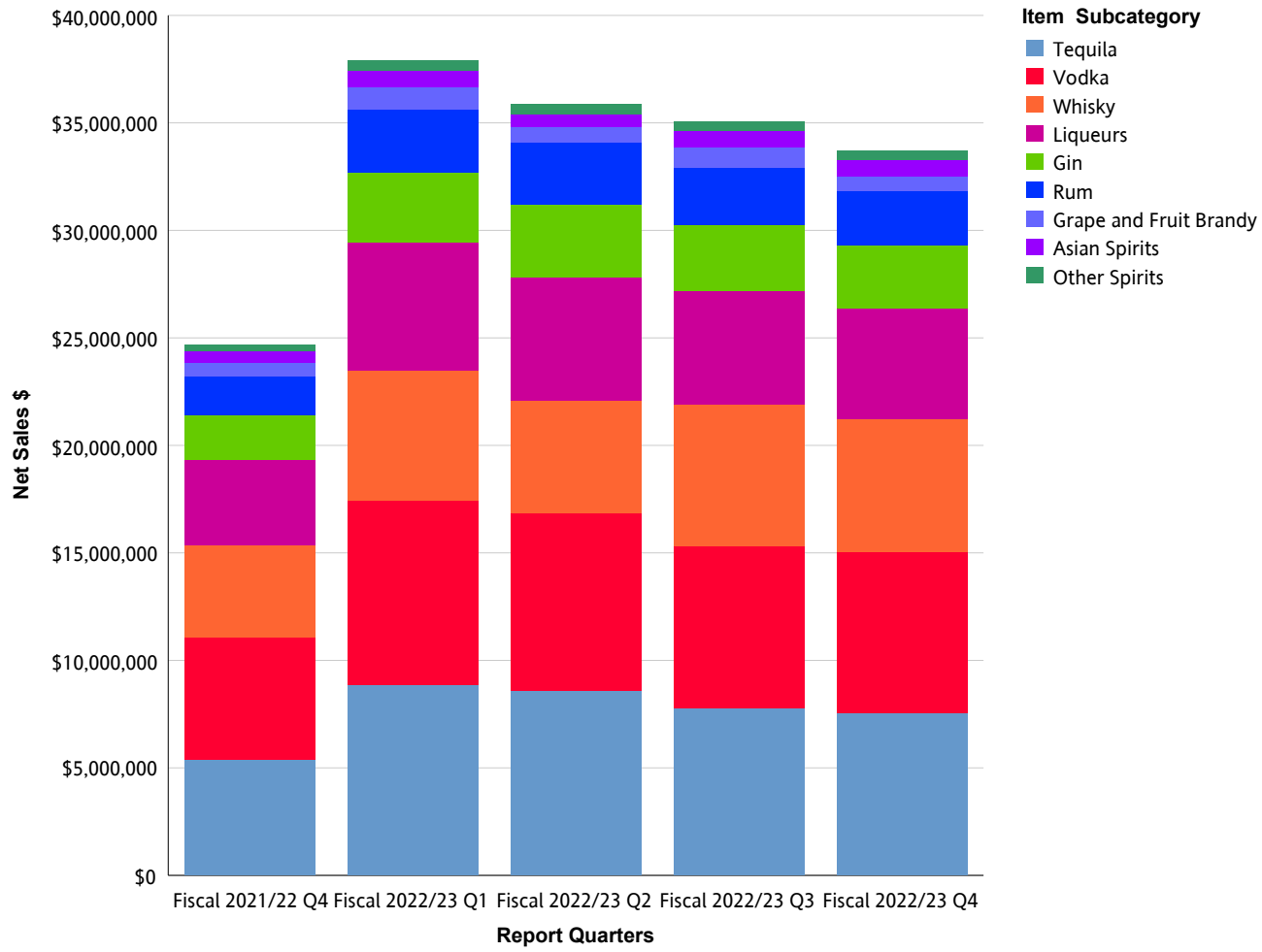


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Cider	Domestic Cider	293,633	469,894	499,968	360,156	371,103
	Import Cider	120,157	168,985	153,770	149,821	151,551
	<b>Summary</b>	<b>413,790</b>	<b>638,879</b>	<b>653,739</b>	<b>509,977</b>	<b>522,654</b>
Coolers	Malt-Based Coolers	5,053	12,613	16,725	13,963	12,791
	Spirit Coolers	275,117	595,725	650,542	445,403	427,905
	Wine/Fruit Coolers	7,487	12,572	14,910	11,114	12,817
	<b>Summary</b>	<b>287,656</b>	<b>620,911</b>	<b>682,176</b>	<b>470,480</b>	<b>453,513</b>
<b>Summary</b>		<b>701,447</b>	<b>1,259,790</b>	<b>1,335,915</b>	<b>980,457</b>	<b>976,167</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Asian Spirits	China Spirits	\$76,371	\$134,741	\$93,652	\$90,499	\$105,150
	Korea Spirits	\$419,092	\$548,426	\$445,698	\$668,655	\$589,572
	Other Country Asian Spirits	\$36,192	\$50,911	\$40,602	\$52,938	\$45,020
	<b>Summary</b>	<b>\$531,655</b>	<b>\$734,078</b>	<b>\$579,952</b>	<b>\$812,093</b>	<b>\$739,742</b>
Gin	Dry Gin	\$1,967,966	\$3,058,265	\$3,138,871	\$2,891,840	\$2,738,403
	Flavoured Gin	\$83,010	\$145,313	\$161,558	\$122,961	\$112,269
	Other Gin	\$47,901	\$56,498	\$72,581	\$63,250	\$53,484
	<b>Summary</b>	<b>\$2,098,878</b>	<b>\$3,260,076</b>	<b>\$3,373,010</b>	<b>\$3,078,050</b>	<b>\$2,904,157</b>
Grape and Fruit Brandy	Armagnac	\$15,165	\$6,157	\$4,269	\$16,562	\$11,589
	Brandy	\$108,506	\$157,837	\$169,147	\$183,810	\$152,225
	Cognac	\$410,195	\$753,456	\$443,621	\$600,936	\$435,406
	Eau de Vie	\$25,099	\$48,542	\$33,711	\$44,441	\$35,687
	Grappa And Marc	\$18,054	\$28,839	\$17,786	\$27,056	\$23,200
	Pisco	\$49,462	\$69,127	\$63,302	\$59,930	\$63,584
	<b>Summary</b>	<b>\$626,481</b>	<b>\$1,063,959</b>	<b>\$731,837</b>	<b>\$932,735</b>	<b>\$721,692</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,362,377	\$2,086,436	\$1,887,664	\$1,858,060	\$1,816,578
	Coffee And Cocoa Liqueurs	\$369,549	\$467,505	\$448,806	\$487,556	\$477,168
	Cream/Dairy Liqueurs	\$401,844	\$564,963	\$489,884	\$587,257	\$533,647
	Fruit Liqueurs	\$1,253,554	\$2,045,566	\$2,083,112	\$1,615,762	\$1,636,053
	Nut Liqueurs	\$216,713	\$313,818	\$300,117	\$277,048	\$263,428
	Other Liqueurs	\$242,534	\$369,346	\$363,050	\$329,546	\$322,120
	Whiskey Liqueurs	\$105,452	\$132,679	\$115,892	\$101,735	\$111,598
	<b>Summary</b>	<b>\$3,952,023</b>	<b>\$5,980,312</b>	<b>\$5,688,525</b>	<b>\$5,256,963</b>	<b>\$5,160,592</b>
Other Spirits	Cachaca	\$7,642	\$16,081	\$17,918	\$13,707	\$14,498
	Flavoured Spirits	\$6,295	\$9,888	\$14,309	\$18,108	\$14,170
	Miscellaneous/Other Spirits	\$44,182	\$55,221	\$44,950	\$50,749	\$38,706

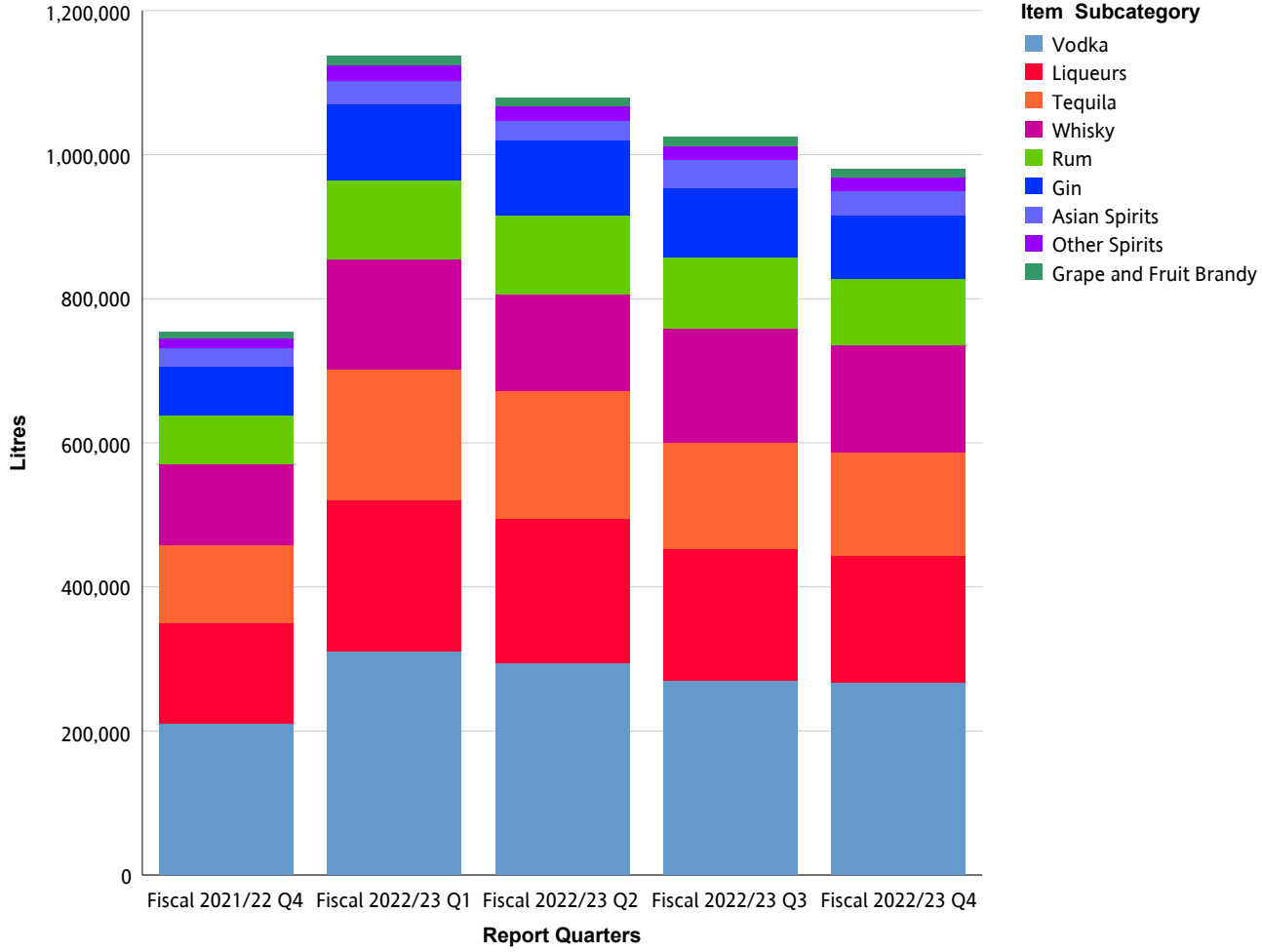
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Other Spirits	Moonshine Spirits	\$3,205	\$2,518	\$3,024	\$4,704	\$4,639
	Ready to Mix Cocktails	\$232,525	\$366,470	\$344,591	\$299,613	\$319,745
	Ready to Serve Cocktails	\$9,384	\$17,504	\$19,992	\$41,262	\$31,166
	Schnapps and Akvavit	\$7,076	\$8,659	\$7,753	\$7,976	\$7,600
	<b>Summary</b>	<b>\$310,308</b>	<b>\$476,340</b>	<b>\$452,538</b>	<b>\$436,120</b>	<b>\$430,524</b>
Rum	Amber Rum	\$227,550	\$393,785	\$407,329	\$354,687	\$306,384
	Dark Rum	\$238,072	\$365,797	\$322,233	\$343,209	\$301,080
	Flavoured Rum	\$21,723	\$33,716	\$31,454	\$28,134	\$32,516
	Spiced Rum	\$586,273	\$865,859	\$819,098	\$940,903	\$917,131
	White Rum	\$741,212	\$1,245,704	\$1,338,232	\$974,491	\$966,710
	<b>Summary</b>	<b>\$1,814,831</b>	<b>\$2,904,861</b>	<b>\$2,918,347</b>	<b>\$2,641,424</b>	<b>\$2,523,820</b>
Tequila	Blanco/Silver Tequila	\$2,242,684	\$3,800,401	\$3,761,067	\$3,270,330	\$3,161,789
	Flavoured Tequila	\$36,759	\$71,045	\$59,830	\$86,871	\$85,929
	Gold Tequila	\$2,758,137	\$4,521,426	\$4,337,791	\$3,974,160	\$3,833,812
	Mezcal	\$329,078	\$486,556	\$438,806	\$436,642	\$477,194
	<b>Summary</b>	<b>\$5,366,658</b>	<b>\$8,879,427</b>	<b>\$8,597,495</b>	<b>\$7,768,003</b>	<b>\$7,558,725</b>
Vodka	Flavoured Vodka	\$800,142	\$1,195,842	\$1,110,425	\$916,829	\$959,793
	Straight Vodka	\$4,909,214	\$7,363,171	\$7,161,146	\$6,624,855	\$6,518,369
	<b>Summary</b>	<b>\$5,709,356</b>	<b>\$8,559,013</b>	<b>\$8,271,571</b>	<b>\$7,541,684</b>	<b>\$7,478,162</b>
Whisky	American Whiskey	\$277,360	\$437,817	\$400,129	\$471,338	\$428,113
	Blended Malt Scotch Whisky	\$10,143	\$13,060	\$21,367	\$10,761	\$14,331
	Blended Scotch Whisky	\$227,035	\$365,481	\$314,104	\$406,326	\$333,134
	Bourbon Whiskey	\$1,019,726	\$1,333,050	\$1,169,197	\$1,541,025	\$1,499,758
	Canadian Whisky	\$1,099,873	\$1,573,904	\$1,440,761	\$1,625,314	\$1,458,426
	Flavoured Whisky	\$42,466	\$30,310	\$20,725	\$25,653	\$15,829
	Irish Whiskey	\$978,794	\$1,206,249	\$1,042,102	\$1,229,677	\$1,315,092
	Other Country Whisky	\$116,633	\$173,344	\$130,917	\$200,307	\$158,630
	Single Malt Scotch Whisky	\$512,438	\$906,112	\$708,082	\$1,108,960	\$956,808

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Whisky	Summary	\$4,284,468	\$6,039,327	\$5,247,384	\$6,619,360	\$6,180,121
Summary		\$24,694,658	\$37,897,392	\$35,860,659	\$35,086,434	\$33,697,534

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Asian Spirits	China Spirits	1,122	1,417	1,213	1,495	1,660
	Korea Spirits	23,893	30,483	24,840	36,817	31,478
	Other Country Asian Spirits	854	1,198	1,010	1,377	1,149
	<b>Summary</b>	<b>25,869</b>	<b>33,098</b>	<b>27,064</b>	<b>39,689</b>	<b>34,286</b>
Gin	Dry Gin	63,624	99,791	97,827	91,811	84,238
	Flavoured Gin	2,305	4,123	4,451	3,183	2,824
	Other Gin	982	1,162	1,491	1,197	1,030
	<b>Summary</b>	<b>66,910</b>	<b>105,076</b>	<b>103,768</b>	<b>96,192</b>	<b>88,092</b>
Grape and Fruit Brandy	Armagnac	85	58	42	123	123
	Brandy	3,983	5,406	5,689	6,017	5,198
	Cognac	2,985	4,379	3,419	4,740	3,325
	Eau de Vie	445	909	576	773	626
	Grappa And Marc	256	418	271	368	331
	Pisco	1,278	1,712	1,535	1,452	1,530
	<b>Summary</b>	<b>9,032</b>	<b>12,882</b>	<b>11,532</b>	<b>13,472</b>	<b>11,133</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	43,657	66,807	60,966	57,688	55,814
	Coffee And Cocoa Liqueurs	14,932	18,973	17,387	20,198	19,084
	Cream/Dairy Liqueurs	14,845	20,511	17,550	22,243	18,517
	Fruit Liqueurs	47,396	76,023	76,739	58,256	59,665
	Nut Liqueurs	7,947	12,125	11,713	10,225	9,509
	Other Liqueurs	8,450	12,605	11,446	12,016	10,811
	Whiskey Liqueurs	3,194	4,168	3,490	3,089	3,191
	<b>Summary</b>	<b>140,420</b>	<b>211,211</b>	<b>199,292</b>	<b>183,715</b>	<b>176,592</b>
Other Spirits	Cachaca	155	403	573	435	455
	Flavoured Spirits	129	200	291	451	285
	Miscellaneous/Other Spirits	1,202	1,345	1,045	1,366	1,011

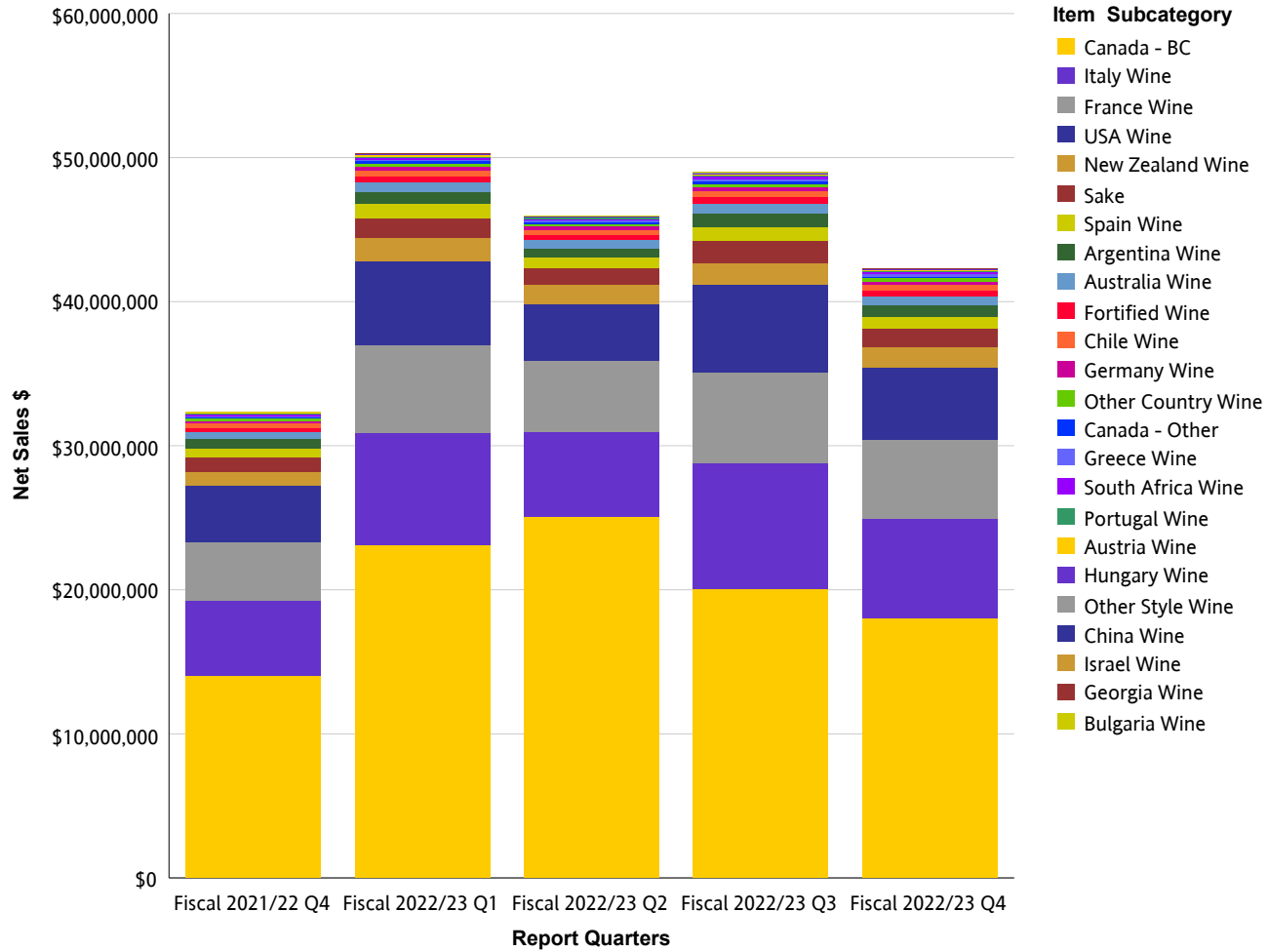
## Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Other Spirits	Moonshine Spirits	89	70	91	130	124
	Ready to Mix Cocktails	11,751	18,540	17,657	15,048	15,994
	Ready to Serve Cocktails	388	880	1,057	1,219	1,181
	Schnapps and Akvavit	158	185	177	167	164
	<b>Summary</b>	<b>13,872</b>	<b>21,622</b>	<b>20,891</b>	<b>18,815</b>	<b>19,214</b>
Rum	Amber Rum	7,119	12,072	12,759	10,408	8,815
	Dark Rum	8,392	13,269	11,563	12,438	10,568
	Flavoured Rum	569	971	909	795	886
	Spiced Rum	21,399	31,338	29,479	34,091	32,046
	White Rum	31,195	52,313	55,808	40,820	40,191
	<b>Summary</b>	<b>68,674</b>	<b>109,965</b>	<b>110,518</b>	<b>98,551</b>	<b>92,506</b>
Tequila	Blanco/Silver Tequila	48,441	83,836	83,740	68,468	67,539
	Flavoured Tequila	928	1,735	1,381	1,816	1,756
	Gold Tequila	53,540	87,645	85,953	69,612	67,150
	Mezcal	5,246	7,705	6,814	6,705	7,150
	<b>Summary</b>	<b>108,156</b>	<b>180,920</b>	<b>177,887</b>	<b>146,600</b>	<b>143,595</b>
Vodka	Flavoured Vodka	26,460	40,199	36,872	30,087	30,589
	Straight Vodka	183,104	269,427	257,904	239,652	236,376
	<b>Summary</b>	<b>209,564</b>	<b>309,626</b>	<b>294,776</b>	<b>269,739</b>	<b>266,965</b>
Whisky	American Whiskey	7,443	11,979	10,925	12,271	11,325
	Blended Malt Scotch Whisky	167	206	314	138	199
	Blended Scotch Whisky	4,395	7,212	5,789	7,501	6,083
	Bourbon Whiskey	24,699	32,241	28,249	35,298	33,327
	Canadian Whisky	39,922	57,731	51,793	58,705	51,803
	Flavoured Whisky	997	510	362	526	318
	Irish Whiskey	27,796	32,580	27,935	32,661	35,413
	Other Country Whisky	1,483	2,029	1,613	2,136	1,821
	Single Malt Scotch Whisky	5,093	8,581	6,588	9,405	7,859

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Whisky	<b>Summary</b>	111,996	153,069	133,568	158,639	148,147
<b>Summary</b>		754,494	1,137,470	1,079,297	1,025,412	980,529

# Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Argentina Wine	Argentina Red Wine	\$610,691	\$758,932	\$576,039	\$863,785	\$769,424
	Argentina Rose Wine	\$2,407	\$4,649	\$4,078	\$2,433	\$2,384
	Argentina Sparkling Wine	\$3,643	\$3,858	\$4,305	\$1,826	\$6,146
	Argentina White Wine	\$26,149	\$40,382	\$29,151	\$45,267	\$36,924
	<b>Summary</b>	<b>\$642,890</b>	<b>\$807,822</b>	<b>\$613,572</b>	<b>\$913,311</b>	<b>\$814,879</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$301,531	\$398,494	\$316,175	\$427,539	\$382,224
	Australia Rose Wine	\$11,667	\$19,697	\$22,005	\$15,308	\$14,051
	Australia Sparkling Wine	\$46,304	\$83,021	\$78,917	\$78,548	\$68,559
	Australia White Wine	\$99,689	\$163,452	\$155,534	\$155,551	\$127,645
	<b>Summary</b>	<b>\$459,191</b>	<b>\$664,664</b>	<b>\$572,630</b>	<b>\$676,945</b>	<b>\$592,479</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$145	\$145	\$606	\$21
	Austria Red Wine	\$16,572	\$26,897	\$15,405	\$31,534	\$24,766
	Austria Rose Wine	\$3,616	\$4,410	\$2,473	\$4,284	\$3,456
	Austria Sparkling Wine	\$1,679	\$1,296	\$344	\$798	\$540
	Austria White Wine	\$34,345	\$35,855	\$35,087	\$38,251	\$51,202
	<b>Summary</b>	<b>\$56,212</b>	<b>\$68,604</b>	<b>\$53,454</b>	<b>\$75,473</b>	<b>\$79,985</b>
Bulgaria Wine	Bulgaria Red Wine	\$248	\$0	\$0	\$0	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$342	\$0	\$28	\$228	\$0
	<b>Summary</b>	<b>\$590</b>	<b>\$0</b>	<b>\$28</b>	<b>\$228</b>	<b>\$0</b>
Canada - BC	Canada - BC Dessert Wine	\$9,642	\$11,091	\$13,554	\$9,166	\$5,220
	Canada - BC Fruit Wine	\$12,465	\$52,744	\$104,309	\$129,935	\$20,650
	Canada - BC Ice Wine	\$25,767	\$24,765	\$77,798	\$30,985	\$36,151
	Canada - BC Red Wine	\$7,009,196	\$9,885,990	\$9,599,762	\$9,873,730	\$8,815,404
	Canada - BC Rose Wine	\$586,892	\$1,602,675	\$2,084,731	\$713,467	\$754,530

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Canada - BC	Canada - BC Sparkling Wine	\$624,307	\$1,202,973	\$1,645,374	\$962,645	\$796,694
	Canada - BC White Wine	\$5,774,878	\$10,327,565	\$11,560,910	\$8,341,764	\$7,616,822
	<b>Summary</b>	<b>\$14,043,146</b>	<b>\$23,107,803</b>	<b>\$25,086,438</b>	<b>\$20,061,691</b>	<b>\$18,045,469</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$374	\$4,154	\$1,494	\$2,233
	Canada - Other Fruit Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Ice Wine	\$511	\$1,148	\$1,306	\$1,346	\$1,560
	Canada - Other Red Wine	\$4,644	\$4,411	\$4,623	\$20,065	\$3,012
	Canada - Other Rose Wine	\$2,466	\$59,664	\$30,810	\$6,687	\$900
	Canada - Other Sparkling Wine	\$81,778	\$126,363	\$128,200	\$139,966	\$111,008
	Canada - Other White Wine	\$7,292	\$5,938	\$21,112	\$11,410	\$3,694
	<b>Summary</b>	<b>\$96,692</b>	<b>\$197,897</b>	<b>\$190,204</b>	<b>\$180,967</b>	<b>\$122,407</b>
Chile Wine	Chile Fruit and Dessert Wine	\$798	\$639	\$160	\$160	\$319
	Chile Red Wine	\$182,470	\$261,823	\$179,398	\$267,658	\$267,585
	Chile Rose Wine	\$2,795	\$8,595	\$8,238	\$4,646	\$2,973
	Chile Sparkling Wine	\$1,189	\$877	\$2,018	\$2,222	\$1,735
	Chile White Wine	\$109,996	\$153,655	\$135,769	\$127,588	\$113,476
	<b>Summary</b>	<b>\$297,249</b>	<b>\$425,589</b>	<b>\$325,583</b>	<b>\$402,274</b>	<b>\$386,088</b>
China Wine	China Fruit and Dessert Wine	\$145	\$1,237	\$521	\$912	\$434
	China Red Wine	\$532	\$1,682	\$475	\$159	\$1,959
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$676</b>	<b>\$2,918</b>	<b>\$996</b>	<b>\$1,071</b>	<b>\$2,392</b>
Fortified Wine	Other Fortified Domestic Wine	\$21,920	\$31,337	\$31,448	\$34,704	\$25,545
	Other Fortified Import Wine	\$65,023	\$77,679	\$84,764	\$96,573	\$87,900
	Port Wine	\$63,203	\$66,951	\$77,485	\$103,080	\$77,061
	Sherry Wine	\$28,113	\$36,829	\$27,922	\$39,129	\$32,611
	Vermouth Wine	\$128,075	\$187,300	\$171,300	\$195,663	\$184,560
	<b>Summary</b>	<b>\$306,333</b>	<b>\$400,097</b>	<b>\$392,918</b>	<b>\$469,150</b>	<b>\$407,677</b>
France Wine	France Champagne Wine	\$846,581	\$1,819,679	\$1,647,783	\$2,262,482	\$1,695,461

## Wine Sales (Net \$)

<b>Net Sales \$</b>		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
France Wine	France Fruit and Dessert Wine	\$7,333	\$7,474	\$10,397	\$10,449	\$14,804
	France Red Wine	\$1,706,787	\$1,881,065	\$1,131,015	\$2,149,788	\$2,021,307
	France Rose Wine	\$262,939	\$606,355	\$638,786	\$293,698	\$296,472
	France Sparkling Wine	\$157,229	\$229,996	\$163,081	\$222,436	\$221,165
	France White Wine	\$1,080,790	\$1,558,316	\$1,368,523	\$1,381,143	\$1,234,426
	<b>Summary</b>	<b>\$4,061,660</b>	<b>\$6,102,885</b>	<b>\$4,959,585</b>	<b>\$6,319,996</b>	<b>\$5,483,636</b>
Georgia Wine	Georgia Red Wine	\$1,007	\$74	\$32	\$95	\$142
	Georgia White Wine	\$1,519	\$1,622	\$821	\$0	\$339
	<b>Summary</b>	<b>\$2,526</b>	<b>\$1,695</b>	<b>\$852</b>	<b>\$95</b>	<b>\$481</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$12,337	\$5,862	\$9,591	\$7,534	\$19,975
	Germany Rose Wine	\$5,920	\$5,021	\$5,234	\$3,322	\$4,076
	Germany Sparkling Wine	\$105,286	\$179,313	\$153,297	\$192,971	\$147,306
	Germany White Wine	\$77,540	\$74,483	\$75,484	\$86,195	\$81,571
	<b>Summary</b>	<b>\$201,082</b>	<b>\$264,679</b>	<b>\$243,607</b>	<b>\$290,022</b>	<b>\$252,928</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$15	\$0	\$0	\$350
	Greece Red Wine	\$47,332	\$65,833	\$43,958	\$85,976	\$76,423
	Greece Rose Wine	\$5,666	\$4,907	\$5,891	\$12,167	\$7,984
	Greece Sparkling Wine	\$0	\$0	\$0	\$1,863	\$2,507
	Greece White Wine	\$44,005	\$56,991	\$48,293	\$85,512	\$63,235
	<b>Summary</b>	<b>\$97,004</b>	<b>\$127,747</b>	<b>\$98,141</b>	<b>\$185,517</b>	<b>\$150,498</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$2,959	\$4,417	\$4,929	\$6,874	\$5,782
	Hungary Red Wine	\$906	\$595	\$382	\$823	\$272
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$15,319	\$46,079	\$45,564	\$54,492	\$31,435
	Hungary White Wine	\$8,916	\$16,469	\$6,500	\$11,263	\$11,093
	<b>Summary</b>	<b>\$28,100</b>	<b>\$67,561</b>	<b>\$57,375</b>	<b>\$73,452</b>	<b>\$48,582</b>
Israel Wine	Israel Red Wine	\$1,562	\$733	\$621	\$418	\$625

## Wine Sales (Net \$)

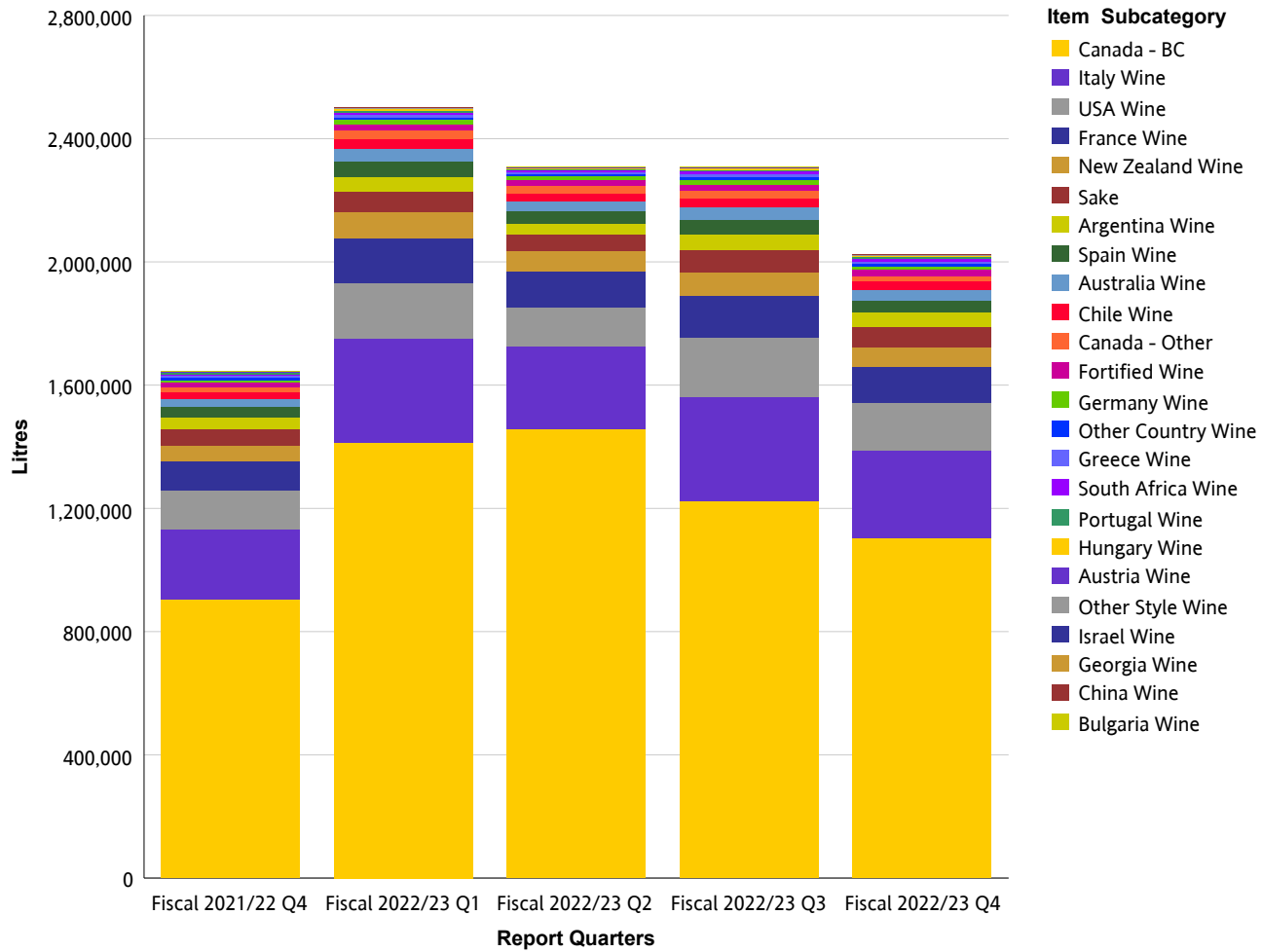
Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Israel Wine	Israel Rose Wine	\$66	\$31	\$0	\$0	\$0
	Israel White Wine	\$1,761	\$585	\$218	\$0	\$36
	<b>Summary</b>	<b>\$3,389</b>	<b>\$1,349</b>	<b>\$839</b>	<b>\$418</b>	<b>\$661</b>
Italy Wine	Italy Fruit and Dessert Wine	\$5,779	\$7,720	\$4,815	\$7,171	\$4,666
	Italy Red Wine	\$2,909,181	\$4,008,982	\$2,593,002	\$4,986,116	\$3,589,217
	Italy Rose Wine	\$53,113	\$109,644	\$88,222	\$75,038	\$60,486
	Italy Sparkling Wine	\$448,407	\$791,807	\$642,047	\$684,481	\$630,293
	Italy White Wine	\$1,033,125	\$1,660,823	\$1,380,373	\$1,691,059	\$1,503,544
	Prosecco Wine	\$726,730	\$1,234,858	\$1,184,793	\$1,281,520	\$1,123,505
	<b>Summary</b>	<b>\$5,176,335</b>	<b>\$7,813,835</b>	<b>\$5,893,251</b>	<b>\$8,725,385</b>	<b>\$6,911,712</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$40,433	\$81,552	\$59,875	\$75,966	\$66,780
	New Zealand Rose Wine	\$8,869	\$29,294	\$33,938	\$23,680	\$17,440
	New Zealand Sparkling Wine	\$3,387	\$11,547	\$8,765	\$10,781	\$3,410
	New Zealand White Wine	\$952,366	\$1,525,761	\$1,269,322	\$1,405,197	\$1,278,737
	<b>Summary</b>	<b>\$1,005,055</b>	<b>\$1,648,154</b>	<b>\$1,371,900</b>	<b>\$1,515,624</b>	<b>\$1,366,367</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$97,707	\$113,208	\$92,142	\$121,233	\$125,920
	Other Country Red Wine	\$17,540	\$27,085	\$18,830	\$38,413	\$50,643
	Other Country Rose Wine	\$7,078	\$4,893	\$1,793	\$7,768	\$4,304
	Other Country Sparkling Wine	\$3,976	\$4,783	\$3,667	\$8,400	\$3,376
	Other Country White Wine	\$15,965	\$13,672	\$11,026	\$29,294	\$19,596
	<b>Summary</b>	<b>\$142,267</b>	<b>\$163,640</b>	<b>\$127,458</b>	<b>\$205,107</b>	<b>\$203,839</b>
Other Style Wine	Aperitif And Flavoured Wine	\$15,491	\$14,559	\$5,563	\$3,297	\$1,373
	Mead	\$1,028	\$10,786	\$19,804	\$25,987	\$20,861
	Rice Wine	\$8,401	\$10,731	\$6,933	\$12,237	\$11,402
	<b>Summary</b>	<b>\$24,919</b>	<b>\$36,076</b>	<b>\$32,301</b>	<b>\$41,521</b>	<b>\$33,636</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$501	\$2,105	\$1,719	\$1,719	\$1,859
	Portugal Red Wine	\$48,773	\$54,163	\$32,048	\$65,050	\$52,046



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Portugal Wine	Portugal Rose Wine	\$3,074	\$5,081	\$4,343	\$4,044	\$4,253
	Portugal Sparkling Wine	\$2,174	\$1,620	\$1,311	\$132	\$483
	Portugal White Wine	\$34,920	\$51,152	\$47,870	\$49,077	\$47,092
	<b>Summary</b>	<b>\$89,443</b>	<b>\$114,122</b>	<b>\$87,290</b>	<b>\$120,022</b>	<b>\$105,733</b>
Sake	Japan Sake	\$687,020	\$982,080	\$856,287	\$1,150,525	\$900,533
	Other Country Sake	\$10,720	\$20,146	\$17,369	\$21,378	\$20,639
	USA Sake	\$272,665	\$324,184	\$253,635	\$326,936	\$346,078
	<b>Summary</b>	<b>\$970,404</b>	<b>\$1,326,410</b>	<b>\$1,127,292</b>	<b>\$1,498,839</b>	<b>\$1,267,250</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$72	\$0	\$360
	South Africa Red Wine	\$54,717	\$59,670	\$35,616	\$68,113	\$68,245
	South Africa Rose Wine	\$969	\$400	\$2,004	\$1,145	\$699
	South Africa Sparkling Wine	\$1,137	\$285	\$0	\$0	\$0
	South Africa White Wine	\$25,811	\$51,259	\$51,733	\$68,103	\$62,168
	<b>Summary</b>	<b>\$82,635</b>	<b>\$111,614</b>	<b>\$89,425</b>	<b>\$137,362</b>	<b>\$131,471</b>
Spain Wine	Spain Fruit and Dessert Wine	\$1,317	\$3,178	\$4,235	\$2,617	\$7,350
	Spain Red Wine	\$355,911	\$518,847	\$290,709	\$509,306	\$453,997
	Spain Rose Wine	\$14,813	\$40,643	\$27,367	\$23,884	\$20,175
	Spain Sparkling Wine	\$192,474	\$338,189	\$337,620	\$331,309	\$266,639
	Spain White Wine	\$86,461	\$141,279	\$89,993	\$120,240	\$118,488
	<b>Summary</b>	<b>\$650,977</b>	<b>\$1,042,136</b>	<b>\$749,923</b>	<b>\$987,355</b>	<b>\$866,649</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$17,445	\$0
	USA Red Wine	\$3,317,074	\$4,657,741	\$2,962,171	\$5,041,339	\$4,192,786
	USA Rose Wine	\$25,472	\$92,931	\$109,746	\$41,308	\$24,063
	USA Sparkling Wine	\$25,270	\$64,938	\$45,319	\$58,513	\$37,297
	USA White Wine	\$556,007	\$966,479	\$771,263	\$936,623	\$779,088
	<b>Summary</b>	<b>\$3,923,823</b>	<b>\$5,782,090</b>	<b>\$3,888,499</b>	<b>\$6,095,227</b>	<b>\$5,033,234</b>
<b>Summary</b>		<b>\$32,362,599</b>	<b>\$50,279,388</b>	<b>\$45,963,562</b>	<b>\$48,977,053</b>	<b>\$42,308,053</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Argentina Wine	Argentina Red Wine	36,152	44,814	33,188	49,981	43,380
	Argentina Rose Wine	206	412	358	206	206
	Argentina Sparkling Wine	230	274	288	126	441
	Argentina White Wine	1,790	2,638	1,970	2,864	2,227
	<b>Summary</b>	<b>38,378</b>	<b>48,139</b>	<b>35,803</b>	<b>53,176</b>	<b>46,254</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	15,560	21,154	15,984	22,839	20,328
	Australia Rose Wine	921	1,582	1,596	1,205	1,034
	Australia Sparkling Wine	3,136	5,453	4,952	5,314	4,244
	Australia White Wine	7,496	12,194	11,806	11,155	9,236
	<b>Summary</b>	<b>27,113</b>	<b>40,383</b>	<b>34,338</b>	<b>40,514</b>	<b>34,840</b>
Austria Wine	Austria Fruit and Dessert Wine	0	3	3	8	0
	Austria Red Wine	464	700	378	921	736
	Austria Rose Wine	112	126	69	140	104
	Austria Sparkling Wine	43	32	12	18	9
	Austria White Wine	987	986	947	1,060	1,436
	<b>Summary</b>	<b>1,606</b>	<b>1,846</b>	<b>1,409</b>	<b>2,147</b>	<b>2,284</b>
Bulgaria Wine	Bulgaria Red Wine	18	0	0	0	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	9	0	1	6	0
	<b>Summary</b>	<b>27</b>	<b>0</b>	<b>1</b>	<b>6</b>	<b>0</b>
Canada - BC	Canada - BC Dessert Wine	188	277	316	170	111
	Canada - BC Fruit Wine	530	2,682	5,134	5,492	1,121
	Canada - BC Ice Wine	264	244	630	317	444
	Canada - BC Red Wine	409,875	564,778	517,066	560,962	500,738
	Canada - BC Rose Wine	31,262	82,845	109,013	37,612	39,683

## Wine Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Canada - BC	Canada - BC Sparkling Wine	24,621	48,296	65,148	37,762	31,238
	Canada - BC White Wine	436,635	713,404	761,507	580,815	529,054
	<b>Summary</b>	<b>903,374</b>	<b>1,412,525</b>	<b>1,458,813</b>	<b>1,223,129</b>	<b>1,102,388</b>
Canada - Other	Canada - Other Dessert Wine	0	3	33	12	18
	Canada - Other Fruit Wine	0	0	0	0	0
	Canada - Other Ice Wine	6	13	14	15	16
	Canada - Other Red Wine	405	429	392	630	142
	Canada - Other Rose Wine	378	9,360	4,608	199	18
	Canada - Other Sparkling Wine	12,076	17,550	16,828	20,726	15,920
	Canada - Other White Wine	631	559	1,367	682	320
	<b>Summary</b>	<b>13,496</b>	<b>27,914</b>	<b>23,242</b>	<b>22,264</b>	<b>16,435</b>
Chile Wine	Chile Fruit and Dessert Wine	22	18	4	4	9
	Chile Red Wine	13,766	19,669	13,209	19,166	18,898
	Chile Rose Wine	303	908	857	453	329
	Chile Sparkling Wine	55	46	80	92	67
	Chile White Wine	9,462	13,042	11,575	10,742	9,435
	<b>Summary</b>	<b>23,608</b>	<b>33,683</b>	<b>25,725</b>	<b>30,457</b>	<b>28,738</b>
China Wine	China Fruit and Dessert Wine	3	39	20	35	11
	China Red Wine	9	8	4	1	6
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>12</b>	<b>47</b>	<b>24</b>	<b>36</b>	<b>17</b>
Fortified Wine	Other Fortified Domestic Wine	1,142	1,634	1,611	1,454	1,470
	Other Fortified Import Wine	2,936	3,516	3,580	3,743	3,440
	Port Wine	1,463	1,678	1,822	2,297	1,779
	Sherry Wine	1,019	1,398	1,016	1,292	1,130
	Vermouth Wine	8,899	12,302	11,528	12,711	11,902
	<b>Summary</b>	<b>15,460</b>	<b>20,529</b>	<b>19,558</b>	<b>21,496</b>	<b>19,721</b>
France Wine	France Champagne Wine	7,546	16,556	15,131	20,511	14,914

## Wine Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
France Wine	France Fruit and Dessert Wine	150	116	128	133	91
	France Red Wine	36,208	44,205	26,840	52,396	43,599
	France Rose Wine	12,989	28,575	29,234	14,030	13,953
	France Sparkling Wine	8,670	12,493	7,304	10,792	11,475
	France White Wine	28,997	44,979	36,272	39,437	34,482
	<b>Summary</b>	<b>94,559</b>	<b>146,925</b>	<b>114,910</b>	<b>137,300</b>	<b>118,514</b>
Georgia Wine	Georgia Red Wine	32	4	2	4	7
	Georgia White Wine	32	36	21	0	15
	<b>Summary</b>	<b>63</b>	<b>40</b>	<b>22</b>	<b>4</b>	<b>22</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	311	157	241	206	290
	Germany Rose Wine	222	165	170	138	158
	Germany Sparkling Wine	5,644	10,381	8,392	10,757	7,578
	Germany White Wine	2,702	3,176	3,140	3,312	3,208
	<b>Summary</b>	<b>8,879</b>	<b>13,879</b>	<b>11,943</b>	<b>14,412</b>	<b>11,234</b>
Greece Wine	Greece Fruit and Dessert Wine	0	1	0	0	18
	Greece Red Wine	3,193	4,177	2,744	4,520	4,021
	Greece Rose Wine	298	194	212	432	436
	Greece Sparkling Wine	0	0	0	68	63
	Greece White Wine	2,845	3,141	3,122	4,248	3,514
	<b>Summary</b>	<b>6,336</b>	<b>7,513</b>	<b>6,078</b>	<b>9,268</b>	<b>8,052</b>
Hungary Wine	Hungary Fruit and Dessert Wine	36	59	79	83	74
	Hungary Red Wine	62	45	26	62	19
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	1,056	3,300	3,271	3,963	1,946
	Hungary White Wine	547	787	388	560	625
	<b>Summary</b>	<b>1,701</b>	<b>4,191</b>	<b>3,764</b>	<b>4,669</b>	<b>2,664</b>
Israel Wine	Israel Red Wine	77	35	29	16	24

## Wine Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Israel Wine	Israel Rose Wine	4	2	0	0	0
	Israel White Wine	85	27	10	0	2
	<b>Summary</b>	<b>166</b>	<b>64</b>	<b>40</b>	<b>16</b>	<b>26</b>
Italy Wine	Italy Fruit and Dessert Wine	65	83	50	73	40
	Italy Red Wine	99,097	122,502	86,452	142,164	116,085
	Italy Rose Wine	2,464	4,544	4,008	3,038	2,447
	Italy Sparkling Wine	26,232	45,661	36,297	36,113	33,234
	Italy White Wine	63,512	99,507	79,953	90,146	81,023
	Prosecco Wine	37,174	64,798	60,363	66,819	54,565
	<b>Summary</b>	<b>228,544</b>	<b>337,095</b>	<b>267,124</b>	<b>338,355</b>	<b>287,395</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	1,475	2,864	2,126	2,520	2,106
	New Zealand Rose Wine	470	1,538	1,747	1,131	793
	New Zealand Sparkling Wine	142	538	350	506	142
	New Zealand White Wine	48,920	77,478	63,262	71,703	59,145
	<b>Summary</b>	<b>51,006</b>	<b>82,418</b>	<b>67,484</b>	<b>75,859</b>	<b>62,186</b>
Other Country Wine	Other Country Fruit and Dessert Wine	5,475	6,120	6,070	6,809	6,817
	Other Country Red Wine	550	859	594	1,197	1,319
	Other Country Rose Wine	144	194	54	229	132
	Other Country Sparkling Wine	67	66	68	176	82
	Other Country White Wine	400	423	300	860	560
	<b>Summary</b>	<b>6,636</b>	<b>7,661</b>	<b>7,086</b>	<b>9,271</b>	<b>8,910</b>
Other Style Wine	Aperitif And Flavoured Wine	541	536	321	214	92
	Mead	54	290	468	579	474
	Rice Wine	934	1,415	756	1,241	1,064
	<b>Summary</b>	<b>1,530</b>	<b>2,241</b>	<b>1,544</b>	<b>2,034</b>	<b>1,630</b>
Portugal Wine	Portugal Fruit and Dessert Wine	14	54	63	51	37
	Portugal Red Wine	2,515	3,186	1,828	3,279	2,824

## Wine Sales (Litres)

Litres		Fiscal 2021/22 Q4	Fiscal 2022/23 Q1	Fiscal 2022/23 Q2	Fiscal 2022/23 Q3	Fiscal 2022/23 Q4
Portugal Wine	Portugal Rose Wine	240	424	338	268	310
	Portugal Sparkling Wine	82	76	28	20	16
	Portugal White Wine	1,942	3,137	2,543	2,640	2,502
	<b>Summary</b>	<b>4,792</b>	<b>6,878</b>	<b>4,800</b>	<b>6,259</b>	<b>5,690</b>
Sake	Japan Sake	18,111	24,077	19,984	27,563	22,514
	Other Country Sake	683	1,162	1,136	995	938
	USA Sake	36,214	42,816	32,467	41,505	43,389
	<b>Summary</b>	<b>55,007</b>	<b>68,054</b>	<b>53,586</b>	<b>70,063</b>	<b>66,841</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	2
	South Africa Red Wine	3,280	3,718	2,294	4,078	3,713
	South Africa Rose Wine	58	26	143	88	70
	South Africa Sparkling Wine	36	9	0	0	0
	South Africa White Wine	2,014	3,586	3,077	4,317	3,955
	<b>Summary</b>	<b>5,388</b>	<b>7,339</b>	<b>5,514</b>	<b>8,482</b>	<b>7,740</b>
Spain Wine	Spain Fruit and Dessert Wine	48	80	86	80	227
	Spain Red Wine	15,836	20,192	12,488	21,109	18,313
	Spain Rose Wine	1,042	2,523	1,868	1,480	1,237
	Spain Sparkling Wine	11,416	19,541	19,997	18,929	14,087
	Spain White Wine	3,500	5,568	3,686	4,592	4,392
	<b>Summary</b>	<b>31,841</b>	<b>47,904</b>	<b>38,123</b>	<b>46,189</b>	<b>38,255</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	336	0
	USA Red Wine	100,243	134,491	88,022	148,646	119,272
	USA Rose Wine	1,771	5,142	5,643	2,530	1,885
	USA Sparkling Wine	885	2,435	1,640	1,831	1,166
	USA White Wine	22,996	40,308	32,334	39,023	30,307
	<b>Summary</b>	<b>125,896</b>	<b>182,376</b>	<b>127,638</b>	<b>192,366</b>	<b>152,629</b>
<b>Summary</b>		<b>1,645,418</b>	<b>2,499,644</b>	<b>2,308,570</b>	<b>2,307,773</b>	<b>2,022,464</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.