

# Hospitality Liquor Market Review

Fiscal 2017/18 Q4

March 2018



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

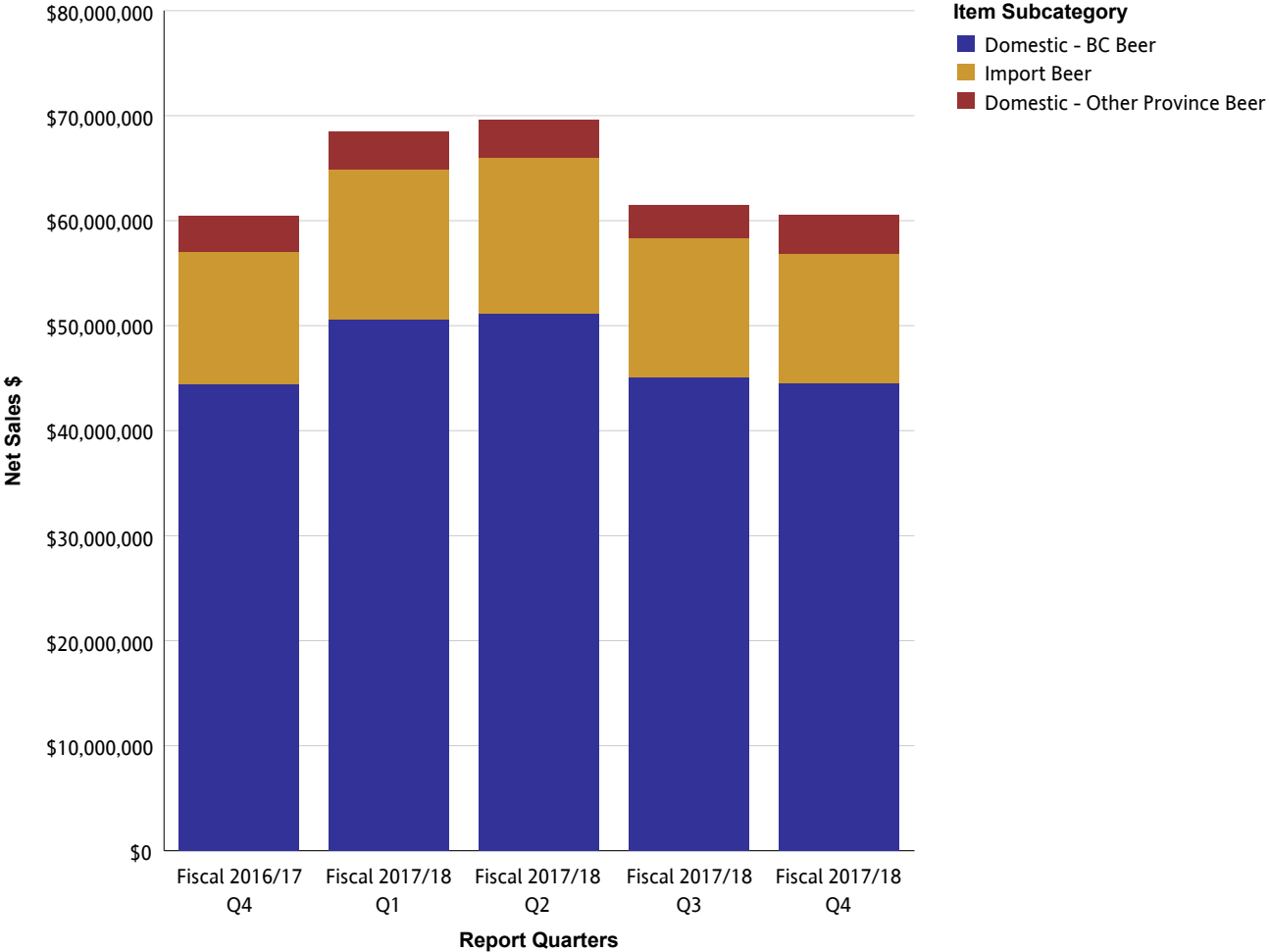
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

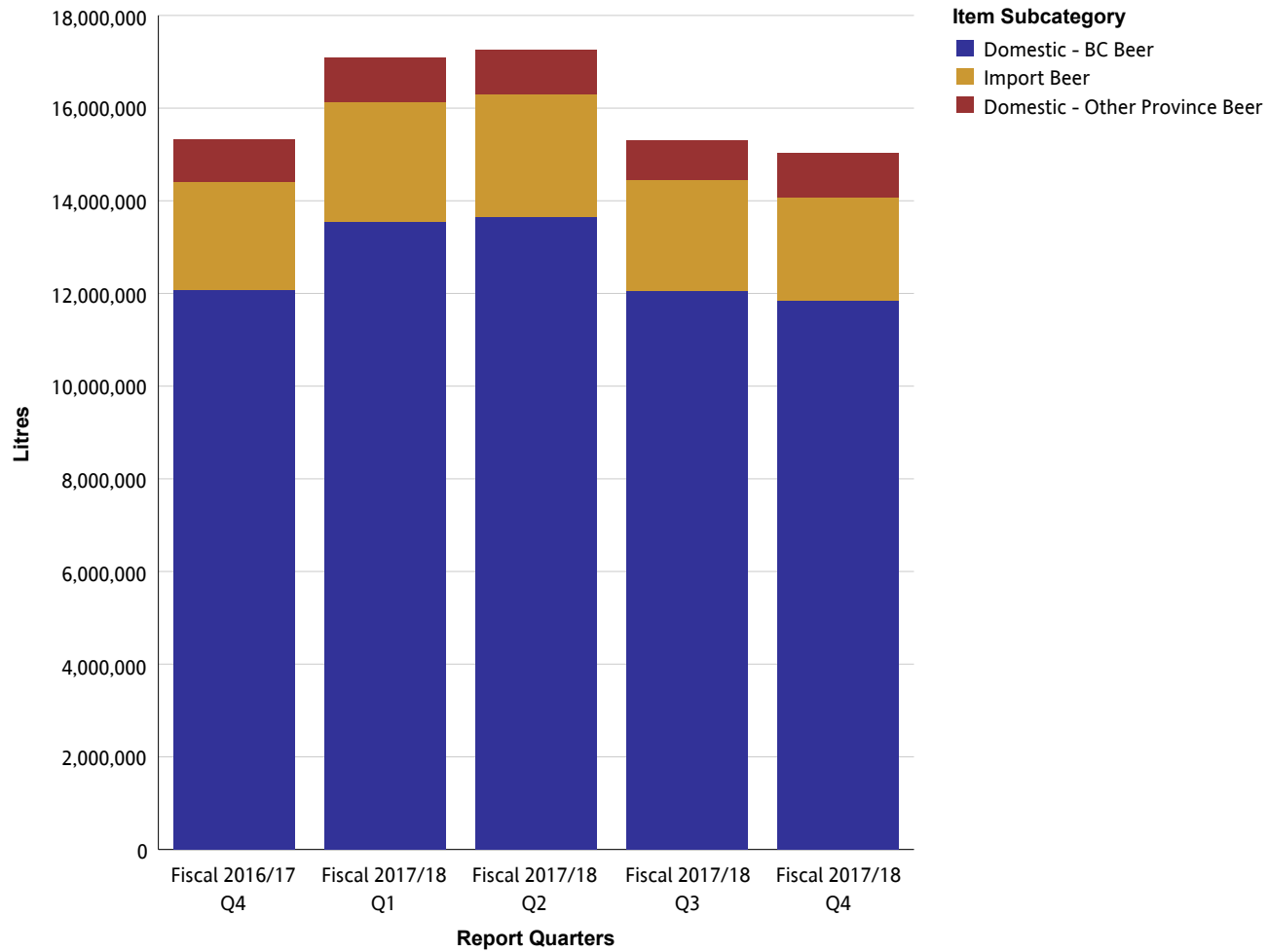


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$27,408,906	\$30,137,451	\$29,639,306	\$27,209,364	\$25,600,914
	Domestic - BC Micro Brew Beer	\$9,235,320	\$11,029,059	\$11,641,854	\$9,846,012	\$10,951,081
	Domestic - BC Regional Beer	\$7,747,328	\$9,459,271	\$9,903,256	\$8,023,403	\$7,967,930
	<b>Summary</b>	<b>\$44,391,555</b>	<b>\$50,625,781</b>	<b>\$51,184,415</b>	<b>\$45,078,780</b>	<b>\$44,519,926</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,453,942	\$2,553,438	\$2,581,805	\$2,260,838	\$2,731,783
	Domestic - Other Province Micro Brew Beer	\$60,572	\$49,845	\$57,107	\$55,418	\$68,327
	Domestic - Other Province Regional Beer	\$908,183	\$968,904	\$922,535	\$849,725	\$861,042
	<b>Summary</b>	<b>\$3,422,697</b>	<b>\$3,572,187</b>	<b>\$3,561,447</b>	<b>\$3,165,981</b>	<b>\$3,661,152</b>
Import Beer	Asia And South Pacific Beer	\$1,071,713	\$1,252,795	\$1,372,762	\$1,198,109	\$1,203,229
	Europe Beer	\$7,479,530	\$7,532,239	\$7,589,245	\$7,600,767	\$7,388,439
	Mexico And Caribbean Beer	\$2,178,043	\$3,199,369	\$3,582,764	\$2,482,039	\$2,300,990
	Other Country Beer	\$25,102	\$30,332	\$29,067	\$29,115	\$26,298
	USA Beer	\$1,934,643	\$2,217,740	\$2,231,990	\$1,988,849	\$1,429,378
	<b>Summary</b>	<b>\$12,689,031</b>	<b>\$14,232,475</b>	<b>\$14,805,830</b>	<b>\$13,298,878</b>	<b>\$12,348,333</b>
<b>Summary</b>		<b>\$60,503,283</b>	<b>\$68,430,444</b>	<b>\$69,551,691</b>	<b>\$61,543,638</b>	<b>\$60,529,411</b>

## Beer Sales (Litres)

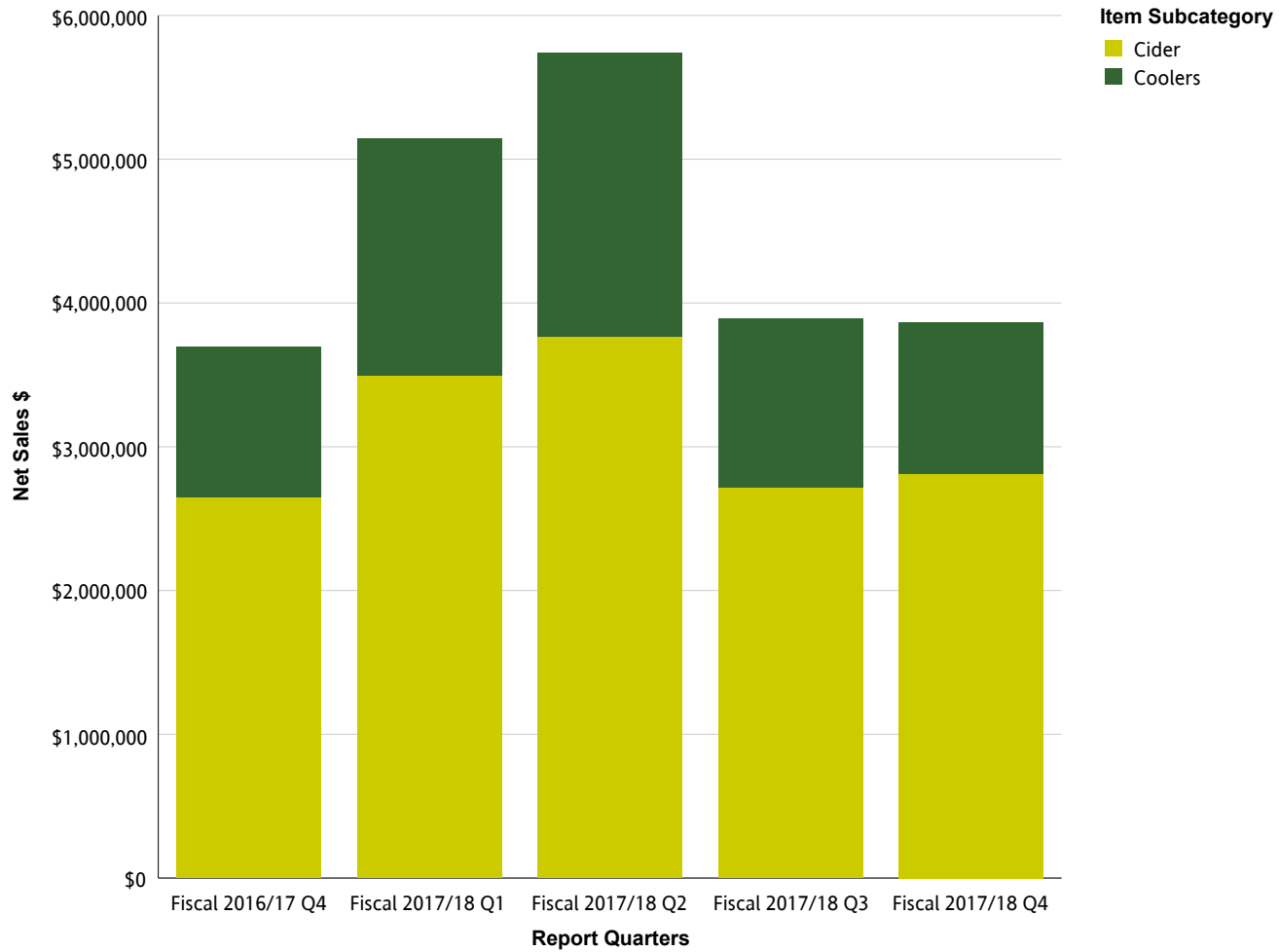


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	7,330,565	7,882,437	7,731,571	7,135,744	6,676,407
	Domestic - BC Micro Brew Beer	2,500,379	2,938,321	3,076,260	2,583,842	2,858,903
	Domestic - BC Regional Beer	2,250,741	2,736,190	2,849,494	2,325,902	2,309,720
	<b>Summary</b>	<b>12,081,685</b>	<b>13,556,948</b>	<b>13,657,326</b>	<b>12,045,488</b>	<b>11,845,030</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	638,673	661,067	665,984	588,153	677,891
	Domestic - Other Province Micro Brew Beer	7,906	6,431	7,220	6,838	9,162
	Domestic - Other Province Regional Beer	277,248	296,868	275,381	263,296	265,536
	<b>Summary</b>	<b>923,827</b>	<b>964,366</b>	<b>948,585</b>	<b>858,287</b>	<b>952,589</b>
Import Beer	Asia And South Pacific Beer	179,483	210,543	231,974	200,611	197,432
	Europe Beer	1,401,263	1,397,953	1,394,207	1,404,786	1,373,151
	Mexico And Caribbean Beer	356,786	524,909	584,460	402,151	371,867
	Other Country Beer	4,527	5,617	5,470	5,079	4,727
	USA Beer	377,904	426,159	427,222	381,563	277,969
	<b>Summary</b>	<b>2,319,964</b>	<b>2,565,180</b>	<b>2,643,333</b>	<b>2,394,190</b>	<b>2,225,147</b>
<b>Summary</b>		<b>15,325,476</b>	<b>17,086,494</b>	<b>17,249,244</b>	<b>15,297,964</b>	<b>15,022,765</b>

## Refreshment Beverages Sales (Net \$)



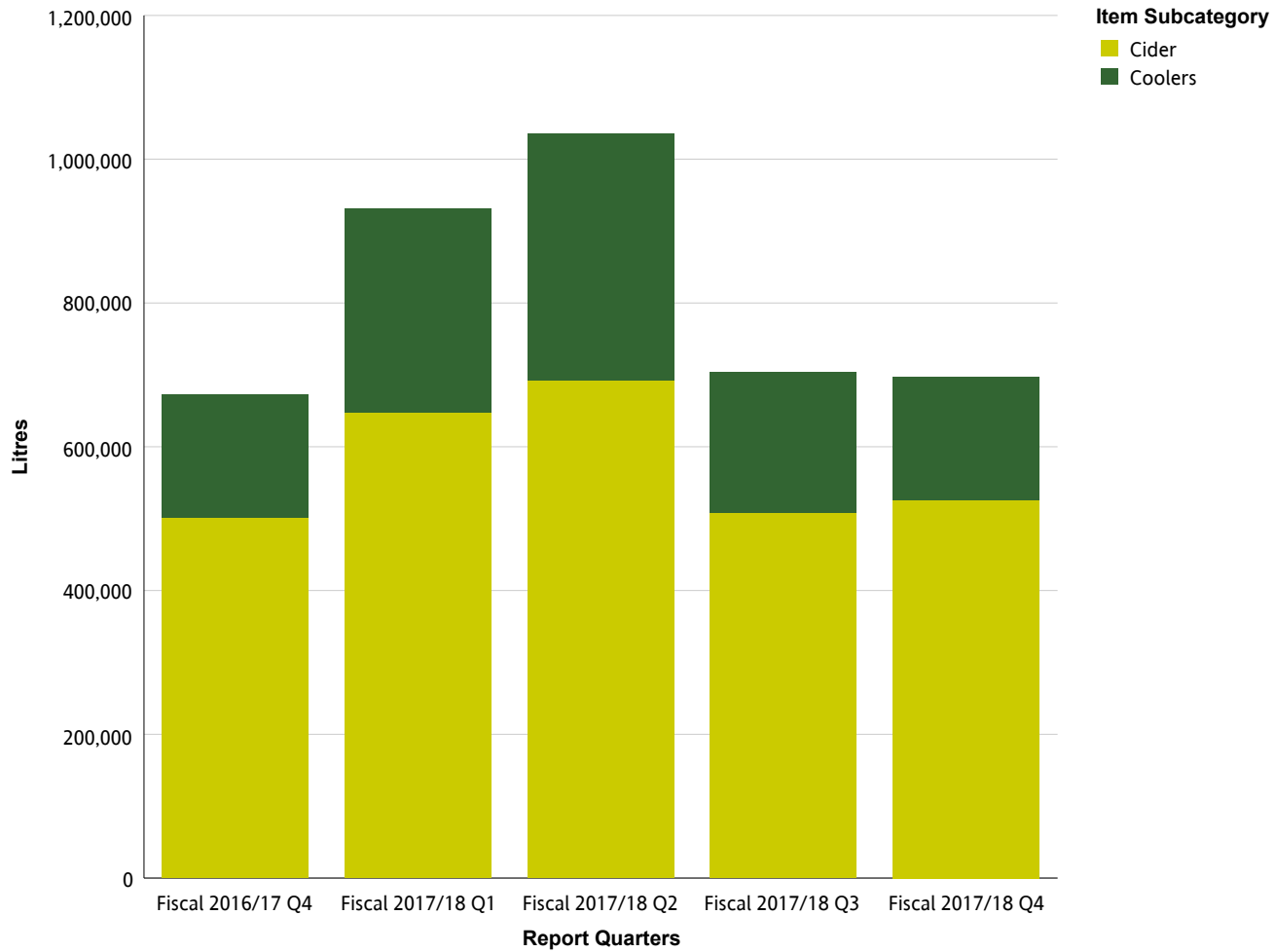


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Cider	Domestic Cider	\$1,423,331	\$1,984,588	\$2,286,331	\$1,542,226	\$1,593,825
	Import Cider	\$1,230,754	\$1,514,003	\$1,479,376	\$1,176,044	\$1,216,584
	<b>Summary</b>	<b>\$2,654,085</b>	<b>\$3,498,591</b>	<b>\$3,765,707</b>	<b>\$2,718,271</b>	<b>\$2,810,408</b>
Coolers	Malt-Based Coolers	\$116,908	\$227,397	\$209,619	\$96,115	\$86,414
	Spirit Coolers	\$882,309	\$1,348,636	\$1,686,770	\$1,028,692	\$926,757
	Wine/Fruit Coolers	\$43,621	\$71,217	\$74,528	\$52,792	\$41,056
	<b>Summary</b>	<b>\$1,042,838</b>	<b>\$1,647,250</b>	<b>\$1,970,917</b>	<b>\$1,177,599</b>	<b>\$1,054,227</b>
<b>Summary</b>		<b>\$3,696,923</b>	<b>\$5,145,841</b>	<b>\$5,736,624</b>	<b>\$3,895,870</b>	<b>\$3,864,636</b>

## Refreshment Beverages Sales (Litres)

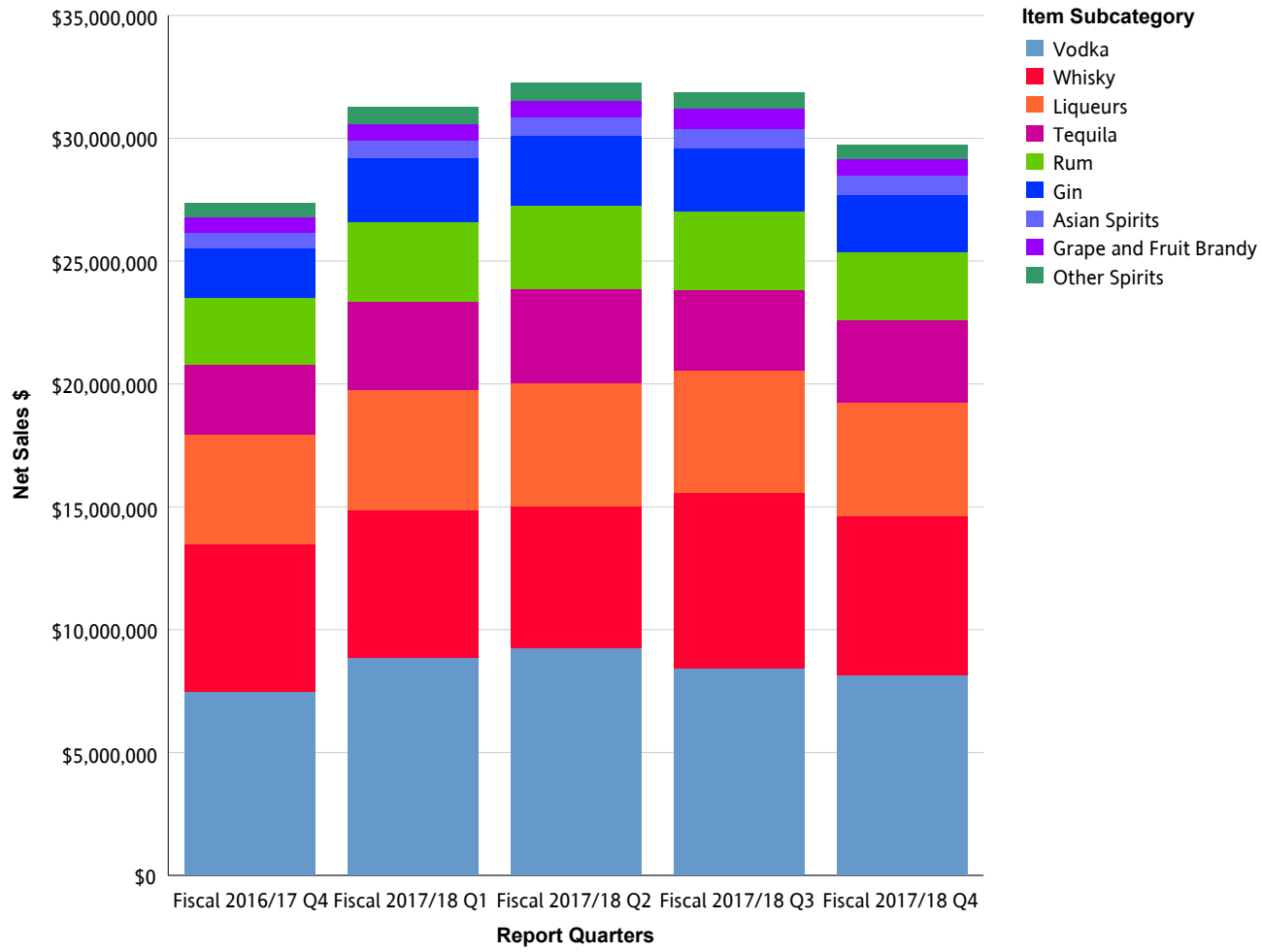


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Cider	Domestic Cider	275,906	374,578	423,562	290,565	301,842
	Import Cider	225,010	273,450	269,219	217,409	223,650
	<b>Summary</b>	<b>500,916</b>	<b>648,028</b>	<b>692,781</b>	<b>507,974</b>	<b>525,491</b>
Coolers	Malt-Based Coolers	20,844	40,958	37,905	17,014	14,849
	Spirit Coolers	144,266	233,360	293,748	171,539	150,502
	Wine/Fruit Coolers	6,077	9,941	10,985	7,324	5,492
	<b>Summary</b>	<b>171,186</b>	<b>284,258</b>	<b>342,637</b>	<b>195,877</b>	<b>170,843</b>
<b>Summary</b>		<b>672,102</b>	<b>932,286</b>	<b>1,035,418</b>	<b>703,850</b>	<b>696,334</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Asian Spirits	China Spirits	\$87,360	\$85,087	\$106,849	\$91,008	\$113,219
	Korea Spirits	\$494,598	\$557,349	\$582,909	\$649,781	\$602,641
	Other Country Asian Spirits	\$44,786	\$44,799	\$49,272	\$41,213	\$44,895
	<b>Summary</b>	<b>\$626,743</b>	<b>\$687,235</b>	<b>\$739,030</b>	<b>\$782,003</b>	<b>\$760,755</b>
Gin	Dry Gin	\$1,952,042	\$2,486,944	\$2,684,701	\$2,440,298	\$2,227,514
	Flavoured Gin	\$42,944	\$80,096	\$93,345	\$45,169	\$43,104
	Other Gin	\$24,887	\$56,769	\$69,235	\$75,851	\$72,442
	<b>Summary</b>	<b>\$2,019,872</b>	<b>\$2,623,809</b>	<b>\$2,847,282</b>	<b>\$2,561,318</b>	<b>\$2,343,060</b>
Grape and Fruit Brandy	Armagnac	\$14,441	\$19,141	\$8,109	\$14,383	\$3,281
	Brandy	\$135,699	\$154,078	\$171,448	\$154,577	\$136,028
	Cognac	\$370,163	\$385,453	\$367,017	\$575,152	\$414,797
	Eau de Vie	\$43,831	\$25,986	\$28,000	\$39,702	\$35,340
	Grappa And Marc	\$23,726	\$21,360	\$20,826	\$34,218	\$30,914
	Pisco	\$55,202	\$61,865	\$72,841	\$50,972	\$55,343
	<b>Summary</b>	<b>\$643,061</b>	<b>\$667,882</b>	<b>\$668,241</b>	<b>\$869,004</b>	<b>\$675,703</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,676,734	\$1,720,864	\$1,715,316	\$1,826,260	\$1,750,373
	Coffee And Cocoa Liqueurs	\$321,264	\$316,737	\$328,323	\$374,782	\$331,888
	Cream/Dairy Liqueurs	\$476,678	\$474,381	\$499,974	\$588,716	\$502,316
	Fruit Liqueurs	\$1,340,535	\$1,657,406	\$1,705,458	\$1,425,322	\$1,356,601
	Nut Liqueurs	\$263,246	\$288,118	\$286,816	\$278,853	\$260,256
	Other Liqueurs	\$248,023	\$276,289	\$273,478	\$262,433	\$232,123
	Whiskey Liqueurs	\$165,274	\$178,882	\$170,709	\$194,011	\$182,494
	<b>Summary</b>	<b>\$4,491,753</b>	<b>\$4,912,677</b>	<b>\$4,980,074</b>	<b>\$4,950,378</b>	<b>\$4,616,050</b>
Other Spirits	Cachaca	\$15,198	\$15,802	\$20,325	\$14,137	\$13,911
	Flavoured Spirits	\$134,165	\$139,984	\$165,639	\$162,093	\$127,384
	Miscellaneous/Other Spirits	\$61,719	\$74,167	\$102,248	\$83,664	\$66,329

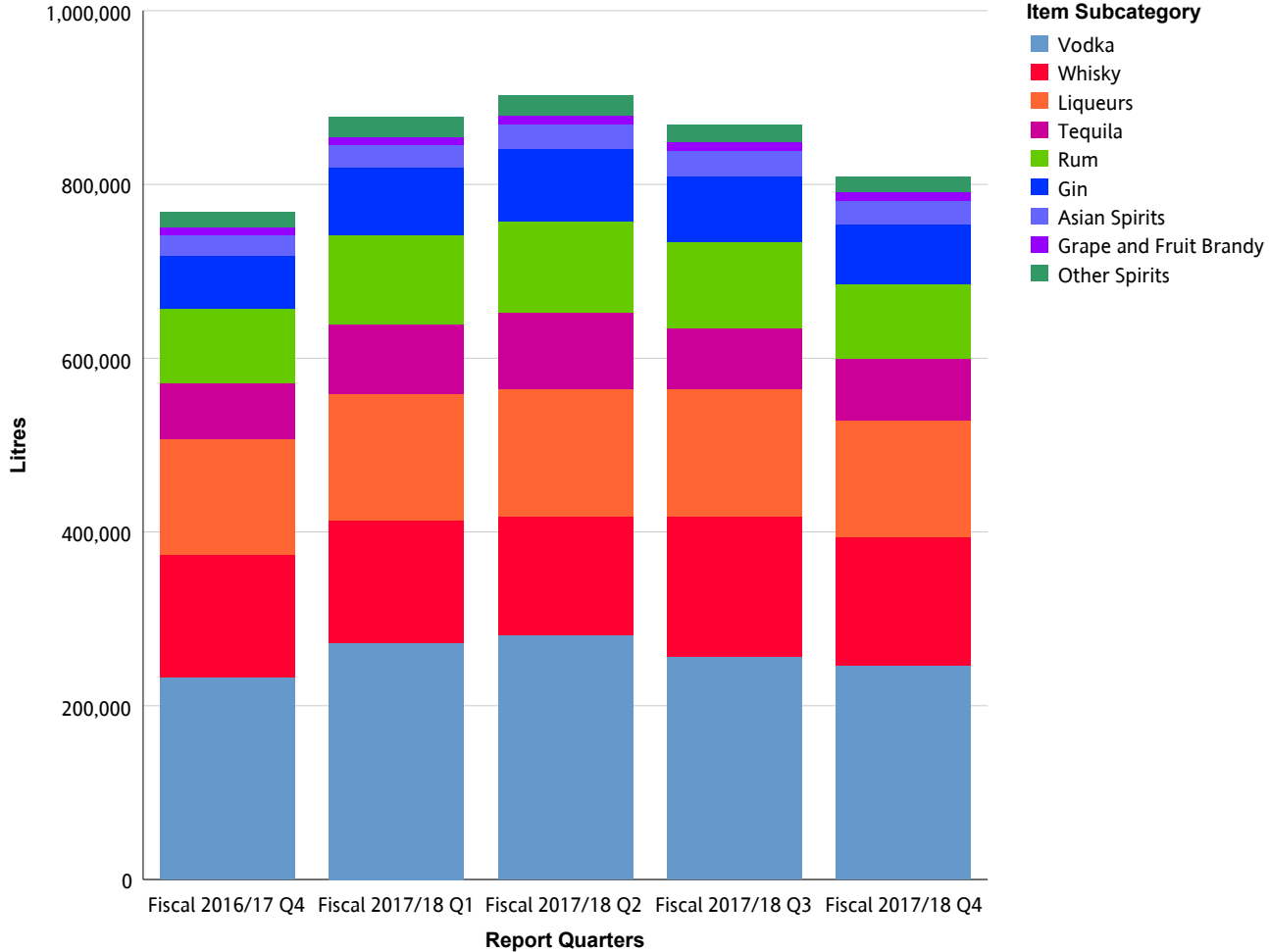
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Other Spirits	Moonshine Spirits	\$1,884	\$3,311	\$3,034	\$4,137	\$2,036
	Ready to Mix Cocktails	\$334,924	\$444,061	\$445,597	\$360,006	\$336,638
	Ready to Serve Cocktails	\$2,070	\$2,028	\$2,931	\$3,988	\$3,783
	Schnapps and Akvavit	\$9,070	\$7,213	\$10,640	\$7,368	\$7,404
	<b>Summary</b>	<b>\$559,032</b>	<b>\$686,566</b>	<b>\$750,415</b>	<b>\$635,394</b>	<b>\$557,485</b>
Rum	Amber Rum	\$293,272	\$365,391	\$378,875	\$328,936	\$290,393
	Dark Rum	\$434,457	\$477,663	\$442,922	\$493,465	\$428,197
	Flavoured Rum	\$18,247	\$26,853	\$27,500	\$16,122	\$21,224
	Spiced Rum	\$868,054	\$882,316	\$881,803	\$1,031,838	\$891,313
	White Rum	\$1,106,177	\$1,472,405	\$1,643,514	\$1,309,238	\$1,156,673
	<b>Summary</b>	<b>\$2,720,207</b>	<b>\$3,224,628</b>	<b>\$3,374,614</b>	<b>\$3,179,599</b>	<b>\$2,787,801</b>
Tequila	Blanco/Silver Tequila	\$1,054,194	\$1,371,869	\$1,521,271	\$1,257,000	\$1,356,964
	Flavoured Tequila	\$18,152	\$23,017	\$19,808	\$13,224	\$15,911
	Gold Tequila	\$1,699,513	\$2,123,280	\$2,251,471	\$1,952,235	\$1,873,399
	Mezcal	\$44,435	\$75,726	\$63,367	\$83,766	\$90,058
	<b>Summary</b>	<b>\$2,816,294</b>	<b>\$3,593,893</b>	<b>\$3,855,917</b>	<b>\$3,306,225</b>	<b>\$3,336,332</b>
Vodka	Flavoured Vodka	\$704,281	\$877,302	\$818,165	\$723,760	\$705,971
	Straight Vodka	\$6,796,119	\$7,979,664	\$8,419,343	\$7,706,768	\$7,444,368
	<b>Summary</b>	<b>\$7,500,400</b>	<b>\$8,856,966</b>	<b>\$9,237,509</b>	<b>\$8,430,528</b>	<b>\$8,150,338</b>
Whisky	American Whiskey	\$592,978	\$565,533	\$554,934	\$717,853	\$670,473
	Blended Malt Scotch Whisky	\$6,313	\$6,118	\$5,211	\$9,581	\$9,615
	Blended Scotch Whisky	\$309,353	\$336,684	\$332,478	\$416,317	\$324,171
	Bourbon Whiskey	\$1,175,779	\$1,159,260	\$1,148,843	\$1,393,615	\$1,314,128
	Canadian Whisky	\$1,818,766	\$1,929,779	\$1,848,586	\$2,154,505	\$1,860,084
	Flavoured Whisky	\$39	\$103	\$156	\$292	\$1,436
	Irish Whiskey	\$1,196,441	\$1,108,759	\$1,082,237	\$1,251,825	\$1,372,687
	Other Country Whisky	\$50,086	\$61,945	\$64,926	\$98,466	\$81,585
	Single Malt Scotch Whisky	\$823,990	\$832,846	\$767,942	\$1,114,890	\$849,065

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Whisky	Summary	\$5,973,744	\$6,001,027	\$5,805,313	\$7,157,343	\$6,483,244
Summary		\$27,351,106	\$31,254,682	\$32,258,394	\$31,871,791	\$29,710,767

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Asian Spirits	China Spirits	815	954	1,128	1,170	1,100
	Korea Spirits	21,711	24,272	25,024	27,696	25,708
	Other Country Asian Spirits	944	944	1,049	882	956
	<b>Summary</b>	<b>23,469</b>	<b>26,171</b>	<b>27,201</b>	<b>29,749</b>	<b>27,765</b>
Gin	Dry Gin	59,326	74,681	79,911	72,726	66,063
	Flavoured Gin	1,168	2,205	2,574	1,174	1,108
	Other Gin	421	945	1,194	1,265	1,172
	<b>Summary</b>	<b>60,915</b>	<b>77,831</b>	<b>83,679</b>	<b>75,165</b>	<b>68,343</b>
Grape and Fruit Brandy	Armagnac	63	63	64	70	22
	Brandy	4,357	4,882	5,411	4,707	4,287
	Cognac	2,430	2,762	2,997	3,862	3,052
	Eau de Vie	606	370	386	563	471
	Grappa And Marc	230	307	279	418	358
	Pisco	1,103	1,300	1,478	1,031	1,090
	<b>Summary</b>	<b>8,790</b>	<b>9,684</b>	<b>10,615</b>	<b>10,651</b>	<b>9,280</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	43,599	44,578	44,234	47,333	44,743
	Coffee And Cocoa Liqueurs	10,909	10,675	11,004	12,604	10,960
	Cream/Dairy Liqueurs	14,370	14,001	14,720	18,149	14,688
	Fruit Liqueurs	43,149	53,991	55,361	45,016	42,577
	Nut Liqueurs	8,303	9,444	9,377	8,923	8,130
	Other Liqueurs	8,259	8,637	8,519	8,887	7,712
	Whiskey Liqueurs	4,121	4,436	4,260	4,733	4,406
	<b>Summary</b>	<b>132,710</b>	<b>145,763</b>	<b>147,475</b>	<b>145,645</b>	<b>133,216</b>
Other Spirits	Cachaca	375	381	487	343	338
	Flavoured Spirits	2,189	2,295	2,767	2,710	2,077
	Miscellaneous/Other Spirits	1,135	1,318	1,781	1,502	1,214

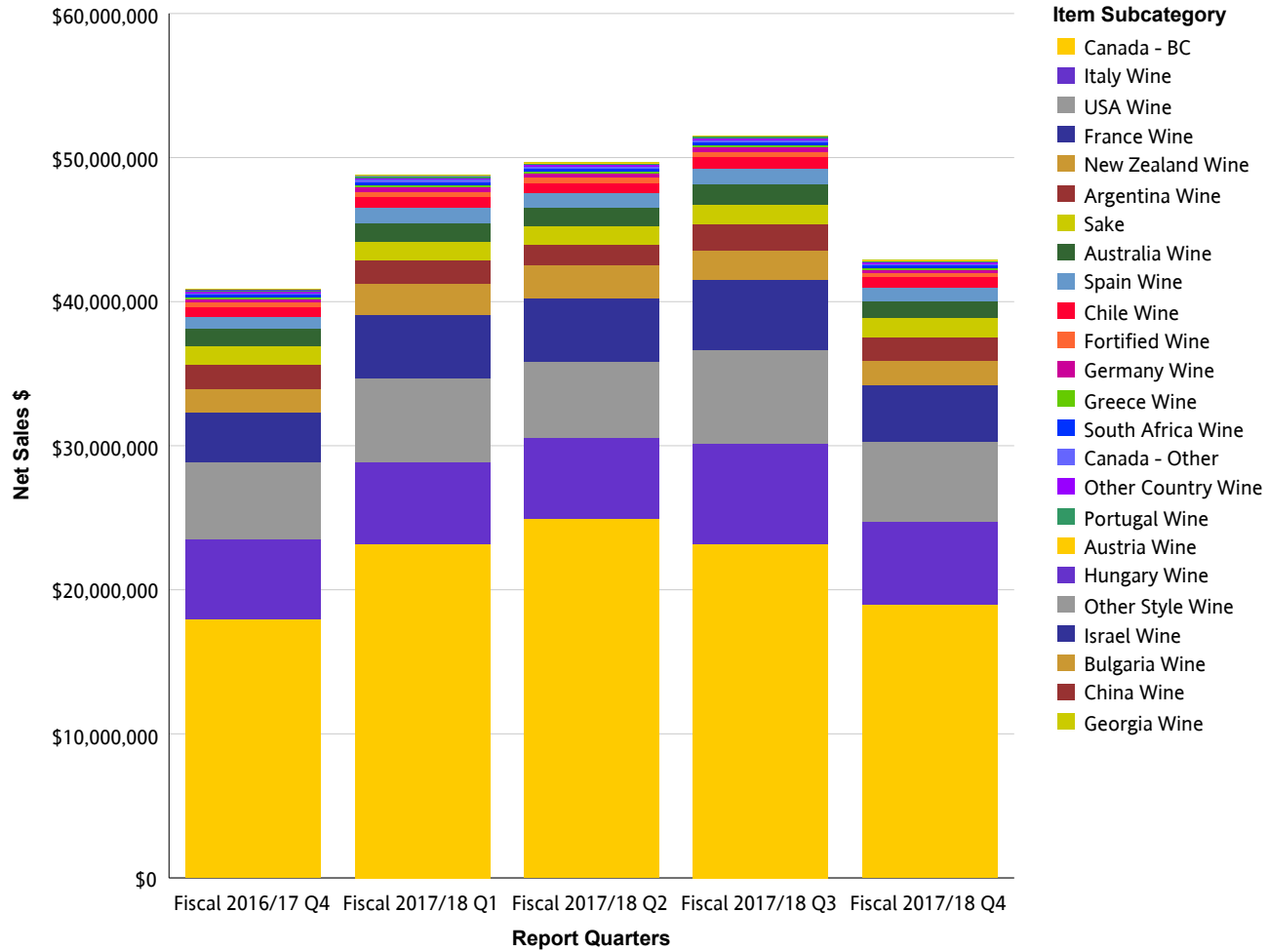
## Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Other Spirits	Moonshine Spirits	44	84	91	96	47
	Ready to Mix Cocktails	14,023	18,522	18,048	14,447	13,535
	Ready to Serve Cocktails	53	70	100	115	103
	Schnapps and Akvavit	175	148	206	142	147
	<b>Summary</b>	<b>17,993</b>	<b>22,819</b>	<b>23,481</b>	<b>19,356</b>	<b>17,462</b>
Rum	Amber Rum	8,415	10,458	10,851	9,121	8,106
	Dark Rum	13,077	14,292	13,303	14,899	12,534
	Flavoured Rum	600	877	904	523	685
	Spiced Rum	25,961	26,718	26,127	30,823	26,328
	White Rum	37,985	49,564	54,596	43,585	38,233
	<b>Summary</b>	<b>86,037</b>	<b>101,910</b>	<b>105,781</b>	<b>98,950</b>	<b>85,885</b>
Tequila	Blanco/Silver Tequila	22,017	29,144	32,565	25,875	28,132
	Flavoured Tequila	261	441	405	253	275
	Gold Tequila	41,413	50,094	53,539	43,738	42,597
	Mezcal	528	885	872	1,186	1,189
	<b>Summary</b>	<b>64,219</b>	<b>80,565</b>	<b>87,381</b>	<b>71,052</b>	<b>72,193</b>
Vodka	Flavoured Vodka	20,727	26,211	24,252	20,568	20,242
	Straight Vodka	211,897	245,813	257,210	235,131	225,996
	<b>Summary</b>	<b>232,624</b>	<b>272,024</b>	<b>281,463</b>	<b>255,699</b>	<b>246,238</b>
Whisky	American Whiskey	14,737	14,036	13,631	16,407	15,071
	Blended Malt Scotch Whisky	67	70	57	101	99
	Blended Scotch Whisky	5,867	6,257	6,144	7,643	5,801
	Bourbon Whiskey	24,280	24,173	23,790	29,028	27,494
	Canadian Whisky	59,465	62,021	58,821	68,467	58,899
	Flavoured Whisky	1	3	4	8	41
	Irish Whiskey	28,991	26,522	25,831	30,030	32,573
	Other Country Whisky	432	523	569	839	728
	Single Malt Scotch Whisky	7,541	7,712	7,141	9,952	7,573

## Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Whisky	Summary	141,381	141,316	135,987	162,474	148,279
Summary		768,139	878,082	903,063	868,741	808,661

# Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Argentina Wine	Argentina Red Wine	\$1,640,508	\$1,521,156	\$1,360,119	\$1,733,582	\$1,513,350
	Argentina Rose Wine	\$1,043	\$1,588	\$3,727	\$2,363	\$3,674
	Argentina Sparkling Wine	\$80	\$873	\$239	\$319	\$513
	Argentina White Wine	\$52,883	\$94,213	\$72,308	\$63,791	\$54,094
	<b>Summary</b>	<b>\$1,694,514</b>	<b>\$1,617,831</b>	<b>\$1,436,393</b>	<b>\$1,800,055</b>	<b>\$1,571,630</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$949,967	\$959,230	\$819,645	\$1,058,075	\$885,329
	Australia Rose Wine	\$1,112	\$4,794	\$27,191	\$6,891	\$7,801
	Australia Sparkling Wine	\$30,962	\$42,535	\$53,817	\$49,897	\$33,516
	Australia White Wine	\$236,072	\$300,241	\$325,699	\$272,444	\$217,383
	<b>Summary</b>	<b>\$1,218,114</b>	<b>\$1,306,800</b>	<b>\$1,226,352</b>	<b>\$1,387,307</b>	<b>\$1,144,029</b>
Austria Wine	Austria Red Wine	\$31,950	\$17,452	\$35,125	\$3,511	\$11,855
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$26,196	\$12,957	\$18,530	\$15,557	\$25,599
	<b>Summary</b>	<b>\$58,146</b>	<b>\$30,409</b>	<b>\$53,656</b>	<b>\$19,068</b>	<b>\$37,453</b>
Bulgaria Wine	Bulgaria Red Wine	\$198	\$775	\$97	\$39	\$107
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$198</b>	<b>\$775</b>	<b>\$97</b>	<b>\$39</b>	<b>\$107</b>
Canada - BC	Canada - BC Dessert Wine	\$19,713	\$17,119	\$27,306	\$20,970	\$19,710
	Canada - BC Fruit Wine	\$42,576	\$78,775	\$147,090	\$51,726	\$38,419
	Canada - BC Ice Wine	\$47,636	\$53,538	\$70,525	\$43,348	\$41,833
	Canada - BC Red Wine	\$9,215,139	\$10,144,316	\$10,303,946	\$11,869,000	\$9,922,555
	Canada - BC Rose Wine	\$214,086	\$863,773	\$1,261,007	\$334,005	\$291,063

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Canada - BC	Canada - BC Sparkling Wine	\$409,702	\$666,275	\$742,106	\$588,824	\$528,966
	Canada - BC White Wine	\$8,043,337	\$11,335,832	\$12,382,636	\$10,250,156	\$8,138,232
	<b>Summary</b>	<b>\$17,992,188</b>	<b>\$23,159,627</b>	<b>\$24,934,617</b>	<b>\$23,158,029</b>	<b>\$18,980,778</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$801	\$863	\$166	\$364	\$388
	Canada - Other Ice Wine	\$979	\$887	\$2,143	\$1,935	\$2,792
	Canada - Other Red Wine	\$6,108	\$14,291	\$9,504	\$11,373	\$7,076
	Canada - Other Rose Wine	\$0	\$0	\$929	\$558	\$0
	Canada - Other Sparkling Wine	\$71,257	\$134,102	\$105,773	\$119,536	\$92,406
	Canada - Other White Wine	\$11,311	\$20,930	\$11,534	\$12,544	\$7,736
	<b>Summary</b>	<b>\$90,456</b>	<b>\$171,074</b>	<b>\$130,050</b>	<b>\$146,309</b>	<b>\$110,398</b>
Chile Wine	Chile Fruit and Dessert Wine	\$1,375	\$1,839	\$1,814	\$1,924	\$1,435
	Chile Red Wine	\$440,998	\$454,508	\$389,721	\$501,943	\$450,330
	Chile Rose Wine	\$1,171	\$4,238	\$2,092	\$0	\$846
	Chile Sparkling Wine	\$1,673	\$2,903	\$835	\$864	\$1,462
	Chile White Wine	\$207,419	\$328,131	\$334,542	\$292,110	\$244,902
	<b>Summary</b>	<b>\$652,638</b>	<b>\$791,619</b>	<b>\$729,004</b>	<b>\$796,840</b>	<b>\$698,974</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$0	\$0	\$1,170	\$0	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,170</b>	<b>\$0</b>	<b>\$0</b>
Fortified Wine	Other Fortified Domestic Wine	\$44,842	\$48,946	\$61,283	\$41,813	\$31,949
	Other Fortified Import Wine	\$94,966	\$99,330	\$95,106	\$90,238	\$81,046
	Port Wine	\$95,608	\$92,199	\$98,716	\$143,594	\$86,969
	Sherry Wine	\$16,808	\$24,981	\$17,811	\$26,165	\$20,936
	Vermouth Wine	\$99,106	\$103,036	\$97,546	\$103,463	\$100,321
	<b>Summary</b>	<b>\$351,331</b>	<b>\$368,492</b>	<b>\$370,463</b>	<b>\$405,274</b>	<b>\$321,220</b>
France Wine	France Champagne Wine	\$1,086,264	\$1,551,256	\$1,561,265	\$1,932,607	\$1,399,353

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
France Wine	France Fruit and Dessert Wine	\$2,440	\$2,621	\$1,461	\$5,916	\$8,849
	France Red Wine	\$1,263,275	\$1,273,448	\$1,203,830	\$1,531,617	\$1,332,038
	France Rose Wine	\$93,420	\$389,271	\$450,695	\$135,150	\$166,768
	France Sparkling Wine	\$159,192	\$203,855	\$196,061	\$188,853	\$147,788
	France White Wine	\$792,628	\$928,289	\$1,010,267	\$1,040,783	\$850,321
	<b>Summary</b>	<b>\$3,397,219</b>	<b>\$4,348,740</b>	<b>\$4,423,578</b>	<b>\$4,834,927</b>	<b>\$3,905,116</b>
Georgia Wine	Georgia Red Wine	\$408	\$187	\$122	\$188	\$33
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$408</b>	<b>\$187</b>	<b>\$122</b>	<b>\$188</b>	<b>\$33</b>
Germany Wine	Germany Fruit and Dessert Wine	\$93	\$0	\$0	\$744	\$3,780
	Germany Red Wine	\$2,427	\$6,263	\$2,319	\$2,068	\$4,638
	Germany Rose Wine	\$13	\$1,967	\$492	\$0	\$0
	Germany Sparkling Wine	\$109,322	\$164,850	\$172,112	\$203,684	\$115,780
	Germany White Wine	\$124,221	\$106,565	\$120,627	\$105,577	\$87,670
	<b>Summary</b>	<b>\$236,076</b>	<b>\$279,645</b>	<b>\$295,549</b>	<b>\$312,072</b>	<b>\$211,868</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$83,870	\$98,335	\$82,949	\$99,756	\$83,890
	Greece Rose Wine	\$0	\$384	\$0	\$0	\$0
	Greece White Wine	\$62,574	\$84,879	\$73,939	\$68,866	\$53,509
	<b>Summary</b>	<b>\$146,444</b>	<b>\$183,598</b>	<b>\$156,888</b>	<b>\$168,622</b>	<b>\$137,400</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,377	\$3,820	\$4,493	\$3,558	\$4,476
	Hungary Red Wine	\$1,355	\$1,499	\$1,282	\$1,085	\$1,097
	Hungary Sparkling Wine	\$6,415	\$10,746	\$10,283	\$10,350	\$9,742
	Hungary White Wine	\$10,685	\$15,656	\$19,609	\$12,354	\$11,651
	<b>Summary</b>	<b>\$22,833</b>	<b>\$31,722</b>	<b>\$35,667</b>	<b>\$27,347</b>	<b>\$26,966</b>
Israel Wine	Israel Red Wine	\$1,553	\$2,549	\$2,738	\$1,362	\$2,397
	Israel Rose Wine	\$0	\$0	\$240	\$96	\$432
	Israel White Wine	\$1,325	\$731	\$680	\$561	\$2,956

## Wine Sales (Net \$)

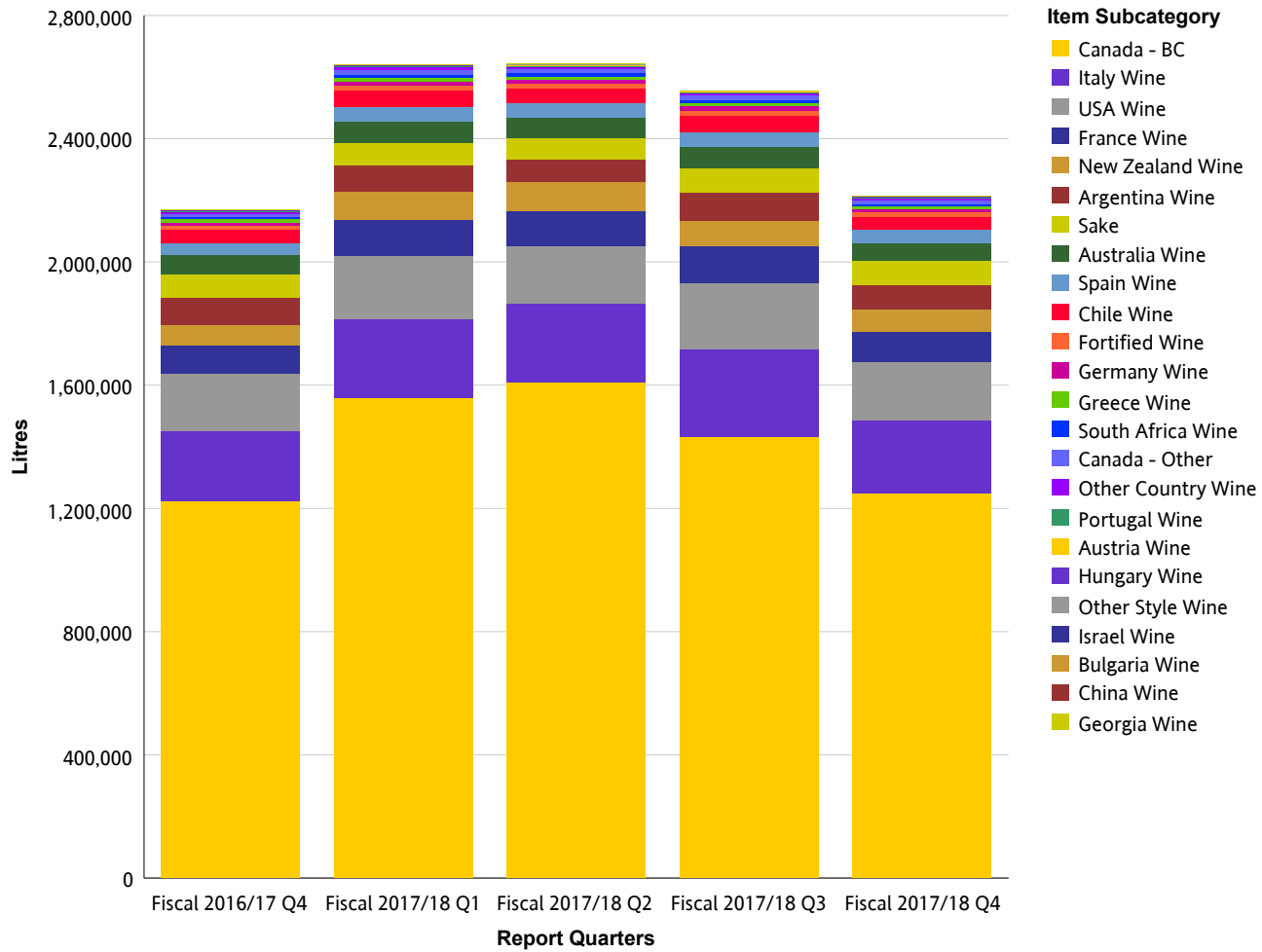
Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Israel Wine	<b>Summary</b>	<b>\$2,878</b>	<b>\$3,279</b>	<b>\$3,657</b>	<b>\$2,019</b>	<b>\$5,785</b>
Italy Wine	Italy Fruit and Dessert Wine	\$4,791	\$1,464	\$1,241	\$2,304	\$3,867
	Italy Red Wine	\$3,355,827	\$2,803,603	\$2,522,855	\$4,046,532	\$3,256,055
	Italy Rose Wine	\$17,539	\$49,222	\$91,702	\$37,992	\$25,721
	Italy Sparkling Wine	\$362,673	\$489,910	\$478,555	\$484,548	\$376,276
	Italy White Wine	\$1,317,437	\$1,611,072	\$1,709,000	\$1,608,285	\$1,394,770
	Prosecco Wine	\$469,378	\$732,327	\$808,290	\$829,146	\$652,517
	<b>Summary</b>	<b>\$5,527,644</b>	<b>\$5,687,598</b>	<b>\$5,611,642</b>	<b>\$7,008,806</b>	<b>\$5,709,205</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$82,055	\$77,600	\$82,266	\$146,320	\$77,267
	New Zealand Rose Wine	\$3,301	\$15,953	\$36,819	\$13,756	\$16,578
	New Zealand Sparkling Wine	\$4,035	\$6,701	\$7,653	\$5,077	\$2,763
	New Zealand White Wine	\$1,566,706	\$2,096,346	\$2,124,059	\$1,852,318	\$1,634,067
	<b>Summary</b>	<b>\$1,656,096</b>	<b>\$2,196,601</b>	<b>\$2,250,797</b>	<b>\$2,017,471</b>	<b>\$1,730,675</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$79,522	\$88,939	\$95,271	\$94,769	\$86,843
	Other Country Red Wine	\$14,070	\$21,569	\$12,194	\$27,180	\$23,624
	Other Country Rose Wine	\$1,773	\$3,871	\$2,956	\$384	\$843
	Other Country Sparkling Wine	\$681	\$1,577	\$3,129	\$9,269	\$2,040
	Other Country White Wine	\$8,404	\$13,063	\$10,308	\$16,388	\$15,183
	<b>Summary</b>	<b>\$104,449</b>	<b>\$129,018</b>	<b>\$123,856</b>	<b>\$147,990</b>	<b>\$128,533</b>
Other Style Wine	Aperitif And Flavoured Wine	\$3,683	\$5,729	\$8,229	\$3,704	\$5,129
	Mead	\$600	\$492	\$879	\$679	\$586
	Rice Wine	\$10,426	\$15,922	\$12,443	\$13,535	\$11,939
	<b>Summary</b>	<b>\$14,709</b>	<b>\$22,143</b>	<b>\$21,551</b>	<b>\$17,918</b>	<b>\$17,655</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$282	\$336	\$0	\$1,557	\$3,511
	Portugal Red Wine	\$37,659	\$42,662	\$35,056	\$58,426	\$48,102
	Portugal Rose Wine	\$3,561	\$9,076	\$8,286	\$4,483	\$3,162
	Portugal Sparkling Wine	\$2,363	\$3,448	\$3,640	\$2,725	\$129



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Portugal Wine	Portugal White Wine	\$18,295	\$33,338	\$34,907	\$28,297	\$20,435
	<b>Summary</b>	<b>\$62,161</b>	<b>\$88,860</b>	<b>\$81,887</b>	<b>\$95,487</b>	<b>\$75,339</b>
Sake	Japan Sake	\$696,967	\$754,670	\$830,509	\$896,502	\$817,984
	Other Country Sake	\$27,273	\$28,939	\$33,199	\$25,933	\$33,515
	USA Sake	\$528,018	\$498,632	\$458,227	\$497,476	\$526,309
	<b>Summary</b>	<b>\$1,252,258</b>	<b>\$1,282,241</b>	<b>\$1,321,935</b>	<b>\$1,419,910</b>	<b>\$1,377,808</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$32	\$130	\$195	\$0
	South Africa Red Wine	\$81,512	\$75,821	\$70,121	\$76,223	\$80,831
	South Africa Rose Wine	\$0	\$385	\$1,381	\$27	\$0
	South Africa Sparkling Wine	\$4,898	\$6,092	\$5,601	\$5,834	\$4,711
	South Africa White Wine	\$60,777	\$79,484	\$92,520	\$78,640	\$67,018
	<b>Summary</b>	<b>\$147,186</b>	<b>\$161,816</b>	<b>\$169,754</b>	<b>\$160,919</b>	<b>\$152,560</b>
Spain Wine	Spain Fruit and Dessert Wine	\$1,584	\$840	\$3,520	\$2,702	\$2,239
	Spain Red Wine	\$528,323	\$503,493	\$491,942	\$604,797	\$563,869
	Spain Rose Wine	\$11,257	\$41,655	\$61,988	\$23,608	\$26,938
	Spain Sparkling Wine	\$248,516	\$365,605	\$362,000	\$365,279	\$276,971
	Spain White Wine	\$70,439	\$109,232	\$94,078	\$80,465	\$83,840
	<b>Summary</b>	<b>\$860,118</b>	<b>\$1,020,824</b>	<b>\$1,013,528</b>	<b>\$1,076,851</b>	<b>\$953,856</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$1,477
	USA Red Wine	\$4,314,075	\$4,559,547	\$3,914,078	\$5,303,525	\$4,485,559
	USA Rose Wine	\$44,956	\$72,503	\$79,319	\$43,810	\$46,037
	USA Sparkling Wine	\$55,348	\$84,229	\$60,420	\$71,757	\$54,875
	USA White Wine	\$952,100	\$1,159,935	\$1,243,841	\$1,099,708	\$1,026,704
	<b>Summary</b>	<b>\$5,366,479</b>	<b>\$5,876,214</b>	<b>\$5,297,659</b>	<b>\$6,518,800</b>	<b>\$5,614,652</b>
<b>Summary</b>		<b>\$40,854,544</b>	<b>\$48,759,111</b>	<b>\$49,689,871</b>	<b>\$51,522,248</b>	<b>\$42,912,043</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Argentina Wine	Argentina Red Wine	83,996	77,887	69,602	89,342	77,729
	Argentina Rose Wine	66	142	345	200	309
	Argentina Sparkling Wine	4	46	14	18	18
	Argentina White Wine	3,218	5,970	4,280	3,769	3,306
	<b>Summary</b>	<b>87,284</b>	<b>84,045</b>	<b>74,240</b>	<b>93,328</b>	<b>81,362</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	45,434	46,981	39,414	49,845	41,470
	Australia Rose Wine	54	287	1,750	426	482
	Australia Sparkling Wine	1,770	2,524	3,218	3,036	1,920
	Australia White Wine	15,126	19,313	20,722	17,091	13,778
	<b>Summary</b>	<b>62,384</b>	<b>69,105</b>	<b>65,105</b>	<b>70,399</b>	<b>57,650</b>
Austria Wine	Austria Red Wine	297	194	374	107	261
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	830	422	592	500	776
	<b>Summary</b>	<b>1,127</b>	<b>616</b>	<b>965</b>	<b>607</b>	<b>1,036</b>
Bulgaria Wine	Bulgaria Red Wine	10	37	7	3	4
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	<b>Summary</b>	<b>10</b>	<b>37</b>	<b>7</b>	<b>3</b>	<b>4</b>
Canada - BC	Canada - BC Dessert Wine	343	301	403	326	361
	Canada - BC Fruit Wine	1,974	3,406	6,651	2,136	1,799
	Canada - BC Ice Wine	416	570	735	418	395
	Canada - BC Red Wine	592,574	655,594	628,013	700,554	611,416
	Canada - BC Rose Wine	11,497	46,045	69,954	17,665	14,811

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Canada - BC	Canada - BC Sparkling Wine	16,074	25,791	28,499	22,930	19,392
	Canada - BC White Wine	601,240	826,241	874,416	689,751	599,786
	<b>Summary</b>	<b>1,224,118</b>	<b>1,557,949</b>	<b>1,608,671</b>	<b>1,433,779</b>	<b>1,247,959</b>
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	11	12	2	5	5
	Canada - Other Ice Wine	8	8	26	21	39
	Canada - Other Red Wine	396	1,314	640	582	484
	Canada - Other Rose Wine	0	0	45	27	0
	Canada - Other Sparkling Wine	8,546	15,530	12,573	14,202	11,013
	Canada - Other White Wine	599	1,566	812	718	526
	<b>Summary</b>	<b>9,560</b>	<b>18,429</b>	<b>14,098</b>	<b>15,555</b>	<b>12,068</b>
Chile Wine	Chile Fruit and Dessert Wine	32	43	41	45	33
	Chile Red Wine	26,313	27,912	23,779	30,423	26,394
	Chile Rose Wine	77	306	152	0	68
	Chile Sparkling Wine	52	94	27	28	44
	Chile White Wine	15,246	23,481	23,747	20,389	16,896
	<b>Summary</b>	<b>41,721</b>	<b>51,837</b>	<b>47,746</b>	<b>50,885</b>	<b>43,434</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	0	0	2	0	0
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>
Fortified Wine	Other Fortified Domestic Wine	2,547	2,393	2,671	2,604	1,738
	Other Fortified Import Wine	3,704	4,004	3,806	3,512	3,133
	Port Wine	1,941	1,889	1,966	2,790	1,675
	Sherry Wine	525	802	565	791	641
	Vermouth Wine	5,867	6,636	6,338	6,673	6,236
	<b>Summary</b>	<b>14,584</b>	<b>15,723</b>	<b>15,346</b>	<b>16,371</b>	<b>13,421</b>
France Wine	France Champagne Wine	9,546	12,587	13,094	16,244	11,165

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
France Wine	France Fruit and Dessert Wine	33	36	21	92	43
	France Red Wine	40,295	38,377	35,570	48,806	42,898
	France Rose Wine	4,411	17,668	20,576	6,630	8,233
	France Sparkling Wine	7,918	10,167	9,648	9,150	6,733
	France White Wine	27,593	35,340	35,533	36,480	30,343
	<b>Summary</b>	<b>89,796</b>	<b>114,175</b>	<b>114,442</b>	<b>117,403</b>	<b>99,415</b>
Georgia Wine	Georgia Red Wine	18	8	5	8	2
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>18</b>	<b>8</b>	<b>5</b>	<b>8</b>	<b>2</b>
Germany Wine	Germany Fruit and Dessert Wine	4	0	0	36	2
	Germany Red Wine	77	116	73	68	130
	Germany Rose Wine	1	72	18	0	0
	Germany Sparkling Wine	5,173	7,926	8,356	9,876	5,422
	Germany White Wine	4,776	4,457	4,860	4,148	3,354
	<b>Summary</b>	<b>10,032</b>	<b>12,572</b>	<b>13,307</b>	<b>14,127</b>	<b>8,909</b>
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	5,711	6,757	5,562	6,635	5,582
	Greece Rose Wine	0	18	0	0	0
	Greece White Wine	4,360	5,974	5,323	4,928	3,849
	<b>Summary</b>	<b>10,072</b>	<b>12,748</b>	<b>10,884</b>	<b>11,563</b>	<b>9,431</b>
Hungary Wine	Hungary Fruit and Dessert Wine	50	54	52	43	61
	Hungary Red Wine	90	93	82	65	68
	Hungary Sparkling Wine	401	664	638	634	585
	Hungary White Wine	818	1,148	1,466	847	824
	<b>Summary</b>	<b>1,360</b>	<b>1,959</b>	<b>2,238</b>	<b>1,589</b>	<b>1,538</b>
Israel Wine	Israel Red Wine	68	112	112	56	104
	Israel Rose Wine	0	0	11	4	20
	Israel White Wine	58	32	30	25	130

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Israel Wine	<b>Summary</b>	<b>126</b>	<b>145</b>	<b>153</b>	<b>86</b>	<b>254</b>
Italy Wine	Italy Fruit and Dessert Wine	52	18	18	40	42
	Italy Red Wine	110,776	104,746	96,190	131,439	111,715
	Italy Rose Wine	765	2,170	3,890	1,437	1,048
	Italy Sparkling Wine	18,427	25,467	25,158	24,422	19,396
	Italy White Wine	75,551	92,034	96,209	88,193	77,179
	Prosecco Wine	21,292	33,043	35,685	37,009	28,885
	<b>Summary</b>	<b>226,863</b>	<b>257,479</b>	<b>257,151</b>	<b>282,541</b>	<b>238,266</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,520	2,664	2,522	4,790	2,266
	New Zealand Rose Wine	144	700	1,492	574	669
	New Zealand Sparkling Wine	133	240	260	171	93
	New Zealand White Wine	65,552	91,067	88,707	78,179	66,758
	<b>Summary</b>	<b>68,349</b>	<b>94,672</b>	<b>92,981</b>	<b>83,715</b>	<b>69,786</b>
Other Country Wine	Other Country Fruit and Dessert Wine	4,228	4,965	5,067	5,323	4,571
	Other Country Red Wine	494	871	472	915	742
	Other Country Rose Wine	72	154	112	14	32
	Other Country Sparkling Wine	11	54	92	153	65
	Other Country White Wine	244	428	398	524	562
	<b>Summary</b>	<b>5,050</b>	<b>6,471</b>	<b>6,142</b>	<b>6,928</b>	<b>5,972</b>
Other Style Wine	Aperitif And Flavoured Wine	152	273	340	164	264
	Mead	58	42	40	48	58
	Rice Wine	643	848	852	902	666
	<b>Summary</b>	<b>854</b>	<b>1,163</b>	<b>1,233</b>	<b>1,114</b>	<b>989</b>
Portugal Wine	Portugal Fruit and Dessert Wine	4	4	0	17	34
	Portugal Red Wine	1,709	2,081	1,550	2,564	2,421
	Portugal Rose Wine	298	657	562	314	227
	Portugal Sparkling Wine	57	105	111	88	4

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2	Fiscal 2017/18 Q3	Fiscal 2017/18 Q4
Portugal Wine	Portugal White Wine	1,018	1,888	1,918	1,340	1,170
	<b>Summary</b>	<b>3,087</b>	<b>4,736</b>	<b>4,142</b>	<b>4,324</b>	<b>3,856</b>
Sake	Japan Sake	17,064	18,591	19,831	20,965	19,493
	Other Country Sake	1,427	1,398	1,471	1,265	1,442
	USA Sake	57,556	53,906	48,583	54,065	56,411
	<b>Summary</b>	<b>76,047</b>	<b>73,895</b>	<b>69,884</b>	<b>76,295</b>	<b>77,346</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	2	2	0
	South Africa Red Wine	4,606	4,172	4,033	4,350	4,528
	South Africa Rose Wine	0	19	79	2	0
	South Africa Sparkling Wine	283	346	300	329	256
	South Africa White Wine	3,663	4,944	5,528	4,399	3,834
	<b>Summary</b>	<b>8,552</b>	<b>9,482</b>	<b>9,940</b>	<b>9,082</b>	<b>8,618</b>
Spain Wine	Spain Fruit and Dessert Wine	18	18	46	86	55
	Spain Red Wine	23,546	22,331	21,046	25,706	23,623
	Spain Rose Wine	678	2,354	3,649	1,328	1,421
	Spain Sparkling Wine	12,696	18,631	18,318	18,744	14,086
	Spain White Wine	3,266	5,123	4,490	3,716	3,802
	<b>Summary</b>	<b>40,204</b>	<b>48,457</b>	<b>47,550</b>	<b>49,579</b>	<b>42,988</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	126
	USA Red Wine	140,915	145,119	123,059	162,312	140,214
	USA Rose Wine	3,945	5,572	6,453	3,942	4,232
	USA Sparkling Wine	2,439	4,403	2,869	3,365	2,304
	USA White Wine	40,166	49,939	53,690	46,744	42,452
	<b>Summary</b>	<b>187,465</b>	<b>205,034</b>	<b>186,071</b>	<b>216,364</b>	<b>189,328</b>
<b>Summary</b>		<b>2,168,662</b>	<b>2,640,736</b>	<b>2,642,303</b>	<b>2,555,644</b>	<b>2,213,632</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.