

# Hospitality Liquor Market Review

Fiscal 2017/18 Q2

September 2017



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

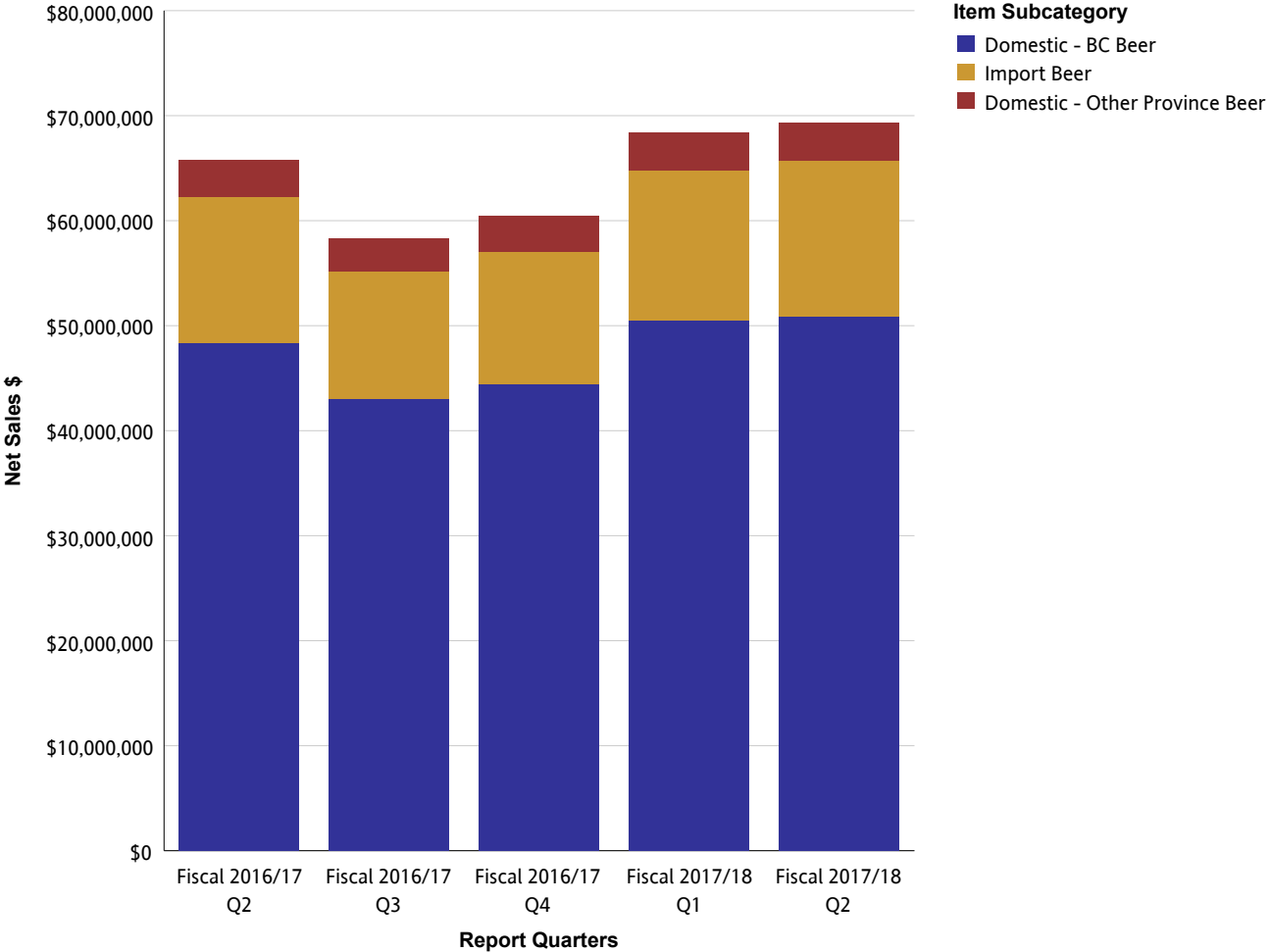
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

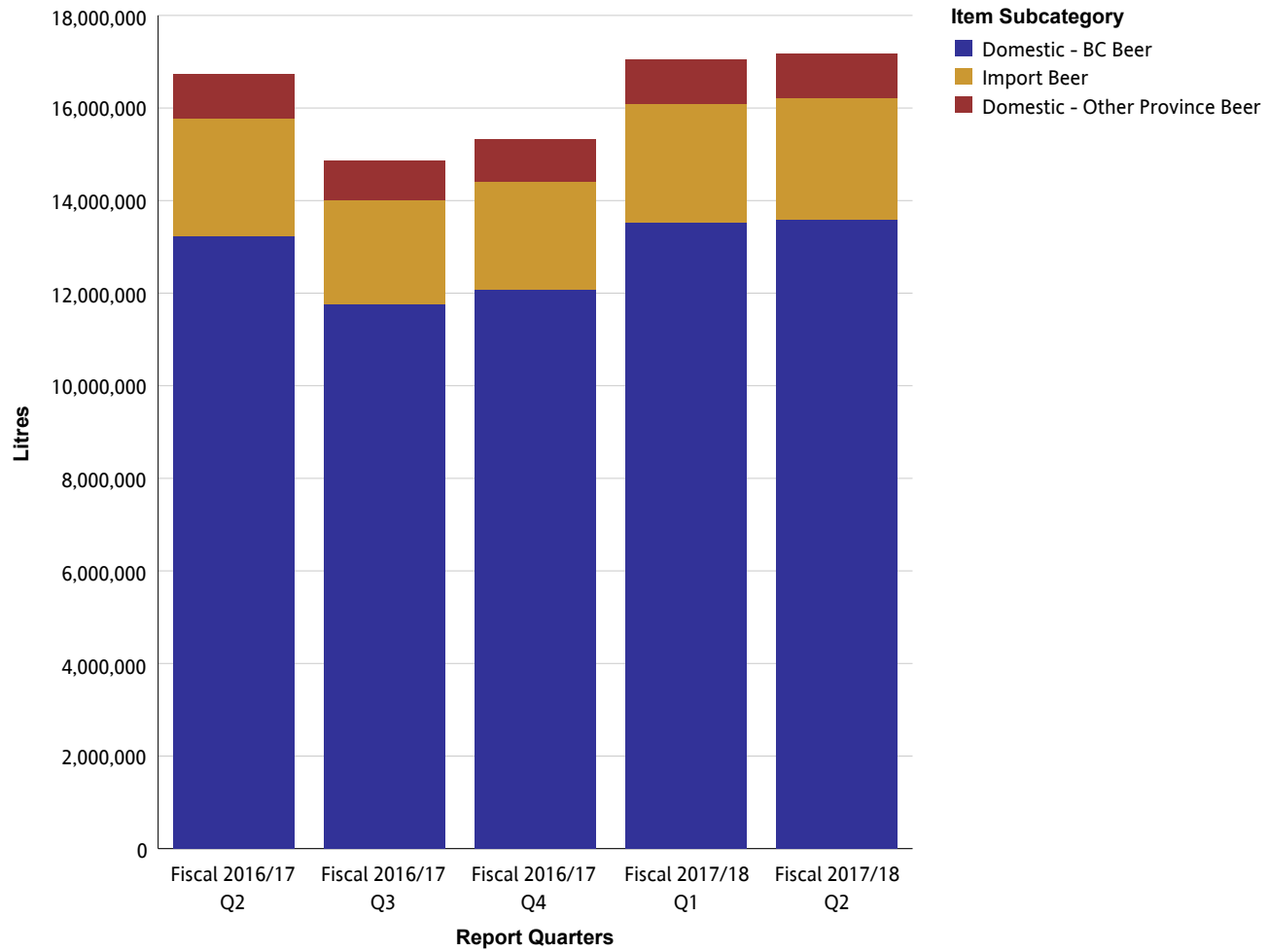


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$29,741,513	\$27,371,640	\$27,409,163	\$30,139,608	\$29,687,402
	Domestic - BC Micro Brew Beer	\$9,685,308	\$8,400,305	\$9,246,630	\$11,058,636	\$11,610,679
	Domestic - BC Regional Beer	\$8,939,158	\$7,233,376	\$7,728,137	\$9,342,694	\$9,622,928
	<b>Summary</b>	<b>\$48,365,979</b>	<b>\$43,005,321</b>	<b>\$44,383,930</b>	<b>\$50,540,938</b>	<b>\$50,921,009</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,524,570	\$2,233,479	\$2,453,935	\$2,554,289	\$2,605,391
	Domestic - Other Province Micro Brew Beer	\$45,728	\$42,372	\$61,116	\$49,845	\$56,868
	Domestic - Other Province Regional Beer	\$911,328	\$831,444	\$908,183	\$967,985	\$921,381
	<b>Summary</b>	<b>\$3,481,626</b>	<b>\$3,107,295</b>	<b>\$3,423,234</b>	<b>\$3,572,119</b>	<b>\$3,583,640</b>
Import Beer	Asia And South Pacific Beer	\$1,223,669	\$1,017,575	\$1,071,713	\$1,252,795	\$1,371,563
	Europe Beer	\$7,403,868	\$7,010,604	\$7,479,374	\$7,532,239	\$7,590,944
	Mexico And Caribbean Beer	\$3,162,928	\$2,216,930	\$2,177,992	\$3,199,470	\$3,583,454
	Other Country Beer	\$31,294	\$23,407	\$25,102	\$30,332	\$29,067
	USA Beer	\$2,091,361	\$1,918,617	\$1,934,664	\$2,217,740	\$2,231,427
	<b>Summary</b>	<b>\$13,913,120</b>	<b>\$12,187,132</b>	<b>\$12,688,845</b>	<b>\$14,232,576</b>	<b>\$14,806,455</b>
<b>Summary</b>		<b>\$65,760,724</b>	<b>\$58,299,749</b>	<b>\$60,496,009</b>	<b>\$68,345,632</b>	<b>\$69,311,103</b>

## Beer Sales (Litres)

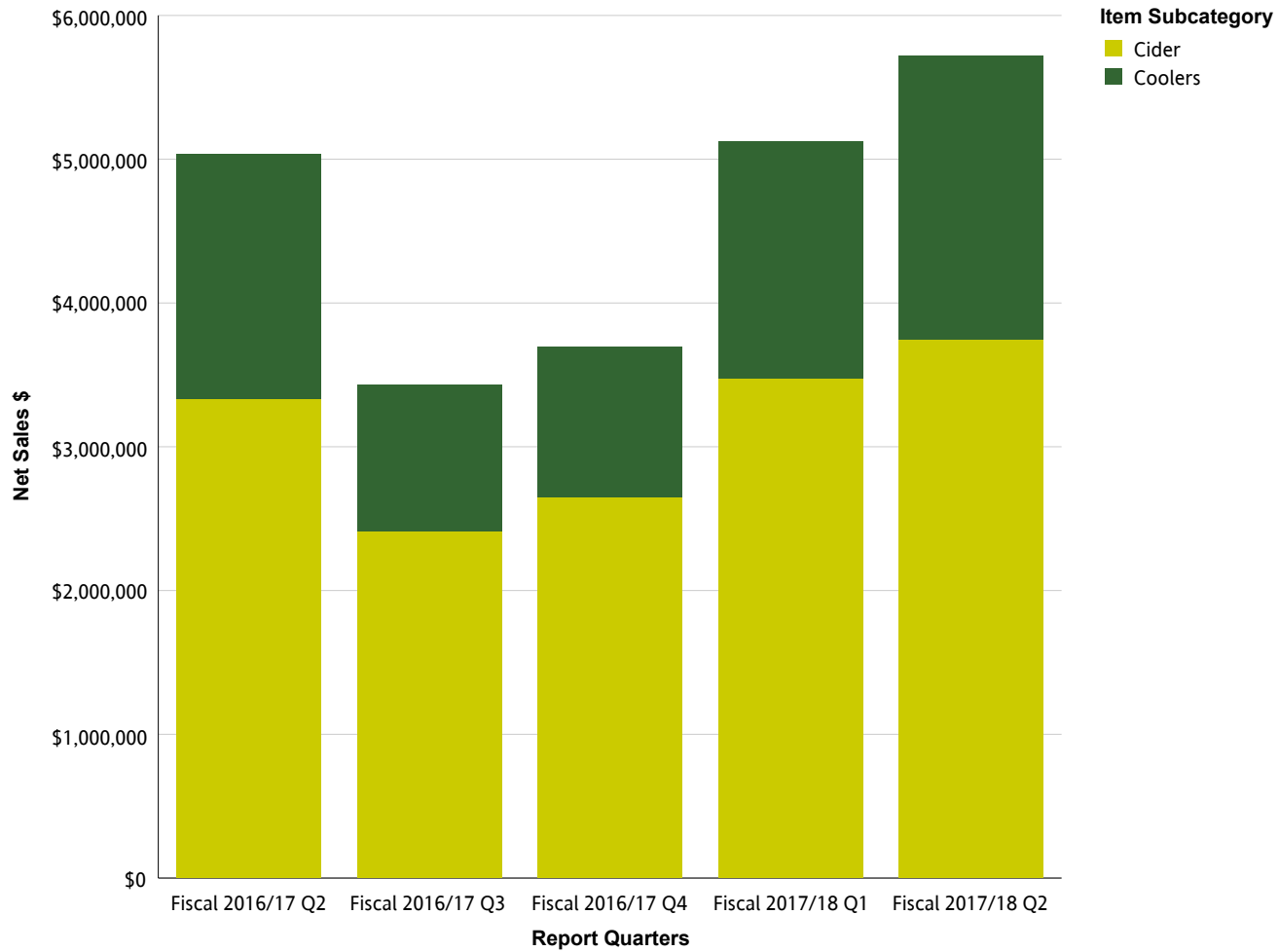


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	7,996,737	7,381,268	7,330,646	7,883,065	7,745,417
	Domestic - BC Micro Brew Beer	2,628,796	2,265,241	2,503,002	2,945,326	3,066,309
	Domestic - BC Regional Beer	2,612,176	2,116,547	2,246,006	2,703,332	2,766,344
	<b>Summary</b>	<b>13,237,708</b>	<b>11,763,056</b>	<b>12,079,655</b>	<b>13,531,723</b>	<b>13,578,069</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	654,508	585,164	638,671	661,302	672,662
	Domestic - Other Province Micro Brew Beer	5,839	5,318	8,026	6,431	7,208
	Domestic - Other Province Regional Beer	290,241	262,788	277,248	296,704	275,134
	<b>Summary</b>	<b>950,589</b>	<b>853,271</b>	<b>923,946</b>	<b>964,437</b>	<b>955,004</b>
Import Beer	Asia And South Pacific Beer	214,302	174,322	179,483	210,543	231,746
	Europe Beer	1,385,160	1,324,854	1,401,233	1,397,953	1,394,510
	Mexico And Caribbean Beer	534,595	374,357	356,778	524,926	584,563
	Other Country Beer	5,764	4,375	4,527	5,617	5,470
	USA Beer	404,691	373,659	377,908	426,159	427,176
	<b>Summary</b>	<b>2,544,512</b>	<b>2,251,567</b>	<b>2,319,930</b>	<b>2,565,197</b>	<b>2,643,465</b>
<b>Summary</b>		<b>16,732,809</b>	<b>14,867,893</b>	<b>15,323,530</b>	<b>17,061,357</b>	<b>17,176,538</b>

## Refreshment Beverages Sales (Net \$)



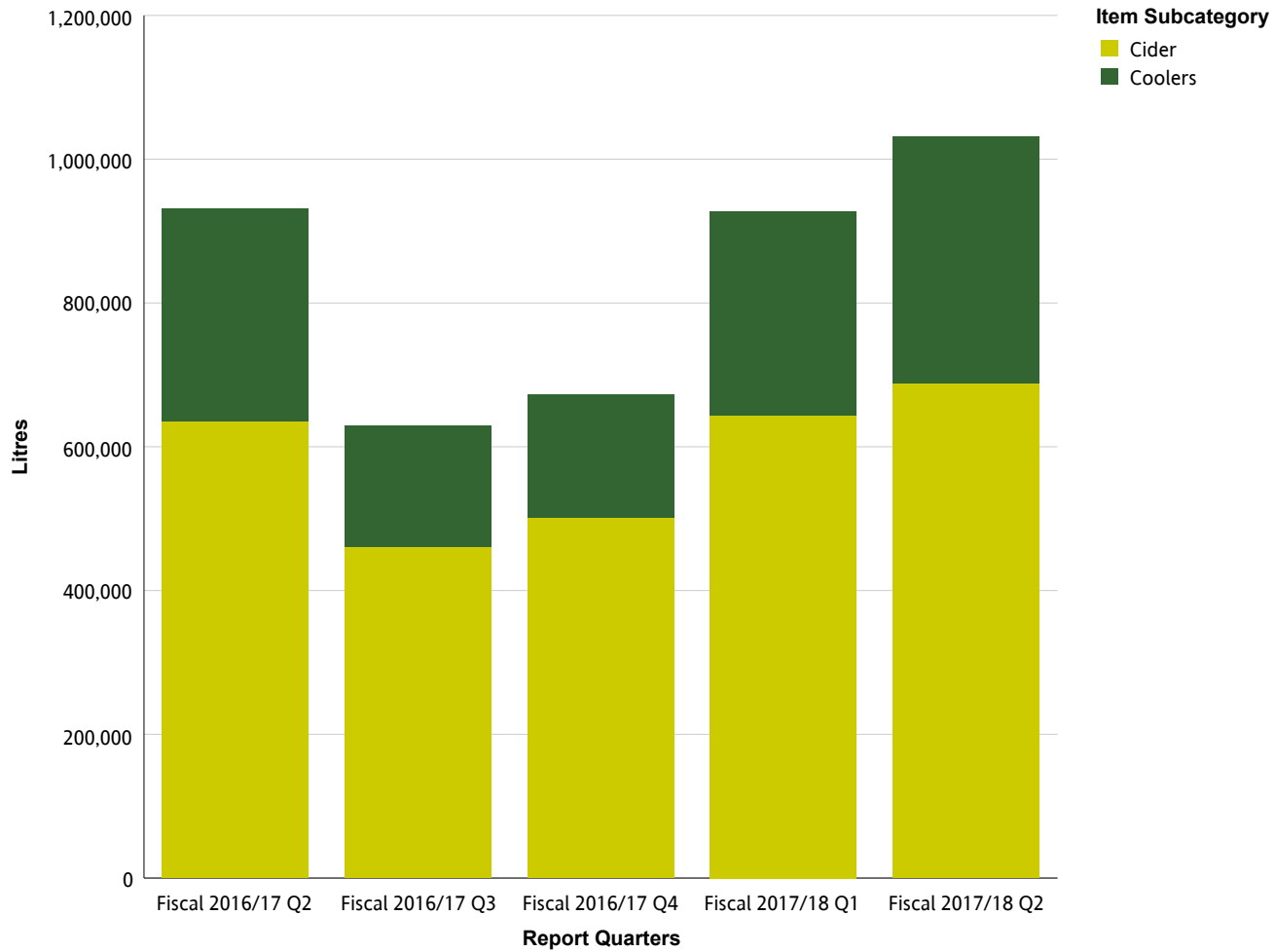


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Cider	Domestic Cider	\$1,889,288	\$1,272,900	\$1,422,945	\$1,963,200	\$2,271,661
	Import Cider	\$1,443,512	\$1,139,424	\$1,230,754	\$1,514,003	\$1,475,412
	<b>Summary</b>	<b>\$3,332,800</b>	<b>\$2,412,324</b>	<b>\$2,653,699</b>	<b>\$3,477,203</b>	<b>\$3,747,073</b>
Coolers	Malt-Based Coolers	\$255,133	\$132,902	\$116,908	\$227,397	\$209,619
	Spirit Coolers	\$1,375,175	\$832,585	\$882,309	\$1,348,636	\$1,686,770
	Wine/Fruit Coolers	\$71,843	\$50,161	\$43,621	\$71,284	\$74,528
	<b>Summary</b>	<b>\$1,702,151</b>	<b>\$1,015,648</b>	<b>\$1,042,838</b>	<b>\$1,647,317</b>	<b>\$1,970,917</b>
<b>Summary</b>		<b>\$5,034,951</b>	<b>\$3,427,971</b>	<b>\$3,696,537</b>	<b>\$5,124,520</b>	<b>\$5,717,990</b>

## Refreshment Beverages Sales (Litres)

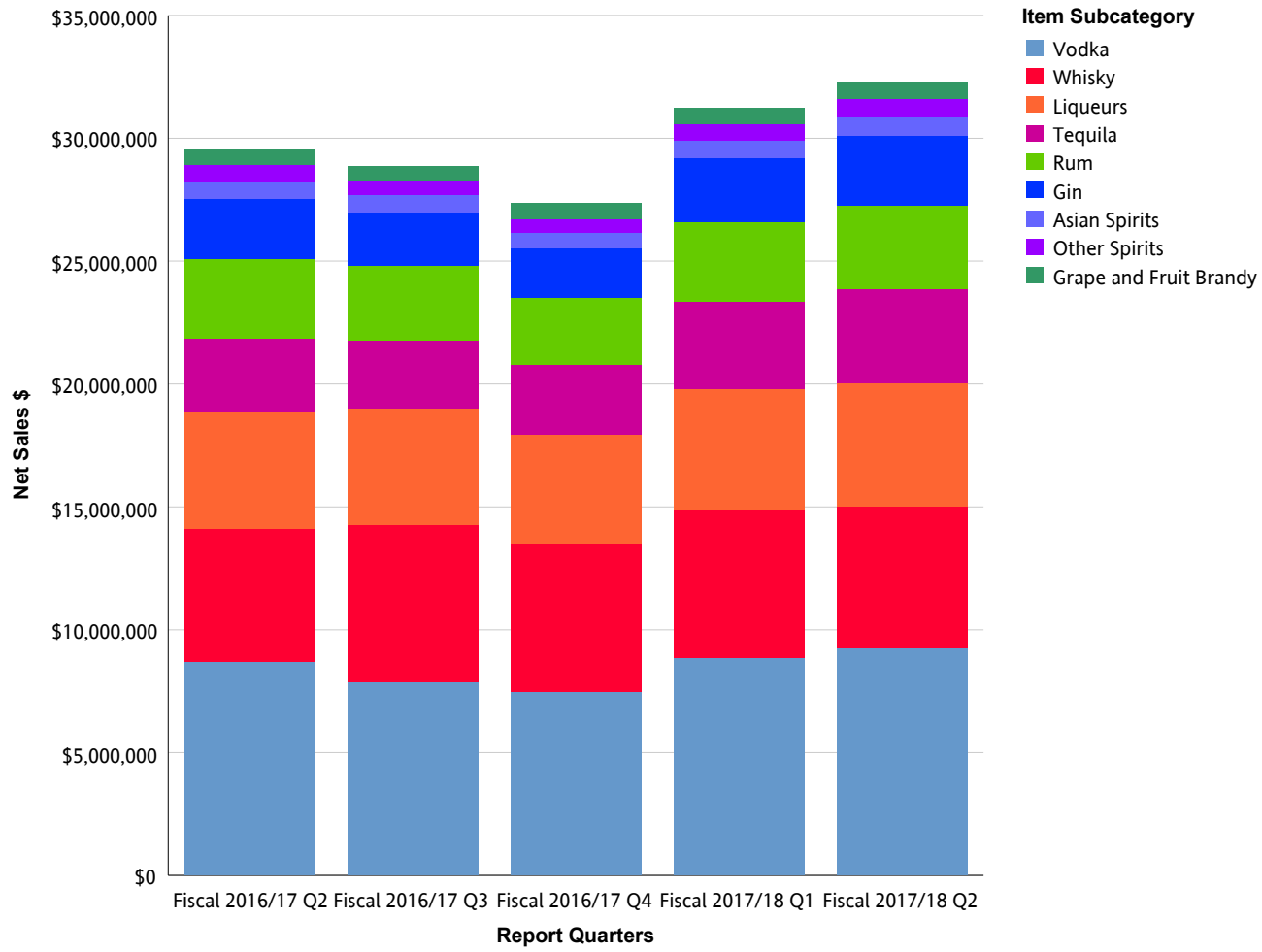


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Cider	Domestic Cider	363,721	247,195	275,806	369,881	420,685
	Import Cider	271,164	214,344	225,010	273,450	268,419
	<b>Summary</b>	<b>634,885</b>	<b>461,539</b>	<b>500,816</b>	<b>643,331</b>	<b>689,105</b>
Coolers	Malt-Based Coolers	46,762	23,174	20,844	40,958	37,905
	Spirit Coolers	238,923	137,753	144,266	233,360	293,748
	Wine/Fruit Coolers	10,338	7,277	6,077	9,957	10,985
	<b>Summary</b>	<b>296,022</b>	<b>168,203</b>	<b>171,186</b>	<b>284,274</b>	<b>342,637</b>
<b>Summary</b>		<b>930,907</b>	<b>629,742</b>	<b>672,002</b>	<b>927,605</b>	<b>1,031,742</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Asian Spirits	China Spirits	\$72,047	\$75,786	\$87,360	\$85,087	\$106,849
	Korea Spirits	\$553,412	\$560,204	\$494,598	\$557,349	\$582,909
	Other Country Asian Spirits	\$46,562	\$49,041	\$44,786	\$44,799	\$49,272
	<b>Summary</b>	<b>\$672,020</b>	<b>\$685,031</b>	<b>\$626,743</b>	<b>\$687,235</b>	<b>\$739,030</b>
Gin	Dry Gin	\$2,365,999	\$2,106,399	\$1,952,042	\$2,486,944	\$2,682,314
	Flavoured Gin	\$73,014	\$43,260	\$42,944	\$80,096	\$92,992
	Other Gin	\$28,416	\$24,552	\$24,887	\$56,769	\$69,235
	<b>Summary</b>	<b>\$2,467,430</b>	<b>\$2,174,212</b>	<b>\$2,019,872</b>	<b>\$2,623,809</b>	<b>\$2,844,540</b>
Grape and Fruit Brandy	Armagnac	\$6,457	\$12,727	\$14,441	\$19,141	\$8,109
	Brandy	\$166,833	\$150,570	\$135,699	\$154,078	\$171,448
	Cognac	\$323,015	\$345,276	\$370,163	\$385,453	\$367,017
	Eau de Vie	\$32,010	\$38,048	\$43,831	\$25,986	\$28,000
	Grappa And Marc	\$16,683	\$16,150	\$23,726	\$21,360	\$20,826
	Pisco	\$66,447	\$44,978	\$55,202	\$61,865	\$72,841
	<b>Summary</b>	<b>\$611,445</b>	<b>\$607,749</b>	<b>\$643,061</b>	<b>\$667,882</b>	<b>\$668,241</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,622,189	\$1,765,640	\$1,676,734	\$1,720,864	\$1,713,094
	Coffee And Cocoa Liqueurs	\$311,925	\$374,560	\$321,264	\$316,737	\$328,273
	Cream/Dairy Liqueurs	\$470,568	\$560,261	\$476,678	\$474,381	\$499,974
	Fruit Liqueurs	\$1,617,190	\$1,339,446	\$1,340,535	\$1,657,251	\$1,705,094
	Nut Liqueurs	\$286,453	\$282,259	\$263,246	\$288,118	\$286,816
	Other Liqueurs	\$255,780	\$266,291	\$248,023	\$276,289	\$273,478
	Whiskey Liqueurs	\$159,383	\$183,555	\$165,274	\$178,882	\$173,364
	<b>Summary</b>	<b>\$4,723,488</b>	<b>\$4,772,013</b>	<b>\$4,491,753</b>	<b>\$4,912,521</b>	<b>\$4,980,093</b>
Other Spirits	Cachaca	\$24,590	\$14,138	\$15,198	\$15,802	\$20,325
	Flavoured Spirits	\$141,616	\$140,050	\$134,165	\$139,984	\$165,639
	Miscellaneous/Other Spirits	\$59,691	\$67,878	\$61,719	\$74,167	\$102,245

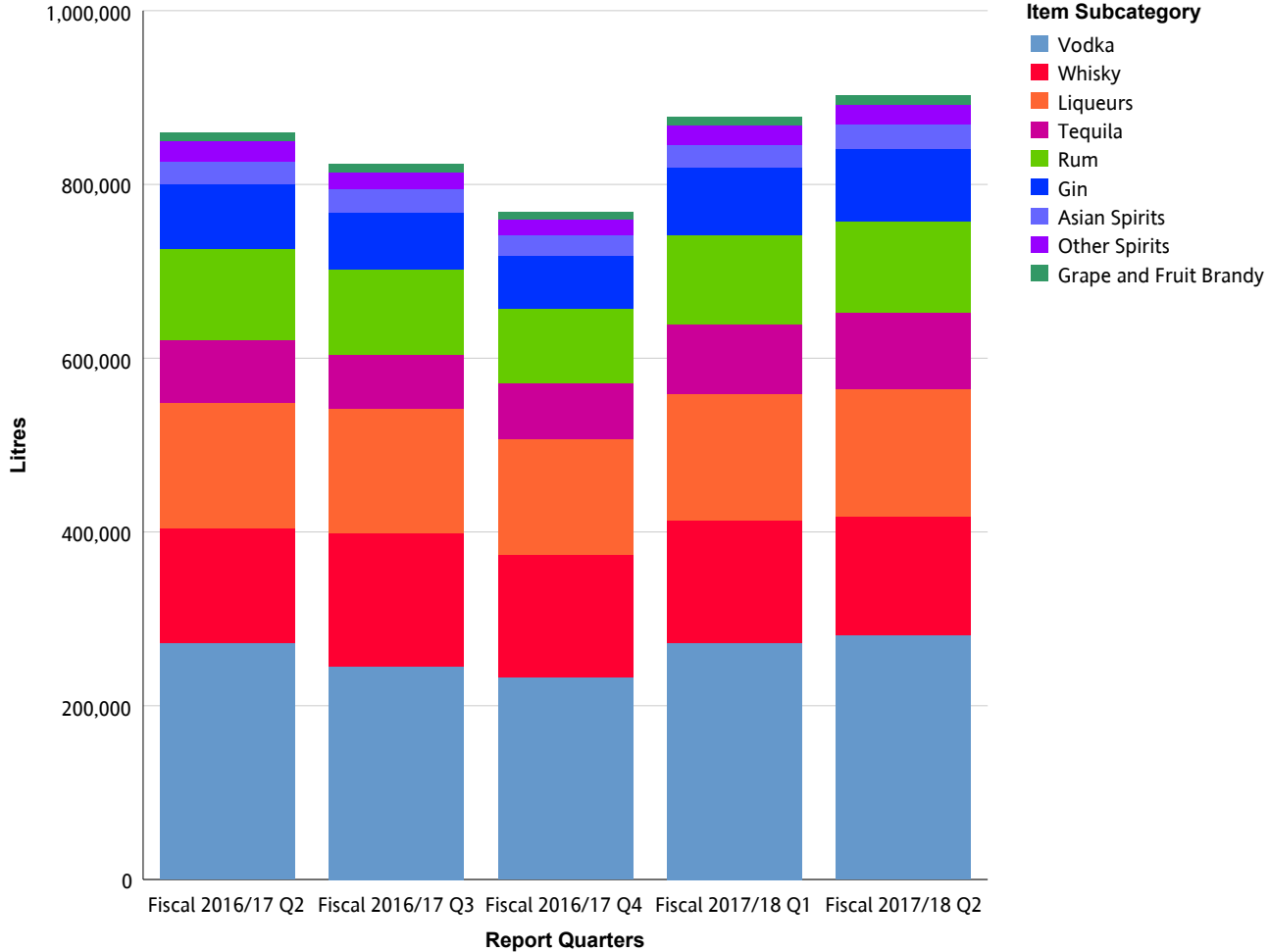
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Other Spirits	Moonshine Spirits	\$3,430	\$2,034	\$1,884	\$3,311	\$3,034
	Ready to Mix Cocktails	\$451,788	\$353,176	\$334,924	\$444,061	\$445,597
	Ready to Serve Cocktails	\$4,684	\$4,238	\$2,070	\$2,028	\$2,247
	Schnapps and Akvavit	\$26,430	\$8,361	\$9,070	\$7,213	\$9,893
	<b>Summary</b>	<b>\$712,228</b>	<b>\$589,875</b>	<b>\$559,032</b>	<b>\$686,566</b>	<b>\$748,981</b>
Rum	Amber Rum	\$422,891	\$301,781	\$293,272	\$365,391	\$378,875
	Dark Rum	\$400,528	\$498,652	\$434,457	\$477,663	\$442,922
	Flavoured Rum	\$32,287	\$19,688	\$18,247	\$26,853	\$27,500
	Spiced Rum	\$843,533	\$1,017,716	\$868,054	\$882,316	\$881,803
	White Rum	\$1,538,850	\$1,211,258	\$1,106,177	\$1,472,405	\$1,643,514
	<b>Summary</b>	<b>\$3,238,089</b>	<b>\$3,049,096</b>	<b>\$2,720,207</b>	<b>\$3,224,628</b>	<b>\$3,374,614</b>
Tequila	Blanco/Silver Tequila	\$1,116,610	\$1,011,139	\$1,054,194	\$1,371,869	\$1,521,271
	Flavoured Tequila	\$7,660	\$10,451	\$18,152	\$23,017	\$19,808
	Gold Tequila	\$1,826,223	\$1,673,336	\$1,699,513	\$2,123,280	\$2,251,471
	Mezcal	\$37,727	\$49,121	\$44,435	\$75,726	\$63,367
	<b>Summary</b>	<b>\$2,988,220</b>	<b>\$2,744,047</b>	<b>\$2,816,294</b>	<b>\$3,593,893</b>	<b>\$3,855,917</b>
Vodka	Flavoured Vodka	\$860,512	\$726,626	\$704,281	\$877,302	\$818,165
	Straight Vodka	\$7,829,111	\$7,150,753	\$6,796,119	\$7,979,451	\$8,418,123
	<b>Summary</b>	<b>\$8,689,623</b>	<b>\$7,877,380</b>	<b>\$7,500,400</b>	<b>\$8,856,753</b>	<b>\$9,236,289</b>
Whisky	American Whiskey	\$561,315	\$634,370	\$592,978	\$565,533	\$554,934
	Blended Malt Scotch Whisky	\$1,738	\$5,485	\$6,313	\$6,118	\$5,211
	Blended Scotch Whisky	\$351,272	\$361,841	\$309,353	\$336,684	\$332,478
	Bourbon Whiskey	\$991,769	\$1,161,678	\$1,175,779	\$1,159,260	\$1,148,843
	Canadian Whisky	\$1,807,207	\$2,129,007	\$1,818,766	\$1,929,779	\$1,848,586
	Flavoured Whisky	\$198	\$763	\$39	\$103	\$156
	Irish Whiskey	\$942,463	\$1,081,854	\$1,196,441	\$1,108,759	\$1,082,237
	Other Country Whisky	\$33,858	\$54,334	\$50,086	\$61,945	\$64,926
	Single Malt Scotch Whisky	\$743,517	\$948,791	\$823,990	\$832,846	\$767,942

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Whisky	Summary	\$5,433,337	\$6,378,122	\$5,973,744	\$6,001,027	\$5,805,313
Summary		\$29,535,881	\$28,877,525	\$27,351,106	\$31,254,314	\$32,253,017

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Asian Spirits	China Spirits	812	858	815	954	1,128
	Korea Spirits	24,165	24,485	21,711	24,272	25,024
	Other Country Asian Spirits	1,010	973	944	944	1,049
	<b>Summary</b>	<b>25,987</b>	<b>26,316</b>	<b>23,469</b>	<b>26,171</b>	<b>27,201</b>
Gin	Dry Gin	72,644	64,512	59,326	74,681	79,864
	Flavoured Gin	2,126	1,170	1,168	2,205	2,564
	Other Gin	495	422	421	945	1,194
	<b>Summary</b>	<b>75,265</b>	<b>66,104</b>	<b>60,915</b>	<b>77,831</b>	<b>83,622</b>
Grape and Fruit Brandy	Armagnac	47	64	63	63	64
	Brandy	5,345	4,757	4,357	4,882	5,411
	Cognac	2,317	2,686	2,430	2,762	2,997
	Eau de Vie	420	541	606	370	386
	Grappa And Marc	270	260	230	307	279
	Pisco	1,365	920	1,103	1,300	1,478
	<b>Summary</b>	<b>9,766</b>	<b>9,230</b>	<b>8,790</b>	<b>9,684</b>	<b>10,615</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	42,375	46,000	43,599	44,578	44,154
	Coffee And Cocoa Liqueurs	10,711	12,807	10,909	10,675	11,003
	Cream/Dairy Liqueurs	14,126	17,449	14,370	14,001	14,720
	Fruit Liqueurs	55,435	44,617	43,149	53,989	55,356
	Nut Liqueurs	9,452	9,040	8,303	9,444	9,377
	Other Liqueurs	8,322	9,185	8,259	8,637	8,519
	Whiskey Liqueurs	4,237	4,827	4,121	4,436	4,364
	<b>Summary</b>	<b>144,657</b>	<b>143,925</b>	<b>132,710</b>	<b>145,761</b>	<b>147,492</b>
Other Spirits	Cachaca	628	351	375	381	487
	Flavoured Spirits	2,365	2,314	2,189	2,295	2,767
	Miscellaneous/Other Spirits	1,059	1,193	1,135	1,318	1,780

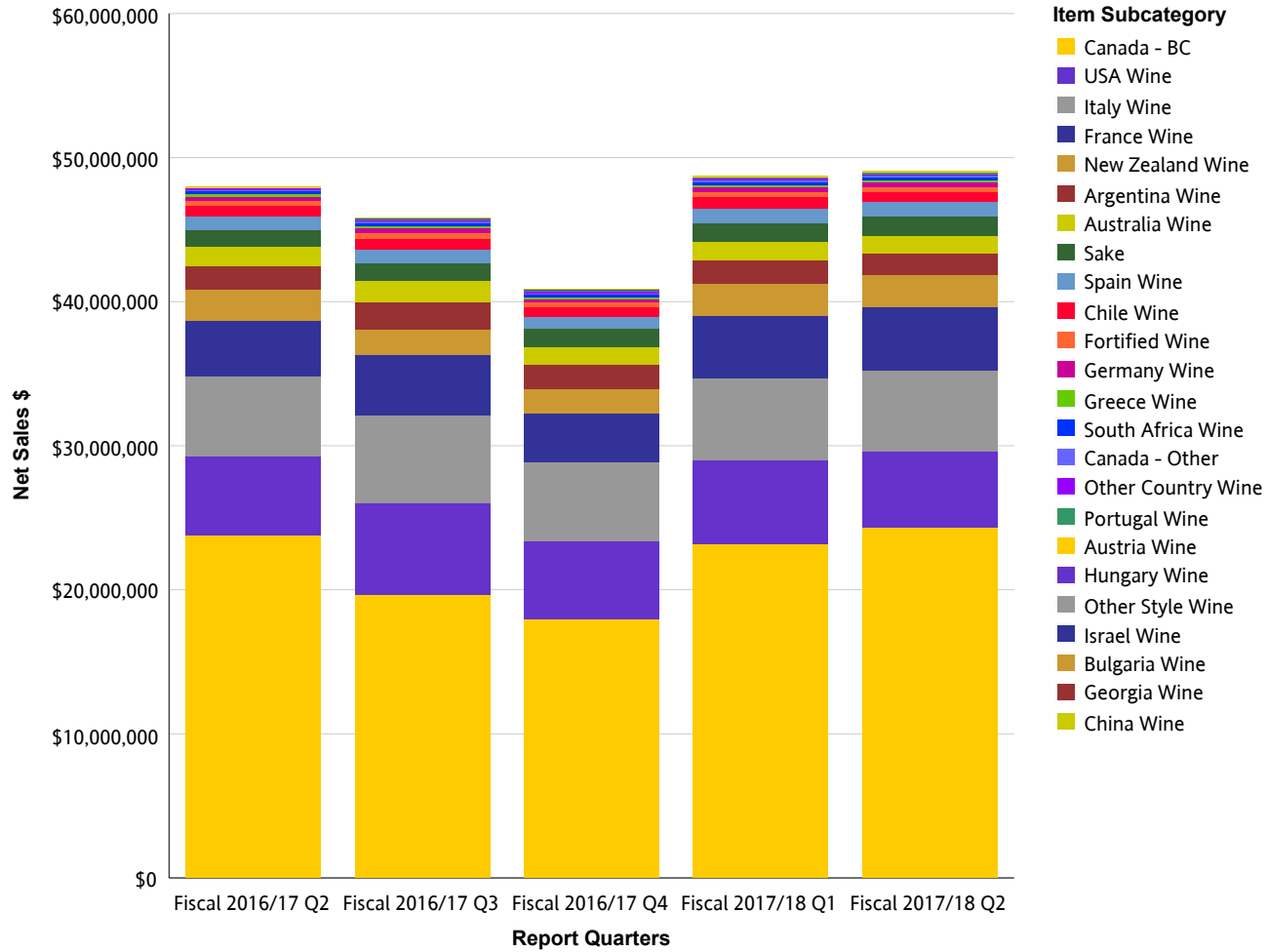
## Spirits Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Other Spirits	Moonshine Spirits	78	51	44	84	91
	Ready to Mix Cocktails	19,132	14,796	14,023	18,522	18,048
	Ready to Serve Cocktails	172	120	53	70	73
	Schnapps and Akvavit	525	170	175	148	193
	<b>Summary</b>	<b>23,960</b>	<b>18,995</b>	<b>17,993</b>	<b>22,819</b>	<b>23,440</b>
Rum	Amber Rum	12,028	8,873	8,415	10,458	10,851
	Dark Rum	12,332	15,327	13,077	14,292	13,303
	Flavoured Rum	1,090	649	600	877	904
	Spiced Rum	25,940	31,151	25,961	26,718	26,127
	White Rum	53,018	41,734	37,985	49,564	54,596
	<b>Summary</b>	<b>104,408</b>	<b>97,734</b>	<b>86,037</b>	<b>101,910</b>	<b>105,781</b>
Tequila	Blanco/Silver Tequila	24,713	21,004	22,017	29,144	32,565
	Flavoured Tequila	169	162	261	441	405
	Gold Tequila	46,145	40,342	41,413	50,094	53,539
	Mezcal	468	598	528	885	872
	<b>Summary</b>	<b>71,494</b>	<b>62,105</b>	<b>64,219</b>	<b>80,565</b>	<b>87,381</b>
Vodka	Flavoured Vodka	26,228	21,390	20,727	26,211	24,252
	Straight Vodka	246,113	223,541	211,897	245,808	257,183
	<b>Summary</b>	<b>272,340</b>	<b>244,931</b>	<b>232,624</b>	<b>272,019</b>	<b>281,436</b>
Whisky	American Whiskey	14,723	16,121	14,737	14,036	13,631
	Blended Malt Scotch Whisky	20	54	67	70	57
	Blended Scotch Whisky	6,738	7,209	5,867	6,257	6,144
	Bourbon Whiskey	21,304	24,105	24,280	24,173	23,790
	Canadian Whisky	58,930	69,878	59,465	62,021	58,821
	Flavoured Whisky	6	15	1	3	4
	Irish Whiskey	23,289	26,784	28,991	26,522	25,831
	Other Country Whisky	276	471	432	523	569
	Single Malt Scotch Whisky	7,083	8,847	7,541	7,712	7,141

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Whisky	<b>Summary</b>	<b>132,368</b>	<b>153,484</b>	<b>141,381</b>	<b>141,316</b>	<b>135,987</b>
<b>Summary</b>		<b>860,246</b>	<b>822,824</b>	<b>768,139</b>	<b>878,076</b>	<b>902,956</b>

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Argentina Wine	Argentina Red Wine	\$1,553,614	\$1,842,172	\$1,640,508	\$1,521,156	\$1,360,119
	Argentina Rose Wine	\$1,988	\$144	\$1,043	\$1,588	\$3,727
	Argentina Sparkling Wine	\$339	\$454	\$80	\$873	\$239
	Argentina White Wine	\$82,460	\$79,747	\$52,883	\$94,213	\$72,308
	<b>Summary</b>	<b>\$1,638,402</b>	<b>\$1,922,517</b>	<b>\$1,694,514</b>	<b>\$1,617,831</b>	<b>\$1,436,393</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$946,785	\$1,180,273	\$949,967	\$959,230	\$819,645
	Australia Rose Wine	\$1,557	\$374	\$1,112	\$4,794	\$27,191
	Australia Sparkling Wine	\$42,200	\$46,730	\$30,962	\$42,535	\$53,817
	Australia White Wine	\$317,310	\$253,867	\$236,072	\$300,241	\$325,699
	<b>Summary</b>	<b>\$1,307,852</b>	<b>\$1,481,243</b>	<b>\$1,218,114</b>	<b>\$1,306,800</b>	<b>\$1,226,352</b>
Austria Wine	Austria Red Wine	\$3,310	\$4,087	\$31,950	\$17,452	\$35,125
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Austria White Wine	\$23,262	\$18,861	\$26,196	\$12,957	\$18,530
	<b>Summary</b>	<b>\$26,572</b>	<b>\$22,948</b>	<b>\$58,146</b>	<b>\$30,409</b>	<b>\$53,656</b>
Bulgaria Wine	Bulgaria Red Wine	\$28	\$778	\$198	\$775	\$97
	Bulgaria Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$28</b>	<b>\$778</b>	<b>\$198</b>	<b>\$775</b>	<b>\$97</b>
Canada - BC	Canada - BC Dessert Wine	\$18,626	\$9,177	\$16,672	\$15,820	\$22,737
	Canada - BC Fruit Wine	\$89,556	\$47,513	\$42,576	\$78,775	\$117,149
	Canada - BC Ice Wine	\$59,614	\$50,762	\$47,636	\$53,538	\$70,479
	Canada - BC Red Wine	\$10,103,906	\$10,120,855	\$9,218,087	\$10,137,877	\$10,008,733
	Canada - BC Rose Wine	\$688,420	\$206,929	\$214,086	\$863,001	\$1,235,943
	Canada - BC Sparkling Wine	\$614,772	\$485,685	\$409,702	\$666,004	\$735,769

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Canada - BC	Canada - BC White Wine	\$12,191,558	\$8,726,164	\$8,042,946	\$11,326,909	\$12,136,939
	<b>Summary</b>	<b>\$23,766,454</b>	<b>\$19,647,086</b>	<b>\$17,991,704</b>	<b>\$23,141,923</b>	<b>\$24,327,748</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$848	\$897	\$801	\$863	\$166
	Canada - Other Ice Wine	\$4,864	\$2,689	\$979	\$887	\$2,143
	Canada - Other Red Wine	\$2,429	\$3,651	\$6,108	\$14,291	\$9,504
	Canada - Other Rose Wine	\$0	\$0	\$0	\$0	\$929
	Canada - Other Sparkling Wine	\$105,268	\$108,172	\$71,257	\$134,102	\$105,773
	Canada - Other White Wine	\$8,474	\$17,835	\$11,311	\$20,930	\$11,534
	<b>Summary</b>	<b>\$121,883</b>	<b>\$133,243</b>	<b>\$90,456</b>	<b>\$171,074</b>	<b>\$130,050</b>
Chile Wine	Chile Fruit and Dessert Wine	\$1,492	\$1,637	\$1,375	\$1,839	\$1,814
	Chile Red Wine	\$399,701	\$472,491	\$440,998	\$454,508	\$389,721
	Chile Rose Wine	\$8,692	\$1,366	\$1,171	\$4,238	\$2,092
	Chile Sparkling Wine	\$3,887	\$2,482	\$1,673	\$2,903	\$835
	Chile White Wine	\$285,662	\$255,505	\$207,419	\$328,131	\$334,542
	<b>Summary</b>	<b>\$699,435</b>	<b>\$733,481</b>	<b>\$652,638</b>	<b>\$791,619</b>	<b>\$729,004</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	\$61	\$0	\$0	\$0	\$1,170
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$61</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,170</b>
Fortified Wine	Other Fortified Domestic Wine	\$63,403	\$49,885	\$47,883	\$50,245	\$53,039
	Other Fortified Import Wine	\$99,929	\$97,562	\$94,966	\$99,330	\$95,106
	Port Wine	\$93,491	\$137,772	\$95,608	\$92,199	\$98,716
	Sherry Wine	\$17,518	\$23,467	\$16,808	\$24,981	\$17,811
	Vermouth Wine	\$81,889	\$108,966	\$99,106	\$103,036	\$97,506
	<b>Summary</b>	<b>\$356,231</b>	<b>\$417,653</b>	<b>\$354,372</b>	<b>\$369,791</b>	<b>\$362,179</b>
France Wine	France Champagne Wine	\$1,378,101	\$1,664,131	\$1,086,264	\$1,551,256	\$1,561,265
	France Fruit and Dessert Wine	\$9,864	\$11,351	\$7,138	\$9,239	\$10,243

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
France Wine	France Red Wine	\$1,114,183	\$1,449,092	\$1,259,219	\$1,271,408	\$1,198,146
	France Rose Wine	\$279,293	\$79,688	\$93,420	\$389,271	\$450,695
	France Sparkling Wine	\$208,757	\$204,153	\$159,192	\$203,855	\$196,061
	France White Wine	\$873,801	\$815,488	\$787,930	\$921,670	\$1,001,485
	<b>Summary</b>	<b>\$3,864,000</b>	<b>\$4,223,902</b>	<b>\$3,393,163</b>	<b>\$4,346,700</b>	<b>\$4,417,895</b>
Georgia Wine	Georgia Red Wine	\$234	\$434	\$408	\$187	\$122
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$234</b>	<b>\$434</b>	<b>\$408</b>	<b>\$187</b>	<b>\$122</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$93	\$93	\$0	\$0
	Germany Red Wine	\$3,269	\$1,039	\$2,427	\$6,263	\$2,319
	Germany Rose Wine	\$12	\$0	\$13	\$1,967	\$492
	Germany Sparkling Wine	\$142,785	\$172,796	\$109,322	\$164,850	\$172,112
	Germany White Wine	\$135,575	\$122,665	\$124,221	\$106,565	\$120,627
	<b>Summary</b>	<b>\$281,641</b>	<b>\$296,593</b>	<b>\$236,076</b>	<b>\$279,645</b>	<b>\$295,549</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Greece Red Wine	\$93,094	\$101,559	\$83,870	\$98,335	\$82,949
	Greece Rose Wine	\$0	\$0	\$0	\$384	\$0
	Greece White Wine	\$84,362	\$72,718	\$62,574	\$84,879	\$73,939
	<b>Summary</b>	<b>\$177,456</b>	<b>\$174,277</b>	<b>\$146,444</b>	<b>\$183,598</b>	<b>\$156,888</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$4,931	\$5,115	\$4,377	\$3,820	\$4,493
	Hungary Red Wine	\$1,519	\$672	\$1,355	\$1,499	\$1,282
	Hungary Sparkling Wine	\$3,849	\$8,214	\$6,415	\$10,746	\$10,283
	Hungary White Wine	\$16,747	\$11,582	\$10,685	\$15,656	\$19,609
	<b>Summary</b>	<b>\$27,045</b>	<b>\$25,582</b>	<b>\$22,833</b>	<b>\$31,722</b>	<b>\$35,667</b>
Israel Wine	Israel Red Wine	\$964	\$820	\$1,553	\$2,549	\$2,738
	Israel Rose Wine	\$16	\$48	\$0	\$0	\$240
	Israel White Wine	\$850	\$493	\$1,325	\$731	\$680
	<b>Summary</b>	<b>\$1,830</b>	<b>\$1,360</b>	<b>\$2,878</b>	<b>\$3,279</b>	<b>\$3,657</b>

## Wine Sales (Net \$)

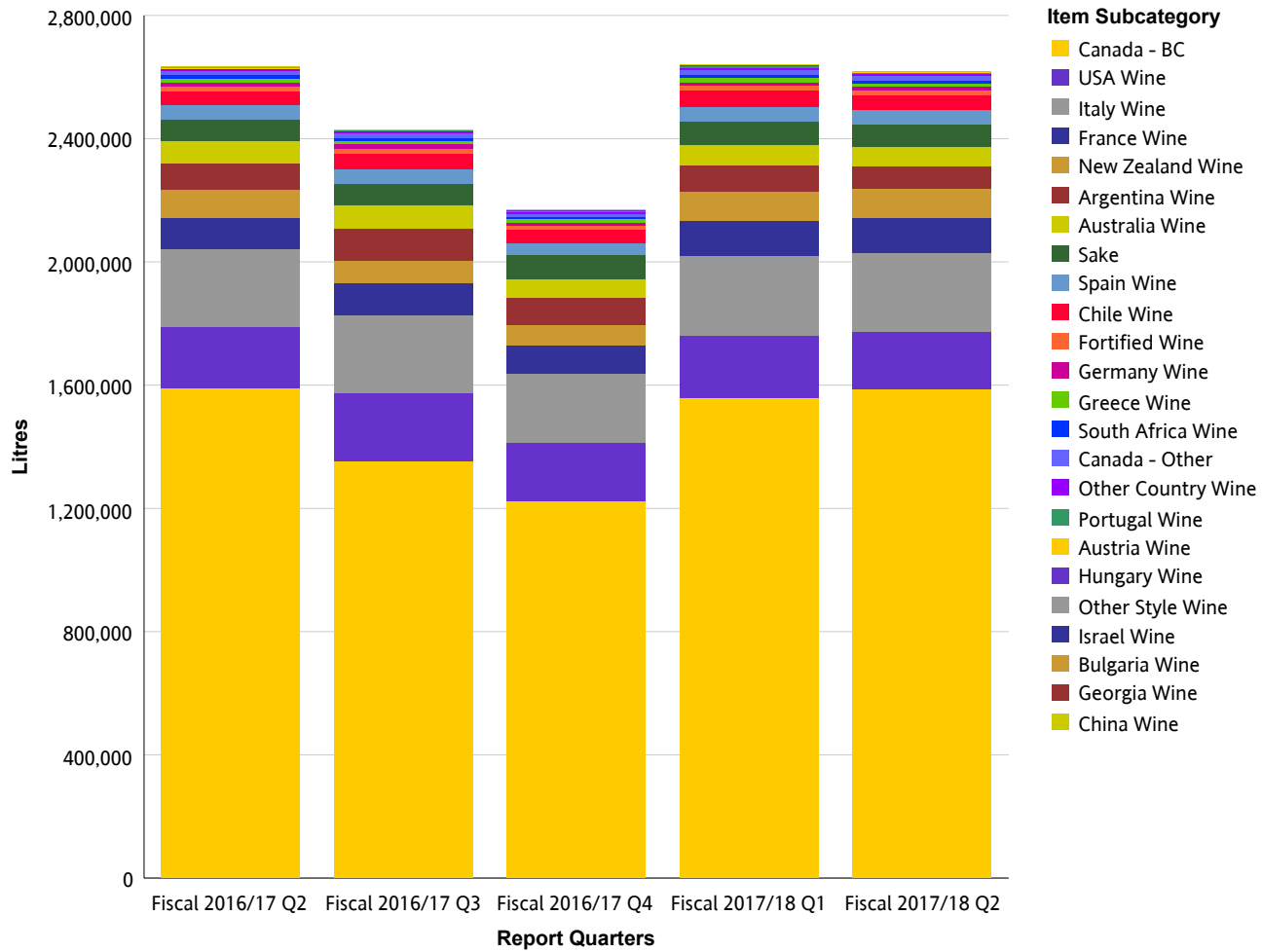
Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Italy Wine	Italy Fruit and Dessert Wine	\$2,667	\$3,842	\$4,791	\$1,464	\$1,241
	Italy Red Wine	\$2,770,180	\$3,573,388	\$3,355,827	\$2,803,603	\$2,522,855
	Italy Rose Wine	\$44,303	\$14,760	\$17,539	\$49,611	\$92,092
	Italy Sparkling Wine	\$504,715	\$462,000	\$362,841	\$490,122	\$485,702
	Italy White Wine	\$1,648,112	\$1,437,473	\$1,317,437	\$1,611,072	\$1,709,000
	Prosecco Wine	\$559,829	\$561,599	\$469,210	\$731,727	\$800,753
	<b>Summary</b>	<b>\$5,529,806</b>	<b>\$6,053,062</b>	<b>\$5,527,644</b>	<b>\$5,687,598</b>	<b>\$5,611,642</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$76,866	\$82,452	\$82,055	\$77,600	\$82,266
	New Zealand Rose Wine	\$5,660	\$3,034	\$3,301	\$15,953	\$36,819
	New Zealand Sparkling Wine	\$7,805	\$5,404	\$4,035	\$6,701	\$7,653
	New Zealand White Wine	\$2,058,787	\$1,650,318	\$1,566,706	\$2,096,346	\$2,124,059
	<b>Summary</b>	<b>\$2,149,117</b>	<b>\$1,741,208</b>	<b>\$1,656,096</b>	<b>\$2,196,601</b>	<b>\$2,250,797</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$81,298	\$79,591	\$79,522	\$88,939	\$95,271
	Other Country Red Wine	\$9,166	\$16,318	\$14,070	\$21,569	\$12,194
	Other Country Rose Wine	\$1,682	\$477	\$1,773	\$3,871	\$2,956
	Other Country Sparkling Wine	\$1,004	\$388	\$681	\$1,577	\$3,129
	Other Country White Wine	\$2,720	\$4,185	\$8,404	\$13,063	\$10,308
	<b>Summary</b>	<b>\$95,871</b>	<b>\$100,960</b>	<b>\$104,449</b>	<b>\$129,018</b>	<b>\$123,856</b>
Other Style Wine	Aperitif And Flavoured Wine	\$5,146	\$4,189	\$3,683	\$5,729	\$8,061
	Mead	\$586	\$196	\$600	\$492	\$879
	Rice Wine	\$14,928	\$11,690	\$10,426	\$15,922	\$12,443
	<b>Summary</b>	<b>\$20,661</b>	<b>\$16,074</b>	<b>\$14,709</b>	<b>\$22,143</b>	<b>\$21,383</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$0	\$0	\$282	\$336	\$0
	Portugal Red Wine	\$22,131	\$38,004	\$37,659	\$42,662	\$35,056
	Portugal Rose Wine	\$4,584	\$3,006	\$3,561	\$9,076	\$8,286
	Portugal Sparkling Wine	\$0	\$0	\$2,363	\$3,448	\$3,640
	Portugal White Wine	\$23,322	\$17,673	\$18,295	\$33,338	\$34,907



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Portugal Wine	<b>Summary</b>	<b>\$50,037</b>	<b>\$58,683</b>	<b>\$62,161</b>	<b>\$88,860</b>	<b>\$81,887</b>
Sake	Japan Sake	\$705,565	\$658,077	\$696,967	\$754,670	\$830,509
	Other Country Sake	\$27,321	\$25,250	\$27,273	\$28,753	\$33,199
	USA Sake	\$484,212	\$488,321	\$528,018	\$498,632	\$458,227
	<b>Summary</b>	<b>\$1,217,098</b>	<b>\$1,171,648</b>	<b>\$1,252,258</b>	<b>\$1,282,055</b>	<b>\$1,321,935</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$32	\$130
	South Africa Red Wine	\$89,558	\$86,880	\$81,512	\$75,821	\$70,121
	South Africa Rose Wine	\$36	\$36	\$0	\$385	\$1,381
	South Africa Sparkling Wine	\$6,292	\$4,410	\$4,898	\$6,092	\$5,601
	South Africa White Wine	\$88,553	\$70,902	\$60,777	\$79,484	\$92,520
	<b>Summary</b>	<b>\$184,440</b>	<b>\$162,227</b>	<b>\$147,186</b>	<b>\$161,816</b>	<b>\$169,754</b>
Spain Wine	Spain Fruit and Dessert Wine	\$0	\$0	\$1,584	\$840	\$3,520
	Spain Red Wine	\$494,466	\$587,639	\$528,323	\$503,493	\$491,942
	Spain Rose Wine	\$25,374	\$10,924	\$11,257	\$41,655	\$61,988
	Spain Sparkling Wine	\$338,470	\$325,480	\$248,516	\$365,605	\$362,000
	Spain White Wine	\$98,037	\$80,332	\$70,439	\$109,232	\$94,078
	<b>Summary</b>	<b>\$956,347</b>	<b>\$1,004,375</b>	<b>\$860,118</b>	<b>\$1,020,824</b>	<b>\$1,013,528</b>
USA Wine	USA Fruit and Dessert Wine	\$75	\$0	\$0	\$0	\$0
	USA Red Wine	\$4,047,950	\$5,142,837	\$4,314,075	\$4,559,547	\$3,914,078
	USA Rose Wine	\$83,591	\$48,462	\$44,956	\$72,503	\$79,319
	USA Sparkling Wine	\$78,736	\$68,228	\$55,348	\$84,229	\$60,420
	USA White Wine	\$1,318,458	\$1,135,772	\$952,100	\$1,159,935	\$1,243,841
	<b>Summary</b>	<b>\$5,528,810</b>	<b>\$6,395,299</b>	<b>\$5,366,479</b>	<b>\$5,876,214</b>	<b>\$5,297,659</b>
<b>Summary</b>		<b>\$48,001,310</b>	<b>\$45,784,633</b>	<b>\$40,853,045</b>	<b>\$48,740,480</b>	<b>\$49,068,867</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Argentina Wine	Argentina Red Wine	81,572	96,258	83,996	77,887	69,602
	Argentina Rose Wine	111	9	66	142	345
	Argentina Sparkling Wine	22	19	4	46	14
	Argentina White Wine	5,109	5,034	3,218	5,970	4,280
	<b>Summary</b>	<b>86,813</b>	<b>101,319</b>	<b>87,284</b>	<b>84,045</b>	<b>74,240</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	46,876	57,689	45,434	46,981	39,414
	Australia Rose Wine	79	24	54	287	1,750
	Australia Sparkling Wine	2,556	2,851	1,770	2,524	3,218
	Australia White Wine	20,927	16,664	15,126	19,313	20,722
	<b>Summary</b>	<b>70,437</b>	<b>77,228</b>	<b>62,384</b>	<b>69,105</b>	<b>65,105</b>
Austria Wine	Austria Red Wine	116	117	297	194	374
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	0	0
	Austria White Wine	832	658	830	422	592
	<b>Summary</b>	<b>948</b>	<b>775</b>	<b>1,127</b>	<b>616</b>	<b>965</b>
Bulgaria Wine	Bulgaria Red Wine	2	44	10	37	7
	Bulgaria Sparkling Wine	0	0	0	0	0
	Bulgaria White Wine	0	0	0	0	0
	<b>Summary</b>	<b>2</b>	<b>44</b>	<b>10</b>	<b>37</b>	<b>7</b>
Canada - BC	Canada - BC Dessert Wine	322	152	284	276	315
	Canada - BC Fruit Wine	4,041	2,097	1,974	3,406	5,224
	Canada - BC Ice Wine	561	520	416	570	734
	Canada - BC Red Wine	638,768	655,670	592,663	655,315	618,962
	Canada - BC Rose Wine	34,518	10,695	11,497	46,010	68,837
	Canada - BC Sparkling Wine	23,829	19,039	16,074	25,782	28,279

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Canada - BC	Canada - BC White Wine	888,016	665,327	601,245	825,838	863,658
	<b>Summary</b>	<b>1,590,056</b>	<b>1,353,500</b>	<b>1,224,153</b>	<b>1,557,197</b>	<b>1,586,010</b>
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	12	12	11	12	2
	Canada - Other Ice Wine	40	23	8	8	26
	Canada - Other Red Wine	189	256	396	1,314	640
	Canada - Other Rose Wine	0	0	0	0	45
	Canada - Other Sparkling Wine	12,876	13,446	8,546	15,530	12,573
	Canada - Other White Wine	469	882	599	1,566	812
	<b>Summary</b>	<b>13,586</b>	<b>14,619</b>	<b>9,560</b>	<b>18,429</b>	<b>14,098</b>
Chile Wine	Chile Fruit and Dessert Wine	39	44	32	43	41
	Chile Red Wine	24,893	29,610	26,313	27,912	23,779
	Chile Rose Wine	535	80	77	306	152
	Chile Sparkling Wine	141	86	52	94	27
	Chile White Wine	21,310	18,334	15,246	23,481	23,747
	<b>Summary</b>	<b>46,918</b>	<b>48,154</b>	<b>41,721</b>	<b>51,837</b>	<b>47,746</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	2	0	0	0	2
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>
Fortified Wine	Other Fortified Domestic Wine	3,103	3,216	2,605	2,418	2,506
	Other Fortified Import Wine	3,820	3,854	3,704	4,004	3,806
	Port Wine	1,865	2,614	1,941	1,889	1,966
	Sherry Wine	538	671	525	802	565
	Vermouth Wine	5,292	6,177	5,867	6,636	6,337
	<b>Summary</b>	<b>14,616</b>	<b>16,530</b>	<b>14,642</b>	<b>15,748</b>	<b>15,180</b>
France Wine	France Champagne Wine	11,691	13,891	9,546	12,587	13,094
	France Fruit and Dessert Wine	102	136	99	123	135

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
France Wine	France Red Wine	33,701	45,675	40,170	38,314	35,394
	France Rose Wine	12,051	3,849	4,411	17,668	20,576
	France Sparkling Wine	10,718	10,484	7,918	10,167	9,648
	France White Wine	31,159	28,549	27,526	35,253	35,419
	<b>Summary</b>	<b>99,420</b>	<b>102,585</b>	<b>89,671</b>	<b>114,112</b>	<b>114,267</b>
Georgia Wine	Georgia Red Wine	10	20	18	8	5
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>10</b>	<b>20</b>	<b>18</b>	<b>8</b>	<b>5</b>
Germany Wine	Germany Fruit and Dessert Wine	0	4	4	0	0
	Germany Red Wine	129	56	77	116	73
	Germany Rose Wine	1	0	1	72	18
	Germany Sparkling Wine	7,084	8,575	5,173	7,926	8,356
	Germany White Wine	6,203	4,936	4,776	4,457	4,860
	<b>Summary</b>	<b>13,416</b>	<b>13,572</b>	<b>10,032</b>	<b>12,572</b>	<b>13,307</b>
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	0
	Greece Red Wine	6,506	7,012	5,711	6,757	5,562
	Greece Rose Wine	0	0	0	18	0
	Greece White Wine	6,136	5,211	4,360	5,974	5,323
	<b>Summary</b>	<b>12,642</b>	<b>12,223</b>	<b>10,072</b>	<b>12,748</b>	<b>10,884</b>
Hungary Wine	Hungary Fruit and Dessert Wine	54	63	50	54	52
	Hungary Red Wine	89	43	90	93	82
	Hungary Sparkling Wine	254	533	401	664	638
	Hungary White Wine	1,332	819	818	1,148	1,466
	<b>Summary</b>	<b>1,729</b>	<b>1,458</b>	<b>1,360</b>	<b>1,959</b>	<b>2,238</b>
Israel Wine	Israel Red Wine	42	34	68	112	112
	Israel Rose Wine	1	2	0	0	11
	Israel White Wine	38	22	58	32	30
	<b>Summary</b>	<b>80</b>	<b>58</b>	<b>126</b>	<b>145</b>	<b>153</b>

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Italy Wine	Italy Fruit and Dessert Wine	32	42	52	18	18
	Italy Red Wine	103,536	124,566	110,776	104,746	96,190
	Italy Rose Wine	1,868	656	765	2,186	3,905
	Italy Sparkling Wine	25,945	23,081	18,432	25,473	25,351
	Italy White Wine	97,368	80,831	75,551	92,034	96,209
	Prosecco Wine	25,343	25,739	21,287	33,021	35,477
	<b>Summary</b>	<b>254,092</b>	<b>254,915</b>	<b>226,863</b>	<b>257,479</b>	<b>257,151</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,486	2,686	2,520	2,664	2,522
	New Zealand Rose Wine	244	137	144	700	1,492
	New Zealand Sparkling Wine	257	184	133	240	260
	New Zealand White Wine	89,814	72,131	65,552	91,067	88,707
	<b>Summary</b>	<b>92,801</b>	<b>75,139</b>	<b>68,349</b>	<b>94,672</b>	<b>92,981</b>
Other Country Wine	Other Country Fruit and Dessert Wine	4,573	4,825	4,228	4,965	5,067
	Other Country Red Wine	370	602	494	871	472
	Other Country Rose Wine	62	18	72	154	112
	Other Country Sparkling Wine	16	8	11	54	92
	Other Country White Wine	81	145	244	428	398
	<b>Summary</b>	<b>5,102</b>	<b>5,598</b>	<b>5,050</b>	<b>6,471</b>	<b>6,142</b>
Other Style Wine	Aperitif And Flavoured Wine	260	188	152	273	337
	Mead	58	20	58	42	40
	Rice Wine	1,026	670	643	848	852
	<b>Summary</b>	<b>1,344</b>	<b>878</b>	<b>854</b>	<b>1,163</b>	<b>1,230</b>
Portugal Wine	Portugal Fruit and Dessert Wine	0	0	4	4	0
	Portugal Red Wine	1,052	1,726	1,709	2,081	1,550
	Portugal Rose Wine	361	239	298	657	562
	Portugal Sparkling Wine	0	0	57	105	111
	Portugal White Wine	1,447	1,058	1,018	1,888	1,918

## Wine Sales (Litres)

Litres		Fiscal 2016/17 Q2	Fiscal 2016/17 Q3	Fiscal 2016/17 Q4	Fiscal 2017/18 Q1	Fiscal 2017/18 Q2
Portugal Wine	<b>Summary</b>	<b>2,859</b>	<b>3,024</b>	<b>3,087</b>	<b>4,736</b>	<b>4,142</b>
Sake	Japan Sake	17,332	15,981	17,064	18,591	19,831
	Other Country Sake	1,456	1,443	1,427	1,393	1,471
	USA Sake	51,767	53,066	57,556	53,906	48,583
	<b>Summary</b>	<b>70,555</b>	<b>70,490</b>	<b>76,047</b>	<b>73,890</b>	<b>69,884</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	2
	South Africa Red Wine	5,171	5,342	4,606	4,172	4,033
	South Africa Rose Wine	2	2	0	19	79
	South Africa Sparkling Wine	397	277	283	346	300
	South Africa White Wine	5,428	4,372	3,663	4,944	5,528
	<b>Summary</b>	<b>10,999</b>	<b>9,994</b>	<b>8,552</b>	<b>9,482</b>	<b>9,940</b>
Spain Wine	Spain Fruit and Dessert Wine	0	0	18	18	46
	Spain Red Wine	22,130	26,318	23,546	22,331	21,046
	Spain Rose Wine	1,592	660	678	2,354	3,649
	Spain Sparkling Wine	17,262	17,030	12,696	18,631	18,318
	Spain White Wine	4,235	3,777	3,266	5,123	4,490
	<b>Summary</b>	<b>45,218</b>	<b>47,785</b>	<b>40,204</b>	<b>48,457</b>	<b>47,550</b>
USA Wine	USA Fruit and Dessert Wine	1	0	0	0	0
	USA Red Wine	130,744	163,277	140,915	145,119	123,059
	USA Rose Wine	6,846	4,101	3,945	5,572	6,453
	USA Sparkling Wine	4,022	3,667	2,439	4,403	2,869
	USA White Wine	57,078	48,959	40,166	49,939	53,690
	<b>Summary</b>	<b>198,692</b>	<b>220,004</b>	<b>187,465</b>	<b>205,034</b>	<b>186,071</b>
<b>Summary</b>		<b>2,632,339</b>	<b>2,429,910</b>	<b>2,168,631</b>	<b>2,639,942</b>	<b>2,619,298</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.