

# Hospitality Liquor Market Review

Fiscal 2018/19 Q3

December 2018



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

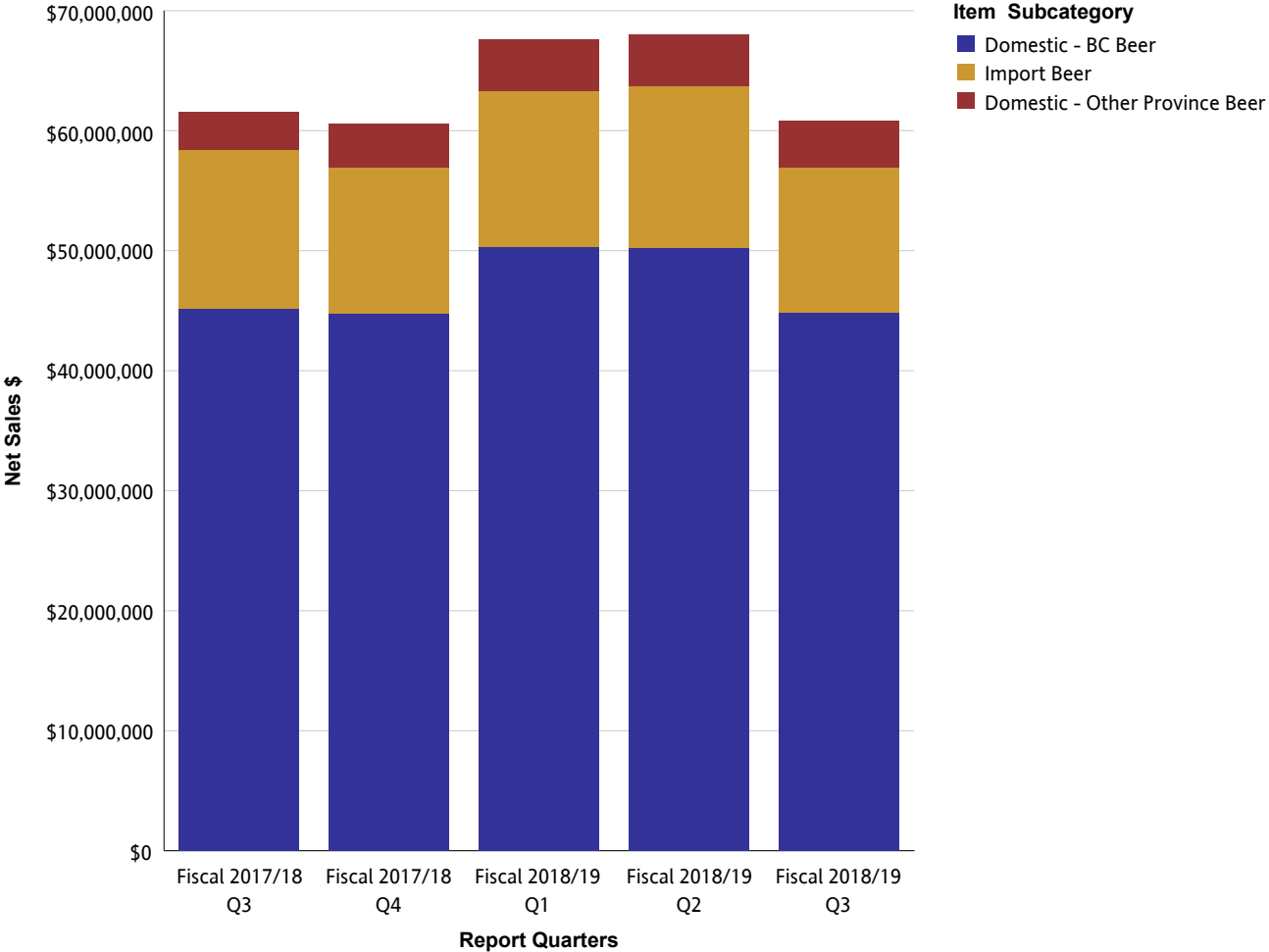
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

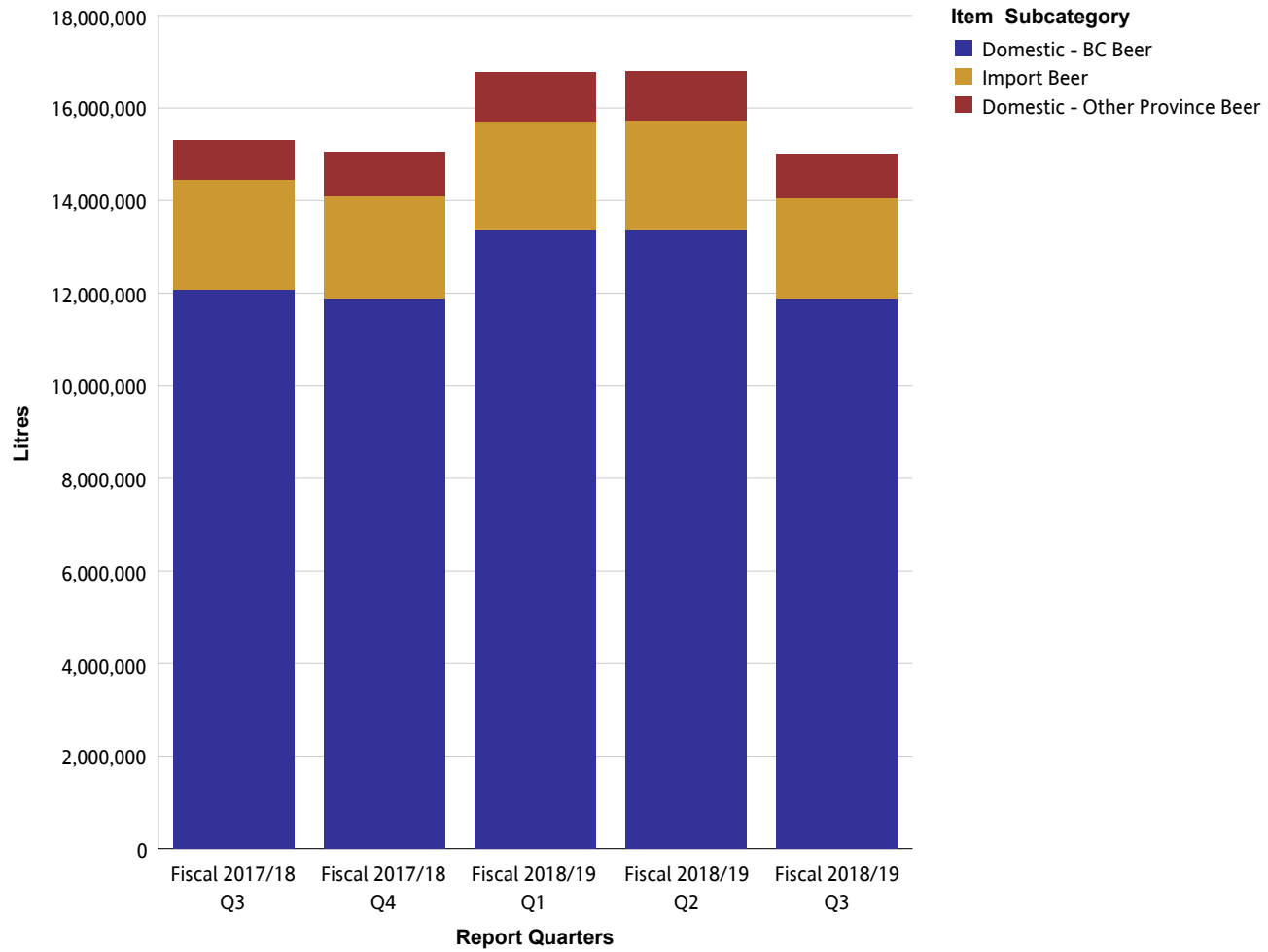


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$27,334,877	\$25,728,455	\$27,777,441	\$26,541,260	\$25,194,001
	Domestic - BC Micro Brew Beer	\$9,846,428	\$10,978,449	\$12,721,940	\$13,717,536	\$11,287,836
	Domestic - BC Regional Beer	\$8,027,658	\$8,034,166	\$9,787,176	\$9,991,253	\$8,342,818
	<b>Summary</b>	<b>\$45,208,963</b>	<b>\$44,741,071</b>	<b>\$50,286,558</b>	<b>\$50,250,049</b>	<b>\$44,824,654</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,260,116	\$2,727,732	\$3,310,016	\$3,310,005	\$2,965,429
	Domestic - Other Province Micro Brew Beer	\$55,418	\$69,290	\$76,589	\$100,290	\$73,537
	Domestic - Other Province Regional Beer	\$849,725	\$863,507	\$886,685	\$842,515	\$803,148
	<b>Summary</b>	<b>\$3,165,259</b>	<b>\$3,660,528</b>	<b>\$4,273,290</b>	<b>\$4,252,810</b>	<b>\$3,842,114</b>
Import Beer	Asia And South Pacific Beer	\$1,070,783	\$1,066,065	\$1,132,471	\$1,301,152	\$1,089,992
	Europe Beer	\$7,601,794	\$7,382,225	\$7,481,260	\$7,438,190	\$7,332,343
	Mexico And Caribbean Beer	\$2,481,989	\$2,299,444	\$3,257,905	\$3,576,991	\$2,627,805
	Other Country Beer	\$29,115	\$26,298	\$32,315	\$36,822	\$26,103
	USA Beer	\$1,988,849	\$1,431,003	\$1,162,566	\$1,110,452	\$1,044,454
	<b>Summary</b>	<b>\$13,172,530</b>	<b>\$12,205,035</b>	<b>\$13,066,517</b>	<b>\$13,463,607</b>	<b>\$12,120,697</b>
<b>Summary</b>		<b>\$61,546,752</b>	<b>\$60,606,634</b>	<b>\$67,626,365</b>	<b>\$67,966,466</b>	<b>\$60,787,465</b>

## Beer Sales (Litres)

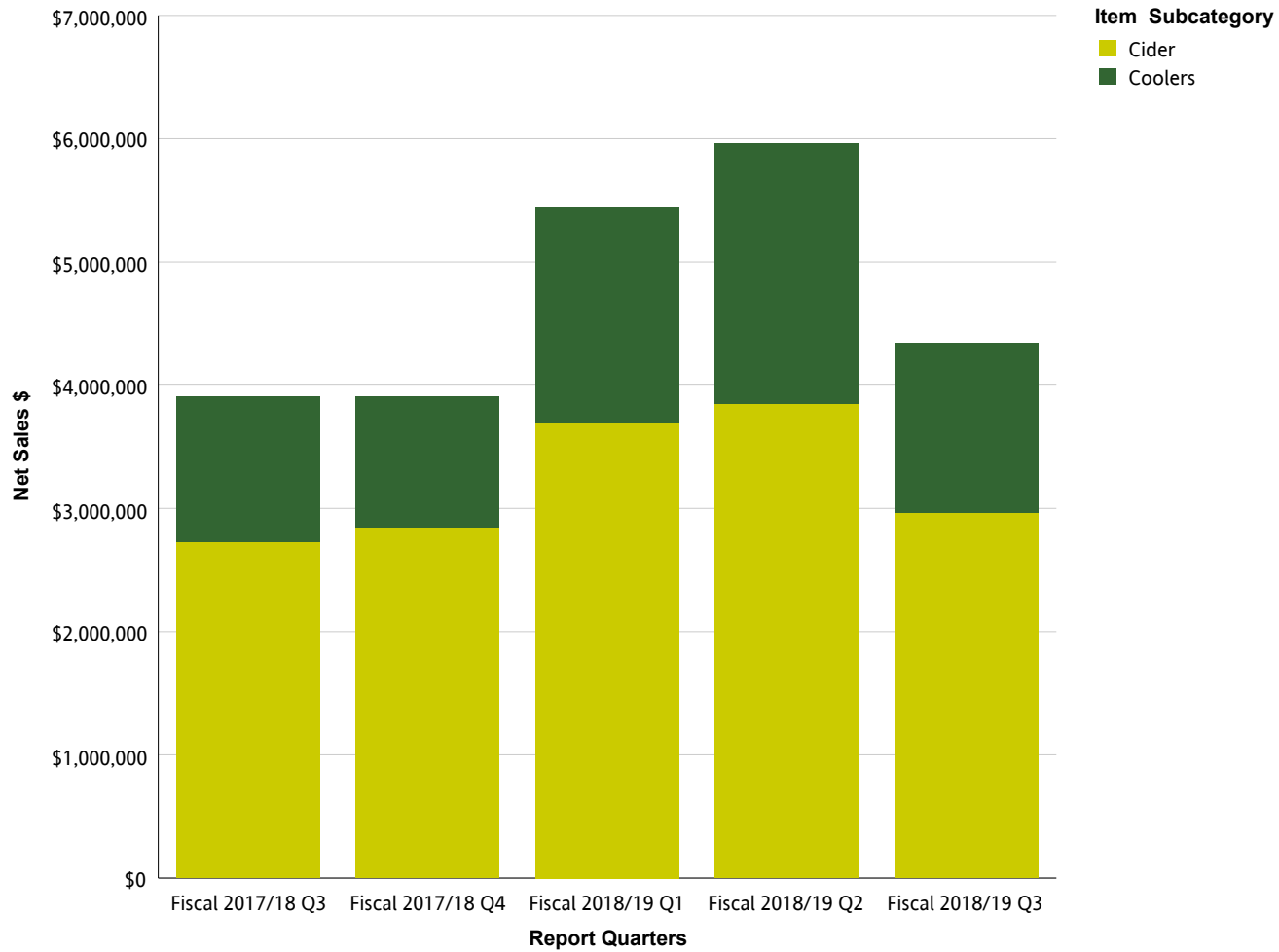


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	7,156,764	6,696,224	7,212,900	6,876,093	6,525,860
	Domestic - BC Micro Brew Beer	2,583,920	2,866,128	3,328,215	3,606,631	2,950,620
	Domestic - BC Regional Beer	2,327,126	2,331,222	2,832,044	2,877,835	2,405,134
	<b>Summary</b>	<b>12,067,810</b>	<b>11,893,575</b>	<b>13,373,158</b>	<b>13,360,559</b>	<b>11,881,614</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	587,984	676,938	785,579	783,182	697,943
	Domestic - Other Province Micro Brew Beer	6,838	9,365	11,094	13,411	9,903
	Domestic - Other Province Regional Beer	263,296	266,104	269,537	256,946	252,606
	<b>Summary</b>	<b>858,118</b>	<b>952,407</b>	<b>1,066,210</b>	<b>1,053,539</b>	<b>960,453</b>
Import Beer	Asia And South Pacific Beer	178,999	175,511	188,519	217,934	182,628
	Europe Beer	1,405,002	1,372,418	1,373,058	1,357,169	1,351,274
	Mexico And Caribbean Beer	402,143	371,601	531,180	579,888	422,408
	Other Country Beer	5,079	4,727	5,775	6,675	4,536
	USA Beer	381,563	278,188	232,994	219,517	211,665
	<b>Summary</b>	<b>2,372,786</b>	<b>2,202,444</b>	<b>2,331,526</b>	<b>2,381,183</b>	<b>2,172,511</b>
<b>Summary</b>		<b>15,298,713</b>	<b>15,048,426</b>	<b>16,770,894</b>	<b>16,795,281</b>	<b>15,014,578</b>

## Refreshment Beverages Sales (Net \$)



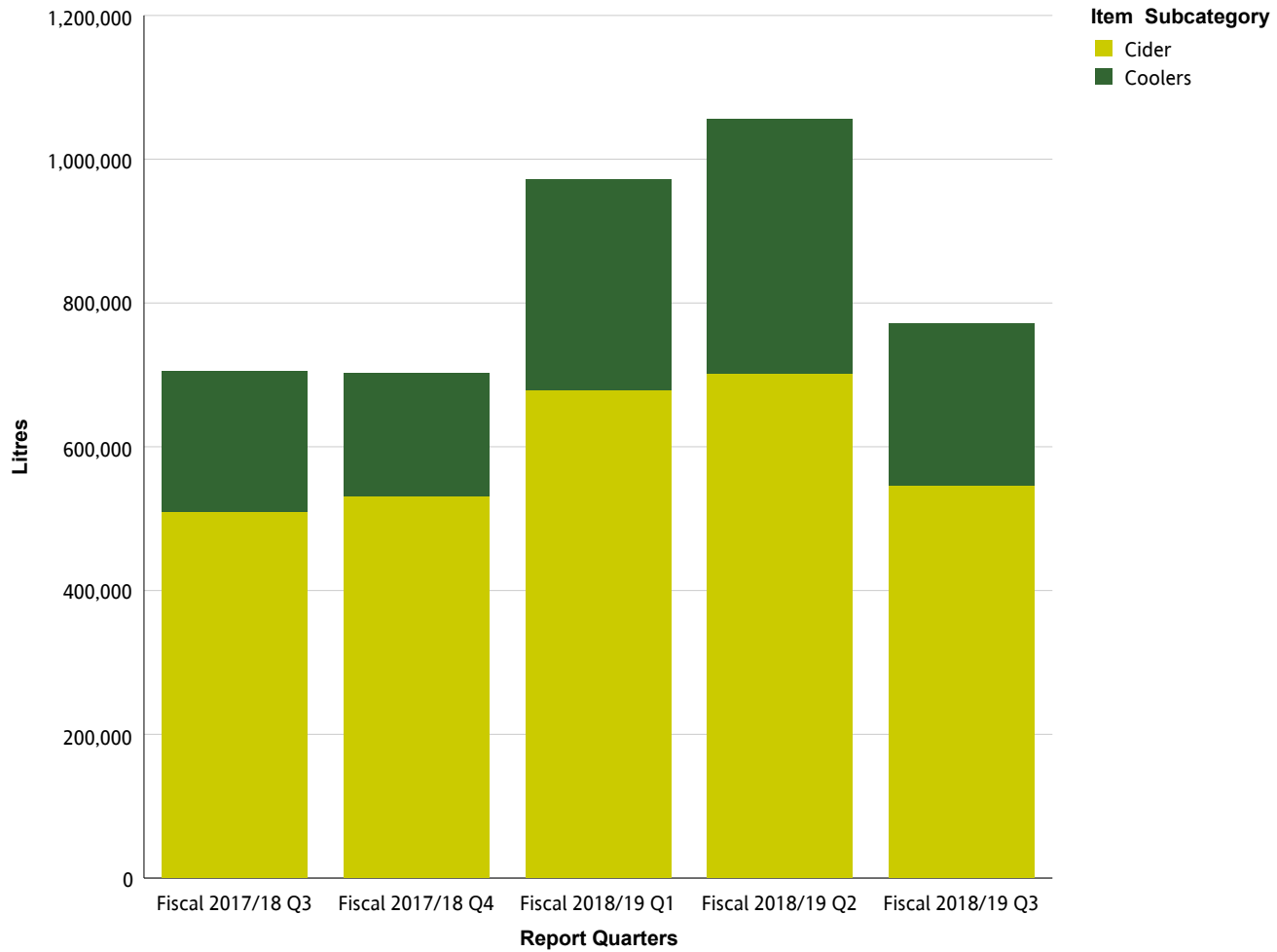


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Cider	Domestic Cider	\$1,545,975	\$1,624,880	\$2,212,020	\$2,433,809	\$1,766,004
	Import Cider	\$1,176,303	\$1,220,456	\$1,477,419	\$1,418,676	\$1,198,325
	<b>Summary</b>	<b>\$2,722,279</b>	<b>\$2,845,337</b>	<b>\$3,689,438</b>	<b>\$3,852,485</b>	<b>\$2,964,329</b>
Coolers	Malt-Based Coolers	\$96,115	\$86,414	\$83,065	\$61,935	\$36,190
	Spirit Coolers	\$1,035,457	\$931,085	\$1,594,499	\$1,981,019	\$1,299,110
	Wine/Fruit Coolers	\$52,792	\$41,056	\$68,473	\$68,389	\$40,865
	<b>Summary</b>	<b>\$1,184,364</b>	<b>\$1,058,555</b>	<b>\$1,746,037</b>	<b>\$2,111,343</b>	<b>\$1,376,166</b>
<b>Summary</b>		<b>\$3,906,643</b>	<b>\$3,903,892</b>	<b>\$5,435,476</b>	<b>\$5,963,829</b>	<b>\$4,340,495</b>

## Refreshment Beverages Sales (Litres)

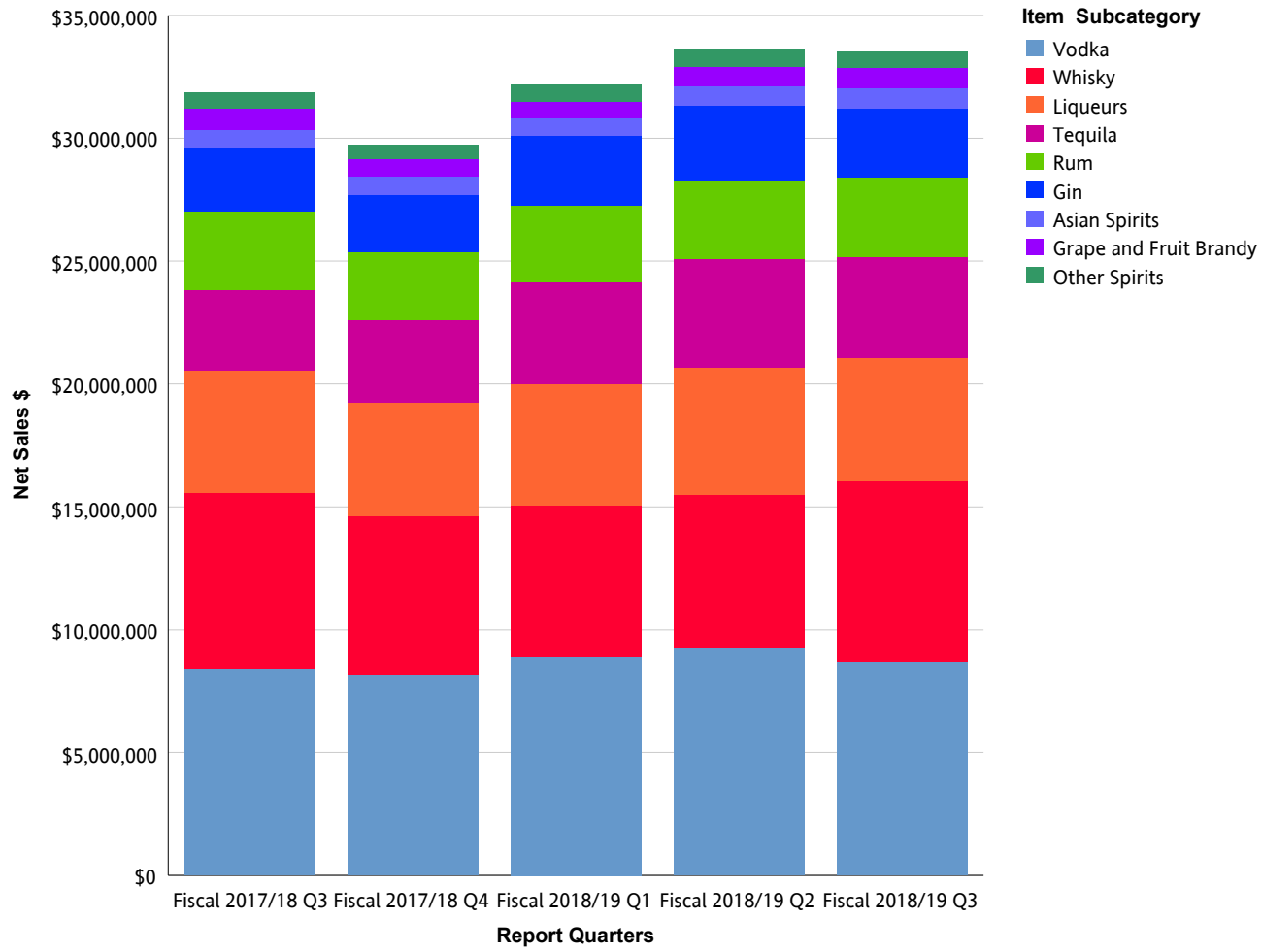


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Cider	Domestic Cider	291,250	306,680	409,188	442,040	324,803
	Import Cider	217,459	224,420	270,298	259,217	221,961
	<b>Summary</b>	<b>508,709</b>	<b>531,100</b>	<b>679,486</b>	<b>701,256</b>	<b>546,764</b>
Coolers	Malt-Based Coolers	17,014	14,849	14,138	10,384	6,028
	Spirit Coolers	171,832	150,690	269,605	334,391	213,676
	Wine/Fruit Coolers	7,324	5,492	8,870	9,227	5,182
	<b>Summary</b>	<b>196,171</b>	<b>171,031</b>	<b>292,613</b>	<b>354,002</b>	<b>224,885</b>
<b>Summary</b>		<b>704,879</b>	<b>702,131</b>	<b>972,100</b>	<b>1,055,258</b>	<b>771,649</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Asian Spirits	China Spirits	\$91,008	\$113,219	\$46,337	\$105,422	\$90,919
	Korea Spirits	\$643,017	\$598,314	\$632,104	\$634,769	\$687,036
	Other Country Asian Spirits	\$41,213	\$44,895	\$50,151	\$46,605	\$40,062
	<b>Summary</b>	<b>\$775,238</b>	<b>\$756,427</b>	<b>\$728,592</b>	<b>\$786,796</b>	<b>\$818,017</b>
Gin	Dry Gin	\$2,490,686	\$2,281,083	\$2,748,985	\$2,918,629	\$2,733,891
	Flavoured Gin	\$45,169	\$43,104	\$67,506	\$76,962	\$47,092
	Other Gin	\$25,463	\$18,249	\$22,276	\$34,866	\$28,837
	<b>Summary</b>	<b>\$2,561,318</b>	<b>\$2,342,436</b>	<b>\$2,838,767</b>	<b>\$3,030,456</b>	<b>\$2,809,820</b>
Grape and Fruit Brandy	Armagnac	\$14,383	\$3,281	\$3,582	\$7,424	\$37,756
	Brandy	\$154,577	\$136,102	\$153,270	\$165,554	\$151,963
	Cognac	\$575,152	\$414,797	\$383,658	\$472,304	\$495,520
	Eau de Vie	\$39,702	\$35,773	\$30,981	\$36,808	\$36,777
	Grappa And Marc	\$34,218	\$30,914	\$25,995	\$18,278	\$31,798
	Pisco	\$50,972	\$55,343	\$58,654	\$64,095	\$55,568
	<b>Summary</b>	<b>\$869,004</b>	<b>\$676,210</b>	<b>\$656,140</b>	<b>\$764,463</b>	<b>\$809,382</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,826,260	\$1,750,373	\$1,737,518	\$1,820,897	\$1,869,487
	Coffee And Cocoa Liqueurs	\$374,782	\$331,888	\$328,941	\$341,655	\$380,230
	Cream/Dairy Liqueurs	\$588,716	\$502,316	\$495,653	\$574,019	\$612,560
	Fruit Liqueurs	\$1,425,322	\$1,356,601	\$1,674,703	\$1,741,251	\$1,427,254
	Nut Liqueurs	\$278,853	\$260,256	\$272,649	\$292,249	\$270,776
	Other Liqueurs	\$262,433	\$232,156	\$242,002	\$258,396	\$271,642
	Whiskey Liqueurs	\$194,011	\$182,494	\$175,994	\$159,585	\$177,608
	<b>Summary</b>	<b>\$4,950,378</b>	<b>\$4,616,083</b>	<b>\$4,927,461</b>	<b>\$5,188,052</b>	<b>\$5,009,558</b>
Other Spirits	Cachaca	\$14,137	\$13,911	\$24,360	\$28,878	\$16,692
	Flavoured Spirits	\$162,093	\$127,384	\$170,458	\$151,292	\$194,514
	Miscellaneous/Other Spirits	\$83,664	\$66,329	\$75,821	\$95,059	\$94,365

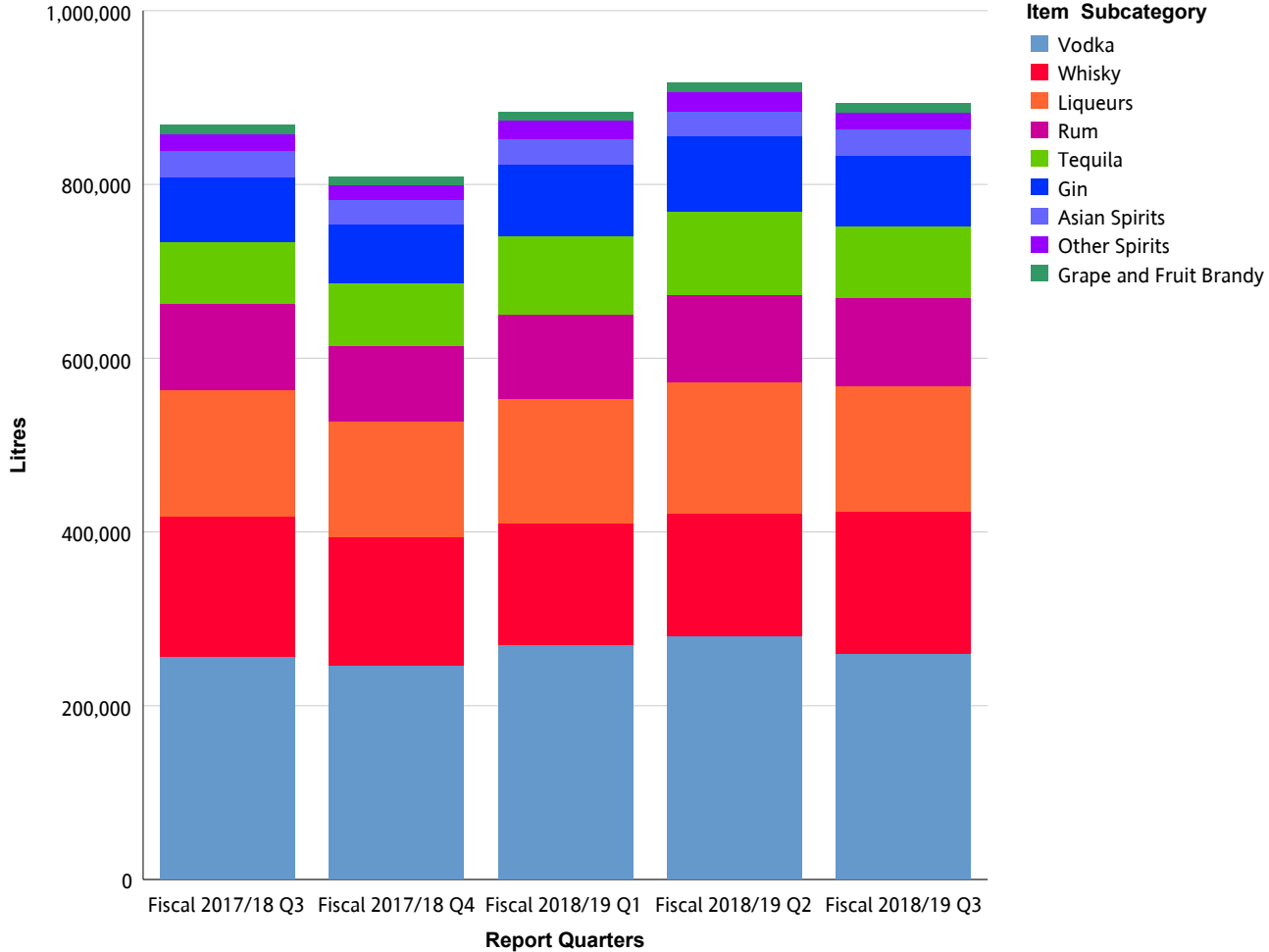
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Other Spirits	Moonshine Spirits	\$4,137	\$2,036	\$2,113	\$4,682	\$1,946
	Ready to Mix Cocktails	\$360,006	\$336,638	\$423,507	\$416,977	\$339,018
	Ready to Serve Cocktails	\$3,988	\$3,783	\$3,835	\$4,740	\$5,020
	Schnapps and Akvavit	\$7,368	\$7,404	\$10,672	\$9,145	\$7,197
	<b>Summary</b>	<b>\$635,394</b>	<b>\$557,485</b>	<b>\$710,767</b>	<b>\$710,774</b>	<b>\$658,752</b>
Rum	Amber Rum	\$328,936	\$290,393	\$316,193	\$340,012	\$340,118
	Dark Rum	\$493,465	\$428,321	\$426,150	\$427,551	\$488,090
	Flavoured Rum	\$16,122	\$21,224	\$19,904	\$28,619	\$18,932
	Spiced Rum	\$1,031,838	\$891,313	\$850,461	\$875,016	\$1,077,478
	White Rum	\$1,309,238	\$1,156,673	\$1,480,938	\$1,537,063	\$1,321,234
	<b>Summary</b>	<b>\$3,179,599</b>	<b>\$2,787,925</b>	<b>\$3,093,646</b>	<b>\$3,208,261</b>	<b>\$3,245,851</b>
Tequila	Blanco/Silver Tequila	\$1,208,568	\$1,272,307	\$1,553,377	\$1,787,311	\$1,562,422
	Flavoured Tequila	\$13,224	\$15,911	\$24,381	\$20,447	\$15,401
	Gold Tequila	\$1,952,235	\$1,873,399	\$2,394,907	\$2,418,387	\$2,315,964
	Mezcal	\$132,197	\$174,715	\$192,687	\$192,822	\$205,833
	<b>Summary</b>	<b>\$3,306,225</b>	<b>\$3,336,332</b>	<b>\$4,165,352</b>	<b>\$4,418,967</b>	<b>\$4,099,621</b>
Vodka	Flavoured Vodka	\$723,760	\$705,971	\$826,587	\$795,653	\$742,060
	Straight Vodka	\$7,707,766	\$7,446,415	\$8,062,894	\$8,464,843	\$7,936,279
	<b>Summary</b>	<b>\$8,431,526</b>	<b>\$8,152,385</b>	<b>\$8,889,481</b>	<b>\$9,260,495</b>	<b>\$8,678,339</b>
Whisky	American Whiskey	\$713,440	\$665,544	\$538,995	\$565,723	\$622,676
	Blended Malt Scotch Whisky	\$9,581	\$9,615	\$10,838	\$13,089	\$15,642
	Blended Scotch Whisky	\$416,317	\$324,171	\$352,276	\$351,587	\$407,103
	Bourbon Whiskey	\$1,398,028	\$1,319,057	\$1,297,893	\$1,344,510	\$1,502,492
	Canadian Whisky	\$2,154,505	\$1,861,284	\$1,829,167	\$1,849,187	\$2,211,429
	Flavoured Whisky	\$292	\$1,436	\$1,922	\$1,008	\$2,354
	Irish Whiskey	\$1,251,825	\$1,372,687	\$1,200,566	\$1,212,604	\$1,357,831
	Other Country Whisky	\$98,466	\$81,585	\$96,149	\$116,872	\$141,150
	Single Malt Scotch Whisky	\$1,114,890	\$849,065	\$847,446	\$773,143	\$1,119,641

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Whisky	Summary	\$7,157,343	\$6,484,443	\$6,175,253	\$6,227,723	\$7,380,318
Summary		\$31,866,024	\$29,709,727	\$32,185,458	\$33,595,986	\$33,509,657

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Asian Spirits	China Spirits	1,170	1,100	900	1,055	1,294
	Korea Spirits	27,402	25,520	26,982	27,140	29,323
	Other Country Asian Spirits	882	956	1,085	997	824
	<b>Summary</b>	<b>29,455</b>	<b>27,577</b>	<b>28,968</b>	<b>29,191</b>	<b>31,442</b>
Gin	Dry Gin	73,585	66,910	79,870	84,144	78,925
	Flavoured Gin	1,174	1,108	1,792	2,052	1,144
	Other Gin	406	316	384	589	479
	<b>Summary</b>	<b>75,165</b>	<b>68,334</b>	<b>82,046</b>	<b>86,785</b>	<b>80,547</b>
Grape and Fruit Brandy	Armagnac	70	22	33	50	90
	Brandy	4,707	4,288	4,805	5,131	4,712
	Cognac	3,862	3,052	2,814	3,408	3,769
	Eau de Vie	563	476	462	549	545
	Grappa And Marc	418	358	331	289	352
	Pisco	1,031	1,090	1,183	1,319	1,110
	<b>Summary</b>	<b>10,651</b>	<b>9,285</b>	<b>9,629</b>	<b>10,746</b>	<b>10,578</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	47,333	44,743	44,314	46,362	47,570
	Coffee And Cocoa Liqueurs	12,604	10,960	10,728	11,094	12,501
	Cream/Dairy Liqueurs	18,149	14,688	14,362	16,428	18,543
	Fruit Liqueurs	45,016	42,577	53,520	55,646	44,302
	Nut Liqueurs	8,923	8,130	8,716	9,393	8,588
	Other Liqueurs	8,887	7,712	7,504	8,172	8,884
	Whiskey Liqueurs	4,733	4,406	4,270	3,888	4,348
	<b>Summary</b>	<b>145,645</b>	<b>133,217</b>	<b>143,414</b>	<b>150,984</b>	<b>144,737</b>
Other Spirits	Cachaca	343	338	580	679	396
	Flavoured Spirits	2,710	2,077	2,768	2,498	3,188
	Miscellaneous/Other Spirits	1,502	1,214	1,376	1,677	1,711

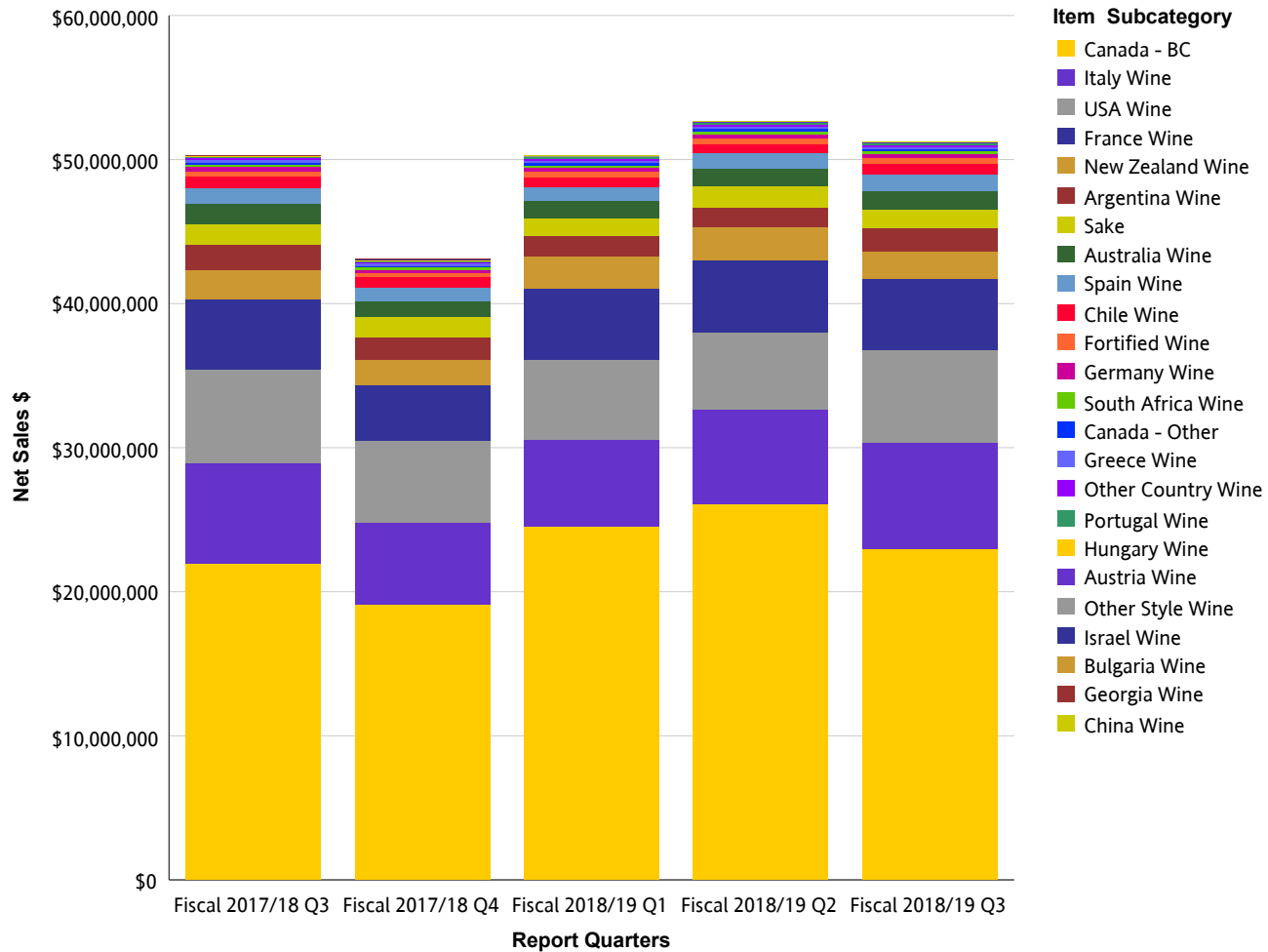
## Spirits Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Other Spirits	Moonshine Spirits	96	47	46	120	43
	Ready to Mix Cocktails	14,447	13,535	17,185	16,960	13,602
	Ready to Serve Cocktails	115	103	118	155	157
	Schnapps and Akvavit	142	147	212	193	151
	<b>Summary</b>	<b>19,356</b>	<b>17,462</b>	<b>22,285</b>	<b>22,281</b>	<b>19,246</b>
Rum	Amber Rum	9,121	8,106	8,951	9,548	9,193
	Dark Rum	14,899	12,539	12,734	12,632	14,701
	Flavoured Rum	523	685	653	938	612
	Spiced Rum	30,823	26,328	24,991	25,744	32,004
	White Rum	43,585	38,233	49,268	51,293	44,474
	<b>Summary</b>	<b>98,950</b>	<b>85,890</b>	<b>96,598</b>	<b>100,155</b>	<b>100,984</b>
Tequila	Blanco/Silver Tequila	25,226	26,998	33,657	38,468	31,347
	Flavoured Tequila	253	275	394	382	304
	Gold Tequila	43,738	42,597	53,868	54,534	48,713
	Mezcal	1,835	2,323	2,495	2,460	2,726
	<b>Summary</b>	<b>71,052</b>	<b>72,193</b>	<b>90,414</b>	<b>95,843</b>	<b>83,090</b>
Vodka	Flavoured Vodka	20,568	20,242	24,032	23,324	20,872
	Straight Vodka	235,167	226,057	245,544	257,286	239,394
	<b>Summary</b>	<b>255,735</b>	<b>246,298</b>	<b>269,576</b>	<b>280,610</b>	<b>260,266</b>
Whisky	American Whiskey	16,371	15,031	12,935	12,971	14,027
	Blended Malt Scotch Whisky	101	99	119	150	122
	Blended Scotch Whisky	7,643	5,801	6,255	6,107	7,475
	Bourbon Whiskey	29,064	27,534	26,969	27,207	30,002
	Canadian Whisky	68,467	58,929	57,552	57,889	69,052
	Flavoured Whisky	8	41	68	36	71
	Irish Whiskey	30,030	32,573	28,248	28,370	31,860
	Other Country Whisky	839	728	895	1,026	1,034
	Single Malt Scotch Whisky	9,952	7,573	7,708	6,915	9,428

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Whisky	<b>Summary</b>	162,474	148,309	140,748	140,672	163,071
<b>Summary</b>		868,483	808,565	883,678	917,268	893,961

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Argentina Wine	Argentina Red Wine	\$1,733,582	\$1,513,681	\$1,341,305	\$1,316,667	\$1,548,913
	Argentina Rose Wine	\$2,363	\$3,674	\$7,783	\$13,183	\$8,552
	Argentina Sparkling Wine	\$319	\$513	\$239	\$399	\$543
	Argentina White Wine	\$63,791	\$54,094	\$70,176	\$63,576	\$55,797
	<b>Summary</b>	<b>\$1,800,055</b>	<b>\$1,571,961</b>	<b>\$1,419,504</b>	<b>\$1,393,824</b>	<b>\$1,613,805</b>
Australia Wine	Australia Red Wine	\$1,058,075	\$886,038	\$823,052	\$815,713	\$971,442
	Australia Rose Wine	\$6,891	\$7,801	\$17,342	\$29,819	\$10,163
	Australia Sparkling Wine	\$49,897	\$33,516	\$44,517	\$52,314	\$57,985
	Australia White Wine	\$272,444	\$217,383	\$305,642	\$337,221	\$274,973
	<b>Summary</b>	<b>\$1,387,307</b>	<b>\$1,144,738</b>	<b>\$1,190,552</b>	<b>\$1,235,067</b>	<b>\$1,314,563</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$174
	Austria Red Wine	\$3,511	\$11,855	\$6,605	\$11,042	\$5,084
	Austria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Austria Sparkling Wine	\$0	\$0	\$0	\$324	\$0
	Austria White Wine	\$15,557	\$25,599	\$21,286	\$22,741	\$21,223
	<b>Summary</b>	<b>\$19,068</b>	<b>\$37,453</b>	<b>\$27,892</b>	<b>\$34,107</b>	<b>\$26,481</b>
Bulgaria Wine	Bulgaria Red Wine	\$39	\$107	\$1,272	\$252	\$201
	Bulgaria White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$39</b>	<b>\$107</b>	<b>\$1,272</b>	<b>\$252</b>	<b>\$201</b>
Canada - BC	Canada - BC Dessert Wine	\$20,970	\$19,710	\$17,065	\$20,162	\$14,307
	Canada - BC Fruit Wine	\$48,952	\$38,419	\$66,567	\$67,355	\$55,284
	Canada - BC Ice Wine	\$42,722	\$40,820	\$48,148	\$52,252	\$41,043
	Canada - BC Red Wine	\$11,365,536	\$10,015,668	\$10,798,181	\$11,102,507	\$11,843,488
	Canada - BC Rose Wine	\$334,005	\$295,910	\$1,161,515	\$1,279,487	\$367,131
	Canada - BC Sparkling Wine	\$588,946	\$534,664	\$750,214	\$871,251	\$712,112
	Canada - BC White Wine	\$9,530,270	\$8,190,831	\$11,652,856	\$12,721,171	\$9,937,768

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Canada - BC	<b>Summary</b>	<b>\$21,931,400</b>	<b>\$19,136,024</b>	<b>\$24,494,545</b>	<b>\$26,114,185</b>	<b>\$22,971,133</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Fruit Wine	\$364	\$388	\$364	\$84	\$756
	Canada - Other Ice Wine	\$1,935	\$2,792	\$1,256	\$1,718	\$1,951
	Canada - Other Red Wine	\$11,301	\$6,173	\$8,176	\$6,136	\$4,027
	Canada - Other Rose Wine	\$558	\$0	\$54,487	\$87,544	\$0
	Canada - Other Sparkling Wine	\$120,385	\$92,406	\$128,576	\$115,090	\$130,286
	Canada - Other White Wine	\$10,818	\$6,227	\$6,684	\$6,199	\$3,429
	<b>Summary</b>	<b>\$145,360</b>	<b>\$107,986</b>	<b>\$199,543</b>	<b>\$216,770</b>	<b>\$140,448</b>
Chile Wine	Chile Fruit and Dessert Wine	\$1,924	\$1,435	\$989	\$1,254	\$973
	Chile Red Wine	\$501,943	\$450,330	\$388,122	\$371,005	\$456,422
	Chile Rose Wine	\$0	\$846	\$5,535	\$7,424	\$2,592
	Chile Sparkling Wine	\$864	\$1,462	\$8,255	\$9,974	\$2,989
	Chile White Wine	\$292,110	\$244,902	\$277,764	\$277,906	\$282,025
	<b>Summary</b>	<b>\$796,840</b>	<b>\$698,974</b>	<b>\$680,665</b>	<b>\$667,564</b>	<b>\$745,001</b>
China Wine	China Red Wine	\$0	\$0	\$20	\$413	\$429
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$0</b>	<b>\$0</b>	<b>\$20</b>	<b>\$413</b>	<b>\$429</b>
Fortified Wine	Other Fortified Domestic Wine	\$41,813	\$32,520	\$34,475	\$33,354	\$39,760
	Other Fortified Import Wine	\$90,238	\$81,046	\$91,838	\$102,275	\$98,290
	Port Wine	\$143,594	\$86,969	\$97,217	\$101,574	\$154,794
	Sherry Wine	\$26,165	\$20,936	\$20,862	\$22,110	\$27,887
	Vermouth Wine	\$103,463	\$100,321	\$120,979	\$114,376	\$108,304
	<b>Summary</b>	<b>\$405,274</b>	<b>\$321,792</b>	<b>\$365,370</b>	<b>\$373,688</b>	<b>\$429,034</b>
France Wine	France Champagne Wine	\$1,932,607	\$1,399,353	\$1,866,568	\$1,739,605	\$1,841,641
	France Fruit and Dessert Wine	\$5,916	\$8,849	\$1,513	\$1,682	\$14,843
	France Red Wine	\$1,531,617	\$1,332,038	\$1,199,978	\$1,311,559	\$1,657,661
	France Rose Wine	\$135,150	\$166,768	\$595,790	\$618,219	\$156,053

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
France Wine	France Sparkling Wine	\$188,853	\$147,788	\$170,374	\$190,132	\$214,554
	France White Wine	\$1,040,783	\$850,321	\$1,075,632	\$1,209,954	\$1,017,614
	<b>Summary</b>	<b>\$4,834,927</b>	<b>\$3,905,116</b>	<b>\$4,909,855</b>	<b>\$5,071,151</b>	<b>\$4,902,365</b>
Georgia Wine	Georgia Red Wine	\$188	\$33	\$367	\$18	\$420
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$188</b>	<b>\$33</b>	<b>\$367</b>	<b>\$18</b>	<b>\$420</b>
Germany Wine	Germany Fruit and Dessert Wine	\$744	\$3,780	\$0	\$0	\$372
	Germany Red Wine	\$2,068	\$4,638	\$3,876	\$4,808	\$7,278
	Germany Rose Wine	\$0	\$0	\$463	\$711	\$0
	Germany Sparkling Wine	\$203,684	\$115,780	\$179,304	\$182,041	\$213,751
	Germany White Wine	\$105,577	\$87,670	\$90,797	\$87,658	\$70,127
	<b>Summary</b>	<b>\$312,072</b>	<b>\$211,868</b>	<b>\$274,439</b>	<b>\$275,219</b>	<b>\$291,527</b>
Greece Wine	Greece Red Wine	\$99,756	\$83,890	\$74,435	\$90,198	\$96,148
	Greece Rose Wine	\$0	\$0	\$863	\$2,398	\$1,055
	Greece White Wine	\$68,866	\$53,509	\$69,651	\$75,610	\$64,226
	<b>Summary</b>	<b>\$168,622</b>	<b>\$137,400</b>	<b>\$144,949</b>	<b>\$168,207</b>	<b>\$161,429</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$3,558	\$4,476	\$2,775	\$4,316	\$3,616
	Hungary Red Wine	\$1,085	\$1,097	\$1,719	\$757	\$396
	Hungary Sparkling Wine	\$10,350	\$9,742	\$13,901	\$15,590	\$20,030
	Hungary White Wine	\$12,354	\$11,651	\$15,007	\$13,079	\$13,196
	<b>Summary</b>	<b>\$27,347</b>	<b>\$26,966</b>	<b>\$33,402</b>	<b>\$33,742</b>	<b>\$37,238</b>
Israel Wine	Israel Red Wine	\$1,362	\$2,397	\$1,890	\$829	\$3,031
	Israel Rose Wine	\$96	\$432	\$544	\$863	\$272
	Israel White Wine	\$561	\$2,956	\$2,379	\$1,427	\$1,585
	<b>Summary</b>	<b>\$2,019</b>	<b>\$5,785</b>	<b>\$4,812</b>	<b>\$3,119</b>	<b>\$4,888</b>
Italy Wine	Italy Fruit and Dessert Wine	\$2,304	\$3,867	\$3,569	\$2,089	\$2,532
	Italy Red Wine	\$4,036,740	\$3,240,906	\$2,913,875	\$3,169,663	\$4,269,508
	Italy Rose Wine	\$26,244	\$19,421	\$77,599	\$116,688	\$34,039

## Wine Sales (Net \$)

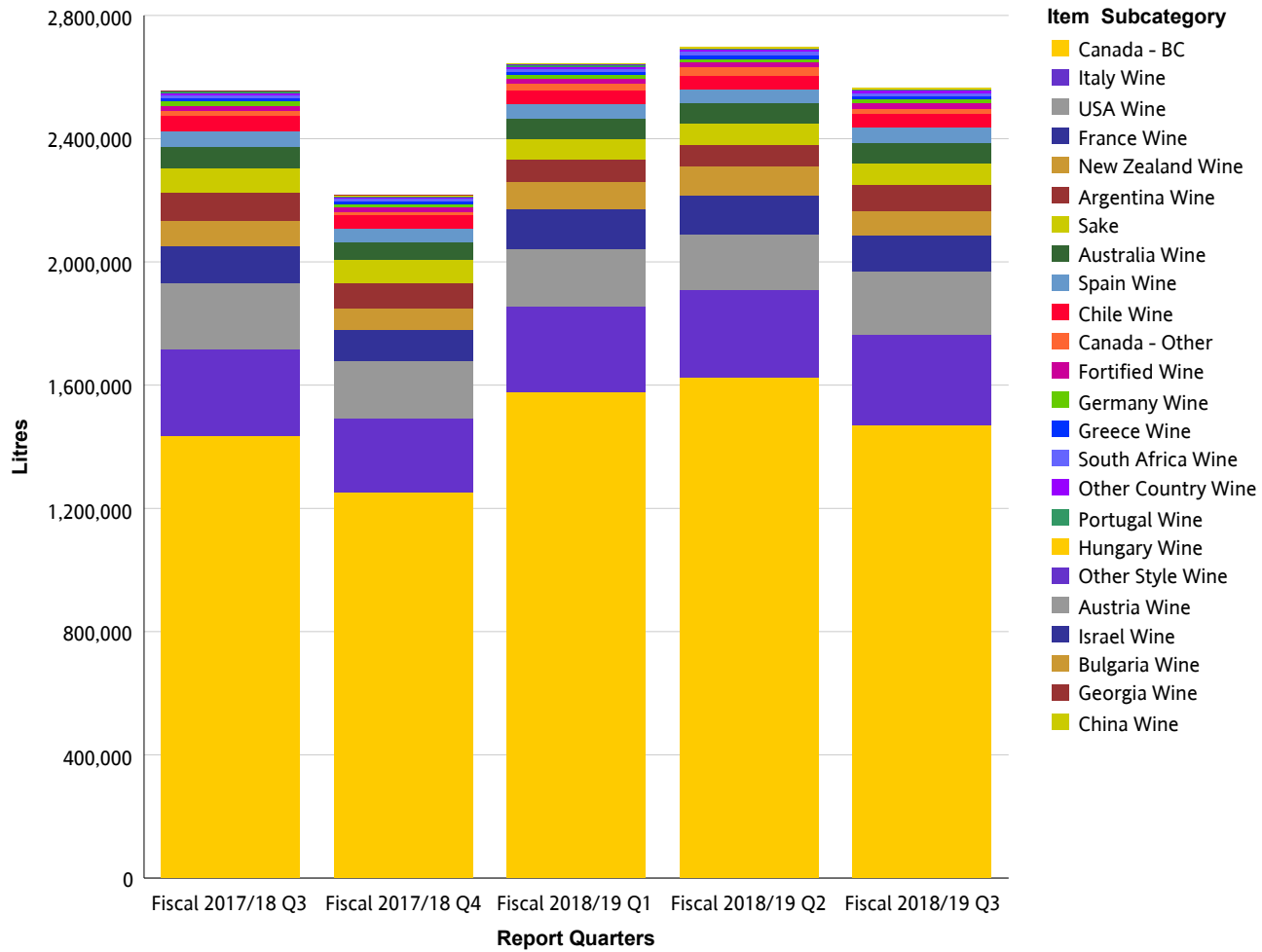
Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Italy Wine	Italy Sparkling Wine	\$505,586	\$392,513	\$526,814	\$593,112	\$526,263
	Italy White Wine	\$1,608,285	\$1,394,770	\$1,710,534	\$1,769,696	\$1,670,728
	Prosecco Wine	\$826,895	\$651,491	\$846,153	\$886,349	\$873,323
	<b>Summary</b>	<b>\$7,006,055</b>	<b>\$5,702,967</b>	<b>\$6,078,544</b>	<b>\$6,537,597</b>	<b>\$7,376,393</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$146,320	\$77,267	\$79,886	\$80,589	\$86,745
	New Zealand Rose Wine	\$13,756	\$16,578	\$45,235	\$50,092	\$19,016
	New Zealand Sparkling Wine	\$5,077	\$2,763	\$6,407	\$9,014	\$7,072
	New Zealand White Wine	\$1,852,318	\$1,634,067	\$2,074,015	\$2,106,171	\$1,771,643
	<b>Summary</b>	<b>\$2,017,471</b>	<b>\$1,730,675</b>	<b>\$2,205,543</b>	<b>\$2,245,866</b>	<b>\$1,884,475</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$94,769	\$86,843	\$92,447	\$97,708	\$89,157
	Other Country Red Wine	\$27,180	\$23,624	\$24,772	\$29,620	\$32,371
	Other Country Rose Wine	\$384	\$843	\$2,760	\$2,516	\$945
	Other Country Sparkling Wine	\$9,269	\$2,040	\$2,597	\$2,858	\$6,692
	Other Country White Wine	\$16,388	\$15,183	\$21,459	\$17,291	\$16,603
	<b>Summary</b>	<b>\$147,990</b>	<b>\$128,533</b>	<b>\$144,035</b>	<b>\$149,993</b>	<b>\$145,767</b>
Other Style Wine	Aperitif And Flavoured Wine	\$3,704	\$5,129	\$9,412	\$10,785	\$7,456
	Mead	\$679	\$586	\$1,549	\$1,316	\$586
	Rice Wine	\$13,535	\$11,939	\$14,881	\$12,756	\$13,802
	<b>Summary</b>	<b>\$17,918</b>	<b>\$17,655</b>	<b>\$25,842</b>	<b>\$24,858</b>	<b>\$21,844</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$1,557	\$3,511	\$402	\$1,352	\$1,638
	Portugal Red Wine	\$58,426	\$48,102	\$38,822	\$27,195	\$46,332
	Portugal Rose Wine	\$4,483	\$3,162	\$7,747	\$8,988	\$6,736
	Portugal Sparkling Wine	\$2,725	\$129	\$340	\$528	\$1,417
	Portugal White Wine	\$28,297	\$20,435	\$37,402	\$37,735	\$25,872
	<b>Summary</b>	<b>\$95,487</b>	<b>\$75,339</b>	<b>\$84,713</b>	<b>\$75,798</b>	<b>\$81,995</b>
Sake	Japan Sake	\$896,502	\$817,984	\$811,418	\$988,940	\$849,630
	Other Country Sake	\$25,933	\$33,515	\$34,228	\$31,620	\$34,562



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Sake	USA Sake	\$497,476	\$526,309	\$423,745	\$447,319	\$459,412
	<b>Summary</b>	<b>\$1,419,910</b>	<b>\$1,377,808</b>	<b>\$1,269,390</b>	<b>\$1,467,880</b>	<b>\$1,343,603</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$195	\$0	\$0	\$0	\$32
	South Africa Red Wine	\$76,223	\$80,831	\$70,268	\$104,693	\$100,413
	South Africa Rose Wine	\$27	\$0	\$1,128	\$999	\$40
	South Africa Sparkling Wine	\$5,834	\$4,711	\$7,223	\$7,843	\$1,665
	South Africa White Wine	\$78,640	\$67,018	\$70,522	\$87,442	\$72,885
	<b>Summary</b>	<b>\$160,919</b>	<b>\$152,560</b>	<b>\$149,142</b>	<b>\$200,977</b>	<b>\$175,035</b>
Spain Wine	Spain Fruit and Dessert Wine	\$2,702	\$2,239	\$7,542	\$3,534	\$4,377
	Spain Red Wine	\$604,797	\$563,869	\$438,279	\$464,965	\$641,345
	Spain Rose Wine	\$23,608	\$26,938	\$78,289	\$100,881	\$21,173
	Spain Sparkling Wine	\$365,279	\$276,971	\$362,986	\$355,490	\$349,333
	Spain White Wine	\$80,465	\$83,840	\$96,468	\$101,803	\$77,791
	<b>Summary</b>	<b>\$1,076,851</b>	<b>\$953,856</b>	<b>\$983,564</b>	<b>\$1,026,672</b>	<b>\$1,094,019</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$1,477	\$316	\$1,055	\$316
	USA Red Wine	\$5,306,276	\$4,491,940	\$4,243,250	\$3,905,718	\$5,290,848
	USA Rose Wine	\$43,810	\$46,037	\$80,057	\$78,296	\$71,533
	USA Sparkling Wine	\$71,757	\$54,875	\$74,607	\$90,385	\$98,818
	USA White Wine	\$1,099,708	\$1,027,012	\$1,169,541	\$1,250,932	\$995,583
	<b>Summary</b>	<b>\$6,521,551</b>	<b>\$5,621,340</b>	<b>\$5,567,771</b>	<b>\$5,326,385</b>	<b>\$6,457,098</b>
<b>Summary</b>		<b>\$50,294,671</b>	<b>\$43,066,938</b>	<b>\$50,255,734</b>	<b>\$52,643,351</b>	<b>\$51,219,194</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Argentina Wine	Argentina Red Wine	89,342	77,749	68,082	65,980	80,502
	Argentina Rose Wine	200	309	524	1,058	629
	Argentina Sparkling Wine	18	18	14	22	26
	Argentina White Wine	3,769	3,306	4,325	3,670	3,412
	<b>Summary</b>	<b>93,328</b>	<b>81,382</b>	<b>72,945</b>	<b>70,731</b>	<b>84,569</b>
Australia Wine	Australia Red Wine	49,845	41,509	40,091	38,574	44,652
	Australia Rose Wine	426	482	1,096	1,898	630
	Australia Sparkling Wine	3,036	1,920	2,642	3,066	3,577
	Australia White Wine	17,091	13,778	19,826	20,634	17,476
	<b>Summary</b>	<b>70,399</b>	<b>57,688</b>	<b>63,655</b>	<b>64,173</b>	<b>66,334</b>
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	2
	Austria Red Wine	107	261	198	281	148
	Austria Rose Wine	0	0	0	0	0
	Austria Sparkling Wine	0	0	0	9	0
	Austria White Wine	500	776	714	607	657
	<b>Summary</b>	<b>607</b>	<b>1,036</b>	<b>912</b>	<b>897</b>	<b>807</b>
Bulgaria Wine	Bulgaria Red Wine	3	4	88	17	16
	Bulgaria White Wine	0	0	0	0	0
	<b>Summary</b>	<b>3</b>	<b>4</b>	<b>88</b>	<b>17</b>	<b>16</b>
Canada - BC	Canada - BC Dessert Wine	326	361	345	332	240
	Canada - BC Fruit Wine	2,076	1,799	3,034	3,152	2,642
	Canada - BC Ice Wine	404	377	553	629	380
	Canada - BC Red Wine	700,587	613,463	663,777	653,884	715,004
	Canada - BC Rose Wine	17,665	15,030	59,577	63,781	18,976
	Canada - BC Sparkling Wine	22,882	19,583	26,524	30,344	24,845
	Canada - BC White Wine	690,098	601,781	824,362	874,011	709,508

## Wine Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Canada - BC	<b>Summary</b>	<b>1,434,038</b>	<b>1,252,394</b>	<b>1,578,171</b>	<b>1,626,134</b>	<b>1,471,596</b>
Canada - Other	Canada - Other Dessert Wine	0	0	0	0	0
	Canada - Other Fruit Wine	5	5	5	1	10
	Canada - Other Ice Wine	21	39	11	15	18
	Canada - Other Red Wine	576	410	612	502	245
	Canada - Other Rose Wine	27	0	7,648	12,288	0
	Canada - Other Sparkling Wine	14,277	11,013	15,310	13,932	15,455
	Canada - Other White Wine	573	406	482	527	237
	<b>Summary</b>	<b>15,478</b>	<b>11,873</b>	<b>24,067</b>	<b>27,265</b>	<b>15,965</b>
Chile Wine	Chile Fruit and Dessert Wine	45	33	23	30	22
	Chile Red Wine	30,423	26,394	23,544	22,398	27,506
	Chile Rose Wine	0	68	452	580	192
	Chile Sparkling Wine	28	44	311	397	123
	Chile White Wine	20,389	16,896	19,597	19,287	19,538
	<b>Summary</b>	<b>50,885</b>	<b>43,434</b>	<b>43,928</b>	<b>42,692</b>	<b>47,382</b>
China Wine	China Red Wine	0	0	1	5	7
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>5</b>	<b>7</b>
Fortified Wine	Other Fortified Domestic Wine	2,604	1,760	1,951	1,953	2,245
	Other Fortified Import Wine	3,512	3,133	3,672	3,828	3,726
	Port Wine	2,790	1,675	1,838	1,965	2,858
	Sherry Wine	791	641	626	666	803
	Vermouth Wine	6,673	6,236	7,262	7,106	6,923
	<b>Summary</b>	<b>16,371</b>	<b>13,444</b>	<b>15,349</b>	<b>15,518</b>	<b>16,556</b>
France Wine	France Champagne Wine	16,244	11,165	13,308	14,201	14,784
	France Fruit and Dessert Wine	92	43	23	28	200
	France Red Wine	48,806	42,898	40,760	38,969	49,433
	France Rose Wine	6,630	8,233	26,980	28,346	7,682

## Wine Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
France Wine	France Sparkling Wine	9,150	6,733	7,976	8,664	9,189
	France White Wine	36,480	30,343	38,545	38,748	32,693
	<b>Summary</b>	<b>117,403</b>	<b>99,415</b>	<b>127,593</b>	<b>128,956</b>	<b>113,981</b>
Georgia Wine	Georgia Red Wine	8	2	16	1	10
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>8</b>	<b>2</b>	<b>16</b>	<b>1</b>	<b>10</b>
Germany Wine	Germany Fruit and Dessert Wine	36	2	0	0	18
	Germany Red Wine	68	130	108	120	199
	Germany Rose Wine	0	0	27	36	0
	Germany Sparkling Wine	9,876	5,422	8,207	8,253	9,991
	Germany White Wine	4,148	3,354	3,813	3,817	2,838
	<b>Summary</b>	<b>14,127</b>	<b>8,909</b>	<b>12,155</b>	<b>12,226</b>	<b>13,045</b>
Greece Wine	Greece Red Wine	6,635	5,582	4,984	5,841	6,161
	Greece Rose Wine	0	0	40	112	50
	Greece White Wine	4,928	3,849	4,768	5,276	4,356
	<b>Summary</b>	<b>11,563</b>	<b>9,431</b>	<b>9,792</b>	<b>11,229</b>	<b>10,567</b>
Hungary Wine	Hungary Fruit and Dessert Wine	43	61	33	60	42
	Hungary Red Wine	65	68	107	47	26
	Hungary Sparkling Wine	634	585	853	980	1,198
	Hungary White Wine	847	824	1,066	940	823
	<b>Summary</b>	<b>1,589</b>	<b>1,538</b>	<b>2,058</b>	<b>2,028</b>	<b>2,089</b>
Israel Wine	Israel Red Wine	56	104	80	34	124
	Israel Rose Wine	4	20	26	40	12
	Israel White Wine	25	130	105	63	64
	<b>Summary</b>	<b>86</b>	<b>254</b>	<b>211</b>	<b>137</b>	<b>200</b>
Italy Wine	Italy Fruit and Dessert Wine	40	42	35	23	31
	Italy Red Wine	131,102	111,226	110,878	109,947	137,696
	Italy Rose Wine	1,006	802	3,216	4,904	1,417

## Wine Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Italy Wine	Italy Sparkling Wine	25,202	20,018	27,227	30,010	26,239
	Italy White Wine	88,193	77,179	97,999	98,962	91,467
	Prosecco Wine	36,933	28,852	37,217	37,764	37,429
	<b>Summary</b>	<b>282,477</b>	<b>238,120</b>	<b>276,572</b>	<b>281,610</b>	<b>294,280</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	4,790	2,266	2,482	2,419	2,722
	New Zealand Rose Wine	574	669	1,858	2,044	798
	New Zealand Sparkling Wine	171	93	229	309	239
	New Zealand White Wine	78,179	66,758	86,695	87,976	74,997
	<b>Summary</b>	<b>83,715</b>	<b>69,786</b>	<b>91,263</b>	<b>92,749</b>	<b>78,756</b>
Other Country Wine	Other Country Fruit and Dessert Wine	5,323	4,571	5,284	5,232	4,878
	Other Country Red Wine	915	742	852	970	1,028
	Other Country Rose Wine	14	32	100	86	32
	Other Country Sparkling Wine	153	65	80	78	152
	Other Country White Wine	524	562	743	584	536
	<b>Summary</b>	<b>6,928</b>	<b>5,972</b>	<b>7,058</b>	<b>6,949</b>	<b>6,626</b>
Other Style Wine	Aperitif And Flavoured Wine	164	264	456	686	406
	Mead	48	58	135	122	58
	Rice Wine	902	666	928	976	1,004
	<b>Summary</b>	<b>1,114</b>	<b>989</b>	<b>1,520</b>	<b>1,785</b>	<b>1,468</b>
Portugal Wine	Portugal Fruit and Dessert Wine	17	34	5	15	21
	Portugal Red Wine	2,564	2,421	1,951	1,276	2,086
	Portugal Rose Wine	314	227	560	560	381
	Portugal Sparkling Wine	88	4	10	14	64
	Portugal White Wine	1,340	1,170	2,143	2,236	1,497
	<b>Summary</b>	<b>4,324</b>	<b>3,856</b>	<b>4,668</b>	<b>4,101</b>	<b>4,049</b>
Sake	Japan Sake	20,965	19,493	19,245	22,086	20,006
	Other Country Sake	1,265	1,442	1,679	1,664	1,785

## Wine Sales (Litres)

Litres		Fiscal 2017/18 Q3	Fiscal 2017/18 Q4	Fiscal 2018/19 Q1	Fiscal 2018/19 Q2	Fiscal 2018/19 Q3
Sake	USA Sake	54,065	56,411	46,078	47,403	50,351
	<b>Summary</b>	<b>76,295</b>	<b>77,346</b>	<b>67,002</b>	<b>71,153</b>	<b>72,142</b>
South Africa Wine	South Africa Fruit and Dessert Wine	2	0	0	0	0
	South Africa Red Wine	4,350	4,528	3,986	6,170	5,846
	South Africa Rose Wine	2	0	63	66	4
	South Africa Sparkling Wine	329	256	387	386	88
	South Africa White Wine	4,399	3,834	4,233	5,308	4,315
	<b>Summary</b>	<b>9,082</b>	<b>8,618</b>	<b>8,669</b>	<b>11,929</b>	<b>10,254</b>
Spain Wine	Spain Fruit and Dessert Wine	86	55	126	68	88
	Spain Red Wine	25,706	23,623	19,750	18,650	26,307
	Spain Rose Wine	1,328	1,421	4,364	5,611	1,354
	Spain Sparkling Wine	18,744	14,086	18,210	17,271	17,036
	Spain White Wine	3,716	3,802	4,747	4,551	3,479
	<b>Summary</b>	<b>49,579</b>	<b>42,988</b>	<b>47,196</b>	<b>46,150</b>	<b>48,265</b>
USA Wine	USA Fruit and Dessert Wine	0	126	27	90	27
	USA Red Wine	162,376	140,358	130,144	118,248	155,278
	USA Rose Wine	3,942	4,232	5,520	5,787	4,339
	USA Sparkling Wine	3,365	2,304	3,265	3,778	3,963
	USA White Wine	46,744	42,473	48,714	52,146	41,972
	<b>Summary</b>	<b>216,428</b>	<b>189,494</b>	<b>187,670</b>	<b>180,048</b>	<b>205,579</b>
<b>Summary</b>		<b>2,555,827</b>	<b>2,217,972</b>	<b>2,642,560</b>	<b>2,698,484</b>	<b>2,564,545</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.