

# Hospitality Liquor Market Review

Fiscal 2016/17 Q3

December 2016



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

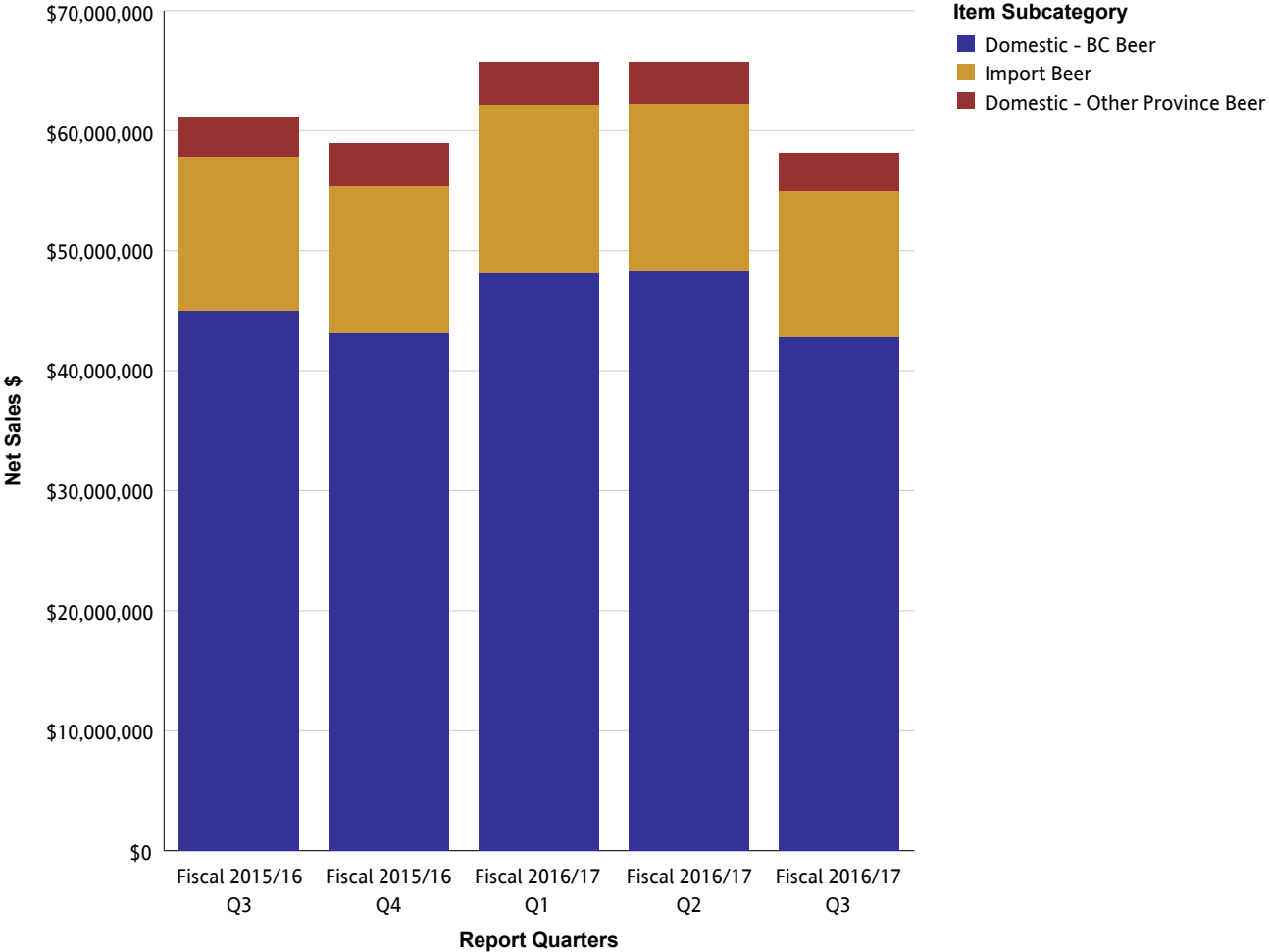
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

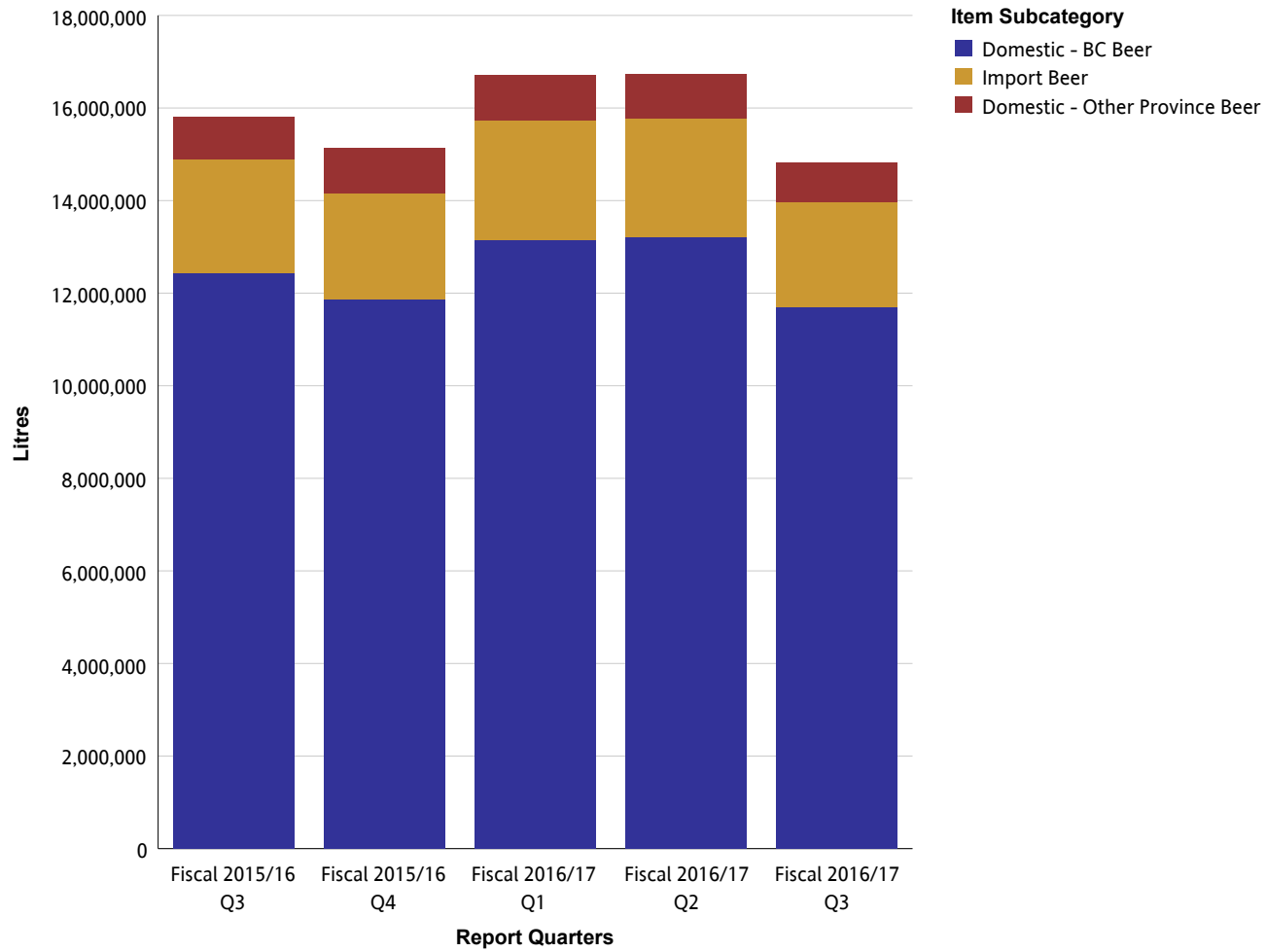


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$30,191,469	\$28,069,548	\$30,281,966	\$29,745,511	\$27,377,943
	Domestic - BC Micro Brew Beer	\$7,449,796	\$7,905,759	\$9,271,389	\$9,673,528	\$8,317,718
	Domestic - BC Regional Beer	\$7,372,767	\$7,142,591	\$8,630,894	\$8,896,044	\$7,123,983
	<b>Summary</b>	<b>\$45,014,032</b>	<b>\$43,117,898</b>	<b>\$48,184,249</b>	<b>\$48,315,082</b>	<b>\$42,819,644</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,383,835	\$2,578,028	\$2,561,311	\$2,524,570	\$2,234,051
	Domestic - Other Province Micro Brew Beer	\$48,322	\$58,806	\$51,242	\$45,728	\$42,426
	Domestic - Other Province Regional Beer	\$858,987	\$925,132	\$962,973	\$911,328	\$830,720
	<b>Summary</b>	<b>\$3,291,145</b>	<b>\$3,561,966</b>	<b>\$3,575,525</b>	<b>\$3,481,626</b>	<b>\$3,107,196</b>
Import Beer	Asia And South Pacific Beer	\$1,038,585	\$973,662	\$1,164,908	\$1,223,669	\$1,016,795
	Europe Beer	\$7,200,143	\$7,133,230	\$7,492,683	\$7,458,898	\$7,028,047
	Mexico And Caribbean Beer	\$2,414,820	\$2,191,542	\$3,079,121	\$3,163,718	\$2,218,530
	Other Country Beer	\$20,095	\$24,971	\$27,038	\$31,294	\$23,407
	USA Beer	\$2,144,593	\$1,909,536	\$2,207,802	\$2,091,361	\$1,918,862
	<b>Summary</b>	<b>\$12,818,237</b>	<b>\$12,232,941</b>	<b>\$13,971,551</b>	<b>\$13,968,940</b>	<b>\$12,205,641</b>
<b>Summary</b>		<b>\$61,123,414</b>	<b>\$58,912,806</b>	<b>\$65,731,326</b>	<b>\$65,765,648</b>	<b>\$58,132,481</b>

## Beer Sales (Litres)

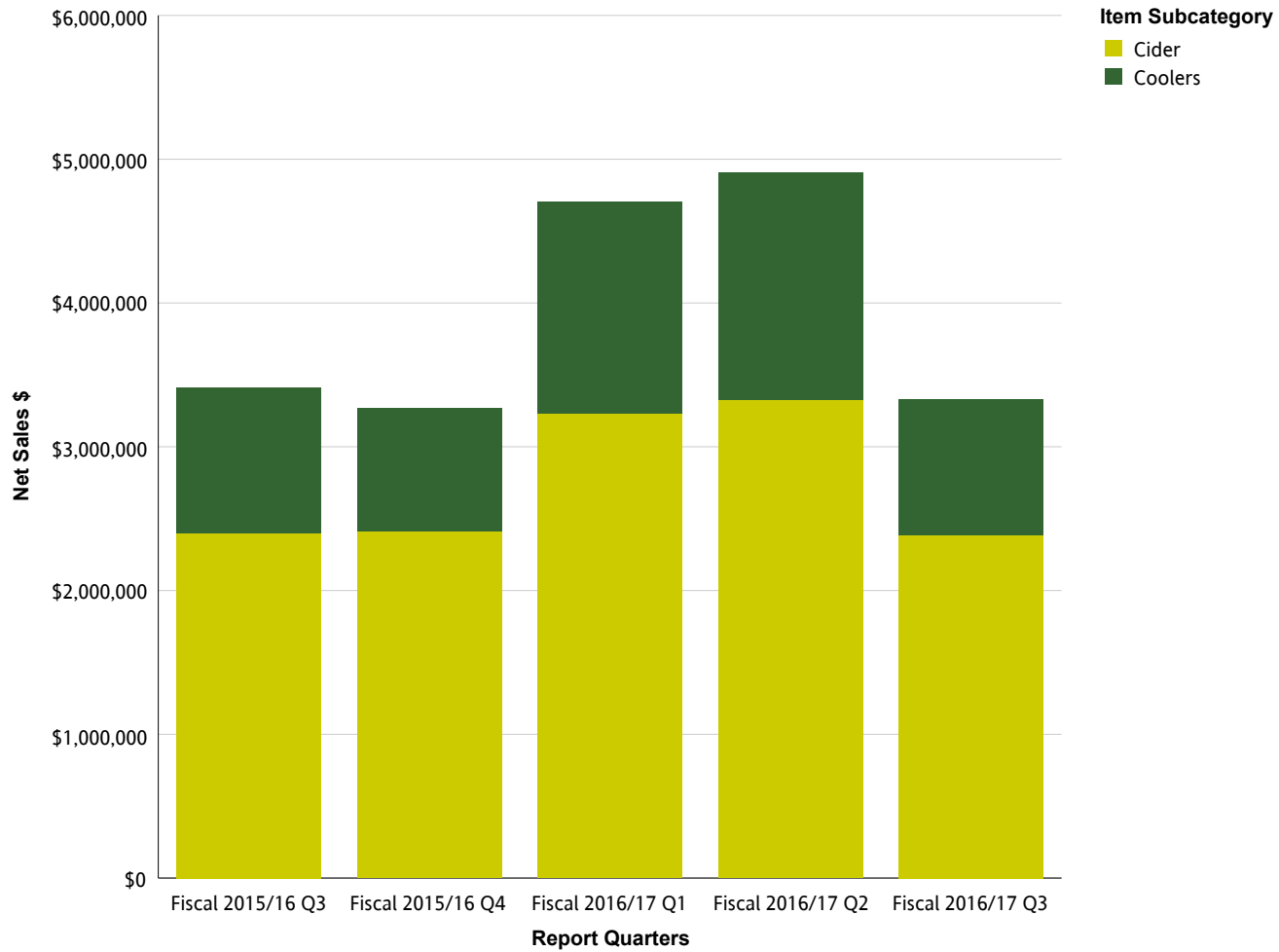


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	8,242,628	7,623,769	8,144,866	7,997,616	7,383,110
	Domestic - BC Micro Brew Beer	2,003,227	2,137,638	2,483,017	2,624,602	2,239,677
	Domestic - BC Regional Beer	2,198,198	2,109,156	2,521,036	2,598,596	2,085,410
	<b>Summary</b>	<b>12,444,053</b>	<b>11,870,563</b>	<b>13,148,920</b>	<b>13,220,814</b>	<b>11,708,198</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	626,387	663,221	660,090	654,508	585,307
	Domestic - Other Province Micro Brew Beer	6,507	7,950	7,063	5,839	5,318
	Domestic - Other Province Regional Beer	286,876	301,509	315,562	290,241	262,588
	<b>Summary</b>	<b>919,770</b>	<b>972,679</b>	<b>982,716</b>	<b>950,589</b>	<b>853,213</b>
Import Beer	Asia And South Pacific Beer	186,370	170,488	199,665	214,302	174,170
	Europe Beer	1,400,199	1,366,483	1,414,599	1,396,812	1,328,204
	Mexico And Caribbean Beer	421,114	372,504	525,778	534,688	374,547
	Other Country Beer	3,681	4,122	4,904	5,764	4,375
	USA Beer	426,739	378,649	427,842	404,691	373,777
	<b>Summary</b>	<b>2,438,103</b>	<b>2,292,246</b>	<b>2,572,788</b>	<b>2,556,257</b>	<b>2,255,073</b>
<b>Summary</b>		<b>15,801,926</b>	<b>15,135,489</b>	<b>16,704,423</b>	<b>16,727,660</b>	<b>14,816,483</b>

## Refreshment Beverages Sales (Net \$)



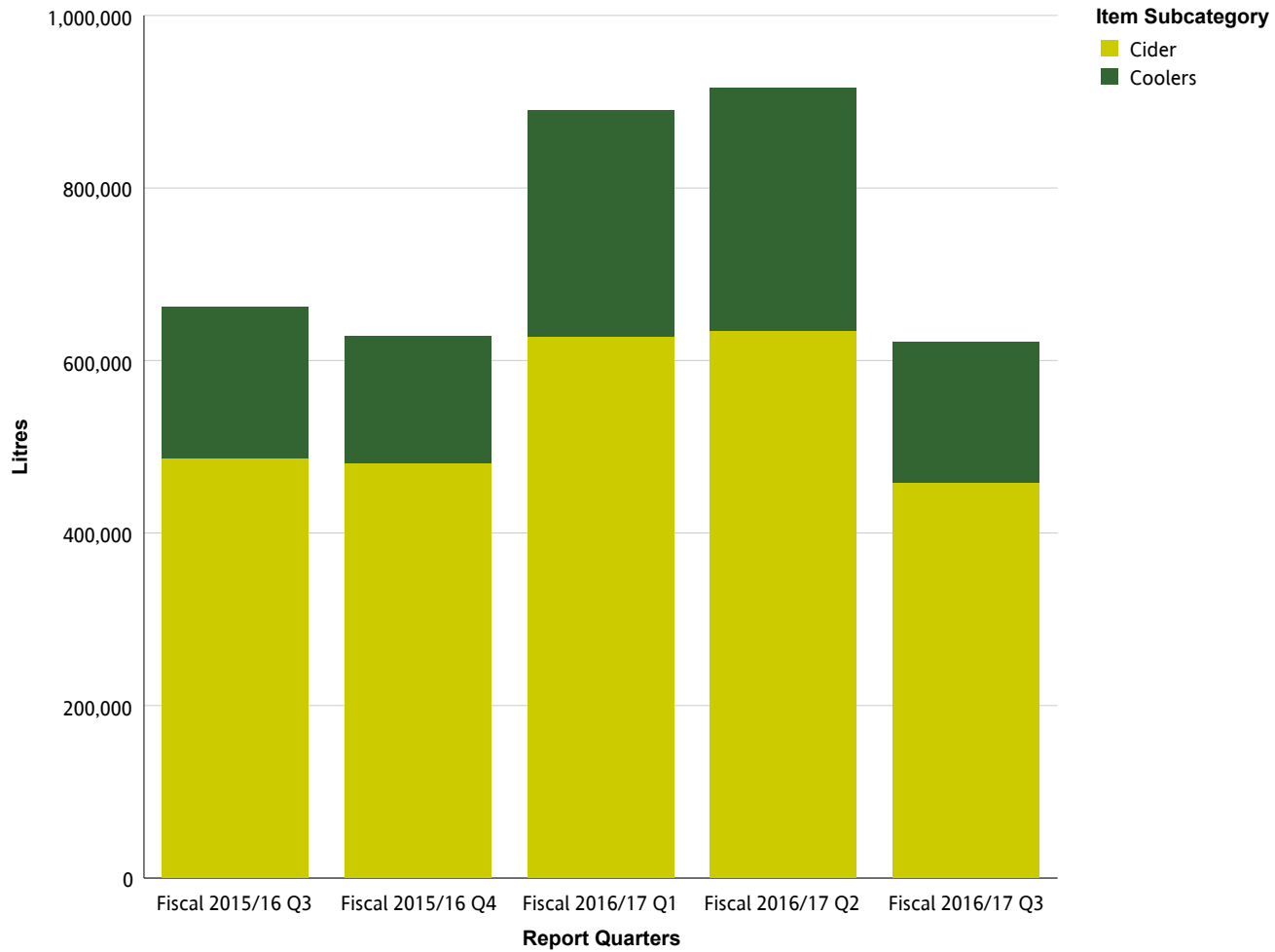


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Cider	Domestic Cider	\$1,223,295	\$1,227,240	\$1,731,149	\$1,889,283	\$1,246,132
	Import Cider	\$1,180,431	\$1,187,547	\$1,503,459	\$1,441,569	\$1,137,739
	<b>Summary</b>	<b>\$2,403,726</b>	<b>\$2,414,787</b>	<b>\$3,234,608</b>	<b>\$3,330,852</b>	<b>\$2,383,870</b>
Coolers	Malt-Based Coolers	\$123,837	\$92,201	\$168,996	\$199,313	\$114,852
	Spirit Coolers	\$840,914	\$725,407	\$1,227,643	\$1,307,330	\$781,706
	Wine/Fruit Coolers	\$44,208	\$36,945	\$76,083	\$71,843	\$50,161
	<b>Summary</b>	<b>\$1,008,958</b>	<b>\$854,553</b>	<b>\$1,472,722</b>	<b>\$1,578,486</b>	<b>\$946,719</b>
<b>Summary</b>		<b>\$3,412,684</b>	<b>\$3,269,341</b>	<b>\$4,707,330</b>	<b>\$4,909,338</b>	<b>\$3,330,590</b>

## Refreshment Beverages Sales (Litres)

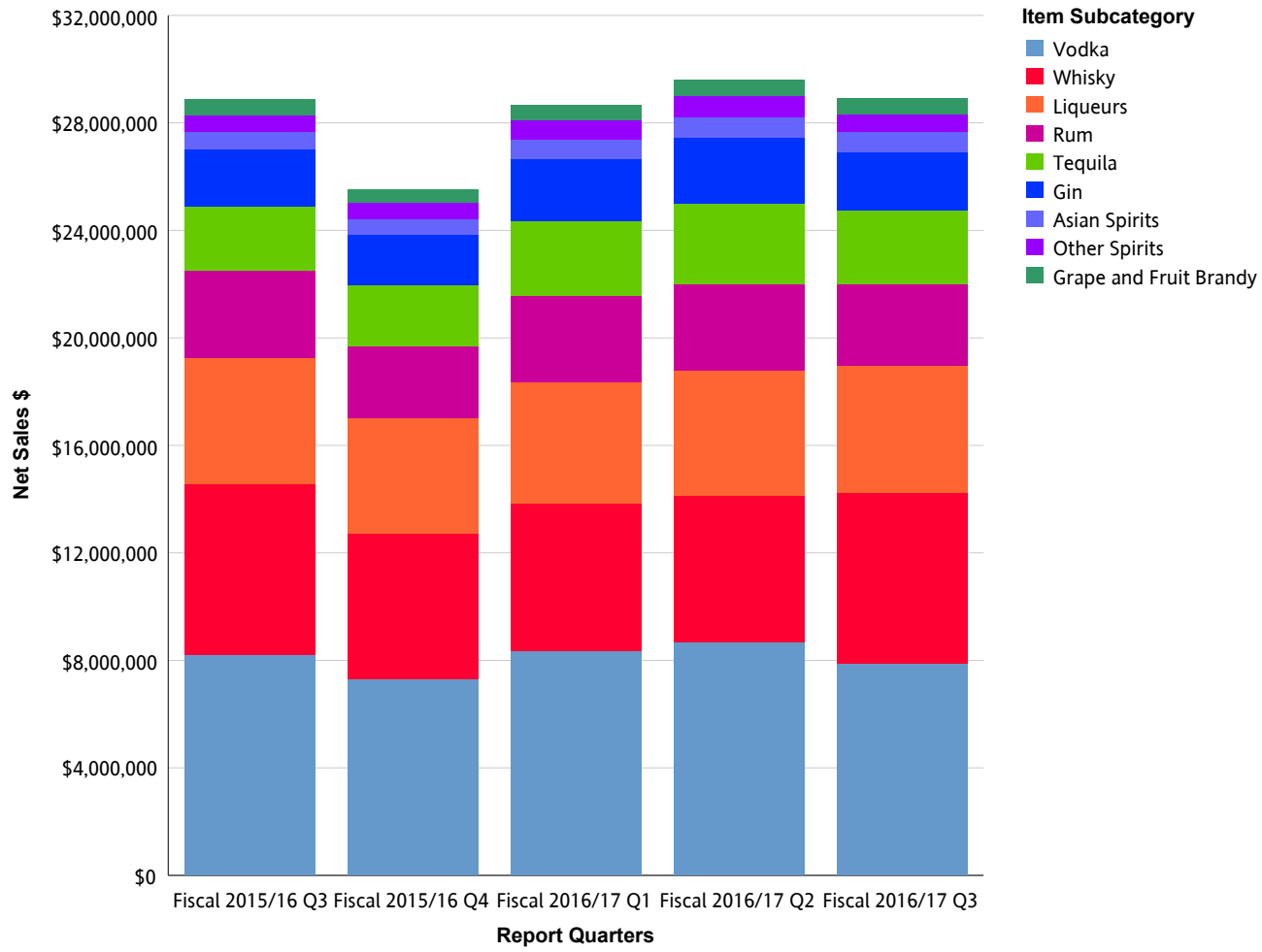


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Cider	Domestic Cider	256,917	252,277	343,349	363,595	244,166
	Import Cider	229,352	228,189	284,673	271,029	214,150
	<b>Summary</b>	<b>486,269</b>	<b>480,466</b>	<b>628,021</b>	<b>634,624</b>	<b>458,316</b>
Coolers	Malt-Based Coolers	21,703	16,351	30,482	35,017	19,816
	Spirit Coolers	146,883	125,741	220,598	235,866	135,461
	Wine/Fruit Coolers	7,323	5,444	11,034	10,338	7,277
	<b>Summary</b>	<b>175,908</b>	<b>147,536</b>	<b>262,115</b>	<b>281,221</b>	<b>162,553</b>
<b>Summary</b>		<b>662,177</b>	<b>628,002</b>	<b>890,136</b>	<b>915,845</b>	<b>620,869</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Asian Spirits	China Spirits	\$64,860	\$61,659	\$72,905	\$72,047	\$75,786
	Korea Spirits	\$554,564	\$480,425	\$572,203	\$621,256	\$611,082
	Other Country Asian Spirits	\$43,487	\$41,357	\$53,854	\$46,562	\$49,041
	<b>Summary</b>	<b>\$662,911</b>	<b>\$583,442</b>	<b>\$698,963</b>	<b>\$739,865</b>	<b>\$735,909</b>
Gin	Dry Gin	\$2,034,722	\$1,801,565	\$2,191,484	\$2,365,999	\$2,105,237
	Flavoured Gin	\$35,519	\$45,677	\$91,100	\$73,014	\$43,260
	Other Gin	\$27,168	\$20,146	\$31,780	\$28,416	\$24,552
	<b>Summary</b>	<b>\$2,097,409</b>	<b>\$1,867,387</b>	<b>\$2,314,364</b>	<b>\$2,467,430</b>	<b>\$2,173,049</b>
Grape and Fruit Brandy	Armagnac	\$7,834	\$4,495	\$16,386	\$6,457	\$12,727
	Brandy	\$143,615	\$126,657	\$154,017	\$166,833	\$150,570
	Cognac	\$343,987	\$279,874	\$310,870	\$323,015	\$345,276
	Eau de Vie	\$47,030	\$29,356	\$23,722	\$32,010	\$38,048
	Grappa And Marc	\$20,549	\$17,739	\$18,597	\$16,683	\$16,150
	Pisco	\$36,496	\$40,738	\$46,456	\$66,447	\$44,978
	<b>Summary</b>	<b>\$599,510</b>	<b>\$498,860</b>	<b>\$570,048</b>	<b>\$611,445</b>	<b>\$607,749</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,618,487	\$1,464,110	\$1,474,975	\$1,479,182	\$1,655,419
	Coffee And Cocoa Liqueurs	\$377,195	\$308,422	\$304,905	\$311,925	\$374,560
	Cream/Dairy Liqueurs	\$515,737	\$483,293	\$389,818	\$470,568	\$560,261
	Fruit Liqueurs	\$1,436,144	\$1,335,962	\$1,655,214	\$1,687,143	\$1,381,526
	Nut Liqueurs	\$292,999	\$255,966	\$275,670	\$286,453	\$282,259
	Other Liqueurs	\$264,181	\$235,417	\$255,354	\$255,780	\$266,291
	Whiskey Liqueurs	\$200,103	\$179,814	\$168,148	\$159,383	\$183,555
	<b>Summary</b>	<b>\$4,704,845</b>	<b>\$4,262,984</b>	<b>\$4,524,084</b>	<b>\$4,650,434</b>	<b>\$4,703,872</b>
Other Spirits	Cachaca	\$18,225	\$16,882	\$23,417	\$24,590	\$14,138
	Flavoured Spirits	\$107,312	\$111,056	\$134,917	\$141,616	\$139,956
	Miscellaneous/Other Spirits	\$112,229	\$117,871	\$131,381	\$132,746	\$135,823

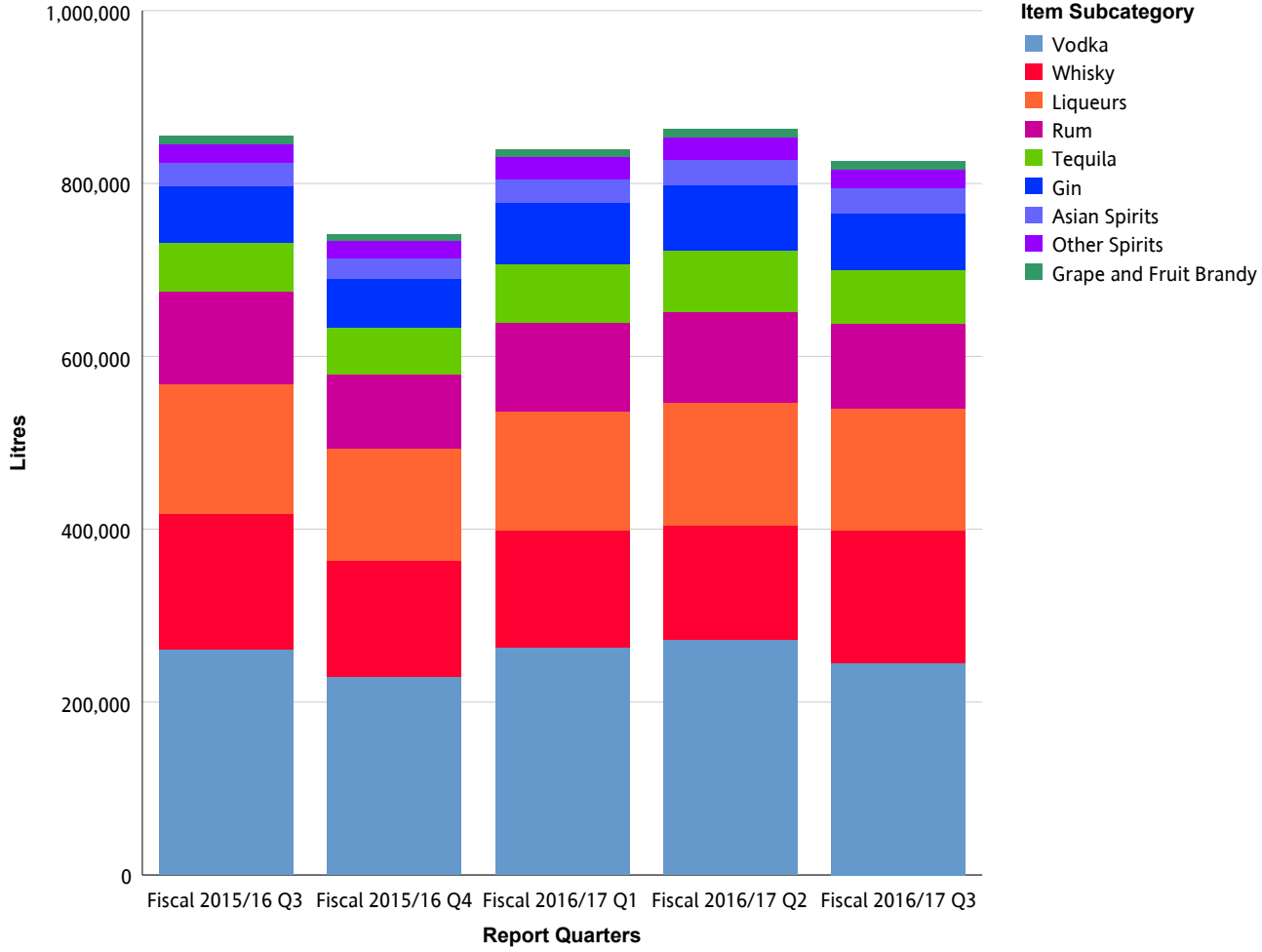
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Other Spirits	Moonshine Spirits	\$4,558	\$3,463	\$3,785	\$3,430	\$2,034
	Ready to Mix Cocktails	\$367,735	\$334,665	\$439,370	\$451,788	\$353,176
	Ready to Serve Cocktails	\$1,691	\$665	\$1,035	\$4,684	\$4,238
	Schnapps and Akvavit	\$4,177	\$6,308	\$4,444	\$26,430	\$8,361
	<b>Summary</b>	<b>\$615,927</b>	<b>\$590,910</b>	<b>\$738,350</b>	<b>\$785,283</b>	<b>\$657,725</b>
Rum	Amber Rum	\$472,175	\$393,808	\$478,042	\$422,891	\$301,781
	Dark Rum	\$448,079	\$344,114	\$384,240	\$400,528	\$498,652
	Flavoured Rum	\$25,311	\$26,543	\$32,841	\$32,287	\$19,688
	Spiced Rum	\$996,941	\$814,656	\$830,507	\$843,533	\$1,017,716
	White Rum	\$1,306,670	\$1,106,379	\$1,475,304	\$1,538,850	\$1,211,258
	<b>Summary</b>	<b>\$3,249,177</b>	<b>\$2,685,501</b>	<b>\$3,200,934</b>	<b>\$3,238,089</b>	<b>\$3,049,096</b>
Tequila	Blanco/Silver Tequila	\$788,077	\$818,238	\$1,006,689	\$1,116,610	\$1,011,139
	Flavoured Tequila	\$12,378	\$6,834	\$10,014	\$13,807	\$16,564
	Gold Tequila	\$1,567,633	\$1,418,522	\$1,737,600	\$1,820,076	\$1,667,223
	Mezcal	\$26,514	\$33,571	\$46,342	\$37,727	\$49,121
	<b>Summary</b>	<b>\$2,394,602</b>	<b>\$2,277,164</b>	<b>\$2,800,646</b>	<b>\$2,988,220</b>	<b>\$2,744,047</b>
Vodka	Flavoured Vodka	\$776,132	\$702,086	\$853,486	\$860,512	\$726,626
	Straight Vodka	\$7,420,016	\$6,590,261	\$7,494,370	\$7,829,071	\$7,150,714
	<b>Summary</b>	<b>\$8,196,148</b>	<b>\$7,292,347</b>	<b>\$8,347,857</b>	<b>\$8,689,584</b>	<b>\$7,877,340</b>
Whisky	American Whiskey	\$652,624	\$544,203	\$563,335	\$558,949	\$633,844
	Blended Malt Scotch Whisky	\$4,315	\$1,711	\$1,587	\$1,738	\$5,485
	Blended Scotch Whisky	\$395,141	\$339,773	\$350,711	\$351,272	\$361,841
	Bourbon Whiskey	\$1,054,737	\$1,006,722	\$1,001,097	\$991,769	\$1,161,678
	Canadian Whisky	\$2,191,325	\$1,788,041	\$1,849,505	\$1,809,572	\$2,129,532
	Flavoured Whisky	\$175	\$131	\$195	\$198	\$763
	Irish Whiskey	\$881,031	\$929,163	\$907,406	\$942,463	\$1,081,854
	Other Country Whisky	\$50,480	\$34,815	\$32,148	\$33,858	\$54,334
	Single Malt Scotch Whisky	\$1,135,617	\$807,243	\$775,504	\$743,517	\$948,791

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

<b>Net Sales \$</b>		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Whisky	<b>Summary</b>	<b>\$6,365,444</b>	<b>\$5,451,802</b>	<b>\$5,481,486</b>	<b>\$5,433,337</b>	<b>\$6,378,122</b>
<b>Summary</b>		<b>\$28,885,973</b>	<b>\$25,510,397</b>	<b>\$28,676,732</b>	<b>\$29,603,686</b>	<b>\$28,926,911</b>

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Asian Spirits	China Spirits	759	667	667	812	858
	Korea Spirits	25,366	21,741	25,886	27,222	26,778
	Other Country Asian Spirits	963	925	1,153	1,010	973
	<b>Summary</b>	<b>27,088</b>	<b>23,333</b>	<b>27,706</b>	<b>29,044</b>	<b>28,609</b>
Gin	Dry Gin	63,960	55,509	67,308	72,644	64,491
	Flavoured Gin	973	1,312	2,702	2,126	1,170
	Other Gin	466	338	514	495	422
	<b>Summary</b>	<b>65,398</b>	<b>57,160</b>	<b>70,524</b>	<b>75,265</b>	<b>66,083</b>
Grape and Fruit Brandy	Armagnac	65	39	39	47	64
	Brandy	4,782	4,246	5,058	5,345	4,757
	Cognac	2,556	2,019	2,106	2,317	2,686
	Eau de Vie	687	411	348	420	541
	Grappa And Marc	306	282	268	270	260
	Pisco	825	870	1,009	1,365	920
	<b>Summary</b>	<b>9,222</b>	<b>7,867</b>	<b>8,827</b>	<b>9,766</b>	<b>9,230</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	44,120	38,528	37,689	37,502	42,327
	Coffee And Cocoa Liqueurs	13,426	10,656	10,433	10,711	12,807
	Cream/Dairy Liqueurs	16,964	14,731	11,751	14,126	17,449
	Fruit Liqueurs	49,773	44,760	56,365	57,887	46,071
	Nut Liqueurs	10,126	8,325	9,118	9,452	9,040
	Other Liqueurs	9,841	8,147	8,502	8,322	9,185
	Whiskey Liqueurs	5,400	4,729	4,300	4,237	4,827
	<b>Summary</b>	<b>149,650</b>	<b>129,877</b>	<b>138,159</b>	<b>142,236</b>	<b>141,705</b>
Other Spirits	Cachaca	462	428	592	628	351
	Flavoured Spirits	1,858	1,837	2,245	2,365	2,313
	Miscellaneous/Other Spirits	3,045	3,165	3,572	3,480	3,410

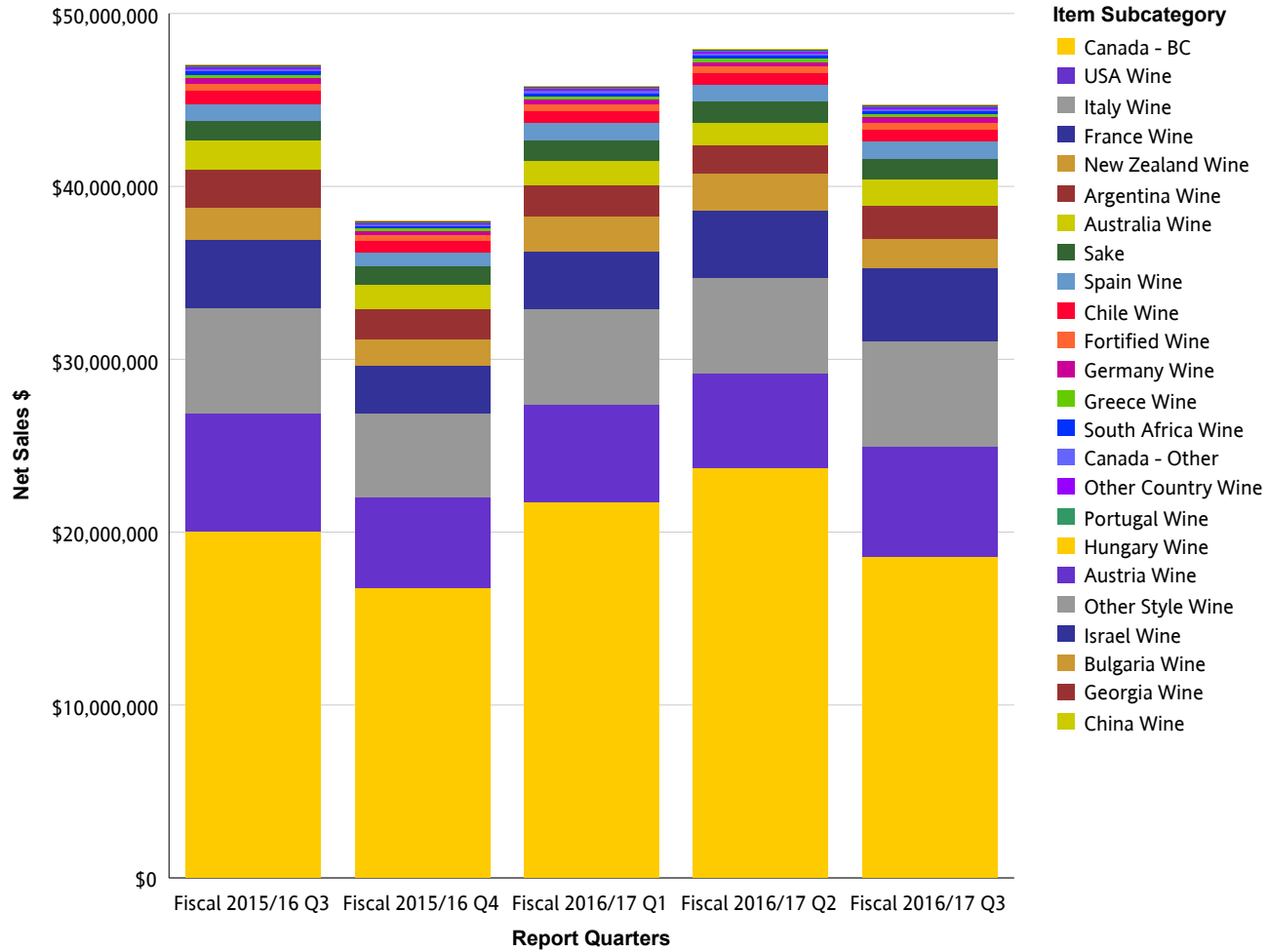
## Spirits Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Other Spirits	Moonshine Spirits	90	74	81	78	51
	Ready to Mix Cocktails	16,083	14,659	19,093	19,132	14,796
	Ready to Serve Cocktails	59	25	33	172	120
	Schnapps and Akvavit	89	119	95	525	170
	<b>Summary</b>	<b>21,686</b>	<b>20,308</b>	<b>25,711</b>	<b>26,381</b>	<b>21,211</b>
Rum	Amber Rum	13,383	10,787	13,207	12,028	8,873
	Dark Rum	14,898	10,862	12,175	12,332	15,327
	Flavoured Rum	862	893	1,103	1,090	649
	Spiced Rum	31,625	24,820	25,560	25,940	31,151
	White Rum	46,342	38,749	50,965	53,018	41,734
	<b>Summary</b>	<b>107,109</b>	<b>86,112</b>	<b>103,010</b>	<b>104,408</b>	<b>97,734</b>
Tequila	Blanco/Silver Tequila	16,896	17,702	22,457	24,713	21,004
	Flavoured Tequila	192	146	196	286	279
	Gold Tequila	39,998	35,147	43,985	46,028	40,225
	Mezcal	342	423	632	468	598
	<b>Summary</b>	<b>57,429</b>	<b>53,418</b>	<b>67,271</b>	<b>71,494</b>	<b>62,105</b>
Vodka	Flavoured Vodka	23,774	21,334	26,122	26,228	21,390
	Straight Vodka	237,082	208,629	237,146	246,112	223,541
	<b>Summary</b>	<b>260,856</b>	<b>229,963</b>	<b>263,268</b>	<b>272,340</b>	<b>244,930</b>
Whisky	American Whiskey	17,533	14,358	14,790	14,669	16,109
	Blended Malt Scotch Whisky	38	14	17	20	54
	Blended Scotch Whisky	8,252	6,558	7,010	6,738	7,209
	Bourbon Whiskey	23,244	22,006	21,947	21,304	24,105
	Canadian Whisky	74,408	59,493	60,861	58,984	69,890
	Flavoured Whisky	5	4	6	6	15
	Irish Whiskey	22,996	23,599	22,706	23,289	26,784
	Other Country Whisky	392	274	238	276	471
	Single Malt Scotch Whisky	9,940	7,420	7,522	7,083	8,847

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Whisky	<b>Summary</b>	<b>156,808</b>	<b>133,726</b>	<b>135,097</b>	<b>132,368</b>	<b>153,484</b>
<b>Summary</b>		<b>855,247</b>	<b>741,764</b>	<b>839,573</b>	<b>863,301</b>	<b>825,091</b>

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Argentina Wine	Argentina Red Wine	\$2,080,918	\$1,705,614	\$1,666,061	\$1,553,614	\$1,842,172
	Argentina Rose Wine	\$1,019	\$903	\$855	\$1,988	\$144
	Argentina Sparkling Wine	\$1,063	\$1,437	\$903	\$339	\$454
	Argentina White Wine	\$94,847	\$59,422	\$87,588	\$82,460	\$79,747
	<b>Summary</b>	<b>\$2,177,847</b>	<b>\$1,767,376</b>	<b>\$1,755,407</b>	<b>\$1,638,402</b>	<b>\$1,922,517</b>
Australia Wine	Australia Red Wine	\$1,356,769	\$1,089,788	\$1,041,073	\$946,785	\$1,179,904
	Australia Rose Wine	\$960	\$632	\$2,338	\$1,557	\$374
	Australia Sparkling Wine	\$40,750	\$21,128	\$39,640	\$42,200	\$46,730
	Australia White Wine	\$322,698	\$264,884	\$354,693	\$317,310	\$253,867
	<b>Summary</b>	<b>\$1,721,177</b>	<b>\$1,376,431</b>	<b>\$1,437,743</b>	<b>\$1,307,852</b>	<b>\$1,480,874</b>
Austria Wine	Austria Red Wine	\$2,513	\$10,516	\$6,764	\$3,310	\$4,087
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$14,611	\$15,672	\$16,373	\$23,262	\$18,861
	<b>Summary</b>	<b>\$17,124</b>	<b>\$26,188</b>	<b>\$23,138</b>	<b>\$26,572</b>	<b>\$22,948</b>
Bulgaria Wine	Bulgaria Red Wine	\$1,485	\$976	\$542	\$28	\$778
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$247	\$123	\$111	\$0	\$0
	<b>Summary</b>	<b>\$1,732</b>	<b>\$1,100</b>	<b>\$654</b>	<b>\$28</b>	<b>\$778</b>
Canada - BC	Canada - BC Dessert Wine	\$7,119	\$12,239	\$12,604	\$18,626	\$9,054
	Canada - BC Fruit Wine	\$48,413	\$28,323	\$41,797	\$89,556	\$47,456
	Canada - BC Ice Wine	\$52,247	\$47,585	\$53,860	\$59,614	\$50,762
	Canada - BC Red Wine	\$10,140,262	\$8,432,342	\$9,428,193	\$10,053,761	\$9,491,897
	Canada - BC Rose Wine	\$210,585	\$181,116	\$632,864	\$684,802	\$196,541
	Canada - BC Sparkling Wine	\$487,488	\$383,642	\$520,807	\$613,651	\$480,002
	Canada - BC White Wine	\$9,065,763	\$7,708,450	\$11,067,497	\$12,166,013	\$8,306,686

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Canada - BC	<b>Summary</b>	<b>\$20,011,877</b>	<b>\$16,793,697</b>	<b>\$21,757,621</b>	<b>\$23,686,024</b>	<b>\$18,582,399</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$1,562	\$318	\$752	\$848	\$897
	Canada - Other Ice Wine	\$2,312	\$849	\$3,890	\$4,864	\$2,689
	Canada - Other Red Wine	\$5,290	\$4,311	\$1,916	\$2,429	\$3,651
	Canada - Other Rose Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Sparkling Wine	\$120,590	\$77,917	\$140,531	\$105,268	\$108,172
	Canada - Other White Wine	\$2,699	\$4,319	\$1,719	\$8,474	\$17,835
	<b>Summary</b>	<b>\$132,452</b>	<b>\$87,714</b>	<b>\$148,808</b>	<b>\$121,883</b>	<b>\$133,243</b>
Chile Wine	Chile Fruit and Dessert Wine	\$2,367	\$1,054	\$1,508	\$1,492	\$1,637
	Chile Red Wine	\$500,982	\$411,680	\$421,339	\$399,701	\$471,570
	Chile Rose Wine	\$10	\$443	\$2,987	\$8,692	\$1,366
	Chile Sparkling Wine	\$1,985	\$3,013	\$2,165	\$3,887	\$2,482
	Chile White Wine	\$260,085	\$219,196	\$302,235	\$285,662	\$255,505
	<b>Summary</b>	<b>\$765,428</b>	<b>\$635,386</b>	<b>\$730,235</b>	<b>\$699,435</b>	<b>\$732,560</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$180	\$40	\$512	\$61	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$180</b>	<b>\$40</b>	<b>\$512</b>	<b>\$61</b>	<b>\$0</b>
Fortified Wine	Other Fortified Domestic Wine	\$62,934	\$53,523	\$54,397	\$63,403	\$45,998
	Other Fortified Import Wine	\$100,643	\$83,160	\$93,472	\$99,929	\$97,562
	Port Wine	\$129,527	\$91,039	\$99,714	\$93,491	\$136,410
	Sherry Wine	\$20,011	\$13,893	\$18,124	\$17,518	\$23,467
	Vermouth Wine	\$85,169	\$82,022	\$90,622	\$81,889	\$108,966
	<b>Summary</b>	<b>\$398,283</b>	<b>\$323,637</b>	<b>\$356,330</b>	<b>\$356,231</b>	<b>\$412,403</b>
France Wine	France Champagne Wine	\$1,281,726	\$867,266	\$946,328	\$1,378,101	\$1,664,131
	France Fruit and Dessert Wine	\$11,247	\$11,990	\$10,131	\$9,864	\$11,351
	France Red Wine	\$1,676,631	\$1,035,289	\$1,093,981	\$1,114,183	\$1,449,092

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
France Wine	France Rose Wine	\$45,770	\$45,658	\$212,067	\$279,293	\$79,688
	France Sparkling Wine	\$195,887	\$146,116	\$190,096	\$208,757	\$204,153
	France White Wine	\$724,392	\$680,365	\$841,514	\$873,801	\$815,488
	<b>Summary</b>	<b>\$3,935,654</b>	<b>\$2,786,683</b>	<b>\$3,294,116</b>	<b>\$3,864,000</b>	<b>\$4,223,902</b>
Georgia Wine	Georgia Red Wine	\$1,062	\$289	\$17	\$234	\$434
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$1,062</b>	<b>\$289</b>	<b>\$17</b>	<b>\$234</b>	<b>\$434</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$93
	Germany Red Wine	\$525	\$2,318	\$5,988	\$3,269	\$1,039
	Germany Rose Wine	\$82	\$59	\$0	\$12	\$0
	Germany Sparkling Wine	\$184,363	\$120,525	\$140,420	\$142,785	\$172,796
	Germany White Wine	\$161,474	\$129,865	\$142,780	\$135,575	\$122,665
	<b>Summary</b>	<b>\$346,443</b>	<b>\$252,766</b>	<b>\$289,188</b>	<b>\$281,641</b>	<b>\$296,593</b>
Greece Wine	Greece Red Wine	\$102,994	\$82,396	\$99,606	\$93,094	\$101,559
	Greece Rose Wine	\$0	\$0	\$0	\$0	\$0
	Greece White Wine	\$83,295	\$61,031	\$86,965	\$84,362	\$72,718
	<b>Summary</b>	<b>\$186,290</b>	<b>\$143,427</b>	<b>\$186,571</b>	<b>\$177,456</b>	<b>\$174,277</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,218	\$3,246	\$4,516	\$4,931	\$5,115
	Hungary Red Wine	\$1,706	\$861	\$1,367	\$1,519	\$672
	Hungary Sparkling Wine	\$3,771	\$3,609	\$8,046	\$3,849	\$8,214
	Hungary White Wine	\$14,303	\$12,397	\$19,125	\$16,747	\$11,582
	<b>Summary</b>	<b>\$23,998</b>	<b>\$20,114</b>	<b>\$33,053</b>	<b>\$27,045</b>	<b>\$25,582</b>
Israel Wine	Israel Red Wine	\$449	\$2,054	\$1,868	\$964	\$820
	Israel Rose Wine	(\$16)	\$0	\$16	\$16	\$48
	Israel White Wine	\$47	\$824	\$1,138	\$850	\$493
	<b>Summary</b>	<b>\$480</b>	<b>\$2,878</b>	<b>\$3,023</b>	<b>\$1,830</b>	<b>\$1,360</b>
Italy Wine	Italy Fruit and Dessert Wine	\$236	\$1,955	\$866	\$1,761	\$2,491
	Italy Red Wine	\$3,697,836	\$2,943,600	\$2,901,205	\$2,777,213	\$3,573,388

## Wine Sales (Net \$)

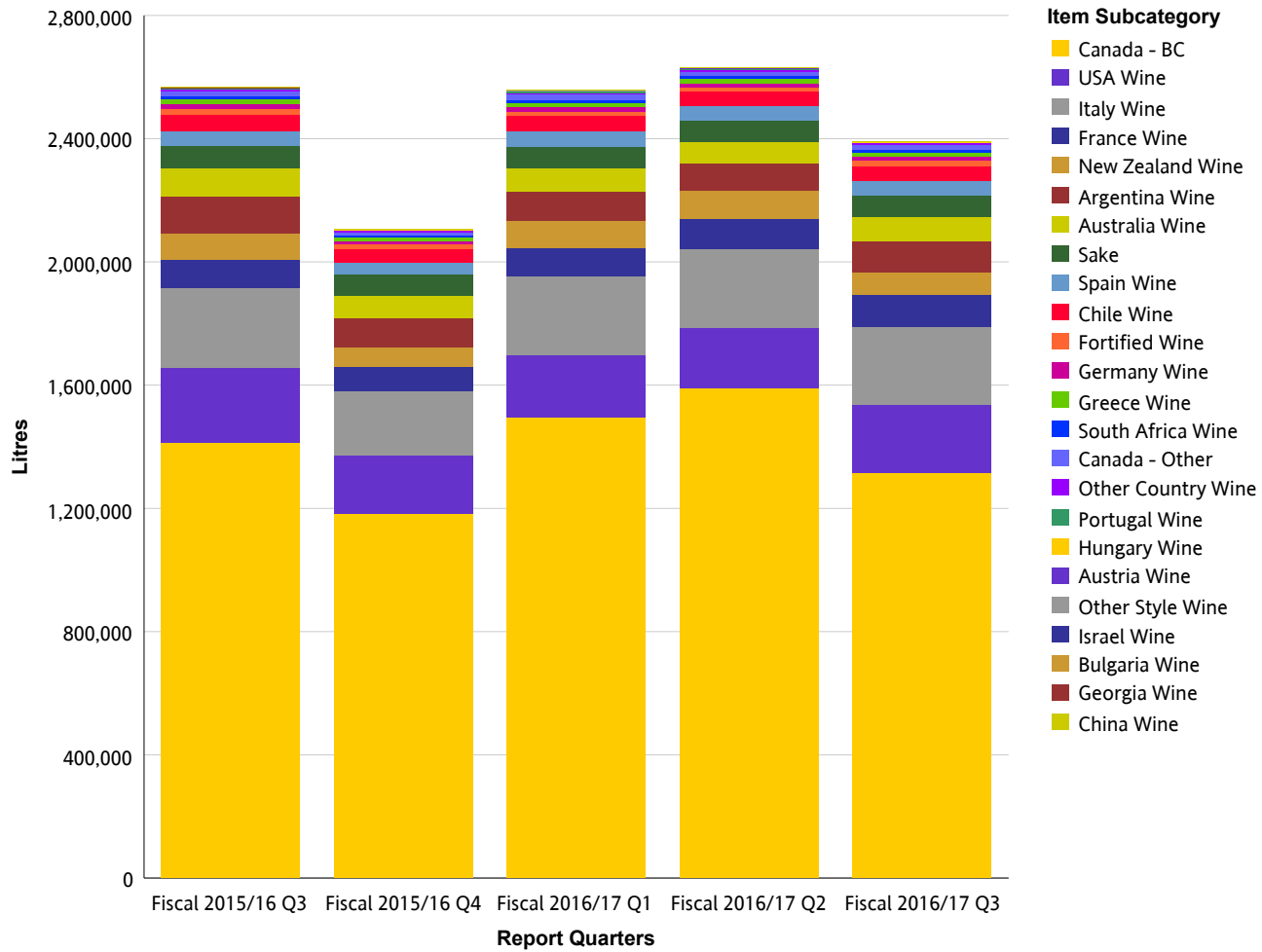
Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Italy Wine	Italy Rose Wine	\$14,832	\$9,252	\$40,862	\$37,418	\$14,760
	Italy Sparkling Wine	\$454,345	\$351,598	\$545,438	\$577,434	\$531,400
	Italy White Wine	\$1,487,617	\$1,222,743	\$1,636,641	\$1,649,019	\$1,438,824
	Prosecco Wine	\$418,114	\$298,159	\$436,625	\$486,962	\$492,199
	<b>Summary</b>	<b>\$6,072,980</b>	<b>\$4,827,307</b>	<b>\$5,561,637</b>	<b>\$5,529,806</b>	<b>\$6,053,062</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$159,851	\$60,070	\$84,637	\$76,866	\$82,452
	New Zealand Rose Wine	\$18	\$16	\$4,540	\$5,660	\$3,034
	New Zealand Sparkling Wine	\$4,313	\$10,301	\$7,931	\$7,667	\$5,322
	New Zealand White Wine	\$1,713,549	\$1,452,513	\$1,991,610	\$2,058,925	\$1,650,400
	<b>Summary</b>	<b>\$1,877,730</b>	<b>\$1,522,899</b>	<b>\$2,088,717</b>	<b>\$2,149,117</b>	<b>\$1,741,208</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$81,090	\$72,972	\$79,995	\$81,298	\$79,591
	Other Country Red Wine	\$15,284	\$9,896	\$13,558	\$9,166	\$16,318
	Other Country Rose Wine	\$784	\$262	\$3,603	\$1,682	\$477
	Other Country Sparkling Wine	\$1,820	\$534	\$670	\$1,004	\$388
	Other Country White Wine	\$10,609	\$6,870	\$3,830	\$2,720	\$4,185
	<b>Summary</b>	<b>\$109,587</b>	<b>\$90,532</b>	<b>\$101,655</b>	<b>\$95,871</b>	<b>\$100,960</b>
Other Style Wine	Aperitif And Flavoured Wine	\$2,545	\$2,585	\$3,638	\$5,146	\$4,189
	Mead	\$0	\$2,929	\$1,373	\$586	\$196
	Rice Wine	\$15,916	\$13,115	\$11,917	\$14,928	\$11,690
	<b>Summary</b>	<b>\$18,462</b>	<b>\$18,629</b>	<b>\$16,928</b>	<b>\$20,661</b>	<b>\$16,074</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Portugal Red Wine	\$32,599	\$25,279	\$32,966	\$22,131	\$38,004
	Portugal Rose Wine	\$3,312	\$2,736	\$4,956	\$4,584	\$3,006
	Portugal Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Portugal White Wine	\$10,289	\$11,315	\$23,478	\$23,322	\$17,673
	<b>Summary</b>	<b>\$46,199</b>	<b>\$39,329</b>	<b>\$61,400</b>	<b>\$50,037</b>	<b>\$58,683</b>
Sake	Japan Sake	\$574,789	\$544,304	\$681,880	\$705,565	\$658,077



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Sake	Other Country Sake	\$23,808	\$19,400	\$24,315	\$27,321	\$24,494
	USA Sake	\$517,170	\$504,378	\$479,529	\$484,212	\$488,321
	<b>Summary</b>	<b>\$1,115,767</b>	<b>\$1,068,082</b>	<b>\$1,185,724</b>	<b>\$1,217,098</b>	<b>\$1,170,892</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$30	\$283	\$0	\$0	\$0
	South Africa Red Wine	\$99,256	\$82,778	\$87,787	\$89,558	\$86,880
	South Africa Rose Wine	\$0	\$0	\$408	\$36	\$36
	South Africa Sparkling Wine	\$6,706	\$3,631	\$2,787	\$6,292	\$4,410
	South Africa White Wine	\$80,067	\$56,930	\$85,442	\$88,553	\$70,902
	<b>Summary</b>	<b>\$186,059</b>	<b>\$143,622</b>	<b>\$176,423</b>	<b>\$184,440</b>	<b>\$162,227</b>
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Spain Red Wine	\$592,020	\$539,101	\$533,296	\$494,466	\$587,639
	Spain Rose Wine	\$6,823	\$5,811	\$16,646	\$25,374	\$10,924
	Spain Sparkling Wine	\$311,750	\$233,146	\$331,474	\$338,470	\$325,480
	Spain White Wine	\$80,502	\$61,850	\$93,050	\$98,037	\$80,332
	<b>Summary</b>	<b>\$991,095</b>	<b>\$839,908</b>	<b>\$974,466</b>	<b>\$956,347</b>	<b>\$1,004,375</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$75	\$0
	USA Red Wine	\$5,480,773	\$4,134,050	\$4,218,518	\$4,047,950	\$5,142,387
	USA Rose Wine	\$63,088	\$50,916	\$80,534	\$83,591	\$48,462
	USA Sparkling Wine	\$72,236	\$43,009	\$76,843	\$78,736	\$68,228
	USA White Wine	\$1,262,527	\$1,006,612	\$1,226,875	\$1,318,458	\$1,135,463
	<b>Summary</b>	<b>\$6,878,624</b>	<b>\$5,234,587</b>	<b>\$5,602,770</b>	<b>\$5,528,810</b>	<b>\$6,394,540</b>
<b>Summary</b>		<b>\$47,016,528</b>	<b>\$38,002,622</b>	<b>\$45,786,135</b>	<b>\$47,920,881</b>	<b>\$44,711,891</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Argentina Wine	Argentina Red Wine	113,079	90,100	88,278	81,572	96,258
	Argentina Rose Wine	52	55	52	111	9
	Argentina Sparkling Wine	47	64	32	22	19
	Argentina White Wine	6,290	3,754	5,552	5,109	5,034
	<b>Summary</b>	<b>119,468</b>	<b>93,973</b>	<b>93,914</b>	<b>86,813</b>	<b>101,319</b>
Australia Wine	Australia Red Wine	69,560	53,488	51,400	46,876	57,670
	Australia Rose Wine	64	32	107	79	24
	Australia Sparkling Wine	2,534	1,298	2,379	2,556	2,851
	Australia White Wine	21,835	17,178	22,802	20,927	16,664
	<b>Summary</b>	<b>93,993</b>	<b>71,996</b>	<b>76,688</b>	<b>70,437</b>	<b>77,208</b>
Austria Wine	Austria Red Wine	90	180	233	116	117
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	560	578	617	832	658
	<b>Summary</b>	<b>650</b>	<b>758</b>	<b>850</b>	<b>948</b>	<b>775</b>
Bulgaria Wine	Bulgaria Red Wine	80	49	39	2	44
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	18	9	9	0	0
	<b>Summary</b>	<b>98</b>	<b>58</b>	<b>48</b>	<b>2</b>	<b>44</b>
Canada - BC	Canada - BC Dessert Wine	192	211	281	322	149
	Canada - BC Fruit Wine	2,041	1,238	1,748	4,041	2,096
	Canada - BC Ice Wine	759	527	561	561	520
	Canada - BC Red Wine	678,009	564,970	623,066	637,795	636,061
	Canada - BC Rose Wine	10,973	9,667	32,000	34,349	10,218
	Canada - BC Sparkling Wine	19,081	14,769	20,529	23,793	18,864
	Canada - BC White Wine	700,496	589,623	815,702	887,277	647,013

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Canada - BC	<b>Summary</b>	<b>1,411,551</b>	<b>1,181,005</b>	<b>1,493,887</b>	<b>1,588,139</b>	<b>1,314,921</b>
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	23	4	12	12	12
	Canada - Other Ice Wine	22	7	33	40	23
	Canada - Other Red Wine	323	301	134	189	256
	Canada - Other Rose Wine	0	0	0	0	0
	Canada - Other Sparkling Wine	14,856	9,314	16,946	12,876	13,446
	Canada - Other White Wine	176	264	116	469	882
	<b>Summary</b>	<b>15,400</b>	<b>9,891</b>	<b>17,240</b>	<b>13,586</b>	<b>14,619</b>
Chile Wine	Chile Fruit and Dessert Wine	66	27	40	39	44
	Chile Red Wine	33,280	26,279	26,841	24,893	29,552
	Chile Rose Wine	1	27	185	535	80
	Chile Sparkling Wine	80	102	73	141	86
	Chile White Wine	20,780	16,801	22,324	21,310	18,334
	<b>Summary</b>	<b>54,206</b>	<b>43,237</b>	<b>49,463</b>	<b>46,918</b>	<b>48,096</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	7	2	19	2	0
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>7</b>	<b>2</b>	<b>19</b>	<b>2</b>	<b>0</b>
Fortified Wine	Other Fortified Domestic Wine	3,710	2,970	3,354	3,103	3,123
	Other Fortified Import Wine	3,928	3,382	3,781	3,820	3,854
	Port Wine	2,585	1,955	2,083	1,865	2,590
	Sherry Wine	671	506	583	538	671
	Vermouth Wine	5,360	5,276	5,812	5,292	6,177
	<b>Summary</b>	<b>16,253</b>	<b>14,089</b>	<b>15,613</b>	<b>14,616</b>	<b>16,415</b>
France Wine	France Champagne Wine	12,249	7,560	8,790	11,691	13,891
	France Fruit and Dessert Wine	122	140	140	102	136
	France Red Wine	42,854	35,965	34,285	33,701	45,675

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
France Wine	France Rose Wine	1,954	2,004	8,926	12,051	3,849
	France Sparkling Wine	10,371	7,774	9,962	10,718	10,484
	France White Wine	25,226	25,242	30,801	31,159	28,549
	<b>Summary</b>	<b>92,776</b>	<b>78,684</b>	<b>92,904</b>	<b>99,420</b>	<b>102,585</b>
Georgia Wine	Georgia Red Wine	47	13	1	10	20
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>47</b>	<b>13</b>	<b>1</b>	<b>10</b>	<b>20</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	4
	Germany Red Wine	36	74	154	129	56
	Germany Rose Wine	5	4	0	1	0
	Germany Sparkling Wine	9,526	5,887	7,240	7,084	8,575
	Germany White Wine	7,437	5,863	6,652	6,203	4,936
	<b>Summary</b>	<b>17,005</b>	<b>11,829</b>	<b>14,046</b>	<b>13,416</b>	<b>13,572</b>
Greece Wine	Greece Red Wine	7,478	6,069	7,084	6,506	7,012
	Greece Rose Wine	0	0	0	0	0
	Greece White Wine	6,298	4,562	6,416	6,136	5,211
	<b>Summary</b>	<b>13,776</b>	<b>10,630</b>	<b>13,499</b>	<b>12,642</b>	<b>12,223</b>
Hungary Wine	Hungary Fruit and Dessert Wine	48	39	50	54	63
	Hungary Red Wine	75	57	79	89	43
	Hungary Sparkling Wine	241	226	526	254	533
	Hungary White Wine	1,042	948	1,360	1,332	819
	<b>Summary</b>	<b>1,406</b>	<b>1,270</b>	<b>2,014</b>	<b>1,729</b>	<b>1,458</b>
Israel Wine	Israel Red Wine	23	92	86	42	34
	Israel Rose Wine	-1	0	1	1	2
	Israel White Wine	2	38	50	38	22
	<b>Summary</b>	<b>25</b>	<b>129</b>	<b>136</b>	<b>80</b>	<b>58</b>
Italy Wine	Italy Fruit and Dessert Wine	2	18	6	19	22
	Italy Red Wine	130,800	104,255	108,697	103,760	124,566

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Italy Wine	Italy Rose Wine	625	443	1,839	1,653	656
	Italy Sparkling Wine	22,718	17,445	28,030	29,252	26,228
	Italy White Wine	85,741	71,625	95,694	97,381	80,851
	Prosecco Wine	19,571	13,834	20,126	22,027	22,592
	<b>Summary</b>	<b>259,456</b>	<b>207,620</b>	<b>254,392</b>	<b>254,092</b>	<b>254,915</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	5,540	2,012	2,860	2,486	2,686
	New Zealand Rose Wine	1	1	206	244	137
	New Zealand Sparkling Wine	148	358	267	251	180
	New Zealand White Wine	76,527	62,352	86,357	89,820	72,135
	<b>Summary</b>	<b>82,216</b>	<b>64,722</b>	<b>89,690</b>	<b>92,801</b>	<b>75,139</b>
Other Country Wine	Other Country Fruit and Dessert Wine	4,760	4,031	4,264	4,573	4,825
	Other Country Red Wine	514	290	464	370	602
	Other Country Rose Wine	27	9	125	62	18
	Other Country Sparkling Wine	95	20	32	16	8
	Other Country White Wine	313	213	118	81	145
	<b>Summary</b>	<b>5,709</b>	<b>4,564</b>	<b>5,004</b>	<b>5,102</b>	<b>5,598</b>
Other Style Wine	Aperitif And Flavoured Wine	99	110	188	260	188
	Mead	0	292	136	58	20
	Rice Wine	1,062	821	841	1,026	670
	<b>Summary</b>	<b>1,161</b>	<b>1,223</b>	<b>1,166</b>	<b>1,344</b>	<b>878</b>
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	0	0	0
	Portugal Red Wine	1,372	1,250	1,537	1,052	1,726
	Portugal Rose Wine	254	213	400	361	239
	Portugal Sparkling Wine	0	0	0	0	0
	Portugal White Wine	645	686	1,360	1,447	1,058
	<b>Summary</b>	<b>2,272</b>	<b>2,150</b>	<b>3,297</b>	<b>2,859</b>	<b>3,024</b>
Sake	Japan Sake	15,133	13,945	16,591	17,332	15,981

## Wine Sales (Litres)

Litres		Fiscal 2015/16 Q3	Fiscal 2015/16 Q4	Fiscal 2016/17 Q1	Fiscal 2016/17 Q2	Fiscal 2016/17 Q3
Sake	Other Country Sake	1,279	1,013	1,322	1,456	1,420
	USA Sake	56,677	54,702	51,772	51,767	53,066
	<b>Summary</b>	<b>73,089</b>	<b>69,660</b>	<b>69,685</b>	<b>70,555</b>	<b>70,467</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	3	0	0	0
	South Africa Red Wine	6,168	4,840	5,212	5,171	5,342
	South Africa Rose Wine	0	0	26	2	2
	South Africa Sparkling Wine	436	222	160	397	277
	South Africa White Wine	5,289	3,641	5,524	5,428	4,372
	<b>Summary</b>	<b>11,893</b>	<b>8,706</b>	<b>10,922</b>	<b>10,999</b>	<b>9,994</b>
Spain Wine	Spain Fruit and Dessert Wine	0	0	0	0	0
	Spain Red Wine	26,640	23,947	25,685	22,130	26,318
	Spain Rose Wine	411	324	1,028	1,592	660
	Spain Sparkling Wine	17,437	12,348	17,461	17,262	17,030
	Spain White Wine	3,456	2,689	4,053	4,235	3,777
	<b>Summary</b>	<b>47,944</b>	<b>39,307</b>	<b>48,227</b>	<b>45,218</b>	<b>47,785</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	1	0
	USA Red Wine	176,734	139,388	138,846	130,744	163,258
	USA Rose Wine	5,826	4,750	6,552	6,846	4,101
	USA Sparkling Wine	4,381	2,727	4,209	4,022	3,667
	USA White Wine	58,468	44,741	54,341	57,078	48,940
	<b>Summary</b>	<b>245,408</b>	<b>191,605</b>	<b>203,948</b>	<b>198,692</b>	<b>219,965</b>
<b>Summary</b>		<b>2,565,807</b>	<b>2,107,119</b>	<b>2,556,654</b>	<b>2,630,422</b>	<b>2,391,076</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.