

# Hospitality Liquor Market Review

Fiscal 2019/20 Q3

December 2019



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

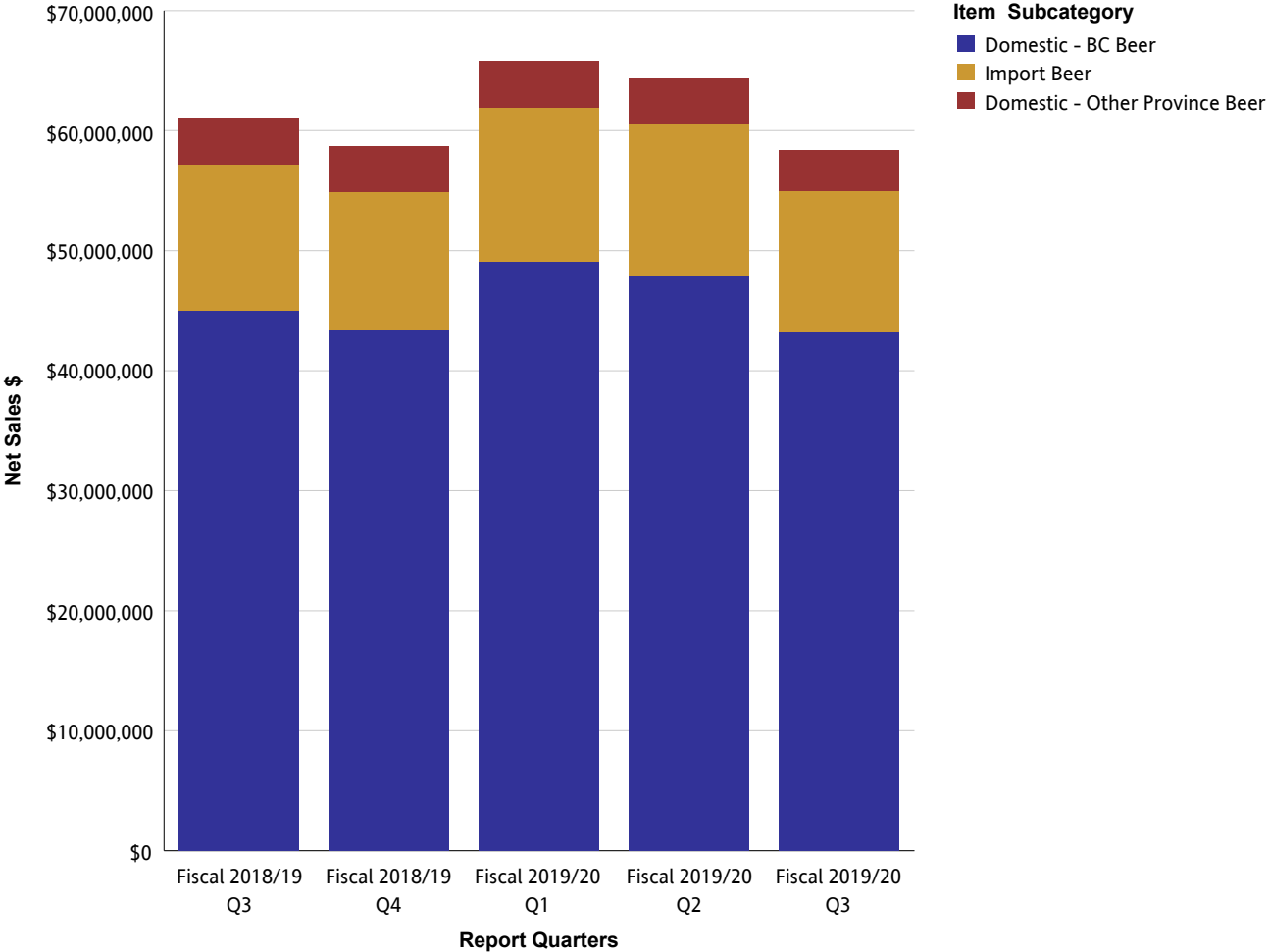
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

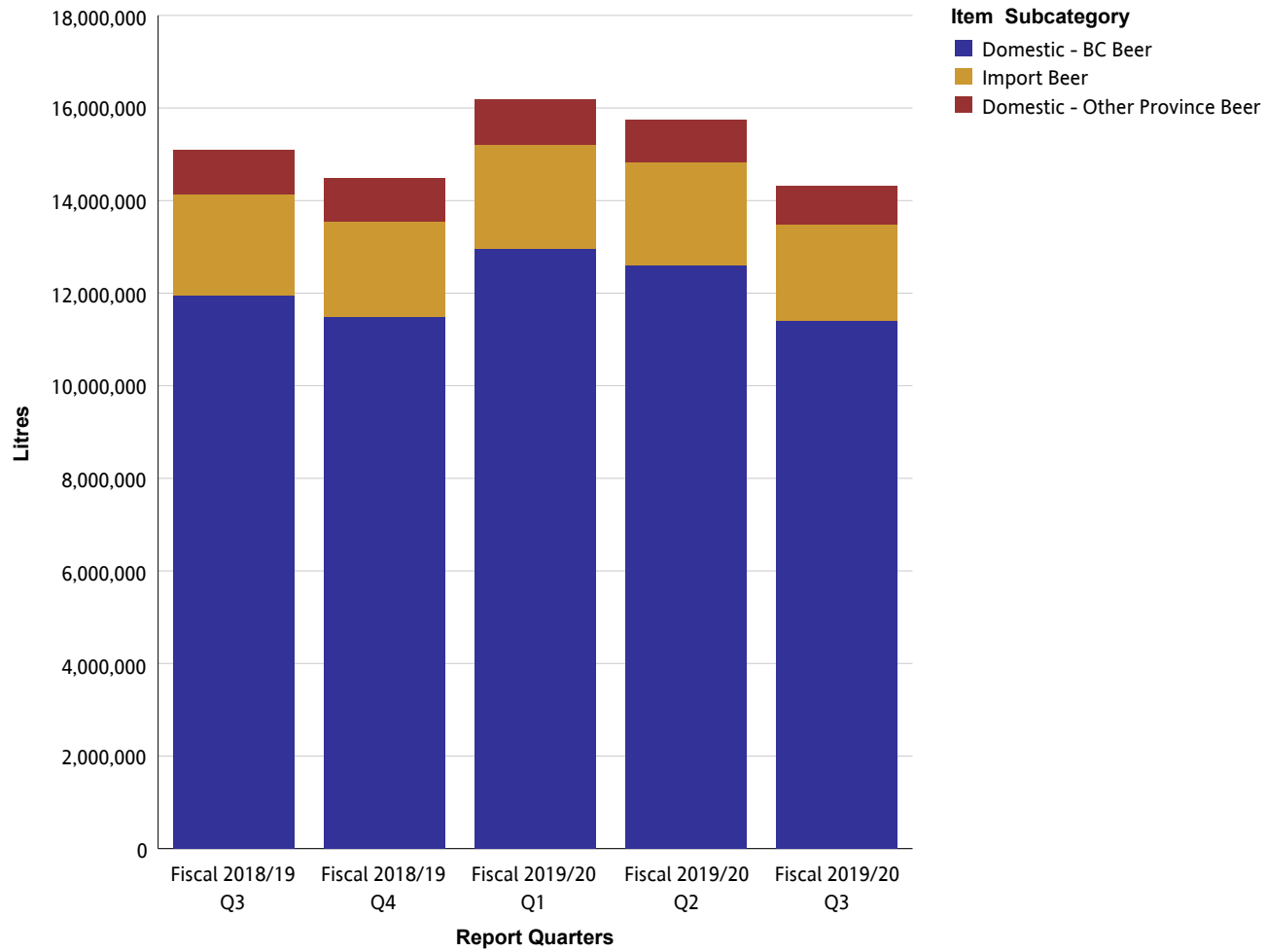


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$25,448,558	\$23,137,475	\$25,019,716	\$23,523,690	\$22,939,850
	Domestic - BC Micro Brew Beer	\$10,095,034	\$10,844,995	\$12,471,354	\$12,764,764	\$10,724,815
	Domestic - BC Regional Beer	\$9,508,533	\$9,365,993	\$11,642,568	\$11,705,359	\$9,575,430
	<b>Summary</b>	<b>\$45,052,125</b>	<b>\$43,348,464</b>	<b>\$49,133,638</b>	<b>\$47,993,813</b>	<b>\$43,240,095</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$3,146,223	\$3,121,552	\$3,149,933	\$2,953,120	\$2,718,004
	Domestic - Other Province Micro Brew Beer	\$29,909	\$44,680	\$51,305	\$81,755	\$63,778
	Domestic - Other Province Regional Beer	\$666,054	\$630,822	\$708,928	\$678,790	\$602,457
	<b>Summary</b>	<b>\$3,842,186</b>	<b>\$3,797,054</b>	<b>\$3,910,166</b>	<b>\$3,713,665</b>	<b>\$3,384,239</b>
Import Beer	Asia And South Pacific Beer	\$1,091,360	\$1,106,505	\$1,218,783	\$1,358,881	\$1,214,534
	Europe Beer	\$7,333,191	\$7,056,897	\$7,023,159	\$6,777,490	\$6,947,276
	Mexico And Caribbean Beer	\$2,627,755	\$2,514,934	\$3,452,089	\$3,483,473	\$2,726,623
	Other Country Beer	\$26,256	\$17,023	\$19,113	\$15,812	\$10,396
	USA Beer	\$1,044,901	\$891,632	\$1,057,811	\$958,006	\$823,575
	<b>Summary</b>	<b>\$12,123,463</b>	<b>\$11,586,991</b>	<b>\$12,770,955</b>	<b>\$12,593,663</b>	<b>\$11,722,403</b>
<b>Summary</b>		<b>\$61,017,774</b>	<b>\$58,732,510</b>	<b>\$65,814,759</b>	<b>\$64,301,141</b>	<b>\$58,346,738</b>

## Beer Sales (Litres)

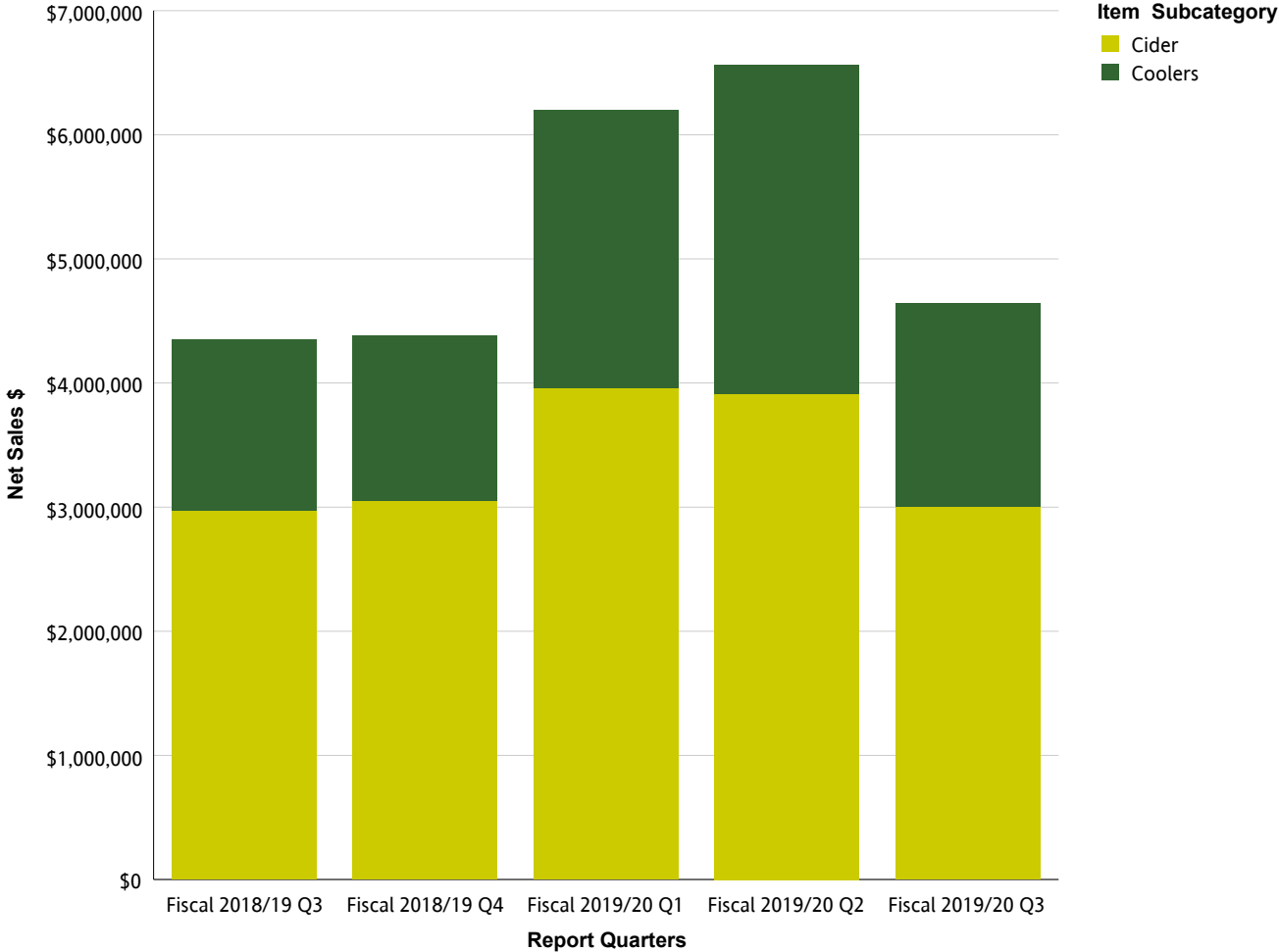


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	6,597,868	5,962,519	6,389,874	6,001,770	5,874,012
	Domestic - BC Micro Brew Beer	2,605,772	2,829,187	3,245,854	3,287,004	2,797,899
	Domestic - BC Regional Beer	2,753,141	2,698,137	3,317,118	3,321,693	2,738,126
	<b>Summary</b>	<b>11,956,781</b>	<b>11,489,843</b>	<b>12,952,846</b>	<b>12,610,467</b>	<b>11,410,038</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	743,664	733,067	742,260	696,572	638,257
	Domestic - Other Province Micro Brew Beer	3,602	5,801	6,022	12,017	10,728
	Domestic - Other Province Regional Beer	213,105	195,100	220,070	206,955	188,643
	<b>Summary</b>	<b>960,370</b>	<b>933,969</b>	<b>968,352</b>	<b>915,544</b>	<b>837,628</b>
Import Beer	Asia And South Pacific Beer	182,860	180,661	199,104	222,563	196,294
	Europe Beer	1,351,478	1,298,626	1,283,014	1,224,575	1,265,151
	Mexico And Caribbean Beer	422,400	402,924	566,203	565,632	441,433
	Other Country Beer	4,566	2,731	3,165	2,491	1,553
	USA Beer	211,747	181,676	214,672	194,895	170,892
	<b>Summary</b>	<b>2,173,051</b>	<b>2,066,618</b>	<b>2,266,159</b>	<b>2,210,156</b>	<b>2,075,323</b>
<b>Summary</b>		<b>15,090,202</b>	<b>14,490,430</b>	<b>16,187,357</b>	<b>15,736,167</b>	<b>14,322,988</b>

# Refreshment Beverages Sales (Net \$)



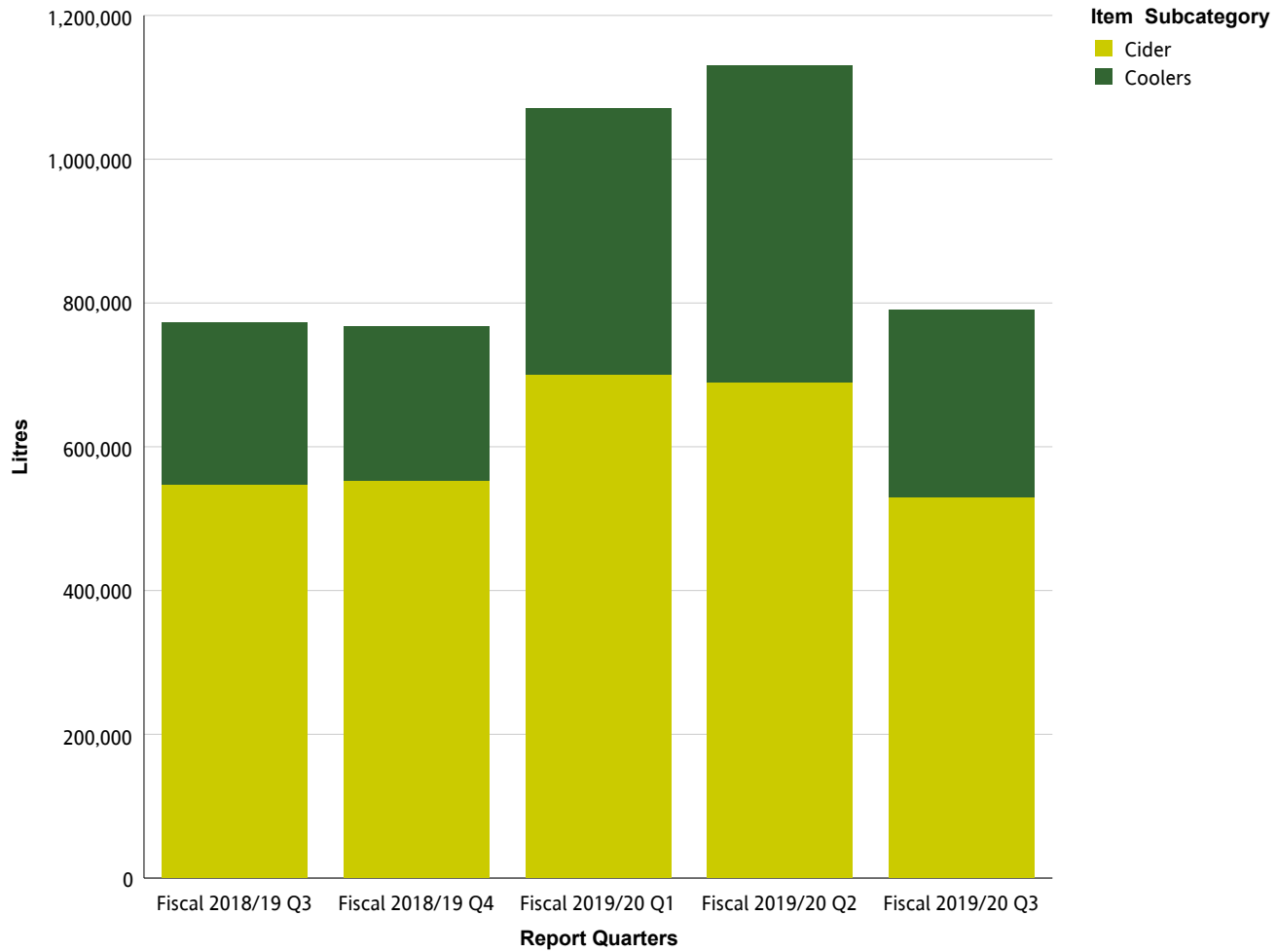


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Cider	Domestic Cider	\$1,773,288	\$1,885,794	\$2,590,393	\$2,664,231	\$1,970,842
	Import Cider	\$1,200,087	\$1,166,561	\$1,370,360	\$1,246,026	\$1,028,059
	<b>Summary</b>	<b>\$2,973,376</b>	<b>\$3,052,355</b>	<b>\$3,960,753</b>	<b>\$3,910,258</b>	<b>\$2,998,901</b>
Coolers	Malt-Based Coolers	\$36,190	\$32,105	\$47,745	\$49,378	\$28,580
	Spirit Coolers	\$1,289,062	\$1,245,620	\$2,116,532	\$2,528,973	\$1,566,658
	Wine/Fruit Coolers	\$50,914	\$56,801	\$76,689	\$69,901	\$46,758
	<b>Summary</b>	<b>\$1,376,166</b>	<b>\$1,334,527</b>	<b>\$2,240,966</b>	<b>\$2,648,252</b>	<b>\$1,641,996</b>
<b>Summary</b>		<b>\$4,349,542</b>	<b>\$4,386,882</b>	<b>\$6,201,719</b>	<b>\$6,558,510</b>	<b>\$4,640,897</b>

## Refreshment Beverages Sales (Litres)

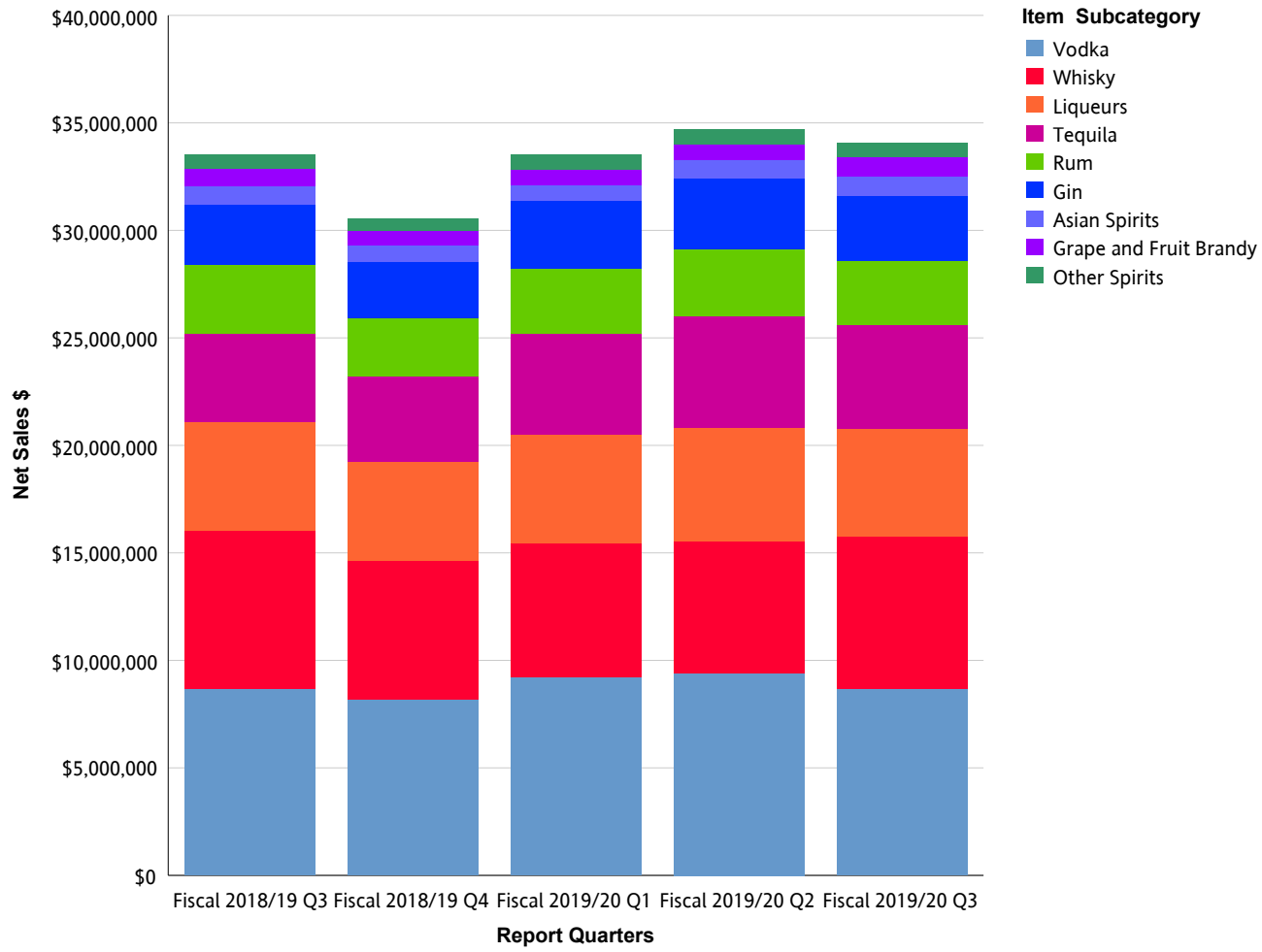


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Cider	Domestic Cider	326,040	338,481	447,685	458,072	338,074
	Import Cider	222,303	214,609	253,022	231,625	192,057
	<b>Summary</b>	<b>548,343</b>	<b>553,089</b>	<b>700,707</b>	<b>689,697</b>	<b>530,131</b>
Coolers	Malt-Based Coolers	6,028	5,393	8,614	8,670	4,792
	Spirit Coolers	212,599	201,809	352,053	423,397	250,510
	Wine/Fruit Coolers	6,258	6,777	9,108	8,652	5,508
	<b>Summary</b>	<b>224,885</b>	<b>213,979</b>	<b>369,775</b>	<b>440,719</b>	<b>260,810</b>
<b>Summary</b>		<b>773,228</b>	<b>767,068</b>	<b>1,070,481</b>	<b>1,130,416</b>	<b>790,941</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Asian Spirits	China Spirits	\$90,919	\$83,082	\$66,280	\$106,923	\$97,880
	Korea Spirits	\$687,036	\$612,875	\$646,267	\$704,438	\$762,968
	Other Country Asian Spirits	\$40,062	\$46,647	\$36,720	\$46,352	\$47,406
	<b>Summary</b>	<b>\$818,017</b>	<b>\$742,604</b>	<b>\$749,268</b>	<b>\$857,713</b>	<b>\$908,254</b>
Gin	Dry Gin	\$2,734,218	\$2,530,068	\$2,987,846	\$3,142,291	\$2,927,856
	Flavoured Gin	\$47,092	\$52,883	\$87,169	\$100,011	\$71,358
	Other Gin	\$28,837	\$34,373	\$40,299	\$51,229	\$48,153
	<b>Summary</b>	<b>\$2,810,146</b>	<b>\$2,617,324</b>	<b>\$3,115,314</b>	<b>\$3,293,531</b>	<b>\$3,047,367</b>
Grape and Fruit Brandy	Armagnac	\$37,756	\$8,396	\$4,599	\$4,311	\$4,491
	Brandy	\$151,963	\$151,047	\$154,059	\$158,458	\$156,838
	Cognac	\$495,520	\$421,383	\$447,672	\$442,448	\$628,207
	Eau de Vie	\$36,777	\$35,067	\$28,670	\$36,796	\$39,546
	Grappa And Marc	\$31,798	\$22,089	\$19,631	\$22,660	\$18,902
	Pisco	\$55,568	\$60,167	\$69,484	\$57,478	\$48,222
	<b>Summary</b>	<b>\$809,382</b>	<b>\$698,149</b>	<b>\$724,114</b>	<b>\$722,151</b>	<b>\$896,206</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,869,487	\$1,802,841	\$1,896,738	\$2,006,915	\$1,923,507
	Coffee And Cocoa Liqueurs	\$380,230	\$320,658	\$313,818	\$334,989	\$389,580
	Cream/Dairy Liqueurs	\$612,560	\$472,902	\$499,695	\$553,034	\$585,356
	Fruit Liqueurs	\$1,432,728	\$1,344,050	\$1,665,286	\$1,734,142	\$1,447,617
	Nut Liqueurs	\$270,776	\$249,739	\$258,855	\$262,104	\$259,216
	Other Liqueurs	\$271,657	\$257,117	\$260,443	\$267,619	\$272,804
	Whiskey Liqueurs	\$177,608	\$173,709	\$152,786	\$157,629	\$160,182
	<b>Summary</b>	<b>\$5,015,046</b>	<b>\$4,621,016</b>	<b>\$5,047,622</b>	<b>\$5,316,433</b>	<b>\$5,038,263</b>
Other Spirits	Cachaca	\$16,692	\$18,578	\$23,244	\$24,684	\$21,739
	Flavoured Spirits	\$194,514	\$134,668	\$170,481	\$182,541	\$185,966
	Miscellaneous/Other Spirits	\$94,365	\$97,590	\$105,610	\$98,315	\$105,978

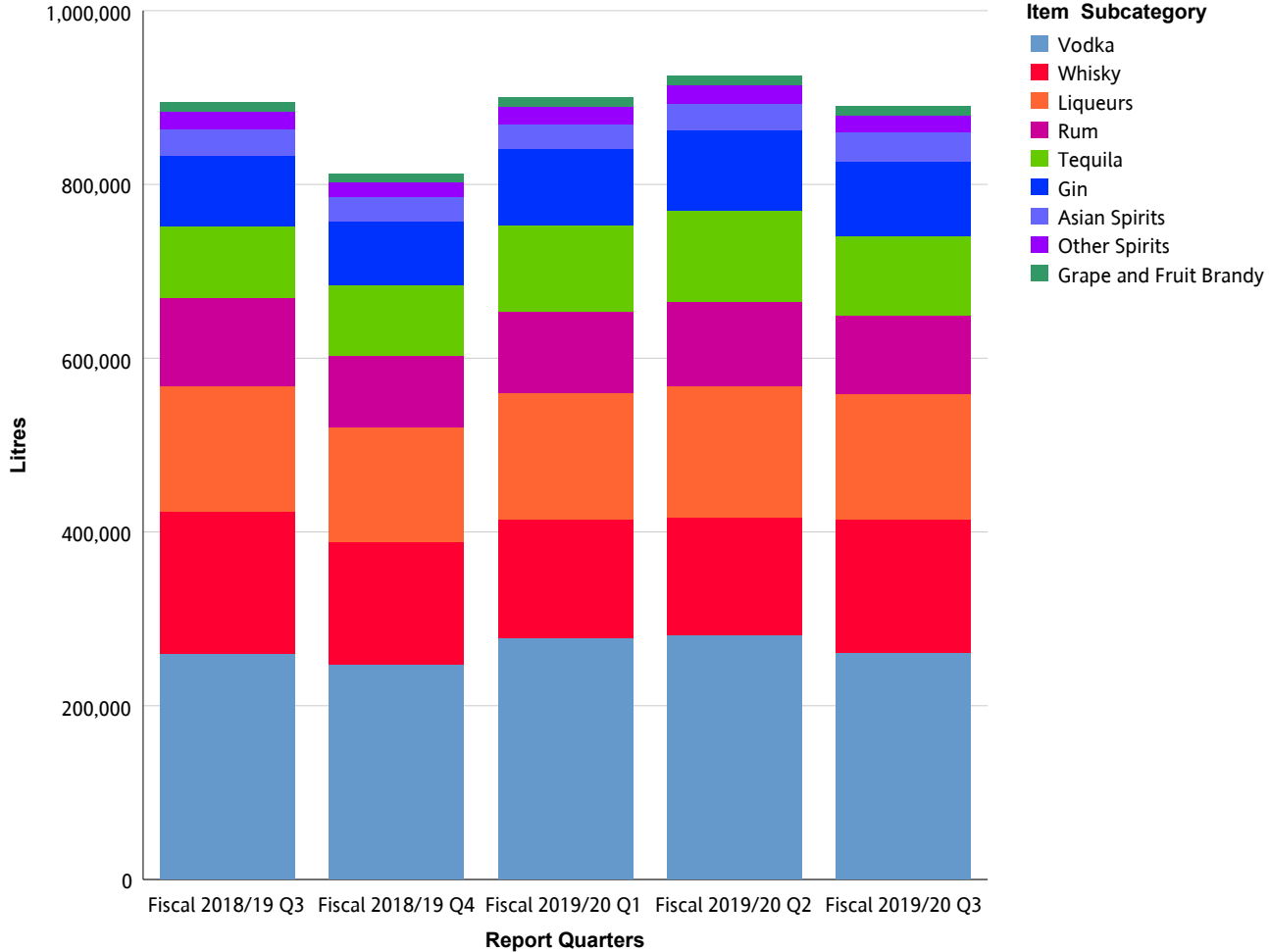
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Other Spirits	Moonshine Spirits	\$1,946	\$1,830	\$7,793	\$4,601	\$2,810
	Ready to Mix Cocktails	\$339,018	\$312,628	\$382,213	\$385,364	\$327,194
	Ready to Serve Cocktails	\$5,020	\$4,037	\$4,937	\$7,179	\$9,005
	Schnapps and Akvavit	\$7,197	\$7,314	\$9,662	\$10,404	\$7,340
	<b>Summary</b>	<b>\$658,752</b>	<b>\$576,646</b>	<b>\$703,940</b>	<b>\$713,088</b>	<b>\$660,032</b>
Rum	Amber Rum	\$340,118	\$303,476	\$381,625	\$370,177	\$334,744
	Dark Rum	\$488,090	\$395,212	\$407,090	\$392,799	\$447,487
	Flavoured Rum	\$18,932	\$16,626	\$19,254	\$18,047	\$18,305
	Spiced Rum	\$1,077,478	\$859,945	\$849,821	\$843,401	\$994,968
	White Rum	\$1,321,234	\$1,128,902	\$1,384,622	\$1,475,175	\$1,176,260
	<b>Summary</b>	<b>\$3,245,851</b>	<b>\$2,704,161</b>	<b>\$3,042,413</b>	<b>\$3,099,598</b>	<b>\$2,971,765</b>
Tequila	Blanco/Silver Tequila	\$1,562,261	\$1,622,052	\$2,044,563	\$2,230,948	\$1,958,898
	Flavoured Tequila	\$15,401	\$19,384	\$25,382	\$29,678	\$23,400
	Gold Tequila	\$2,316,615	\$2,125,249	\$2,420,795	\$2,662,606	\$2,556,505
	Mezcal	\$205,344	\$210,120	\$219,871	\$262,456	\$250,844
	<b>Summary</b>	<b>\$4,099,621</b>	<b>\$3,976,804</b>	<b>\$4,710,611</b>	<b>\$5,185,688</b>	<b>\$4,789,647</b>
Vodka	Flavoured Vodka	\$736,691	\$761,007	\$1,044,907	\$967,479	\$854,083
	Straight Vodka	\$7,938,869	\$7,415,036	\$8,182,544	\$8,421,757	\$7,838,636
	<b>Summary</b>	<b>\$8,675,560</b>	<b>\$8,176,043</b>	<b>\$9,227,450</b>	<b>\$9,389,236</b>	<b>\$8,692,719</b>
Whisky	American Whiskey	\$619,073	\$517,522	\$524,167	\$481,971	\$529,985
	Blended Malt Scotch Whisky	\$15,642	\$8,800	\$10,086	\$11,682	\$14,386
	Blended Scotch Whisky	\$407,103	\$304,868	\$376,635	\$341,365	\$361,792
	Bourbon Whiskey	\$1,506,095	\$1,403,312	\$1,246,769	\$1,265,246	\$1,473,127
	Canadian Whisky	\$2,211,490	\$1,807,428	\$1,843,337	\$1,802,011	\$2,086,978
	Flavoured Whisky	\$2,354	\$1,294	\$9,688	\$22,552	\$14,843
	Irish Whiskey	\$1,357,831	\$1,413,220	\$1,275,860	\$1,307,357	\$1,420,098
	Other Country Whisky	\$141,150	\$101,532	\$134,629	\$110,446	\$144,450
	Single Malt Scotch Whisky	\$1,119,641	\$891,225	\$806,083	\$786,879	\$1,030,754

## **Spirits Sales (Net \$)**

<b>Net Sales \$</b>		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Whisky	<b>Summary</b>	\$7,380,379	\$6,449,202	\$6,227,254	\$6,129,509	\$7,076,414
<b>Summary</b>		\$33,512,754	\$30,561,950	\$33,547,987	\$34,706,946	\$34,080,667

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Asian Spirits	China Spirits	1,294	950	1,033	1,085	1,070
	Korea Spirits	29,323	26,227	27,078	29,512	32,733
	Other Country Asian Spirits	824	959	814	991	991
	<b>Summary</b>	<b>31,442</b>	<b>28,136</b>	<b>28,925</b>	<b>31,588</b>	<b>34,794</b>
Gin	Dry Gin	78,931	71,761	84,877	88,207	82,815
	Flavoured Gin	1,144	1,267	2,144	2,481	1,706
	Other Gin	479	543	688	883	851
	<b>Summary</b>	<b>80,553</b>	<b>73,570</b>	<b>87,708</b>	<b>91,571</b>	<b>85,372</b>
Grape and Fruit Brandy	Armagnac	90	55	31	31	37
	Brandy	4,712	4,712	4,782	4,853	4,682
	Cognac	3,769	3,089	3,545	3,245	4,232
	Eau de Vie	545	439	422	557	579
	Grappa And Marc	352	284	274	352	296
	Pisco	1,110	1,185	1,409	1,155	967
	<b>Summary</b>	<b>10,578</b>	<b>9,764</b>	<b>10,463</b>	<b>10,192</b>	<b>10,793</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	47,570	45,279	48,602	50,849	48,779
	Coffee And Cocoa Liqueurs	12,501	10,474	10,149	10,694	12,437
	Cream/Dairy Liqueurs	18,543	13,945	14,478	15,906	17,628
	Fruit Liqueurs	44,477	41,716	52,496	54,357	44,542
	Nut Liqueurs	8,588	7,751	8,305	8,374	7,928
	Other Liqueurs	8,885	8,096	7,779	7,817	8,398
	Whiskey Liqueurs	4,348	4,189	3,657	3,798	3,832
	<b>Summary</b>	<b>144,912</b>	<b>131,451</b>	<b>145,466</b>	<b>151,796</b>	<b>143,545</b>
Other Spirits	Cachaca	396	455	539	564	460
	Flavoured Spirits	3,188	2,156	2,788	2,934	2,991
	Miscellaneous/Other Spirits	1,711	1,687	1,945	1,739	1,883

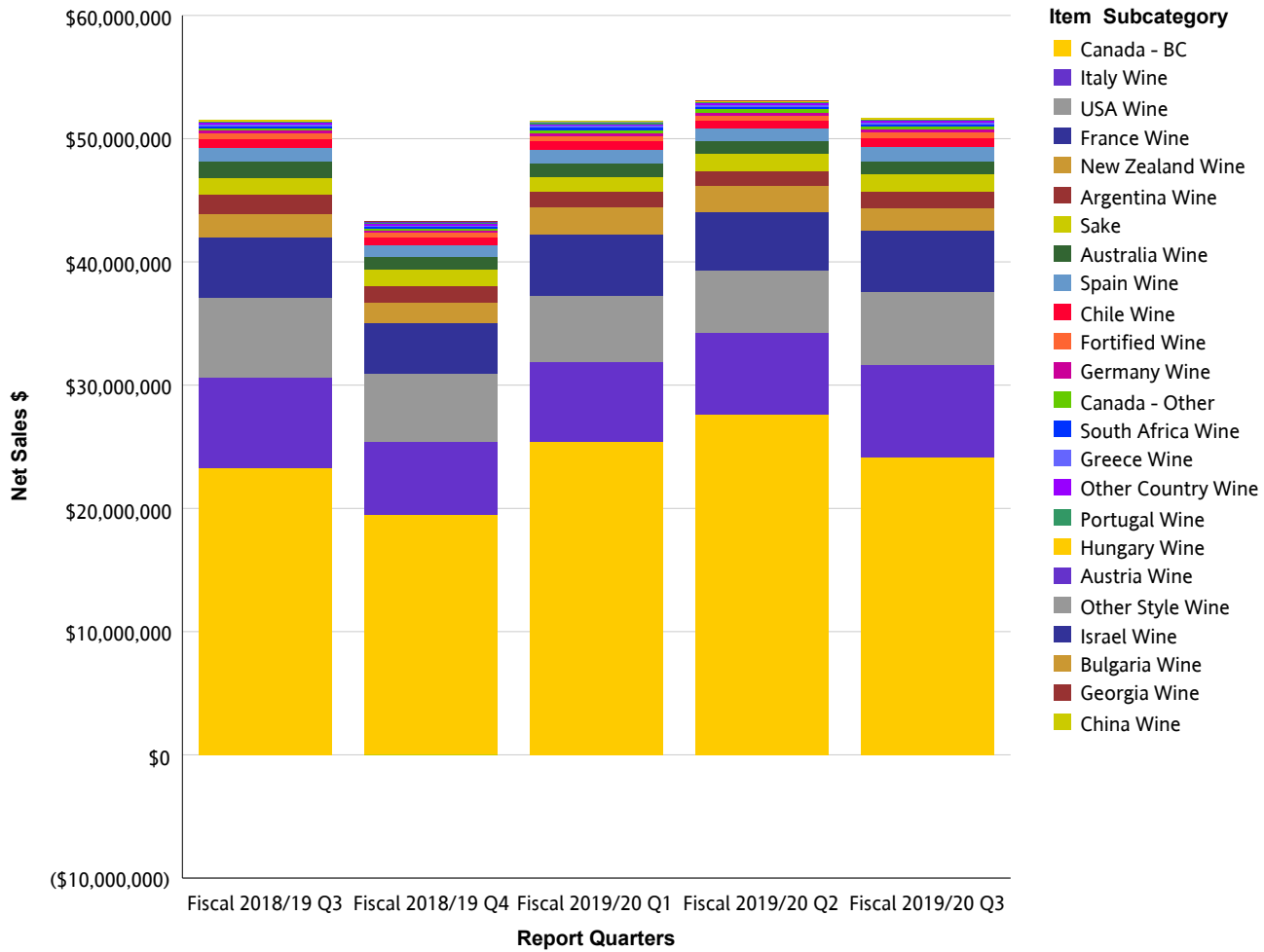
## Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Other Spirits	Moonshine Spirits	43	43	146	103	57
	Ready to Mix Cocktails	13,602	12,559	15,092	15,218	12,805
	Ready to Serve Cocktails	157	110	146	258	290
	Schnapps and Akvavit	151	158	198	230	162
	<b>Summary</b>	<b>19,246</b>	<b>17,167</b>	<b>20,855</b>	<b>21,045</b>	<b>18,648</b>
Rum	Amber Rum	9,193	8,326	10,429	10,064	8,948
	Dark Rum	14,701	11,531	11,807	11,569	13,447
	Flavoured Rum	612	532	650	566	506
	Spiced Rum	32,004	25,131	24,677	24,627	28,977
	White Rum	44,474	37,903	46,238	49,301	39,296
	<b>Summary</b>	<b>100,984</b>	<b>83,424</b>	<b>93,801</b>	<b>96,126</b>	<b>91,174</b>
Tequila	Blanco/Silver Tequila	31,351	32,863	42,734	45,897	37,982
	Flavoured Tequila	304	405	527	592	450
	Gold Tequila	48,718	44,232	52,700	55,688	49,137
	Mezcal	2,716	2,762	2,864	3,324	3,178
	<b>Summary</b>	<b>83,090</b>	<b>80,262</b>	<b>98,824</b>	<b>105,502</b>	<b>90,748</b>
Vodka	Flavoured Vodka	20,698	21,913	29,604	27,623	24,525
	Straight Vodka	239,486	224,913	247,972	253,987	235,842
	<b>Summary</b>	<b>260,184</b>	<b>246,827</b>	<b>277,576</b>	<b>281,610</b>	<b>260,367</b>
Whisky	American Whiskey	13,952	11,843	11,697	11,214	12,049
	Blended Malt Scotch Whisky	122	75	103	112	158
	Blended Scotch Whisky	7,475	5,375	6,644	6,089	6,637
	Bourbon Whiskey	30,077	28,014	24,998	25,394	29,996
	Canadian Whisky	69,053	55,989	56,351	54,486	63,566
	Flavoured Whisky	71	43	274	636	421
	Irish Whiskey	31,860	32,158	28,565	29,168	31,801
	Other Country Whisky	1,034	1,000	1,228	1,090	1,217
	Single Malt Scotch Whisky	9,428	7,438	7,192	6,919	8,616

## Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Whisky	Summary	163,071	141,934	137,054	135,109	154,460
Summary		894,061	812,536	900,673	924,538	889,902

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Argentina Wine	Argentina Red Wine	\$1,548,913	\$1,281,079	\$1,167,131	\$1,114,584	\$1,336,202
	Argentina Rose Wine	\$8,552	\$8,542	\$14,313	\$11,133	\$7,213
	Argentina Sparkling Wine	\$543	\$169	\$1,076	\$4,269	\$2,282
	Argentina White Wine	\$55,797	\$61,973	\$75,972	\$79,358	\$68,934
	<b>Summary</b>	<b>\$1,613,805</b>	<b>\$1,351,763</b>	<b>\$1,258,491</b>	<b>\$1,209,344</b>	<b>\$1,414,631</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$971,442	\$776,196	\$684,869	\$654,147	\$733,038
	Australia Rose Wine	\$10,163	\$6,810	\$18,478	\$28,071	\$18,308
	Australia Sparkling Wine	\$57,985	\$44,069	\$60,635	\$69,376	\$74,254
	Australia White Wine	\$275,753	\$216,474	\$285,477	\$313,353	\$261,555
	<b>Summary</b>	<b>\$1,315,343</b>	<b>\$1,043,549</b>	<b>\$1,049,459</b>	<b>\$1,064,947</b>	<b>\$1,087,155</b>
Austria Wine	Austria Fruit and Dessert Wine	\$174	\$0	\$0	\$0	\$0
	Austria Red Wine	\$5,084	\$17,855	\$10,985	\$7,509	\$10,142
	Austria Rose Wine	\$0	\$0	\$0	\$1,991	\$0
	Austria Sparkling Wine	\$0	\$0	\$891	\$1,699	\$648
	Austria White Wine	\$21,223	\$21,929	\$22,955	\$26,338	\$21,980
	<b>Summary</b>	<b>\$26,481</b>	<b>\$39,783</b>	<b>\$34,831</b>	<b>\$37,538</b>	<b>\$32,770</b>
Bulgaria Wine	Bulgaria Red Wine	\$201	\$342	\$358	\$764	\$683
	Bulgaria Rose Wine	\$0	\$0	\$0	\$1,039	\$592
	Bulgaria White Wine	\$0	\$148	\$0	\$0	\$0
	<b>Summary</b>	<b>\$201</b>	<b>\$490</b>	<b>\$358</b>	<b>\$1,804</b>	<b>\$1,275</b>
Canada - BC	Canada - BC Dessert Wine	\$14,378	\$11,523	\$10,108	\$18,479	\$16,209
	Canada - BC Fruit Wine	\$55,284	\$36,111	(\$14,902)	\$49,332	\$28,010
	Canada - BC Ice Wine	\$41,043	\$36,944	\$41,783	\$60,337	\$33,243
	Canada - BC Red Wine	\$12,024,650	\$10,194,608	\$11,018,426	\$11,521,831	\$12,258,507
	Canada - BC Rose Wine	\$379,953	\$452,541	\$1,490,307	\$1,817,705	\$664,337

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Canada - BC	Canada - BC Sparkling Wine	\$716,010	\$533,826	\$945,322	\$1,039,981	\$763,924
	Canada - BC White Wine	\$10,026,114	\$8,242,210	\$11,928,538	\$13,116,600	\$10,397,362
	<b>Summary</b>	<b>\$23,257,431</b>	<b>\$19,507,763</b>	<b>\$25,419,581</b>	<b>\$27,624,264</b>	<b>\$24,161,593</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$605	\$0	\$702
	Canada - Other Fruit Wine	\$756	\$448	\$0	\$0	\$0
	Canada - Other Ice Wine	\$1,951	\$3,509	\$1,121	\$1,794	\$679
	Canada - Other Red Wine	\$4,027	\$1,752	\$5,812	\$9,019	\$20,210
	Canada - Other Rose Wine	\$0	\$0	\$88,456	\$120,943	\$6,155
	Canada - Other Sparkling Wine	\$130,286	\$107,131	\$151,847	\$130,847	\$139,867
	Canada - Other White Wine	\$3,429	\$2,186	\$6,136	\$6,792	\$13,448
	<b>Summary</b>	<b>\$140,448</b>	<b>\$115,026</b>	<b>\$253,977</b>	<b>\$269,396</b>	<b>\$181,062</b>
Chile Wine	Chile Fruit and Dessert Wine	\$973	\$1,504	\$1,396	\$166	\$594
	Chile Red Wine	\$456,422	\$381,599	\$343,981	\$323,960	\$371,010
	Chile Rose Wine	\$2,592	\$1,704	\$15,959	\$10,781	\$5,769
	Chile Sparkling Wine	\$2,989	\$1,980	\$3,032	\$2,627	\$2,652
	Chile White Wine	\$282,025	\$235,719	\$317,845	\$290,449	\$259,158
	<b>Summary</b>	<b>\$745,001</b>	<b>\$622,505</b>	<b>\$682,213</b>	<b>\$627,983</b>	<b>\$639,183</b>
China Wine	China Red Wine	\$429	(\$19)	\$189	\$0	\$189
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$429</b>	<b>(\$19)</b>	<b>\$189</b>	<b>\$0</b>	<b>\$189</b>
Fortified Wine	Other Fortified Domestic Wine	\$39,760	\$32,915	\$25,681	\$36,267	\$36,686
	Other Fortified Import Wine	\$87,123	\$79,395	\$85,630	\$87,686	\$94,195
	Port Wine	\$154,884	\$86,933	\$90,015	\$99,098	\$115,530
	Sherry Wine	\$39,053	\$43,235	\$44,084	\$40,915	\$46,891
	Vermouth Wine	\$108,379	\$122,170	\$141,186	\$136,303	\$157,294
	<b>Summary</b>	<b>\$429,199</b>	<b>\$364,647</b>	<b>\$386,596</b>	<b>\$400,269</b>	<b>\$450,596</b>
France Wine	France Champagne Wine	\$1,841,641	\$1,489,456	\$1,704,225	\$1,420,889	\$1,983,310
	France Fruit and Dessert Wine	\$14,843	\$1,657	\$2,051	\$2,239	\$4,891

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
France Wine	France Red Wine	\$1,657,661	\$1,477,491	\$1,279,408	\$1,412,270	\$1,536,692
	France Rose Wine	\$156,053	\$197,475	\$686,856	\$632,282	\$214,233
	France Sparkling Wine	\$214,554	\$142,287	\$223,784	\$228,611	\$234,102
	France White Wine	\$1,017,614	\$846,434	\$1,080,796	\$1,100,584	\$983,712
	<b>Summary</b>	<b>\$4,902,365</b>	<b>\$4,154,801</b>	<b>\$4,977,118</b>	<b>\$4,796,876</b>	<b>\$4,956,940</b>
Georgia Wine	Georgia Red Wine	\$420	\$636	\$38	\$612	\$34
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$420</b>	<b>\$636</b>	<b>\$38</b>	<b>\$612</b>	<b>\$34</b>
Germany Wine	Germany Fruit and Dessert Wine	\$372	\$0	\$0	\$0	\$0
	Germany Red Wine	\$7,278	\$6,118	\$5,328	\$7,822	\$13,170
	Germany Rose Wine	\$0	\$463	\$5,085	\$5,038	\$1,732
	Germany Sparkling Wine	\$213,751	\$146,593	\$205,948	\$182,536	\$211,623
	Germany White Wine	\$70,127	\$69,466	\$74,051	\$73,647	\$87,892
	<b>Summary</b>	<b>\$291,527</b>	<b>\$222,639</b>	<b>\$290,412</b>	<b>\$269,042</b>	<b>\$314,417</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$102	\$0
	Greece Red Wine	\$96,148	\$73,443	\$85,249	\$75,263	\$85,407
	Greece Rose Wine	\$1,055	\$192	\$1,599	\$1,631	\$1,343
	Greece White Wine	\$64,226	\$52,813	\$68,167	\$79,098	\$58,533
	<b>Summary</b>	<b>\$161,429</b>	<b>\$126,448</b>	<b>\$155,015</b>	<b>\$156,095</b>	<b>\$145,283</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$3,616	\$3,527	\$3,253	\$3,649	\$3,172
	Hungary Red Wine	\$396	\$289	\$395	\$1,078	\$659
	Hungary Sparkling Wine	\$20,030	\$18,517	\$32,138	\$36,253	\$27,197
	Hungary White Wine	\$13,196	\$13,902	\$8,237	\$8,573	\$9,364
	<b>Summary</b>	<b>\$37,238</b>	<b>\$36,235</b>	<b>\$44,022</b>	<b>\$49,554</b>	<b>\$40,393</b>
Israel Wine	Israel Red Wine	\$3,031	\$4,418	\$2,603	\$1,817	\$4,398
	Israel Rose Wine	\$272	\$0	\$0	\$0	\$0
	Israel White Wine	\$1,585	\$3,586	\$3,128	\$2,157	\$3,572
	<b>Summary</b>	<b>\$4,888</b>	<b>\$8,004</b>	<b>\$5,731</b>	<b>\$3,974</b>	<b>\$7,970</b>

## Wine Sales (Net \$)

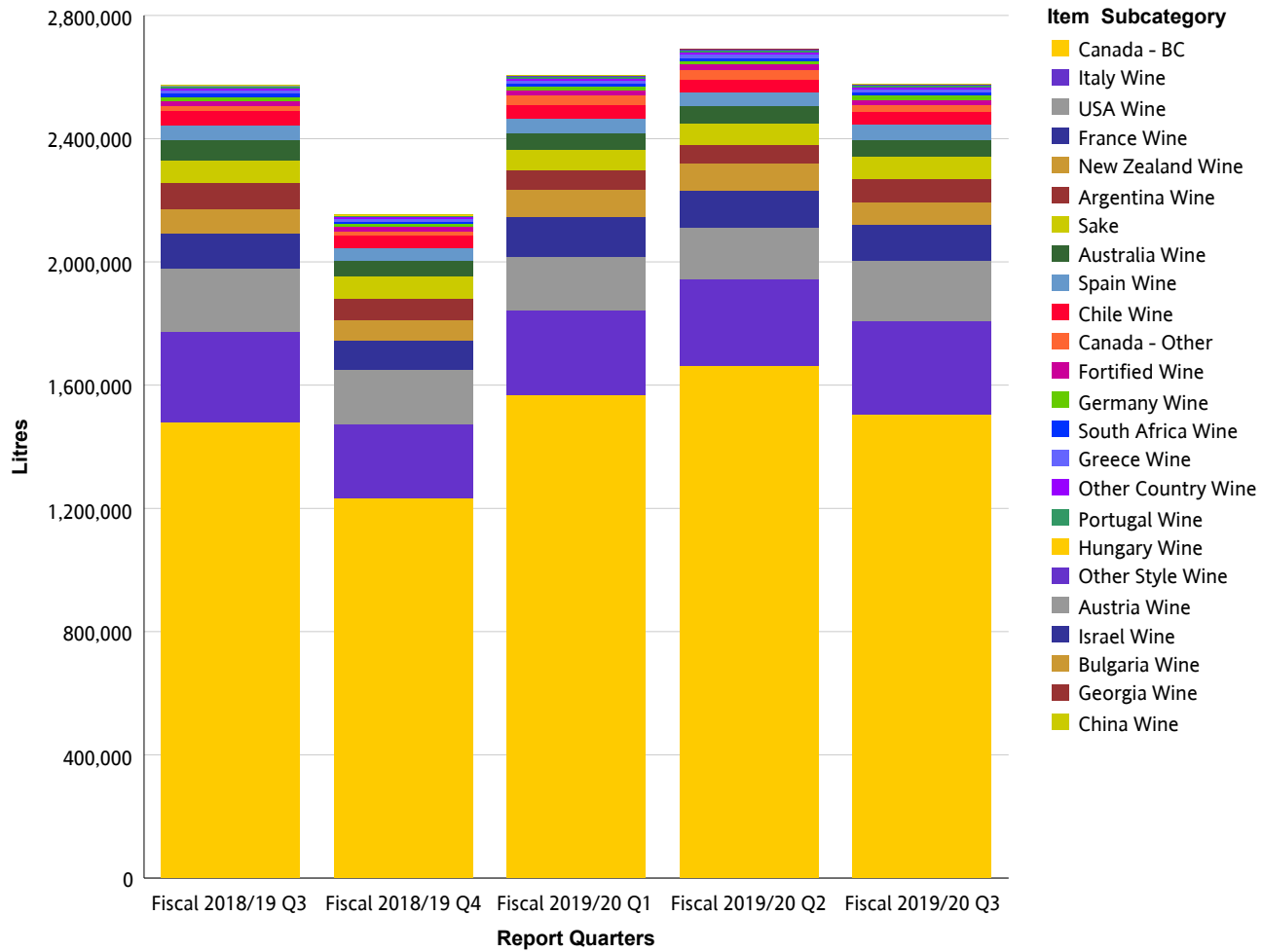
Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Italy Wine	Italy Fruit and Dessert Wine	\$2,532	\$780	\$4,655	\$3,568	\$5,072
	Italy Red Wine	\$4,269,508	\$3,423,782	\$3,108,585	\$3,184,097	\$4,263,565
	Italy Rose Wine	\$38,790	\$48,217	\$118,444	\$135,419	\$64,661
	Italy Sparkling Wine	\$521,812	\$451,873	\$583,968	\$613,022	\$603,575
	Italy White Wine	\$1,670,428	\$1,316,687	\$1,715,933	\$1,716,461	\$1,629,750
	Prosecco Wine	\$873,323	\$714,525	\$938,416	\$951,418	\$925,632
	<b>Summary</b>	<b>\$7,376,393</b>	<b>\$5,955,864</b>	<b>\$6,470,001</b>	<b>\$6,603,985</b>	<b>\$7,492,256</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$86,745	\$69,641	\$54,861	\$58,580	\$70,594
	New Zealand Rose Wine	\$19,016	\$15,132	\$67,128	\$68,212	\$28,066
	New Zealand Sparkling Wine	\$7,072	\$3,906	\$5,791	\$5,659	\$8,605
	New Zealand White Wine	\$1,771,643	\$1,533,932	\$2,022,793	\$1,950,304	\$1,705,822
	<b>Summary</b>	<b>\$1,884,475</b>	<b>\$1,622,612</b>	<b>\$2,150,573</b>	<b>\$2,082,756</b>	<b>\$1,813,086</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$89,157	\$85,990	\$90,174	\$88,446	\$89,949
	Other Country Red Wine	\$32,371	\$22,197	\$16,761	\$21,442	\$23,164
	Other Country Rose Wine	\$945	\$1,178	\$1,768	\$1,096	\$117
	Other Country Sparkling Wine	\$6,692	\$6,067	\$4,569	\$5,512	\$8,571
	Other Country White Wine	\$16,603	\$11,359	\$16,097	\$11,607	\$16,615
	<b>Summary</b>	<b>\$145,767</b>	<b>\$126,791</b>	<b>\$129,369</b>	<b>\$128,104</b>	<b>\$138,416</b>
Other Style Wine	Aperitif And Flavoured Wine	\$7,456	\$8,490	\$14,132	\$17,687	\$13,734
	Mead	\$586	\$94	\$138	\$498	\$484
	Rice Wine	\$13,802	\$11,819	\$12,040	\$13,081	\$13,398
	<b>Summary</b>	<b>\$21,844</b>	<b>\$20,403</b>	<b>\$26,310</b>	<b>\$31,266</b>	<b>\$27,616</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$1,548	\$100	\$322	\$2,687	\$3,298
	Portugal Red Wine	\$46,332	\$41,508	\$52,629	\$50,619	\$69,392
	Portugal Rose Wine	\$6,736	\$5,622	\$8,293	\$6,939	\$4,276
	Portugal Sparkling Wine	\$1,417	\$4,272	\$2,377	\$376	\$1,392
	Portugal White Wine	\$25,872	\$28,730	\$46,908	\$54,398	\$44,885



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Portugal Wine	<b>Summary</b>	<b>\$81,905</b>	<b>\$80,232</b>	<b>\$110,529</b>	<b>\$115,019</b>	<b>\$123,242</b>
Sake	Japan Sake	\$849,630	\$806,650	\$818,842	\$951,085	\$850,321
	Other Country Sake	\$34,864	\$34,305	\$38,957	\$41,538	\$34,752
	USA Sake	\$459,412	\$485,081	\$404,528	\$432,894	\$460,181
	<b>Summary</b>	<b>\$1,343,906</b>	<b>\$1,326,036</b>	<b>\$1,262,327</b>	<b>\$1,425,518</b>	<b>\$1,345,255</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$32	\$0	\$0	\$65	\$0
	South Africa Red Wine	\$100,413	\$85,031	\$83,485	\$86,321	\$121,567
	South Africa Rose Wine	\$40	\$14	\$950	\$502	\$44
	South Africa Sparkling Wine	\$1,665	\$684	\$372	\$558	\$282
	South Africa White Wine	\$72,885	\$61,217	\$73,963	\$83,044	\$73,020
	<b>Summary</b>	<b>\$175,035</b>	<b>\$146,946</b>	<b>\$158,771</b>	<b>\$170,490</b>	<b>\$194,912</b>
Spain Wine	Spain Fruit and Dessert Wine	\$4,377	\$4,708	\$2,259	\$4,605	\$1,996
	Spain Red Wine	\$641,345	\$549,038	\$603,272	\$428,993	\$684,859
	Spain Rose Wine	\$21,173	\$23,713	\$59,139	\$68,988	\$28,300
	Spain Sparkling Wine	\$349,333	\$288,190	\$393,505	\$386,928	\$363,908
	Spain White Wine	\$77,791	\$90,769	\$91,561	\$96,796	\$108,658
	<b>Summary</b>	<b>\$1,094,019</b>	<b>\$956,417</b>	<b>\$1,149,735</b>	<b>\$986,310</b>	<b>\$1,187,722</b>
USA Wine	USA Fruit and Dessert Wine	\$316	\$0	\$0	\$0	\$0
	USA Red Wine	\$5,290,848	\$4,391,783	\$4,174,525	\$3,859,040	\$4,903,249
	USA Rose Wine	\$71,533	\$47,942	\$73,558	\$68,336	\$28,784
	USA Sparkling Wine	\$98,818	\$102,693	\$114,257	\$99,007	\$84,842
	USA White Wine	\$994,803	\$914,251	\$1,021,655	\$1,025,239	\$913,187
	<b>Summary</b>	<b>\$6,456,318</b>	<b>\$5,456,668</b>	<b>\$5,383,996</b>	<b>\$5,051,623</b>	<b>\$5,930,061</b>
<b>Summary</b>		<b>\$51,505,870</b>	<b>\$43,286,239</b>	<b>\$51,399,642</b>	<b>\$53,106,767</b>	<b>\$51,686,058</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Argentina Wine	Argentina Red Wine	80,502	64,630	58,512	56,347	69,090
	Argentina Rose Wine	629	734	1,078	844	523
	Argentina Sparkling Wine	26	7	56	226	130
	Argentina White Wine	3,412	3,775	4,590	4,710	4,174
	<b>Summary</b>	<b>84,569</b>	<b>69,146</b>	<b>64,236</b>	<b>62,128</b>	<b>73,917</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	44,652	35,055	31,880	29,852	34,282
	Australia Rose Wine	630	433	1,172	1,775	1,118
	Australia Sparkling Wine	3,577	2,562	3,601	4,060	4,396
	Australia White Wine	17,566	13,286	17,984	19,888	16,550
	<b>Summary</b>	<b>66,424</b>	<b>51,336</b>	<b>54,637</b>	<b>55,577</b>	<b>56,345</b>
Austria Wine	Austria Fruit and Dessert Wine	2	0	0	0	0
	Austria Red Wine	148	431	288	224	288
	Austria Rose Wine	0	0	0	62	0
	Austria Sparkling Wine	0	0	25	45	18
	Austria White Wine	657	620	658	790	579
	<b>Summary</b>	<b>807</b>	<b>1,052</b>	<b>971</b>	<b>1,121</b>	<b>885</b>
Bulgaria Wine	Bulgaria Red Wine	16	22	23	45	40
	Bulgaria Rose Wine	0	0	0	49	28
	Bulgaria White Wine	0	3	0	0	0
	<b>Summary</b>	<b>16</b>	<b>25</b>	<b>23</b>	<b>94</b>	<b>68</b>
Canada - BC	Canada - BC Dessert Wine	243	179	147	220	241
	Canada - BC Fruit Wine	2,642	1,617	-852	2,276	1,294
	Canada - BC Ice Wine	380	350	372	556	289
	Canada - BC Red Wine	719,538	598,343	645,067	653,902	721,798
	Canada - BC Rose Wine	19,410	22,627	71,663	88,794	33,239

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Canada - BC	Canada - BC Sparkling Wine	24,976	18,596	33,743	37,209	27,856
	Canada - BC White Wine	712,457	591,449	817,977	879,835	719,807
	<b>Summary</b>	<b>1,479,645</b>	<b>1,233,160</b>	<b>1,568,118</b>	<b>1,662,791</b>	<b>1,504,523</b>
Canada - Other	Canada - Other Dessert Wine	0	0	6	0	6
	Canada - Other Fruit Wine	10	6	0	0	0
	Canada - Other Ice Wine	18	23	9	14	6
	Canada - Other Red Wine	245	141	451	723	1,658
	Canada - Other Rose Wine	0	0	12,416	16,976	864
	Canada - Other Sparkling Wine	15,455	12,376	17,199	14,820	16,039
	Canada - Other White Wine	237	174	432	537	1,034
	<b>Summary</b>	<b>15,965</b>	<b>12,721</b>	<b>30,512</b>	<b>33,071</b>	<b>19,606</b>
Chile Wine	Chile Fruit and Dessert Wine	22	34	33	4	14
	Chile Red Wine	27,506	23,074	21,163	20,233	23,663
	Chile Rose Wine	192	134	1,247	866	460
	Chile Sparkling Wine	123	82	128	104	116
	Chile White Wine	19,538	16,473	22,213	20,114	18,101
	<b>Summary</b>	<b>47,382</b>	<b>39,797</b>	<b>44,783</b>	<b>41,322</b>	<b>42,354</b>
China Wine	China Red Wine	7	0	2	0	2
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>7</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>2</b>
Fortified Wine	Other Fortified Domestic Wine	2,245	1,679	1,235	1,678	1,733
	Other Fortified Import Wine	3,343	3,193	3,406	3,518	3,458
	Port Wine	2,859	1,824	1,842	1,929	2,108
	Sherry Wine	1,186	1,259	1,302	1,134	1,318
	Vermouth Wine	6,926	7,528	8,233	8,102	9,212
	<b>Summary</b>	<b>16,559</b>	<b>15,483</b>	<b>16,017</b>	<b>16,361</b>	<b>17,828</b>
France Wine	France Champagne Wine	14,784	11,352	12,633	11,778	16,104
	France Fruit and Dessert Wine	200	28	28	31	34

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
France Wine	France Red Wine	49,433	40,810	38,930	36,616	46,906
	France Rose Wine	7,682	9,357	30,388	28,674	9,742
	France Sparkling Wine	9,189	6,252	9,422	9,851	10,593
	France White Wine	32,693	28,992	35,581	34,892	32,178
	<b>Summary</b>	<b>113,981</b>	<b>96,792</b>	<b>126,983</b>	<b>121,842</b>	<b>115,558</b>
Georgia Wine	Georgia Red Wine	10	20	2	18	2
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>10</b>	<b>20</b>	<b>2</b>	<b>18</b>	<b>2</b>
Germany Wine	Germany Fruit and Dessert Wine	18	0	0	0	0
	Germany Red Wine	199	166	146	223	314
	Germany Rose Wine	0	27	225	171	62
	Germany Sparkling Wine	9,991	6,746	9,462	8,386	9,869
	Germany White Wine	2,838	2,462	2,955	2,949	3,112
	<b>Summary</b>	<b>13,045</b>	<b>9,402</b>	<b>12,788</b>	<b>11,729</b>	<b>13,357</b>
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	3	0
	Greece Red Wine	6,161	4,447	5,122	4,718	5,069
	Greece Rose Wine	50	9	75	76	58
	Greece White Wine	4,356	3,500	4,250	4,995	3,575
	<b>Summary</b>	<b>10,567</b>	<b>7,956</b>	<b>9,447</b>	<b>9,793</b>	<b>8,702</b>
Hungary Wine	Hungary Fruit and Dessert Wine	42	52	36	42	37
	Hungary Red Wine	26	17	23	62	40
	Hungary Sparkling Wine	1,198	1,068	1,928	2,129	1,638
	Hungary White Wine	823	866	455	539	503
	<b>Summary</b>	<b>2,089</b>	<b>2,004</b>	<b>2,442</b>	<b>2,772</b>	<b>2,218</b>
Israel Wine	Israel Red Wine	124	170	99	70	172
	Israel Rose Wine	12	0	0	0	0
	Israel White Wine	64	138	130	88	146
	<b>Summary</b>	<b>200</b>	<b>308</b>	<b>230</b>	<b>158</b>	<b>317</b>

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Italy Wine	Italy Fruit and Dessert Wine	31	11	43	34	64
	Italy Red Wine	137,696	114,396	106,002	108,436	139,637
	Italy Rose Wine	1,516	1,880	4,916	5,486	2,600
	Italy Sparkling Wine	25,978	22,366	29,667	30,926	30,066
	Italy White Wine	91,629	72,365	94,126	95,336	91,364
	Prosecco Wine	37,429	30,235	39,825	40,388	40,158
	<b>Summary</b>	<b>294,280</b>	<b>241,253</b>	<b>274,578</b>	<b>280,606</b>	<b>303,889</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,722	2,027	1,610	1,698	2,248
	New Zealand Rose Wine	798	610	2,820	2,802	1,206
	New Zealand Sparkling Wine	239	126	183	195	335
	New Zealand White Wine	74,997	63,017	85,100	81,071	71,575
	<b>Summary</b>	<b>78,756</b>	<b>65,780</b>	<b>89,714</b>	<b>85,766</b>	<b>75,364</b>
Other Country Wine	Other Country Fruit and Dessert Wine	4,878	4,615	4,732	4,850	4,980
	Other Country Red Wine	1,028	741	556	670	798
	Other Country Rose Wine	32	40	81	52	4
	Other Country Sparkling Wine	152	166	145	175	228
	Other Country White Wine	536	354	512	357	484
	<b>Summary</b>	<b>6,626</b>	<b>5,916</b>	<b>6,025</b>	<b>6,105</b>	<b>6,494</b>
Other Style Wine	Aperitif And Flavoured Wine	406	470	864	1,083	621
	Mead	58	4	4	33	34
	Rice Wine	1,004	802	828	924	990
	<b>Summary</b>	<b>1,468</b>	<b>1,276</b>	<b>1,697</b>	<b>2,039</b>	<b>1,645</b>
Portugal Wine	Portugal Fruit and Dessert Wine	20	1	5	37	46
	Portugal Red Wine	2,086	1,851	2,098	2,286	3,001
	Portugal Rose Wine	381	379	596	495	272
	Portugal Sparkling Wine	64	169	65	10	36
	Portugal White Wine	1,497	1,576	2,465	3,035	2,050

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q3	Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3
Portugal Wine	<b>Summary</b>	<b>4,048</b>	<b>3,976</b>	<b>5,229</b>	<b>5,864</b>	<b>5,406</b>
Sake	Japan Sake	20,006	18,988	18,555	20,513	19,132
	Other Country Sake	1,794	1,841	2,040	2,246	2,170
	USA Sake	50,351	52,327	43,758	46,245	50,157
	<b>Summary</b>	<b>72,151</b>	<b>73,156</b>	<b>64,353</b>	<b>69,005</b>	<b>71,458</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	1	0
	South Africa Red Wine	5,846	4,958	4,926	4,694	6,621
	South Africa Rose Wine	4	1	48	31	3
	South Africa Sparkling Wine	88	18	9	14	4
	South Africa White Wine	4,315	3,751	4,555	5,126	4,592
	<b>Summary</b>	<b>10,254</b>	<b>8,727</b>	<b>9,538</b>	<b>9,866</b>	<b>11,220</b>
Spain Wine	Spain Fruit and Dessert Wine	88	112	70	133	58
	Spain Red Wine	26,307	22,044	21,754	18,575	26,271
	Spain Rose Wine	1,354	1,316	3,194	3,920	1,291
	Spain Sparkling Wine	17,036	13,850	18,996	18,787	17,947
	Spain White Wine	3,479	3,771	3,874	4,238	4,615
	<b>Summary</b>	<b>48,265</b>	<b>41,092</b>	<b>47,888</b>	<b>45,654</b>	<b>50,182</b>
USA Wine	USA Fruit and Dessert Wine	27	0	0	0	0
	USA Red Wine	155,278	130,112	124,502	117,475	152,275
	USA Rose Wine	4,339	3,230	4,572	4,466	2,295
	USA Sparkling Wine	3,963	3,694	4,115	3,451	2,962
	USA White Wine	41,882	37,122	42,310	41,949	37,936
	<b>Summary</b>	<b>205,489</b>	<b>174,158</b>	<b>175,499</b>	<b>167,340</b>	<b>195,467</b>
<b>Summary</b>		<b>2,572,605</b>	<b>2,154,535</b>	<b>2,605,710</b>	<b>2,691,019</b>	<b>2,576,807</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.