

# Hospitality Liquor Market Review

Fiscal 2019/20 Q2

September 2019



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

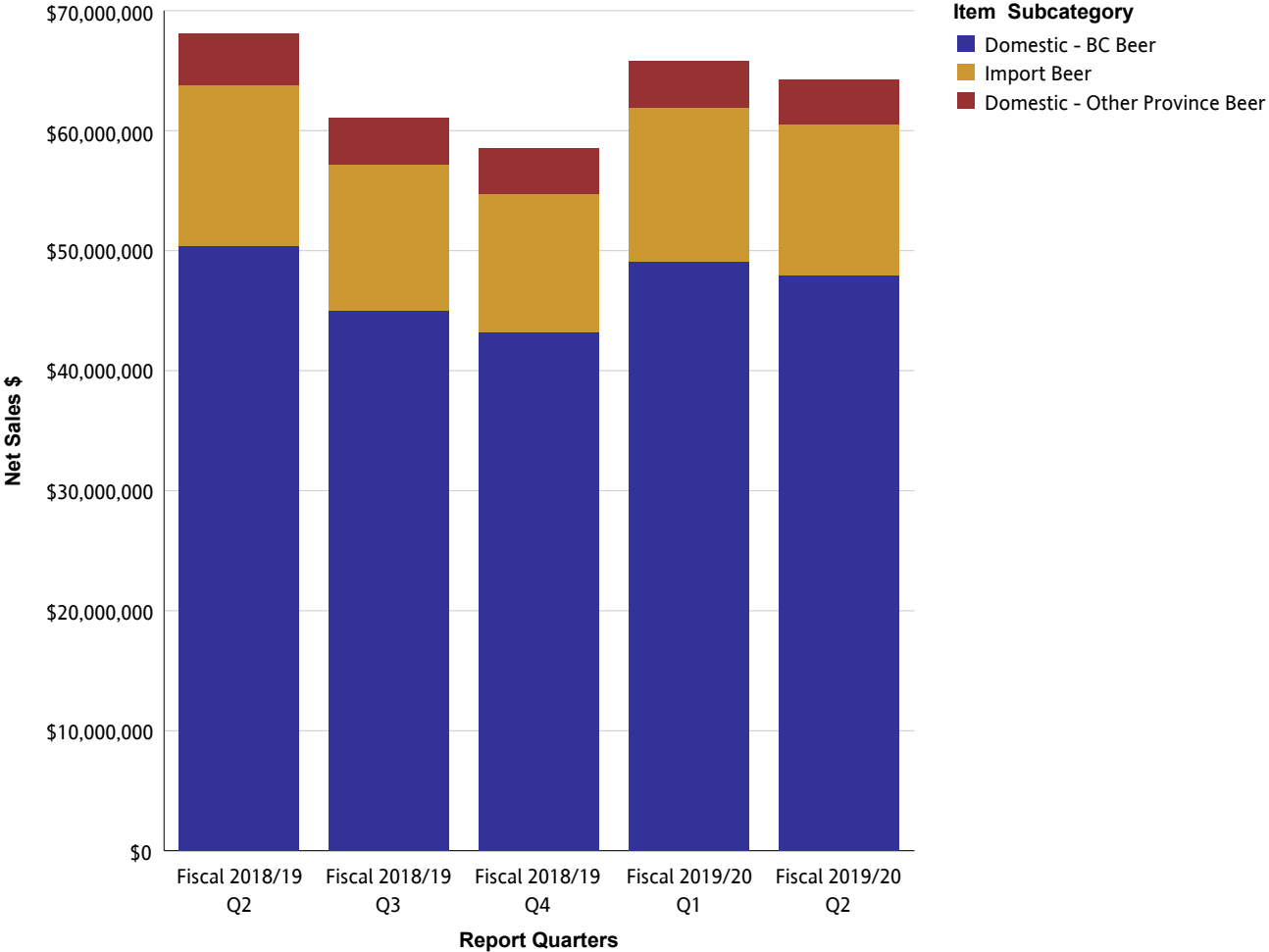
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

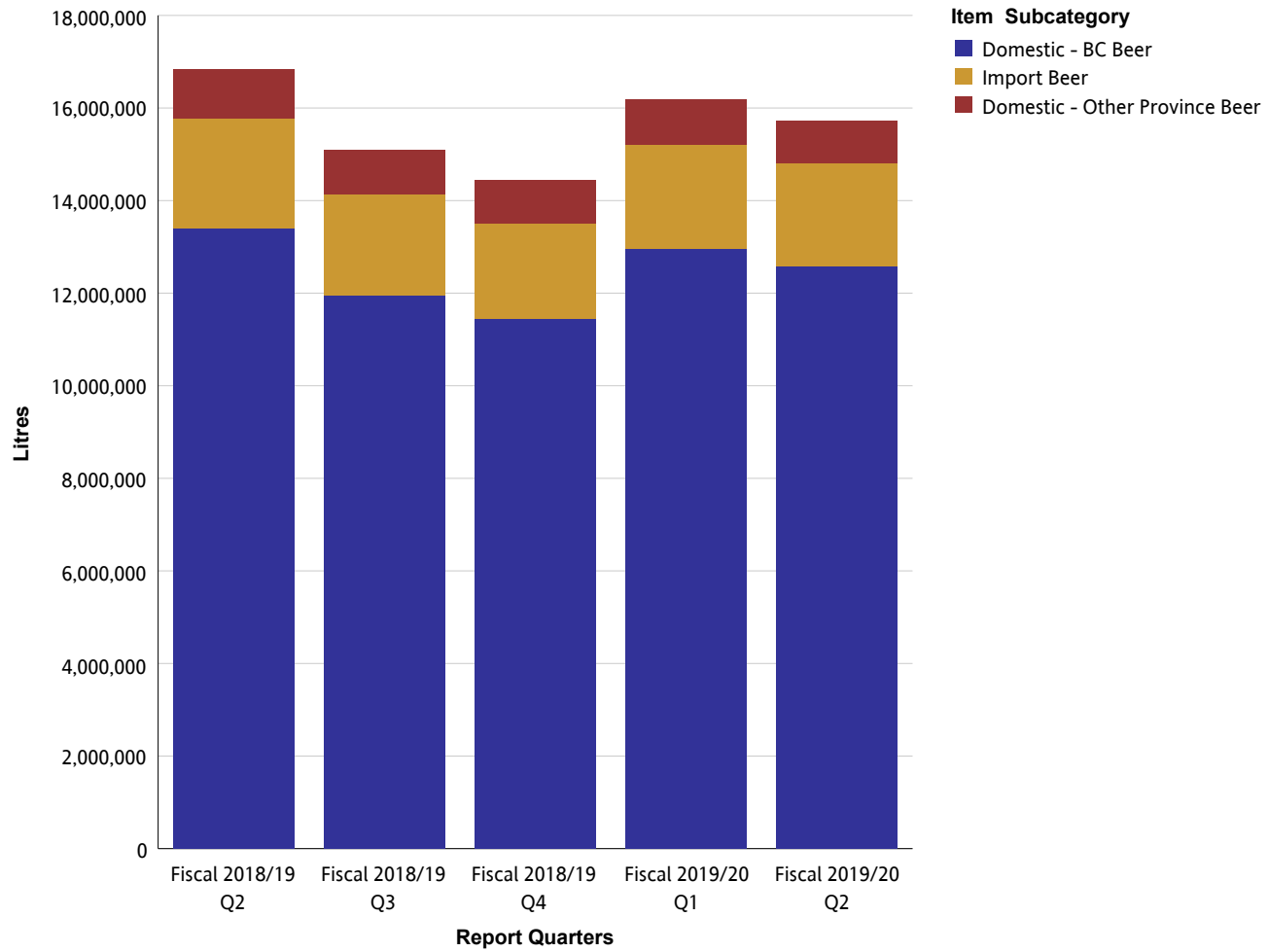


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$26,546,584	\$25,192,066	\$22,941,235	\$24,876,877	\$23,357,398
	Domestic - BC Micro Brew Beer	\$13,836,921	\$11,403,715	\$12,008,349	\$14,052,563	\$14,352,417
	Domestic - BC Regional Beer	\$9,983,684	\$8,455,904	\$8,220,162	\$10,198,046	\$10,219,135
	<b>Summary</b>	<b>\$50,367,189</b>	<b>\$45,051,685</b>	<b>\$43,169,746</b>	<b>\$49,127,486</b>	<b>\$47,928,950</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$3,311,290	\$2,964,640	\$2,928,596	\$3,031,194	\$2,836,351
	Domestic - Other Province Micro Brew Beer	\$100,290	\$74,012	\$94,975	\$101,971	\$109,706
	Domestic - Other Province Regional Beer	\$842,888	\$803,534	\$769,331	\$775,143	\$761,238
	<b>Summary</b>	<b>\$4,254,468</b>	<b>\$3,842,186</b>	<b>\$3,792,901</b>	<b>\$3,908,307</b>	<b>\$3,707,295</b>
Import Beer	Asia And South Pacific Beer	\$1,301,152	\$1,091,360	\$1,106,505	\$1,218,500	\$1,351,607
	Europe Beer	\$7,439,996	\$7,333,191	\$7,056,290	\$7,020,954	\$6,767,253
	Mexico And Caribbean Beer	\$3,578,344	\$2,627,755	\$2,514,934	\$3,452,089	\$3,483,667
	Other Country Beer	\$36,822	\$26,256	\$17,023	\$18,942	\$15,812
	USA Beer	\$1,110,471	\$1,044,901	\$887,783	\$1,056,806	\$955,132
	<b>Summary</b>	<b>\$13,466,785</b>	<b>\$12,123,463</b>	<b>\$11,582,535</b>	<b>\$12,767,291</b>	<b>\$12,573,470</b>
<b>Summary</b>		<b>\$68,088,441</b>	<b>\$61,017,334</b>	<b>\$58,545,182</b>	<b>\$65,803,084</b>	<b>\$64,209,715</b>

## Beer Sales (Litres)

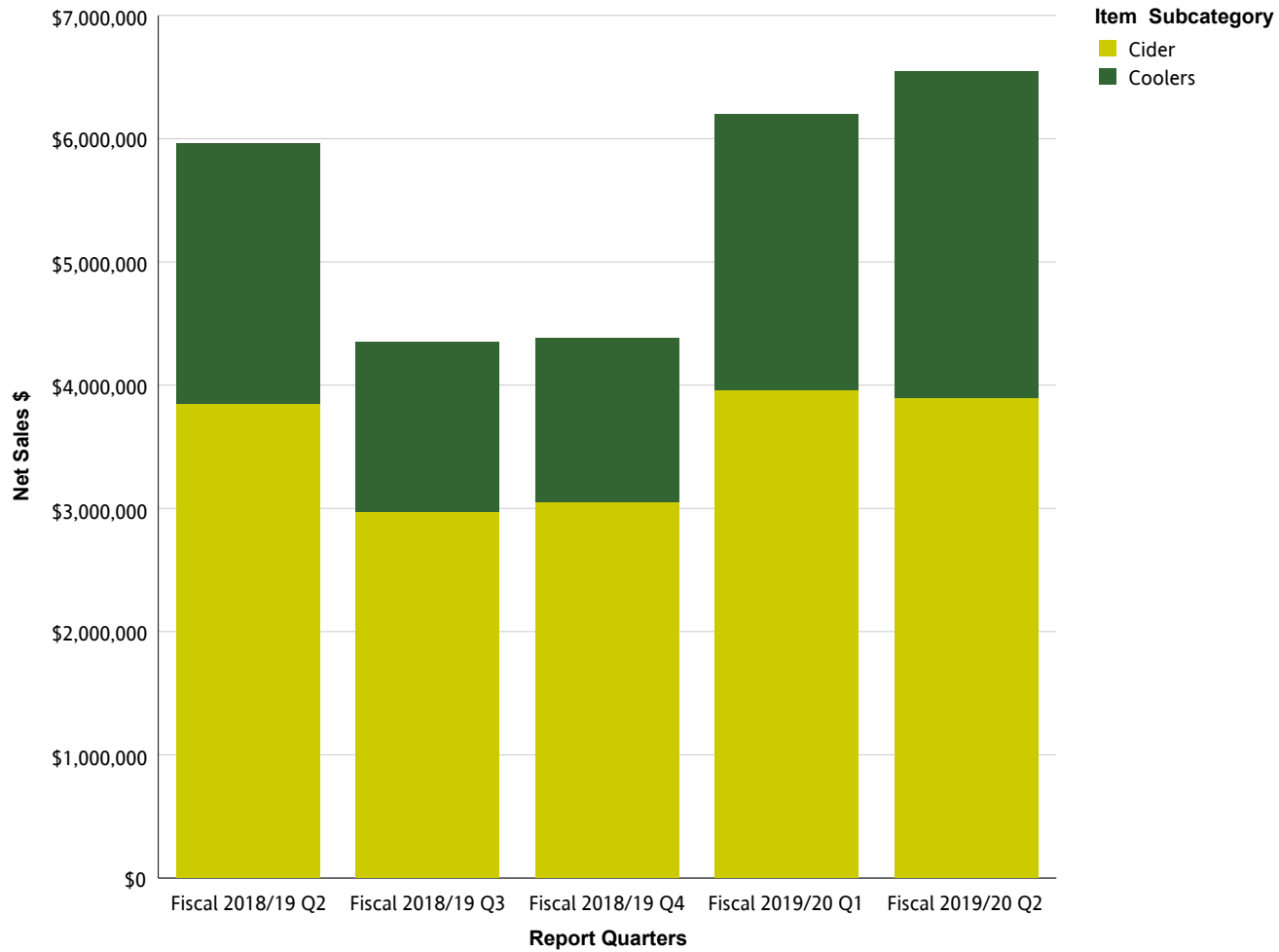


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	6,877,070	6,525,359	5,908,700	6,351,740	5,957,391
	Domestic - BC Micro Brew Beer	3,643,321	2,985,821	3,168,702	3,686,152	3,722,815
	Domestic - BC Regional Beer	2,877,212	2,445,501	2,368,016	2,913,347	2,913,648
	<b>Summary</b>	<b>13,397,602</b>	<b>11,956,681</b>	<b>11,445,418</b>	<b>12,951,239</b>	<b>12,593,854</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	783,388	697,715	685,417	713,116	668,035
	Domestic - Other Province Micro Brew Beer	13,411	9,993	13,254	13,692	15,301
	Domestic - Other Province Regional Beer	257,064	252,662	233,370	241,143	230,487
	<b>Summary</b>	<b>1,053,863</b>	<b>960,370</b>	<b>932,042</b>	<b>967,952</b>	<b>913,823</b>
Import Beer	Asia And South Pacific Beer	217,934	182,860	180,661	199,064	221,265
	Europe Beer	1,357,440	1,351,478	1,298,496	1,282,590	1,222,747
	Mexico And Caribbean Beer	580,101	422,400	402,924	566,203	565,663
	Other Country Beer	6,675	4,566	2,731	3,135	2,491
	USA Beer	219,529	211,747	181,106	214,484	194,429
	<b>Summary</b>	<b>2,381,679</b>	<b>2,173,051</b>	<b>2,065,918</b>	<b>2,265,477</b>	<b>2,206,595</b>
<b>Summary</b>		<b>16,833,144</b>	<b>15,090,102</b>	<b>14,443,378</b>	<b>16,184,668</b>	<b>15,714,272</b>

## Refreshment Beverages Sales (Net \$)



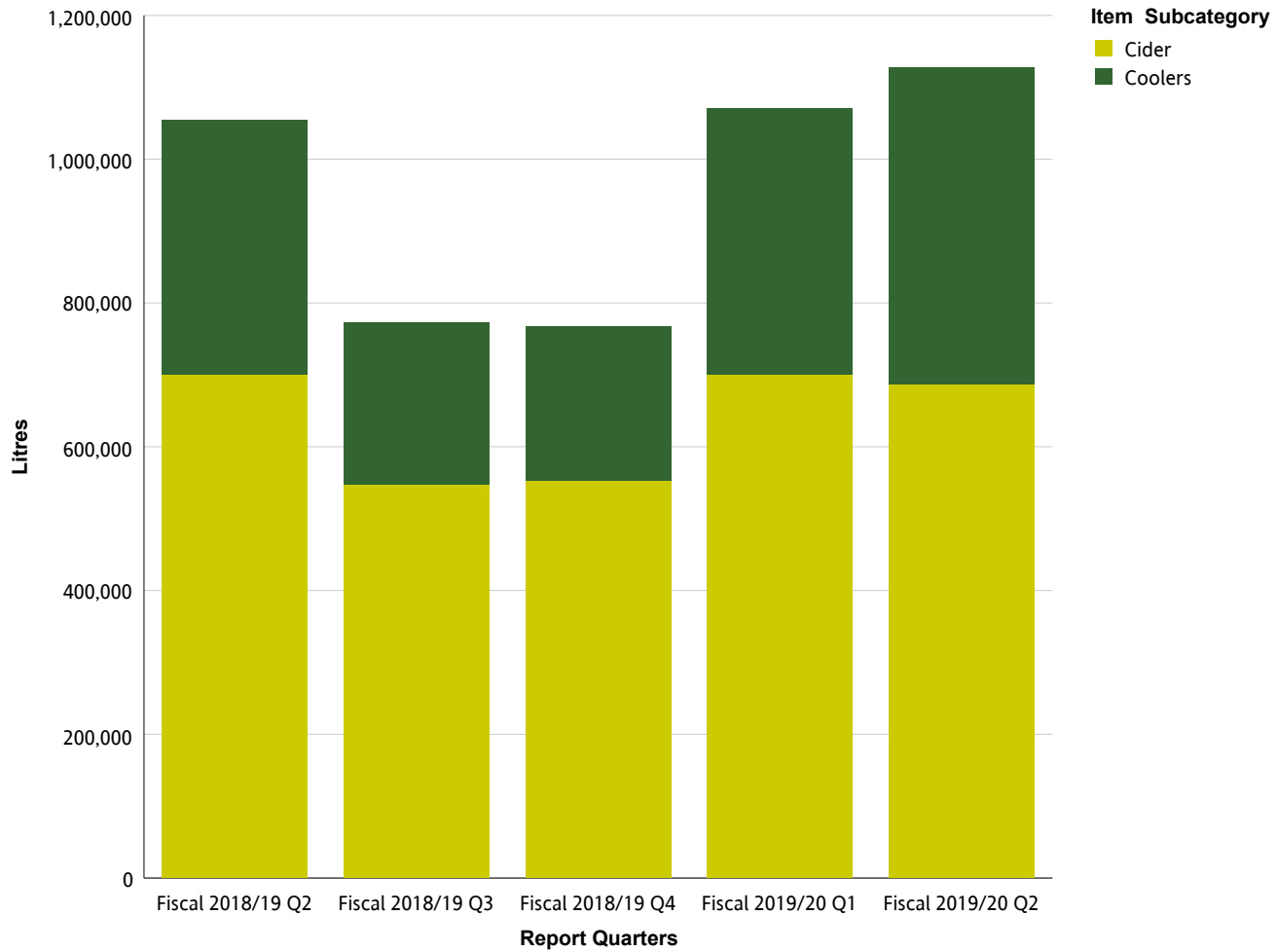


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Cider	Domestic Cider	\$2,432,000	\$1,773,288	\$1,885,448	\$2,588,865	\$2,654,516
	Import Cider	\$1,418,676	\$1,200,087	\$1,166,561	\$1,370,360	\$1,243,356
	<b>Summary</b>	<b>\$3,850,676</b>	<b>\$2,973,376</b>	<b>\$3,052,009</b>	<b>\$3,959,225</b>	<b>\$3,897,872</b>
Coolers	Malt-Based Coolers	\$61,935	\$36,190	\$32,105	\$47,745	\$49,378
	Spirit Coolers	\$1,966,108	\$1,289,062	\$1,245,620	\$2,116,532	\$2,528,958
	Wine/Fruit Coolers	\$83,300	\$50,914	\$56,801	\$76,689	\$69,901
	<b>Summary</b>	<b>\$2,111,343</b>	<b>\$1,376,166</b>	<b>\$1,334,527</b>	<b>\$2,240,966</b>	<b>\$2,648,237</b>
<b>Summary</b>		<b>\$5,962,020</b>	<b>\$4,349,542</b>	<b>\$4,386,536</b>	<b>\$6,200,191</b>	<b>\$6,546,109</b>

## Refreshment Beverages Sales (Litres)

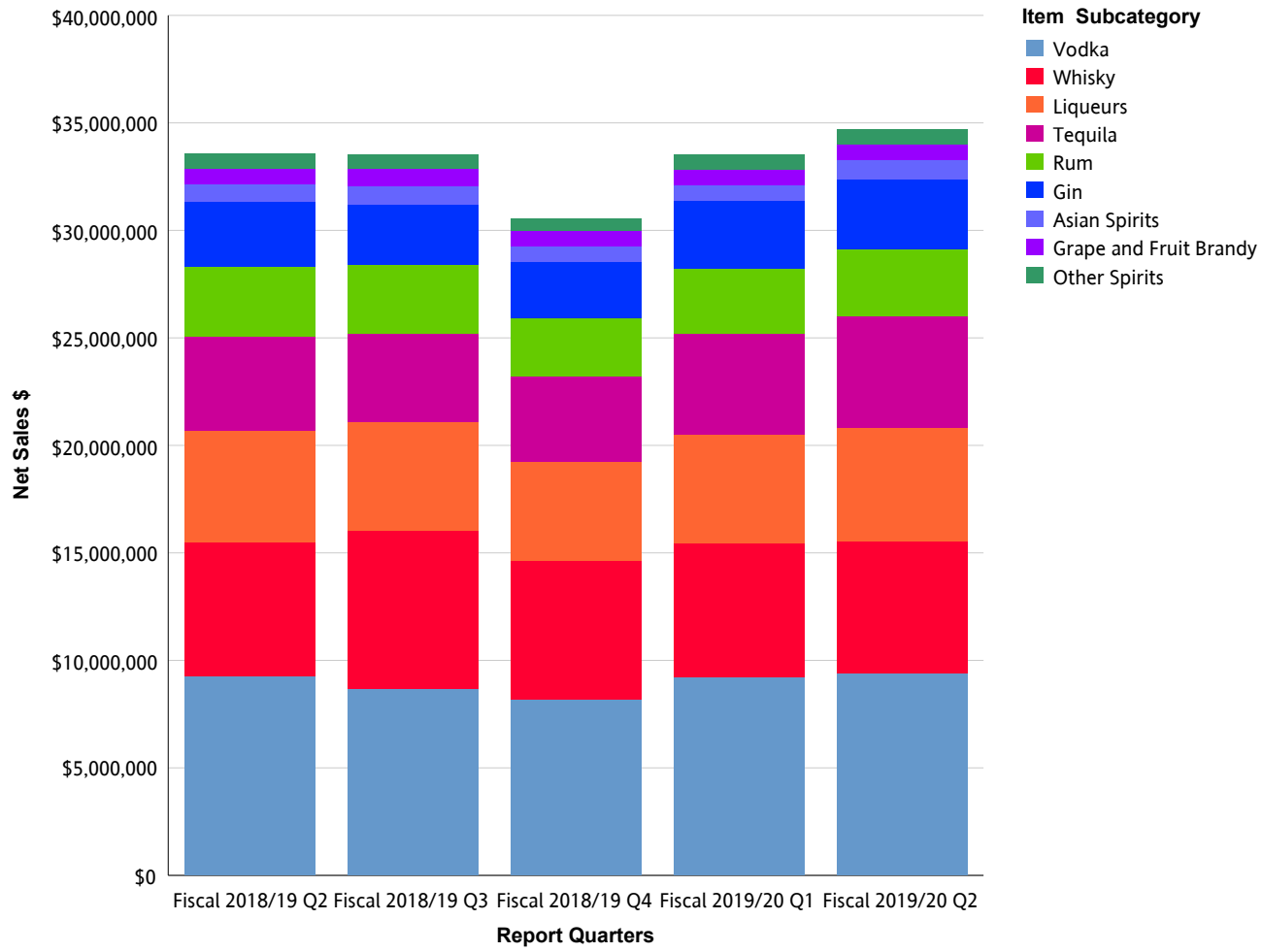


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Cider	Domestic Cider	441,610	326,040	338,401	447,325	455,963
	Import Cider	259,217	222,303	214,609	253,022	231,100
	<b>Summary</b>	<b>700,826</b>	<b>548,343</b>	<b>553,009</b>	<b>700,347</b>	<b>687,063</b>
Coolers	Malt-Based Coolers	10,384	6,028	5,393	8,614	8,670
	Spirit Coolers	332,859	212,599	201,809	352,053	423,394
	Wine/Fruit Coolers	10,759	6,258	6,777	9,108	8,652
	<b>Summary</b>	<b>354,002</b>	<b>224,885</b>	<b>213,979</b>	<b>369,775</b>	<b>440,716</b>
<b>Summary</b>		<b>1,054,828</b>	<b>773,228</b>	<b>766,988</b>	<b>1,070,121</b>	<b>1,127,779</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Asian Spirits	China Spirits	\$105,422	\$90,919	\$83,082	\$66,280	\$106,923
	Korea Spirits	\$634,769	\$687,036	\$612,875	\$646,267	\$704,438
	Other Country Asian Spirits	\$46,605	\$40,062	\$46,647	\$36,720	\$46,352
	<b>Summary</b>	<b>\$786,796</b>	<b>\$818,017</b>	<b>\$742,604</b>	<b>\$749,268</b>	<b>\$857,713</b>
Gin	Dry Gin	\$2,918,836	\$2,733,972	\$2,528,551	\$2,987,108	\$3,139,030
	Flavoured Gin	\$76,962	\$47,092	\$52,883	\$87,169	\$100,011
	Other Gin	\$34,866	\$28,837	\$34,373	\$40,299	\$51,191
	<b>Summary</b>	<b>\$3,030,664</b>	<b>\$2,809,900</b>	<b>\$2,615,808</b>	<b>\$3,114,576</b>	<b>\$3,290,233</b>
Grape and Fruit Brandy	Armagnac	\$7,424	\$37,756	\$8,396	\$4,599	\$4,311
	Brandy	\$165,554	\$151,963	\$151,047	\$154,059	\$158,458
	Cognac	\$472,304	\$495,520	\$421,383	\$447,672	\$442,448
	Eau de Vie	\$36,564	\$36,777	\$35,067	\$28,670	\$36,796
	Grappa And Marc	\$18,278	\$31,798	\$22,089	\$19,631	\$22,660
	Pisco	\$64,095	\$55,568	\$60,167	\$69,484	\$57,478
	<b>Summary</b>	<b>\$764,219</b>	<b>\$809,382</b>	<b>\$698,149</b>	<b>\$724,114</b>	<b>\$722,151</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,820,897	\$1,869,487	\$1,802,841	\$1,896,738	\$2,006,771
	Coffee And Cocoa Liqueurs	\$341,655	\$380,230	\$320,658	\$313,818	\$334,989
	Cream/Dairy Liqueurs	\$574,019	\$612,560	\$472,902	\$499,695	\$553,034
	Fruit Liqueurs	\$1,741,251	\$1,427,254	\$1,343,648	\$1,664,462	\$1,732,851
	Nut Liqueurs	\$292,249	\$270,776	\$249,739	\$258,855	\$262,104
	Other Liqueurs	\$258,396	\$271,657	\$257,117	\$260,443	\$267,619
	Whiskey Liqueurs	\$159,585	\$177,608	\$173,709	\$152,786	\$157,629
	<b>Summary</b>	<b>\$5,188,052</b>	<b>\$5,009,572</b>	<b>\$4,620,615</b>	<b>\$5,046,797</b>	<b>\$5,314,998</b>
Other Spirits	Cachaca	\$28,878	\$16,692	\$18,578	\$23,244	\$24,684
	Flavoured Spirits	\$151,292	\$194,514	\$134,668	\$170,481	\$182,219
	Miscellaneous/Other Spirits	\$95,059	\$94,365	\$97,590	\$105,610	\$97,406

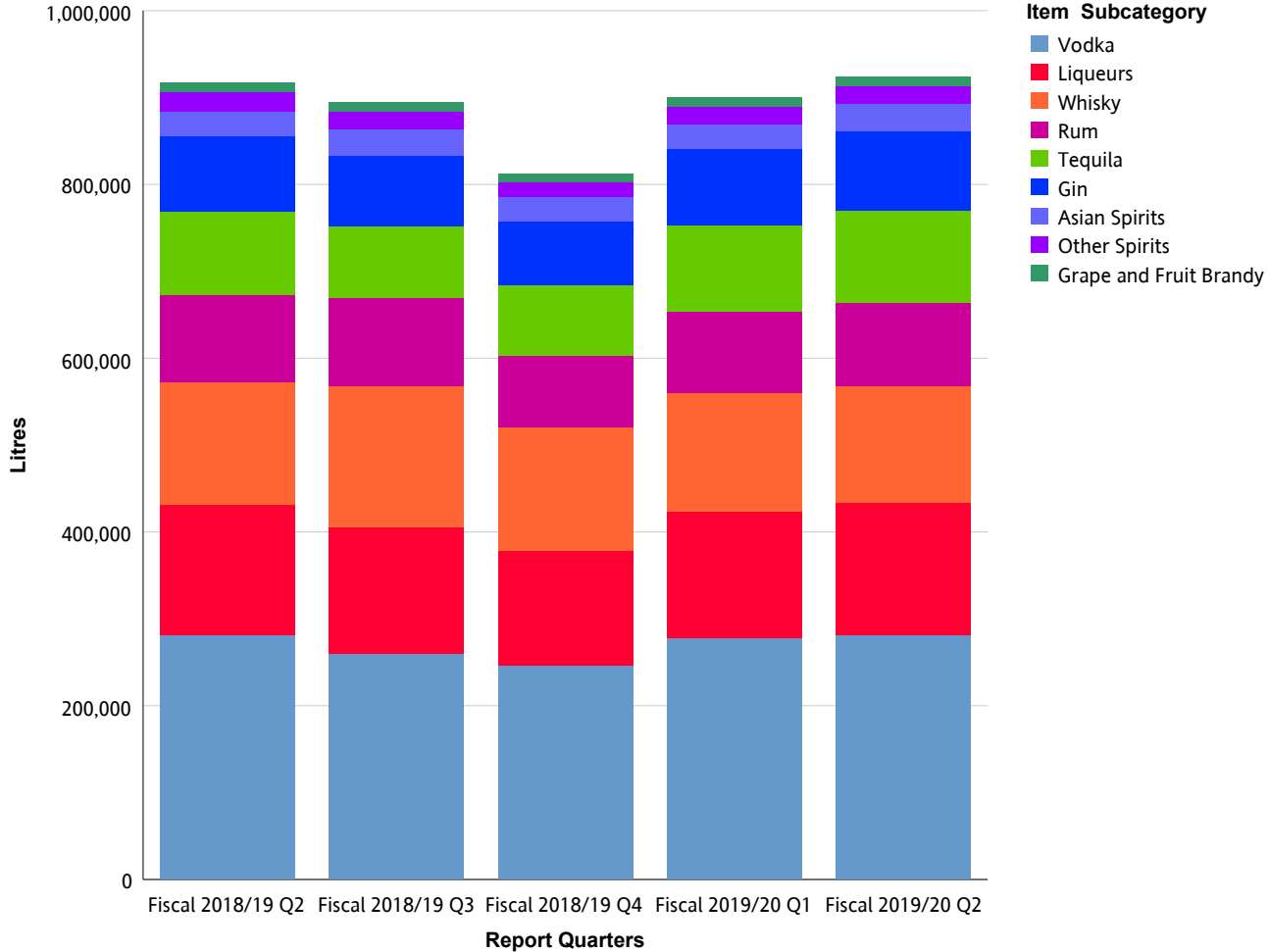
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Other Spirits	Moonshine Spirits	\$4,694	\$1,946	\$1,830	\$7,793	\$4,601
	Ready to Mix Cocktails	\$416,977	\$339,018	\$312,628	\$382,213	\$385,364
	Ready to Serve Cocktails	\$4,740	\$5,020	\$4,037	\$4,937	\$7,179
	Schnapps and Akvavit	\$9,145	\$7,197	\$7,314	\$9,662	\$10,308
	<b>Summary</b>	<b>\$710,786</b>	<b>\$658,752</b>	<b>\$576,646</b>	<b>\$703,940</b>	<b>\$711,762</b>
Rum	Amber Rum	\$340,012	\$340,118	\$303,476	\$381,625	\$370,177
	Dark Rum	\$427,551	\$488,090	\$395,212	\$407,090	\$392,799
	Flavoured Rum	\$28,619	\$18,932	\$16,626	\$19,254	\$18,047
	Spiced Rum	\$875,016	\$1,077,478	\$859,945	\$849,821	\$843,401
	White Rum	\$1,537,063	\$1,321,234	\$1,128,902	\$1,384,622	\$1,475,175
	<b>Summary</b>	<b>\$3,208,261</b>	<b>\$3,245,851</b>	<b>\$2,704,161</b>	<b>\$3,042,413</b>	<b>\$3,099,598</b>
Tequila	Blanco/Silver Tequila	\$1,787,311	\$1,562,422	\$1,622,197	\$2,044,737	\$2,231,144
	Flavoured Tequila	\$20,447	\$15,401	\$19,384	\$25,382	\$29,678
	Gold Tequila	\$2,418,387	\$2,315,964	\$2,125,063	\$2,419,196	\$2,661,306
	Mezcal	\$192,822	\$205,833	\$210,161	\$221,296	\$263,560
	<b>Summary</b>	<b>\$4,418,967</b>	<b>\$4,099,621</b>	<b>\$3,976,804</b>	<b>\$4,710,611</b>	<b>\$5,185,688</b>
Vodka	Flavoured Vodka	\$795,653	\$742,060	\$761,408	\$1,045,731	\$965,883
	Straight Vodka	\$8,464,843	\$7,938,869	\$7,413,828	\$8,181,673	\$8,417,803
	<b>Summary</b>	<b>\$9,260,495</b>	<b>\$8,680,928</b>	<b>\$8,175,236</b>	<b>\$9,227,404</b>	<b>\$9,383,686</b>
Whisky	American Whiskey	\$565,723	\$622,676	\$574,231	\$578,841	\$539,629
	Blended Malt Scotch Whisky	\$13,089	\$15,642	\$8,800	\$10,086	\$11,682
	Blended Scotch Whisky	\$351,587	\$407,103	\$304,868	\$376,635	\$341,365
	Bourbon Whiskey	\$1,344,510	\$1,502,492	\$1,346,603	\$1,192,096	\$1,207,588
	Canadian Whisky	\$1,849,187	\$2,211,429	\$1,807,428	\$1,843,337	\$1,801,854
	Flavoured Whisky	\$1,008	\$2,354	\$1,294	\$9,688	\$22,552
	Irish Whiskey	\$1,212,604	\$1,357,831	\$1,413,220	\$1,275,860	\$1,307,357
	Other Country Whisky	\$116,872	\$141,150	\$101,532	\$134,629	\$110,446
	Single Malt Scotch Whisky	\$773,143	\$1,119,641	\$891,225	\$806,083	\$786,879

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Whisky	<b>Summary</b>	\$6,227,723	\$7,380,318	\$6,449,202	\$6,227,254	\$6,129,352
<b>Summary</b>		<b>\$33,595,963</b>	<b>\$33,512,342</b>	<b>\$30,559,225</b>	<b>\$33,546,378</b>	<b>\$34,695,180</b>

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Asian Spirits	China Spirits	1,055	1,294	950	1,033	1,085
	Korea Spirits	27,140	29,323	26,227	27,078	29,512
	Other Country Asian Spirits	997	824	959	814	991
	<b>Summary</b>	<b>29,191</b>	<b>31,442</b>	<b>28,136</b>	<b>28,925</b>	<b>31,588</b>
Gin	Dry Gin	84,147	78,926	71,733	84,863	88,155
	Flavoured Gin	2,052	1,144	1,267	2,144	2,481
	Other Gin	589	479	543	688	882
	<b>Summary</b>	<b>86,788</b>	<b>80,549</b>	<b>73,543</b>	<b>87,695</b>	<b>91,518</b>
Grape and Fruit Brandy	Armagnac	50	90	55	31	31
	Brandy	5,131	4,712	4,712	4,782	4,853
	Cognac	3,408	3,769	3,089	3,545	3,245
	Eau de Vie	546	545	439	422	557
	Grappa And Marc	289	352	284	274	352
	Pisco	1,319	1,110	1,185	1,409	1,155
	<b>Summary</b>	<b>10,744</b>	<b>10,578</b>	<b>9,764</b>	<b>10,463</b>	<b>10,192</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	46,362	47,570	45,279	48,602	50,848
	Coffee And Cocoa Liqueurs	11,094	12,501	10,474	10,149	10,694
	Cream/Dairy Liqueurs	16,428	18,543	13,945	14,478	15,906
	Fruit Liqueurs	55,646	44,302	41,704	52,469	54,321
	Nut Liqueurs	9,393	8,588	7,751	8,305	8,374
	Other Liqueurs	8,172	8,885	8,096	7,779	7,817
	Whiskey Liqueurs	3,888	4,348	4,189	3,657	3,798
	<b>Summary</b>	<b>150,984</b>	<b>144,737</b>	<b>131,438</b>	<b>145,439</b>	<b>151,758</b>
Other Spirits	Cachaca	679	396	455	539	564
	Flavoured Spirits	2,498	3,188	2,156	2,788	2,930
	Miscellaneous/Other Spirits	1,677	1,711	1,687	1,945	1,726

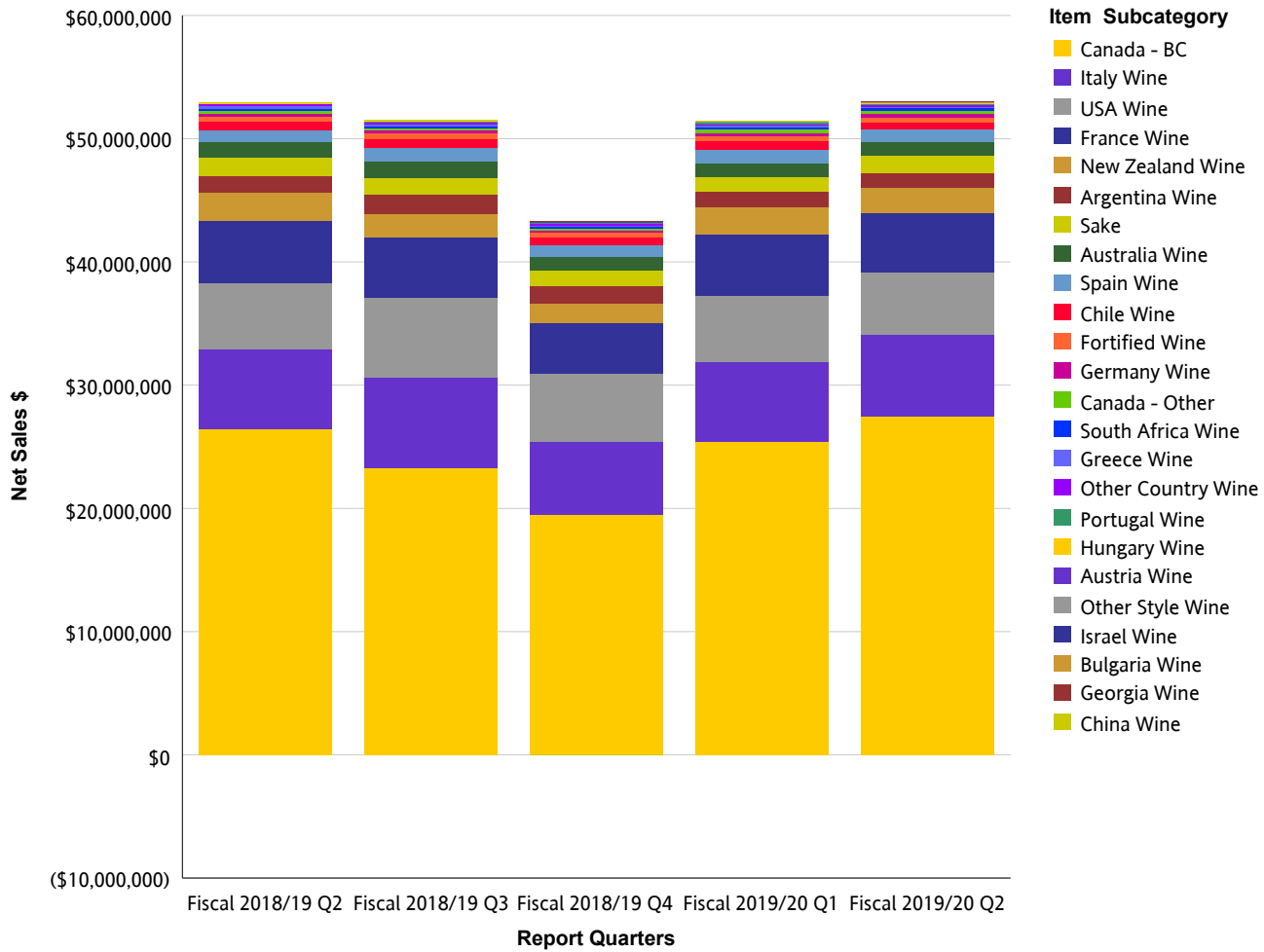
## Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Other Spirits	Moonshine Spirits	120	43	43	146	103
	Ready to Mix Cocktails	16,960	13,602	12,559	15,092	15,218
	Ready to Serve Cocktails	155	157	110	146	258
	Schnapps and Akvavit	193	151	158	198	229
	<b>Summary</b>	<b>22,282</b>	<b>19,246</b>	<b>17,167</b>	<b>20,855</b>	<b>21,028</b>
Rum	Amber Rum	9,548	9,193	8,326	10,429	10,064
	Dark Rum	12,632	14,701	11,531	11,807	11,569
	Flavoured Rum	938	612	532	650	566
	Spiced Rum	25,744	32,004	25,131	24,677	24,627
	White Rum	51,293	44,474	37,903	46,238	49,301
	<b>Summary</b>	<b>100,155</b>	<b>100,984</b>	<b>83,424</b>	<b>93,801</b>	<b>96,126</b>
Tequila	Blanco/Silver Tequila	38,468	31,347	32,864	42,723	45,889
	Flavoured Tequila	382	304	405	527	592
	Gold Tequila	54,534	48,713	44,231	52,688	55,679
	Mezcal	2,460	2,726	2,762	2,887	3,342
	<b>Summary</b>	<b>95,843</b>	<b>83,090</b>	<b>80,262</b>	<b>98,824</b>	<b>105,502</b>
Vodka	Flavoured Vodka	23,324	20,872	21,926	29,631	27,577
	Straight Vodka	257,286	239,486	224,889	247,954	253,857
	<b>Summary</b>	<b>280,610</b>	<b>260,358</b>	<b>246,815</b>	<b>277,585</b>	<b>281,434</b>
Whisky	American Whiskey	12,971	14,027	13,041	12,852	12,404
	Blended Malt Scotch Whisky	150	122	75	103	112
	Blended Scotch Whisky	6,107	7,475	5,375	6,644	6,089
	Bourbon Whiskey	27,207	30,002	26,816	23,844	24,204
	Canadian Whisky	57,889	69,052	55,989	56,351	54,484
	Flavoured Whisky	36	71	43	274	636
	Irish Whiskey	28,370	31,860	32,158	28,565	29,168
	Other Country Whisky	1,026	1,034	1,000	1,228	1,090
	Single Malt Scotch Whisky	6,915	9,428	7,438	7,192	6,919

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Whisky	<b>Summary</b>	140,672	163,071	141,934	137,054	135,107
<b>Summary</b>		917,270	894,055	812,484	900,641	924,253

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Argentina Wine	Argentina Red Wine	\$1,316,667	\$1,548,913	\$1,281,079	\$1,167,131	\$1,114,584
	Argentina Rose Wine	\$13,183	\$8,552	\$8,542	\$14,313	\$11,133
	Argentina Sparkling Wine	\$399	\$543	\$169	\$1,076	\$4,269
	Argentina White Wine	\$64,835	\$55,797	\$61,973	\$75,972	\$79,358
	<b>Summary</b>	<b>\$1,395,083</b>	<b>\$1,613,805</b>	<b>\$1,351,763</b>	<b>\$1,258,491</b>	<b>\$1,209,344</b>
Australia Wine	Australia Red Wine	\$815,713	\$971,442	\$775,573	\$684,323	\$653,680
	Australia Rose Wine	\$29,819	\$10,163	\$6,810	\$18,478	\$28,071
	Australia Sparkling Wine	\$52,314	\$57,985	\$44,069	\$60,635	\$69,376
	Australia White Wine	\$337,221	\$274,973	\$216,006	\$285,321	\$313,275
	<b>Summary</b>	<b>\$1,235,067</b>	<b>\$1,314,563</b>	<b>\$1,042,458</b>	<b>\$1,048,757</b>	<b>\$1,064,401</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$174	\$0	\$0	\$0
	Austria Red Wine	\$11,042	\$5,084	\$17,855	\$10,985	\$7,509
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$1,991
	Austria Sparkling Wine	\$324	\$0	\$0	\$891	\$1,699
	Austria White Wine	\$22,741	\$21,223	\$21,929	\$22,955	\$26,338
	<b>Summary</b>	<b>\$34,107</b>	<b>\$26,481</b>	<b>\$39,783</b>	<b>\$34,831</b>	<b>\$37,538</b>
Bulgaria Wine	Bulgaria Red Wine	\$252	\$201	\$342	\$358	\$764
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$1,039
	Bulgaria White Wine	\$0	\$0	\$148	\$0	\$0
	<b>Summary</b>	<b>\$252</b>	<b>\$201</b>	<b>\$490</b>	<b>\$358</b>	<b>\$1,804</b>
Canada - BC	Canada - BC Dessert Wine	\$20,162	\$14,378	\$11,523	\$10,108	\$18,149
	Canada - BC Fruit Wine	\$67,355	\$55,284	\$36,111	(\$14,902)	\$49,332
	Canada - BC Ice Wine	\$52,252	\$41,043	\$36,944	\$41,783	\$61,986
	Canada - BC Red Wine	\$11,264,644	\$12,024,556	\$10,188,917	\$11,019,456	\$11,467,911
	Canada - BC Rose Wine	\$1,321,112	\$379,953	\$452,541	\$1,490,307	\$1,807,374
	Canada - BC Sparkling Wine	\$871,658	\$716,010	\$533,826	\$945,051	\$1,036,572

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Canada - BC	Canada - BC White Wine	\$12,818,516	\$10,025,769	\$8,229,681	\$11,928,017	\$13,054,406
	<b>Summary</b>	<b>\$26,415,698</b>	<b>\$23,256,992</b>	<b>\$19,489,543</b>	<b>\$25,419,819</b>	<b>\$27,495,730</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$605	\$0
	Canada - Other Fruit Wine	\$84	\$756	\$448	\$0	\$0
	Canada - Other Ice Wine	\$1,718	\$1,951	\$3,509	\$1,121	\$1,794
	Canada - Other Red Wine	\$6,136	\$4,027	\$1,752	\$5,812	\$9,019
	Canada - Other Rose Wine	\$87,544	\$0	\$0	\$88,456	\$121,513
	Canada - Other Sparkling Wine	\$115,090	\$130,286	\$107,131	\$151,847	\$130,847
	Canada - Other White Wine	\$6,199	\$3,429	\$2,186	\$6,136	\$6,792
	<b>Summary</b>	<b>\$216,770</b>	<b>\$140,448</b>	<b>\$115,026</b>	<b>\$253,977</b>	<b>\$269,966</b>
Chile Wine	Chile Fruit and Dessert Wine	\$1,254	\$973	\$1,504	\$1,396	\$166
	Chile Red Wine	\$371,005	\$456,422	\$381,599	\$343,981	\$323,960
	Chile Rose Wine	\$7,424	\$2,592	\$1,704	\$15,959	\$10,781
	Chile Sparkling Wine	\$9,974	\$2,989	\$1,980	\$3,032	\$2,627
	Chile White Wine	\$277,906	\$282,025	\$235,719	\$317,845	\$290,449
	<b>Summary</b>	<b>\$667,564</b>	<b>\$745,001</b>	<b>\$622,505</b>	<b>\$682,213</b>	<b>\$627,983</b>
China Wine	China Red Wine	\$413	\$429	(\$19)	\$189	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$413</b>	<b>\$429</b>	<b>(\$19)</b>	<b>\$189</b>	<b>\$0</b>
Fortified Wine	Other Fortified Domestic Wine	\$33,354	\$39,760	\$32,915	\$25,681	\$36,267
	Other Fortified Import Wine	\$91,255	\$87,123	\$79,395	\$85,630	\$87,686
	Port Wine	\$101,574	\$154,884	\$86,933	\$90,015	\$99,098
	Sherry Wine	\$33,130	\$39,053	\$43,235	\$44,084	\$40,915
	Vermouth Wine	\$114,376	\$108,379	\$122,170	\$141,186	\$135,928
	<b>Summary</b>	<b>\$373,688</b>	<b>\$429,199</b>	<b>\$364,647</b>	<b>\$386,596</b>	<b>\$399,894</b>
France Wine	France Champagne Wine	\$1,739,605	\$1,841,641	\$1,489,456	\$1,704,225	\$1,420,889
	France Fruit and Dessert Wine	\$1,682	\$14,843	\$1,657	\$2,051	\$2,239
	France Red Wine	\$1,311,559	\$1,657,661	\$1,477,491	\$1,279,408	\$1,412,270

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
France Wine	France Rose Wine	\$618,219	\$156,053	\$197,475	\$686,856	\$632,282
	France Sparkling Wine	\$190,132	\$214,554	\$142,287	\$223,784	\$228,611
	France White Wine	\$1,209,954	\$1,017,614	\$846,434	\$1,080,796	\$1,100,584
	<b>Summary</b>	<b>\$5,071,151</b>	<b>\$4,902,365</b>	<b>\$4,154,801</b>	<b>\$4,977,118</b>	<b>\$4,796,876</b>
Georgia Wine	Georgia Red Wine	\$18	\$420	\$636	\$38	\$612
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$18</b>	<b>\$420</b>	<b>\$636</b>	<b>\$38</b>	<b>\$612</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$372	\$0	\$0	\$0
	Germany Red Wine	\$4,808	\$7,278	\$6,118	\$5,328	\$7,822
	Germany Rose Wine	\$711	\$0	\$463	\$5,085	\$5,038
	Germany Sparkling Wine	\$182,041	\$213,751	\$146,593	\$205,948	\$182,536
	Germany White Wine	\$87,658	\$70,127	\$69,466	\$74,051	\$73,647
	<b>Summary</b>	<b>\$275,219</b>	<b>\$291,527</b>	<b>\$222,639</b>	<b>\$290,412</b>	<b>\$269,042</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$102
	Greece Red Wine	\$90,198	\$96,148	\$73,443	\$85,249	\$75,263
	Greece Rose Wine	\$2,398	\$1,055	\$192	\$1,599	\$1,631
	Greece White Wine	\$75,610	\$64,226	\$52,813	\$68,167	\$79,098
	<b>Summary</b>	<b>\$168,207</b>	<b>\$161,429</b>	<b>\$126,448</b>	<b>\$155,015</b>	<b>\$156,095</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,316	\$3,616	\$3,527	\$3,253	\$3,649
	Hungary Red Wine	\$757	\$396	\$289	\$395	\$1,078
	Hungary Sparkling Wine	\$15,590	\$20,030	\$18,517	\$32,138	\$36,253
	Hungary White Wine	\$13,079	\$13,196	\$13,902	\$8,237	\$8,573
	<b>Summary</b>	<b>\$33,742</b>	<b>\$37,238</b>	<b>\$36,235</b>	<b>\$44,022</b>	<b>\$49,554</b>
Israel Wine	Israel Red Wine	\$829	\$3,031	\$4,418	\$2,603	\$1,817
	Israel Rose Wine	\$863	\$272	\$0	\$0	\$0
	Israel White Wine	\$1,427	\$1,585	\$3,586	\$3,128	\$2,157
	<b>Summary</b>	<b>\$3,119</b>	<b>\$4,888</b>	<b>\$8,004</b>	<b>\$5,731</b>	<b>\$3,974</b>
Italy Wine	Italy Fruit and Dessert Wine	\$2,089	\$2,532	\$780	\$4,655	\$3,568

## Wine Sales (Net \$)

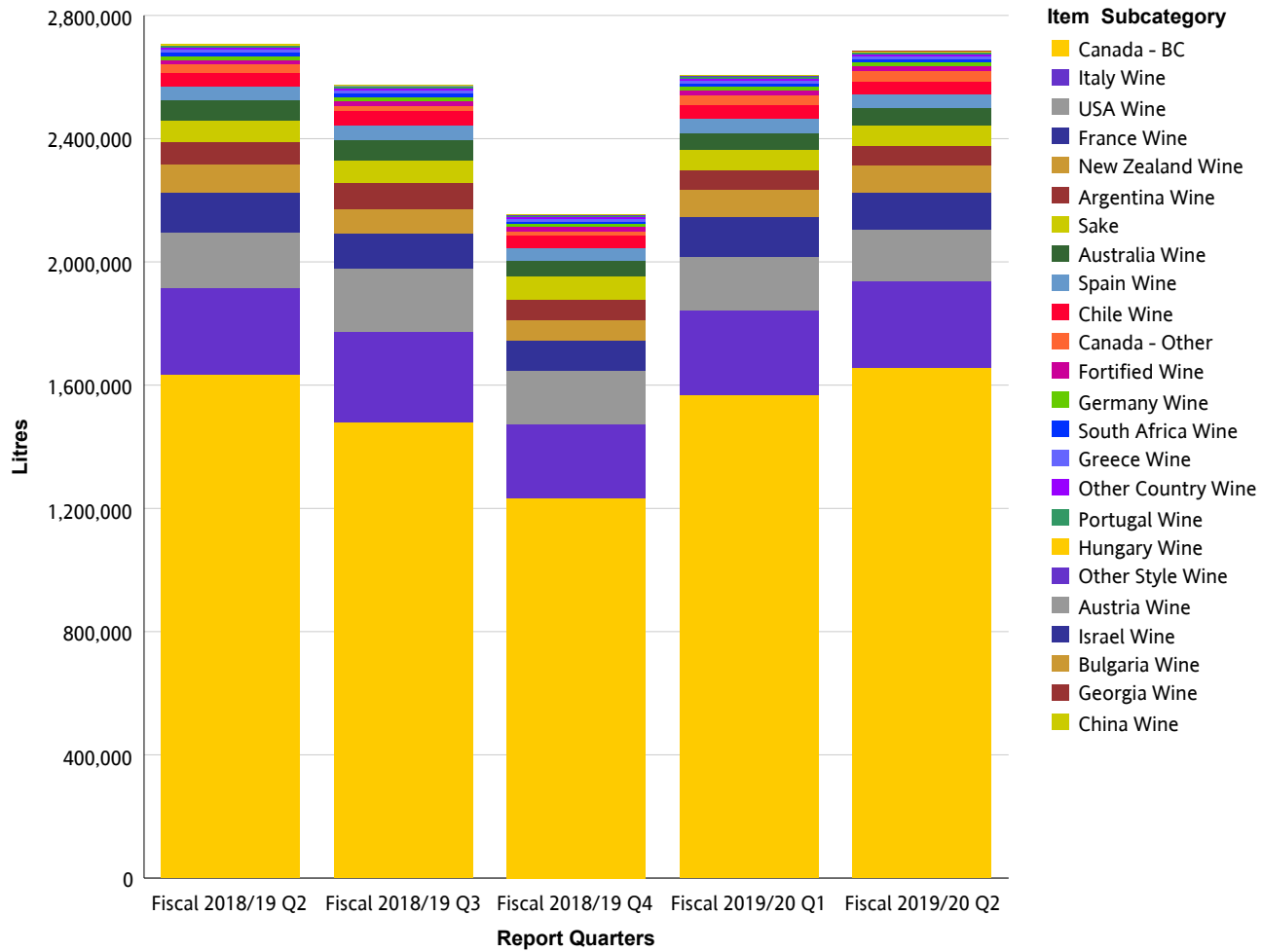
Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Italy Wine	Italy Red Wine	\$3,169,663	\$4,269,508	\$3,423,782	\$3,108,585	\$3,184,097
	Italy Rose Wine	\$124,893	\$38,790	\$48,217	\$118,444	\$135,419
	Italy Sparkling Wine	\$589,724	\$521,812	\$451,873	\$583,968	\$613,022
	Italy White Wine	\$1,764,879	\$1,670,428	\$1,316,687	\$1,715,933	\$1,716,461
	Prosecco Wine	\$886,349	\$873,323	\$714,525	\$938,416	\$951,418
	<b>Summary</b>	<b>\$6,537,597</b>	<b>\$7,376,393</b>	<b>\$5,955,864</b>	<b>\$6,470,001</b>	<b>\$6,603,985</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$80,589	\$86,745	\$69,641	\$54,861	\$58,580
	New Zealand Rose Wine	\$50,092	\$19,016	\$15,132	\$67,128	\$68,212
	New Zealand Sparkling Wine	\$9,014	\$7,072	\$3,906	\$5,791	\$5,659
	New Zealand White Wine	\$2,106,171	\$1,771,643	\$1,533,932	\$2,022,793	\$1,950,304
	<b>Summary</b>	<b>\$2,245,866</b>	<b>\$1,884,475</b>	<b>\$1,622,612</b>	<b>\$2,150,573</b>	<b>\$2,082,756</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$97,708	\$89,157	\$85,990	\$90,174	\$88,446
	Other Country Red Wine	\$29,620	\$32,371	\$22,197	\$16,761	\$21,442
	Other Country Rose Wine	\$2,516	\$945	\$1,178	\$1,768	\$1,096
	Other Country Sparkling Wine	\$2,858	\$6,692	\$6,067	\$4,569	\$5,512
	Other Country White Wine	\$17,291	\$16,603	\$11,359	\$16,097	\$11,607
	<b>Summary</b>	<b>\$149,993</b>	<b>\$145,767</b>	<b>\$126,791</b>	<b>\$129,369</b>	<b>\$128,104</b>
Other Style Wine	Aperitif And Flavoured Wine	\$10,785	\$7,456	\$8,490	\$14,132	\$17,687
	Mead	\$1,316	\$586	\$94	\$138	\$498
	Rice Wine	\$12,756	\$13,802	\$11,819	\$12,040	\$13,081
	<b>Summary</b>	<b>\$24,858</b>	<b>\$21,844</b>	<b>\$20,403</b>	<b>\$26,310</b>	<b>\$31,266</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$1,352	\$1,548	\$100	\$322	\$2,687
	Portugal Red Wine	\$27,195	\$46,332	\$41,508	\$52,629	\$50,619
	Portugal Rose Wine	\$8,988	\$6,736	\$5,622	\$8,293	\$6,939
	Portugal Sparkling Wine	\$528	\$1,417	\$4,272	\$2,377	\$376
	Portugal White Wine	\$37,735	\$25,872	\$28,730	\$46,908	\$54,398
	<b>Summary</b>	<b>\$75,798</b>	<b>\$81,905</b>	<b>\$80,232</b>	<b>\$110,529</b>	<b>\$115,019</b>



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Sake	Japan Sake	\$988,940	\$849,630	\$806,650	\$818,842	\$951,085
	Other Country Sake	\$31,944	\$34,864	\$34,305	\$38,957	\$40,891
	USA Sake	\$447,319	\$459,412	\$485,081	\$404,528	\$432,894
	<b>Summary</b>	<b>\$1,468,204</b>	<b>\$1,343,906</b>	<b>\$1,326,036</b>	<b>\$1,262,327</b>	<b>\$1,424,870</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$32	\$0	\$0	\$65
	South Africa Red Wine	\$104,693	\$100,413	\$85,031	\$83,485	\$86,321
	South Africa Rose Wine	\$999	\$40	\$14	\$950	\$502
	South Africa Sparkling Wine	\$7,843	\$1,665	\$684	\$372	\$558
	South Africa White Wine	\$87,442	\$72,885	\$61,217	\$73,963	\$83,044
	<b>Summary</b>	<b>\$200,977</b>	<b>\$175,035</b>	<b>\$146,946</b>	<b>\$158,771</b>	<b>\$170,490</b>
Spain Wine	Spain Fruit and Dessert Wine	\$3,534	\$4,377	\$4,708	\$2,259	\$4,605
	Spain Red Wine	\$464,965	\$641,345	\$549,038	\$603,272	\$428,993
	Spain Rose Wine	\$100,881	\$21,173	\$23,713	\$59,139	\$68,988
	Spain Sparkling Wine	\$355,490	\$349,333	\$288,190	\$393,505	\$386,928
	Spain White Wine	\$101,803	\$77,791	\$90,769	\$91,561	\$96,796
	<b>Summary</b>	<b>\$1,026,672</b>	<b>\$1,094,019</b>	<b>\$956,417</b>	<b>\$1,149,735</b>	<b>\$986,310</b>
USA Wine	USA Fruit and Dessert Wine	\$1,055	\$316	\$0	\$0	\$0
	USA Red Wine	\$3,905,718	\$5,290,848	\$4,392,407	\$4,175,071	\$3,859,508
	USA Rose Wine	\$78,296	\$71,533	\$47,942	\$73,558	\$68,336
	USA Sparkling Wine	\$90,385	\$98,818	\$102,693	\$114,257	\$99,007
	USA White Wine	\$1,250,932	\$995,583	\$914,719	\$1,021,811	\$1,025,317
	<b>Summary</b>	<b>\$5,326,385</b>	<b>\$6,457,098</b>	<b>\$5,457,760</b>	<b>\$5,384,698</b>	<b>\$5,052,169</b>
<b>Summary</b>		<b>\$52,946,447</b>	<b>\$51,505,431</b>	<b>\$43,268,019</b>	<b>\$51,399,879</b>	<b>\$52,977,780</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Argentina Wine	Argentina Red Wine	65,980	80,502	64,630	58,512	56,347
	Argentina Rose Wine	1,058	629	734	1,078	844
	Argentina Sparkling Wine	22	26	7	56	226
	Argentina White Wine	3,734	3,412	3,775	4,590	4,710
	<b>Summary</b>	<b>70,794</b>	<b>84,569</b>	<b>69,146</b>	<b>64,236</b>	<b>62,128</b>
Australia Wine	Australia Red Wine	38,574	44,652	34,983	31,817	29,798
	Australia Rose Wine	1,898	630	433	1,172	1,775
	Australia Sparkling Wine	3,066	3,577	2,562	3,601	4,060
	Australia White Wine	20,634	17,476	13,232	17,966	19,879
	<b>Summary</b>	<b>64,173</b>	<b>66,334</b>	<b>51,210</b>	<b>54,556</b>	<b>55,514</b>
Austria Wine	Austria Fruit and Dessert Wine	0	2	0	0	0
	Austria Red Wine	281	148	431	288	224
	Austria Rose Wine	0	0	0	0	62
	Austria Sparkling Wine	9	0	0	25	45
	Austria White Wine	607	657	620	658	790
	<b>Summary</b>	<b>897</b>	<b>807</b>	<b>1,052</b>	<b>971</b>	<b>1,121</b>
Bulgaria Wine	Bulgaria Red Wine	17	16	22	23	45
	Bulgaria Rose Wine	0	0	0	0	49
	Bulgaria White Wine	0	0	3	0	0
	<b>Summary</b>	<b>17</b>	<b>16</b>	<b>25</b>	<b>23</b>	<b>94</b>
Canada - BC	Canada - BC Dessert Wine	332	243	179	147	216
	Canada - BC Fruit Wine	3,152	2,642	1,617	-852	2,276
	Canada - BC Ice Wine	629	380	350	372	567
	Canada - BC Red Wine	657,799	719,533	598,217	645,155	651,941
	Canada - BC Rose Wine	65,137	19,410	22,627	71,663	88,374
	Canada - BC Sparkling Wine	30,358	24,976	18,596	33,734	37,098

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Canada - BC	Canada - BC White Wine	877,154	712,448	590,909	817,979	877,009
	<b>Summary</b>	<b>1,634,561</b>	<b>1,479,631</b>	<b>1,232,494</b>	<b>1,568,199</b>	<b>1,657,481</b>
Canada - Other	Canada - Other Dessert Wine	0	0	0	6	0
	Canada - Other Fruit Wine	1	10	6	0	0
	Canada - Other Ice Wine	15	18	23	9	14
	Canada - Other Red Wine	502	245	141	451	723
	Canada - Other Rose Wine	12,288	0	0	12,416	17,056
	Canada - Other Sparkling Wine	13,932	15,455	12,376	17,199	14,820
	Canada - Other White Wine	527	237	174	432	537
	<b>Summary</b>	<b>27,265</b>	<b>15,965</b>	<b>12,721</b>	<b>30,512</b>	<b>33,151</b>
Chile Wine	Chile Fruit and Dessert Wine	30	22	34	33	4
	Chile Red Wine	22,398	27,506	23,074	21,163	20,233
	Chile Rose Wine	580	192	134	1,247	866
	Chile Sparkling Wine	397	123	82	128	104
	Chile White Wine	19,287	19,538	16,473	22,213	20,114
	<b>Summary</b>	<b>42,692</b>	<b>47,382</b>	<b>39,797</b>	<b>44,783</b>	<b>41,322</b>
China Wine	China Red Wine	5	7	0	2	0
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>5</b>	<b>7</b>	<b>0</b>	<b>2</b>	<b>0</b>
Fortified Wine	Other Fortified Domestic Wine	1,953	2,245	1,679	1,235	1,678
	Other Fortified Import Wine	3,457	3,343	3,193	3,406	3,518
	Port Wine	1,965	2,859	1,824	1,842	1,929
	Sherry Wine	1,036	1,186	1,259	1,302	1,134
	Vermouth Wine	7,106	6,926	7,528	8,233	8,091
	<b>Summary</b>	<b>15,518</b>	<b>16,559</b>	<b>15,483</b>	<b>16,017</b>	<b>16,350</b>
France Wine	France Champagne Wine	14,201	14,784	11,352	12,633	11,778
	France Fruit and Dessert Wine	28	200	28	28	31
	France Red Wine	38,969	49,433	40,810	38,930	36,616

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
France Wine	France Rose Wine	28,346	7,682	9,357	30,388	28,674
	France Sparkling Wine	8,664	9,189	6,252	9,422	9,851
	France White Wine	38,748	32,693	28,992	35,581	34,892
	<b>Summary</b>	<b>128,956</b>	<b>113,981</b>	<b>96,792</b>	<b>126,983</b>	<b>121,842</b>
Georgia Wine	Georgia Red Wine	1	10	20	2	18
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>1</b>	<b>10</b>	<b>20</b>	<b>2</b>	<b>18</b>
Germany Wine	Germany Fruit and Dessert Wine	0	18	0	0	0
	Germany Red Wine	120	199	166	146	223
	Germany Rose Wine	36	0	27	225	171
	Germany Sparkling Wine	8,253	9,991	6,746	9,462	8,386
	Germany White Wine	3,817	2,838	2,462	2,955	2,949
	<b>Summary</b>	<b>12,226</b>	<b>13,045</b>	<b>9,402</b>	<b>12,788</b>	<b>11,729</b>
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	3
	Greece Red Wine	5,841	6,161	4,447	5,122	4,718
	Greece Rose Wine	112	50	9	75	76
	Greece White Wine	5,276	4,356	3,500	4,250	4,995
	<b>Summary</b>	<b>11,229</b>	<b>10,567</b>	<b>7,956</b>	<b>9,447</b>	<b>9,793</b>
Hungary Wine	Hungary Fruit and Dessert Wine	60	42	52	36	42
	Hungary Red Wine	47	26	17	23	62
	Hungary Sparkling Wine	980	1,198	1,068	1,928	2,129
	Hungary White Wine	940	823	866	455	539
	<b>Summary</b>	<b>2,028</b>	<b>2,089</b>	<b>2,004</b>	<b>2,442</b>	<b>2,772</b>
Israel Wine	Israel Red Wine	34	124	170	99	70
	Israel Rose Wine	40	12	0	0	0
	Israel White Wine	63	64	138	130	88
	<b>Summary</b>	<b>137</b>	<b>200</b>	<b>308</b>	<b>230</b>	<b>158</b>
Italy Wine	Italy Fruit and Dessert Wine	23	31	11	43	34

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Italy Wine	Italy Red Wine	109,947	137,696	114,396	106,002	108,436
	Italy Rose Wine	5,075	1,516	1,880	4,916	5,486
	Italy Sparkling Wine	29,785	25,978	22,366	29,667	30,926
	Italy White Wine	99,016	91,629	72,365	94,126	95,336
	Prosecco Wine	37,764	37,429	30,235	39,825	40,388
	<b>Summary</b>	<b>281,610</b>	<b>294,280</b>	<b>241,253</b>	<b>274,578</b>	<b>280,606</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,419	2,722	2,027	1,610	1,698
	New Zealand Rose Wine	2,044	798	610	2,820	2,802
	New Zealand Sparkling Wine	309	239	126	183	195
	New Zealand White Wine	87,976	74,997	63,017	85,100	81,071
	<b>Summary</b>	<b>92,749</b>	<b>78,756</b>	<b>65,780</b>	<b>89,714</b>	<b>85,766</b>
Other Country Wine	Other Country Fruit and Dessert Wine	5,232	4,878	4,615	4,732	4,850
	Other Country Red Wine	970	1,028	741	556	670
	Other Country Rose Wine	86	32	40	81	52
	Other Country Sparkling Wine	78	152	166	145	175
	Other Country White Wine	584	536	354	512	357
	<b>Summary</b>	<b>6,949</b>	<b>6,626</b>	<b>5,916</b>	<b>6,025</b>	<b>6,105</b>
Other Style Wine	Aperitif And Flavoured Wine	686	406	470	864	1,083
	Mead	122	58	4	4	33
	Rice Wine	976	1,004	802	828	924
	<b>Summary</b>	<b>1,785</b>	<b>1,468</b>	<b>1,276</b>	<b>1,697</b>	<b>2,039</b>
Portugal Wine	Portugal Fruit and Dessert Wine	15	20	1	5	37
	Portugal Red Wine	1,276	2,086	1,851	2,098	2,286
	Portugal Rose Wine	560	381	379	596	495
	Portugal Sparkling Wine	14	64	169	65	10
	Portugal White Wine	2,236	1,497	1,576	2,465	3,035
	<b>Summary</b>	<b>4,101</b>	<b>4,048</b>	<b>3,976</b>	<b>5,229</b>	<b>5,864</b>

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q2	Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2
Sake	Japan Sake	22,086	20,006	18,988	18,555	20,513
	Other Country Sake	1,673	1,794	1,841	2,040	2,228
	USA Sake	47,403	50,351	52,327	43,758	46,245
	<b>Summary</b>	<b>71,162</b>	<b>72,151</b>	<b>73,156</b>	<b>64,353</b>	<b>68,987</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	1
	South Africa Red Wine	6,170	5,846	4,958	4,926	4,694
	South Africa Rose Wine	66	4	1	48	31
	South Africa Sparkling Wine	386	88	18	9	14
	South Africa White Wine	5,308	4,315	3,751	4,555	5,126
	<b>Summary</b>	<b>11,929</b>	<b>10,254</b>	<b>8,727</b>	<b>9,538</b>	<b>9,866</b>
Spain Wine	Spain Fruit and Dessert Wine	68	88	112	70	133
	Spain Red Wine	18,650	26,307	22,044	21,754	18,575
	Spain Rose Wine	5,611	1,354	1,316	3,194	3,920
	Spain Sparkling Wine	17,271	17,036	13,850	18,996	18,787
	Spain White Wine	4,551	3,479	3,771	3,874	4,238
	<b>Summary</b>	<b>46,150</b>	<b>48,265</b>	<b>41,092</b>	<b>47,888</b>	<b>45,654</b>
USA Wine	USA Fruit and Dessert Wine	90	27	0	0	0
	USA Red Wine	118,248	155,278	130,184	124,565	117,529
	USA Rose Wine	5,787	4,339	3,230	4,572	4,466
	USA Sparkling Wine	3,778	3,963	3,694	4,115	3,451
	USA White Wine	52,146	41,972	37,176	42,328	41,958
	<b>Summary</b>	<b>180,048</b>	<b>205,579</b>	<b>174,284</b>	<b>175,580</b>	<b>167,403</b>
<b>Summary</b>		<b>2,706,983</b>	<b>2,572,591</b>	<b>2,153,869</b>	<b>2,605,791</b>	<b>2,685,760</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.