

# Hospitality Liquor Market Review

Fiscal 2019/20 Q4

March 2020



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

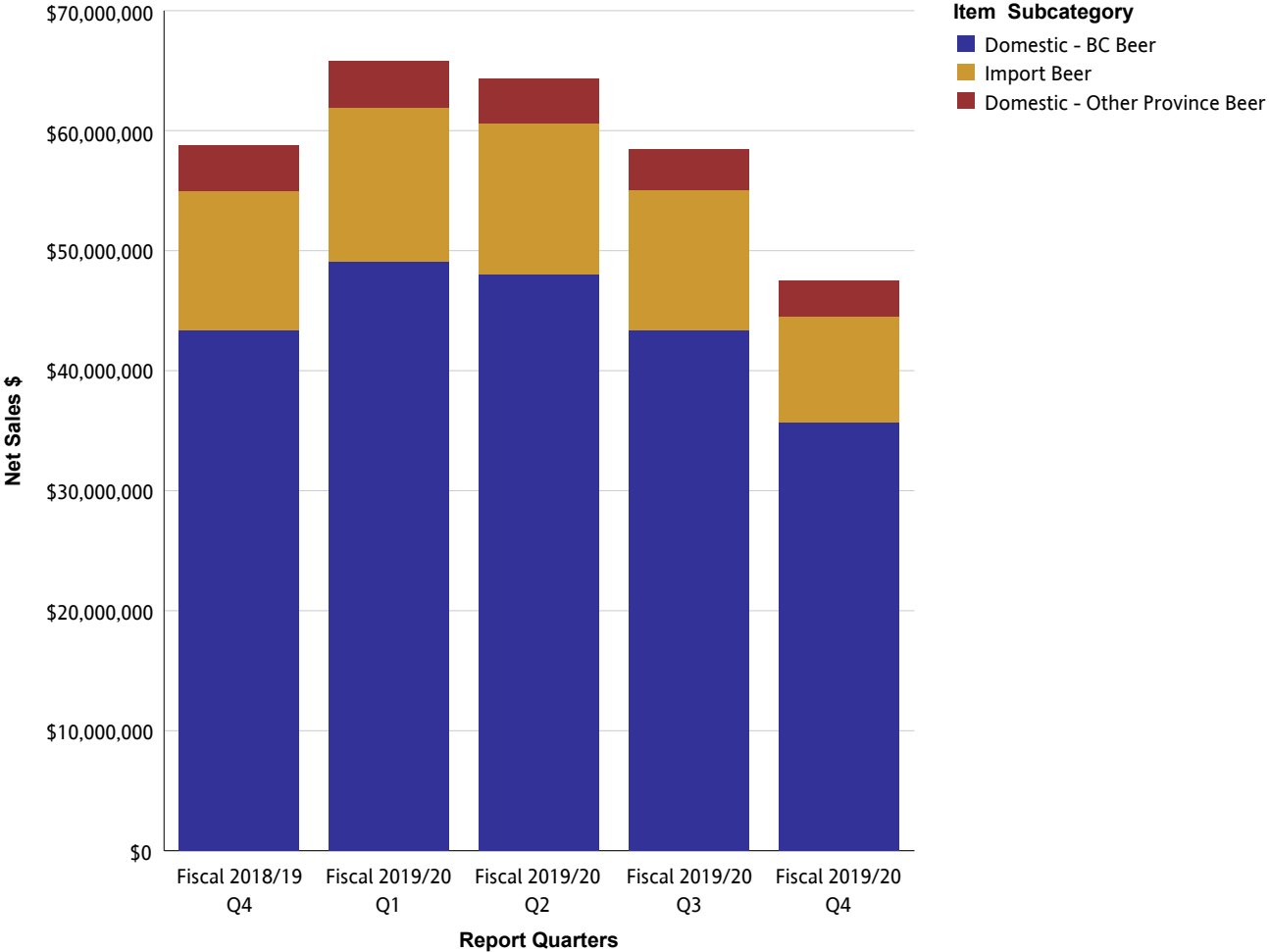
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the Hospitality Liquor Market Review provides summarized sales data for the current quarter and previous four quarters.

The Liquor Distribution Branch fiscal calendar begins on April 1st and ends on March 31st and is comprised of 12 periods. A period can vary in length but roughly follows a calendar month. For example, Q1 reflects Periods 1 – 3 (April, May and June).

The Liquor Distribution Branch produces the Hospitality Liquor Market Review four times per year for reporting periods ending in March, June, September and December.

While every effort has been made to ensure accuracy and completeness of figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

# Beer Sales (Net \$)

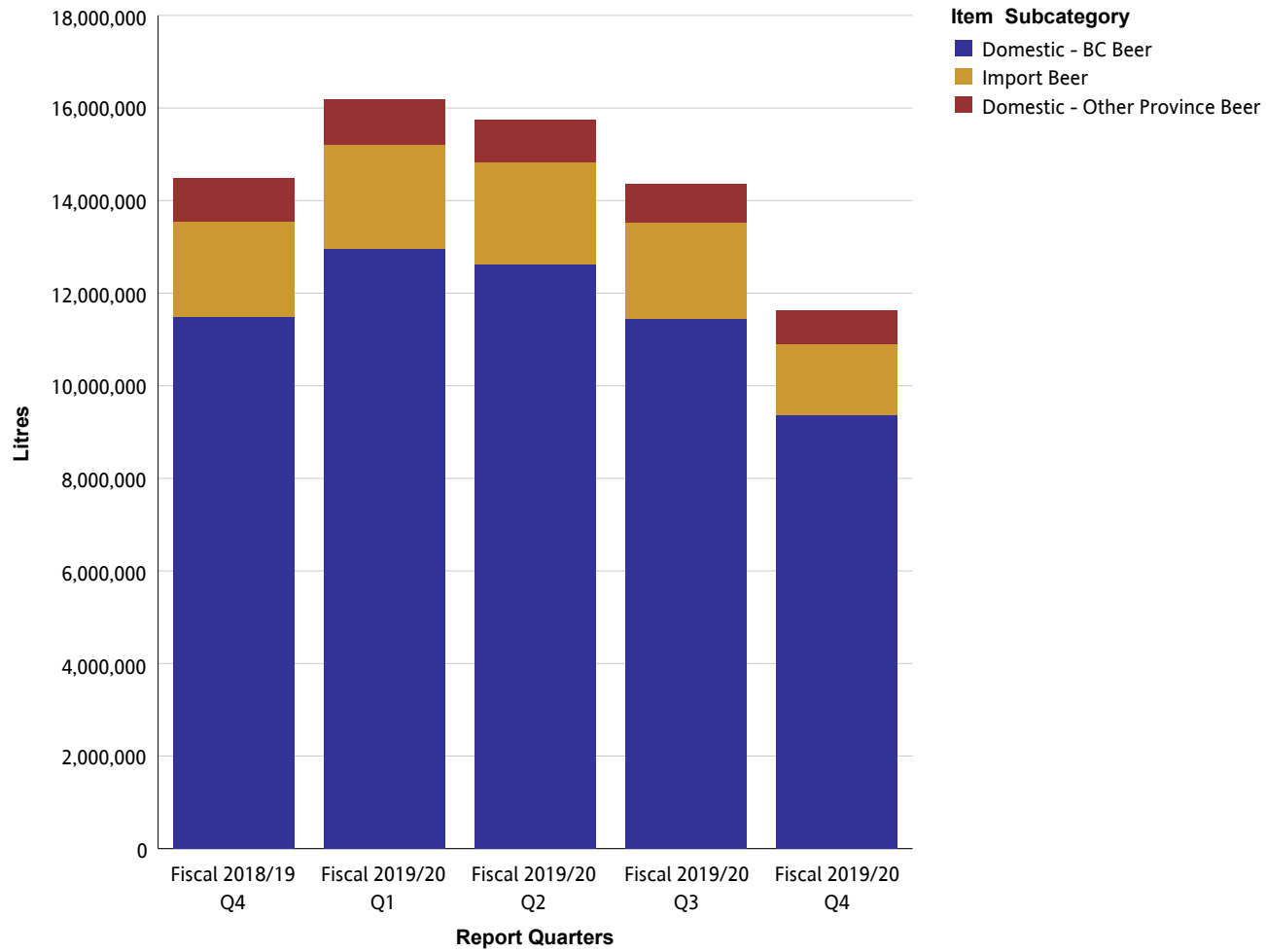


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	\$23,137,475	\$25,019,716	\$23,523,329	\$22,926,236	\$18,007,323
	Domestic - BC Micro Brew Beer	\$10,851,020	\$12,475,359	\$12,787,697	\$10,786,801	\$9,807,001
	Domestic - BC Regional Beer	\$9,365,747	\$11,643,233	\$11,708,047	\$9,618,346	\$7,868,419
	<b>Summary</b>	<b>\$43,354,243</b>	<b>\$49,138,308</b>	<b>\$48,019,073</b>	<b>\$43,331,383</b>	<b>\$35,682,743</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$3,121,552	\$3,149,933	\$2,953,120	\$2,719,734	\$2,416,703
	Domestic - Other Province Micro Brew Beer	\$44,940	\$51,305	\$83,636	\$64,795	\$48,489
	Domestic - Other Province Regional Beer	\$631,569	\$708,928	\$681,184	\$603,377	\$474,034
	<b>Summary</b>	<b>\$3,798,061</b>	<b>\$3,910,166</b>	<b>\$3,717,940</b>	<b>\$3,387,907</b>	<b>\$2,939,226</b>
Import Beer	Asia And South Pacific Beer	\$1,106,505	\$1,218,783	\$1,359,373	\$1,225,238	\$942,852
	Europe Beer	\$7,057,184	\$7,024,478	\$6,778,795	\$6,952,358	\$5,377,038
	Mexico And Caribbean Beer	\$2,514,934	\$3,452,089	\$3,483,417	\$2,726,221	\$2,106,414
	Other Country Beer	\$17,023	\$19,113	\$15,812	\$10,396	\$9,052
	USA Beer	\$891,632	\$1,059,206	\$960,272	\$823,687	\$415,697
	<b>Summary</b>	<b>\$11,587,279</b>	<b>\$12,773,669</b>	<b>\$12,597,670</b>	<b>\$11,737,900</b>	<b>\$8,851,053</b>
<b>Summary</b>		<b>\$58,739,583</b>	<b>\$65,822,143</b>	<b>\$64,334,683</b>	<b>\$58,457,189</b>	<b>\$47,473,022</b>

## Beer Sales (Litres)

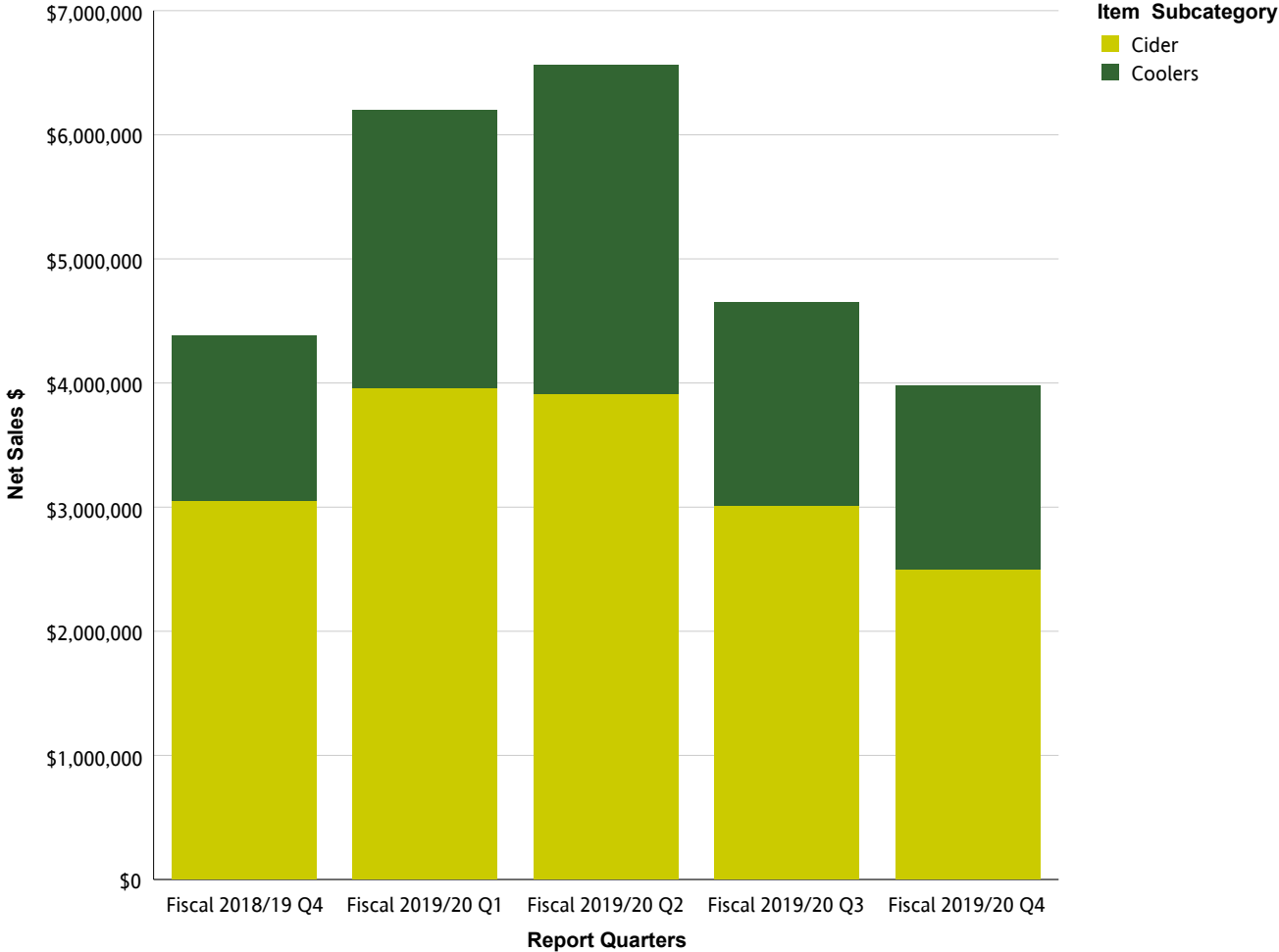


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Domestic - BC Beer	Domestic - BC Commercial Beer	5,962,519	6,389,874	6,001,653	5,870,580	4,592,315
	Domestic - BC Micro Brew Beer	2,830,726	3,246,834	3,294,094	2,814,226	2,524,919
	Domestic - BC Regional Beer	2,698,078	3,317,318	3,322,381	2,750,071	2,242,771
	<b>Summary</b>	<b>11,491,323</b>	<b>12,954,027</b>	<b>12,618,127</b>	<b>11,434,877</b>	<b>9,360,005</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	733,067	742,260	696,572	638,865	572,857
	Domestic - Other Province Micro Brew Beer	5,831	6,022	12,257	10,860	8,206
	Domestic - Other Province Regional Beer	195,335	220,070	207,625	188,940	142,730
	<b>Summary</b>	<b>934,234</b>	<b>968,352</b>	<b>916,454</b>	<b>838,665</b>	<b>723,793</b>
Import Beer	Asia And South Pacific Beer	180,661	199,104	222,641	198,217	152,124
	Europe Beer	1,298,681	1,283,274	1,224,785	1,266,122	974,409
	Mexico And Caribbean Beer	402,924	566,203	565,622	441,370	337,939
	Other Country Beer	2,731	3,165	2,491	1,553	1,342
	USA Beer	181,676	214,918	195,280	170,906	77,506
	<b>Summary</b>	<b>2,066,673</b>	<b>2,266,665</b>	<b>2,210,818</b>	<b>2,078,168</b>	<b>1,543,321</b>
<b>Summary</b>		<b>14,492,230</b>	<b>16,189,043</b>	<b>15,745,400</b>	<b>14,351,709</b>	<b>11,627,118</b>

# Refreshment Beverages Sales (Net \$)



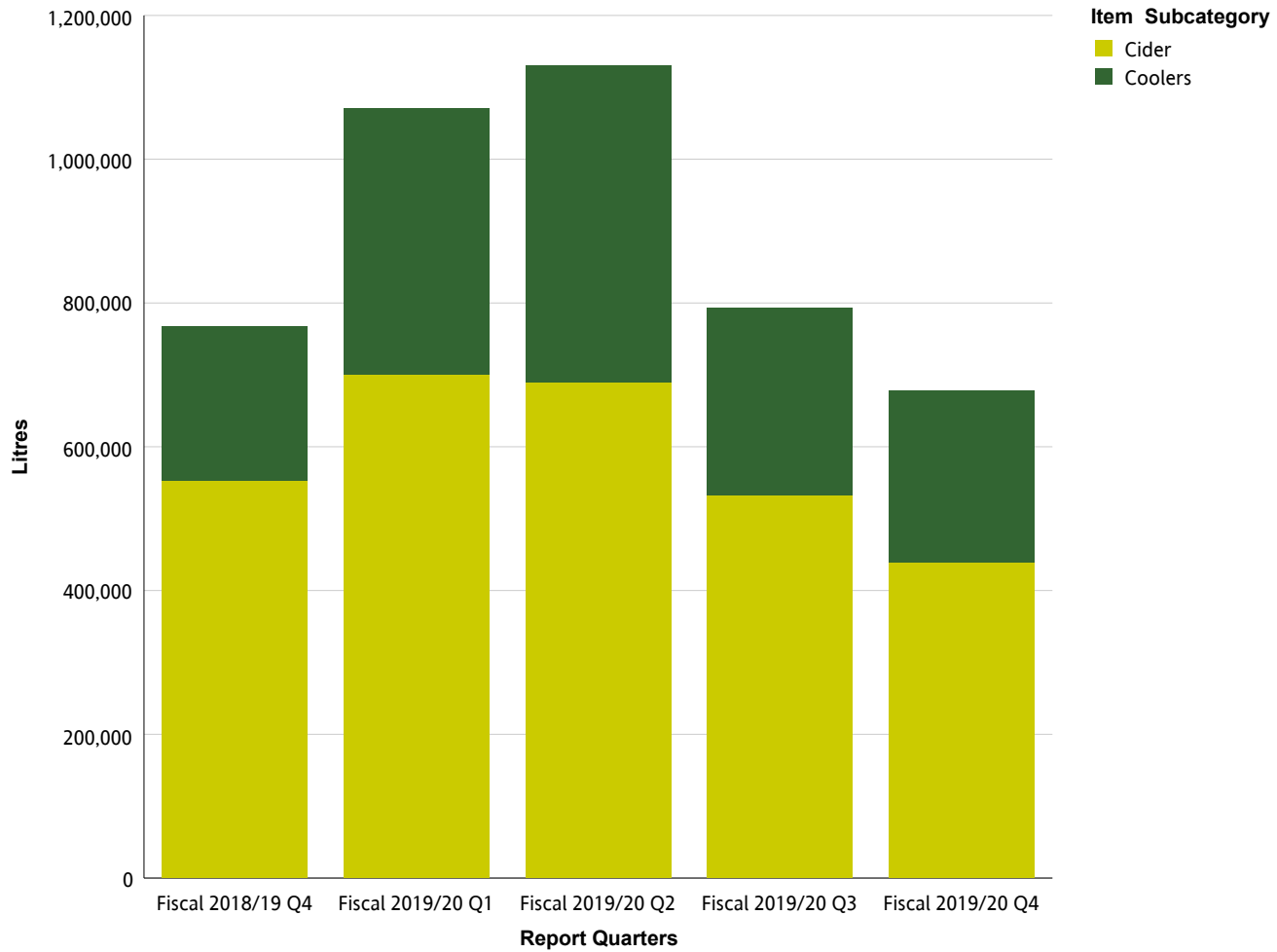


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Cider	Domestic Cider	\$1,885,794	\$2,590,793	\$2,664,786	\$1,980,610	\$1,657,056
	Import Cider	\$1,166,561	\$1,370,360	\$1,246,514	\$1,032,653	\$841,295
	<b>Summary</b>	<b>\$3,052,355</b>	<b>\$3,961,153</b>	<b>\$3,911,301</b>	<b>\$3,013,264</b>	<b>\$2,498,351</b>
Coolers	Malt-Based Coolers	\$32,105	\$47,745	\$49,378	\$28,580	\$20,086
	Spirit Coolers	\$1,245,620	\$2,116,532	\$2,528,973	\$1,566,658	\$1,424,776
	Wine/Fruit Coolers	\$56,801	\$76,689	\$69,901	\$46,758	\$40,413
	<b>Summary</b>	<b>\$1,334,527</b>	<b>\$2,240,966</b>	<b>\$2,648,252</b>	<b>\$1,641,996</b>	<b>\$1,485,274</b>
<b>Summary</b>		<b>\$4,386,882</b>	<b>\$6,202,119</b>	<b>\$6,559,553</b>	<b>\$4,655,260</b>	<b>\$3,983,626</b>

## Refreshment Beverages Sales (Litres)

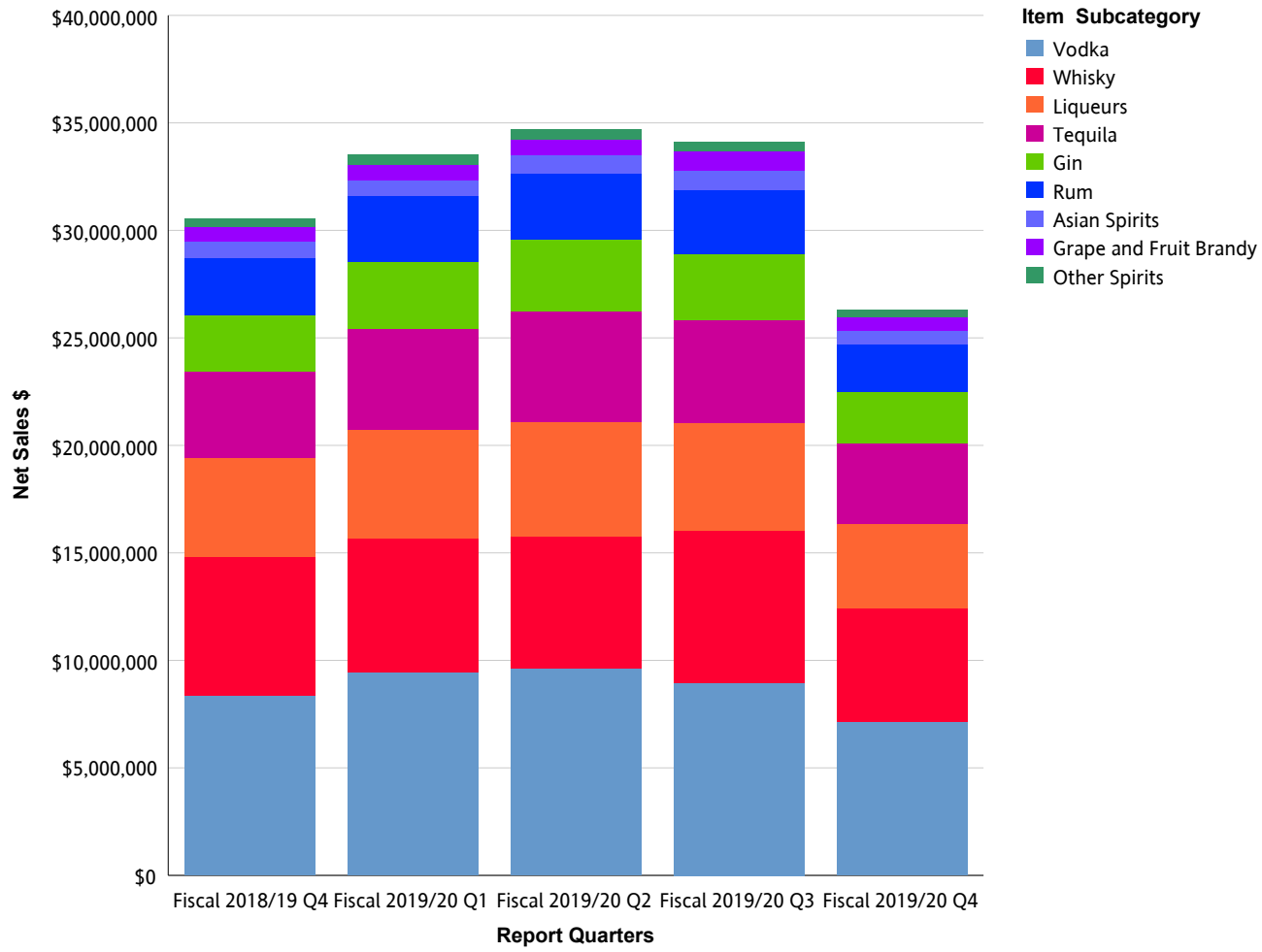


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Cider	Domestic Cider	338,481	447,765	458,202	340,119	281,683
	Import Cider	214,609	253,022	231,725	192,943	157,527
	<b>Summary</b>	<b>553,089</b>	<b>700,787</b>	<b>689,927</b>	<b>533,062</b>	<b>439,211</b>
Coolers	Malt-Based Coolers	5,393	8,614	8,670	4,792	3,253
	Spirit Coolers	201,809	352,053	423,397	250,510	230,450
	Wine/Fruit Coolers	6,777	9,108	8,652	5,508	4,699
	<b>Summary</b>	<b>213,979</b>	<b>369,775</b>	<b>440,719</b>	<b>260,810</b>	<b>238,401</b>
<b>Summary</b>		<b>767,068</b>	<b>1,070,561</b>	<b>1,130,646</b>	<b>793,872</b>	<b>677,612</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Asian Spirits	China Spirits	\$83,082	\$66,280	\$106,923	\$97,880	\$91,726
	Korea Spirits	\$612,892	\$646,318	\$704,570	\$762,999	\$520,950
	Other Country Asian Spirits	\$46,647	\$36,720	\$46,352	\$47,406	\$41,757
	<b>Summary</b>	<b>\$742,621</b>	<b>\$749,319</b>	<b>\$857,845</b>	<b>\$908,285</b>	<b>\$654,433</b>
Gin	Dry Gin	\$2,530,068	\$2,987,798	\$3,141,976	\$2,931,026	\$2,268,238
	Flavoured Gin	\$52,883	\$87,169	\$100,011	\$71,358	\$59,940
	Other Gin	\$34,373	\$40,686	\$53,163	\$49,923	\$46,242
	<b>Summary</b>	<b>\$2,617,324</b>	<b>\$3,115,653</b>	<b>\$3,295,150</b>	<b>\$3,052,307</b>	<b>\$2,374,420</b>
Grape and Fruit Brandy	Armagnac	\$8,396	\$4,599	\$4,311	\$4,491	\$3,524
	Brandy	\$151,047	\$154,059	\$158,458	\$156,838	\$119,301
	Cognac	\$421,383	\$447,672	\$442,448	\$628,207	\$416,141
	Eau de Vie	\$35,067	\$28,630	\$36,796	\$39,546	\$28,675
	Grappa And Marc	\$22,089	\$19,631	\$22,660	\$18,902	\$16,847
	Pisco	\$60,167	\$69,484	\$57,478	\$48,222	\$46,506
	<b>Summary</b>	<b>\$698,149</b>	<b>\$724,074</b>	<b>\$722,151</b>	<b>\$896,206</b>	<b>\$630,994</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,802,841	\$1,896,738	\$2,006,985	\$1,925,662	\$1,519,107
	Coffee And Cocoa Liqueurs	\$320,658	\$313,818	\$334,989	\$389,602	\$274,911
	Cream/Dairy Liqueurs	\$472,902	\$500,133	\$553,034	\$585,356	\$415,779
	Fruit Liqueurs	\$1,344,050	\$1,665,186	\$1,734,142	\$1,447,617	\$1,151,684
	Nut Liqueurs	\$249,739	\$258,855	\$262,104	\$259,216	\$207,899
	Other Liqueurs	\$257,100	\$260,392	\$267,517	\$272,772	\$214,318
	Whiskey Liqueurs	\$173,709	\$152,786	\$157,629	\$160,182	\$116,720
	<b>Summary</b>	<b>\$4,620,999</b>	<b>\$5,047,909</b>	<b>\$5,316,401</b>	<b>\$5,040,407</b>	<b>\$3,900,419</b>
Other Spirits	Cachaca	\$18,578	\$23,244	\$24,684	\$21,739	\$17,371
	Flavoured Spirits	\$7,030	\$18,225	\$13,217	\$9,250	\$9,137
	Miscellaneous/Other Spirits	\$26,378	\$36,457	\$29,240	\$41,307	\$25,467

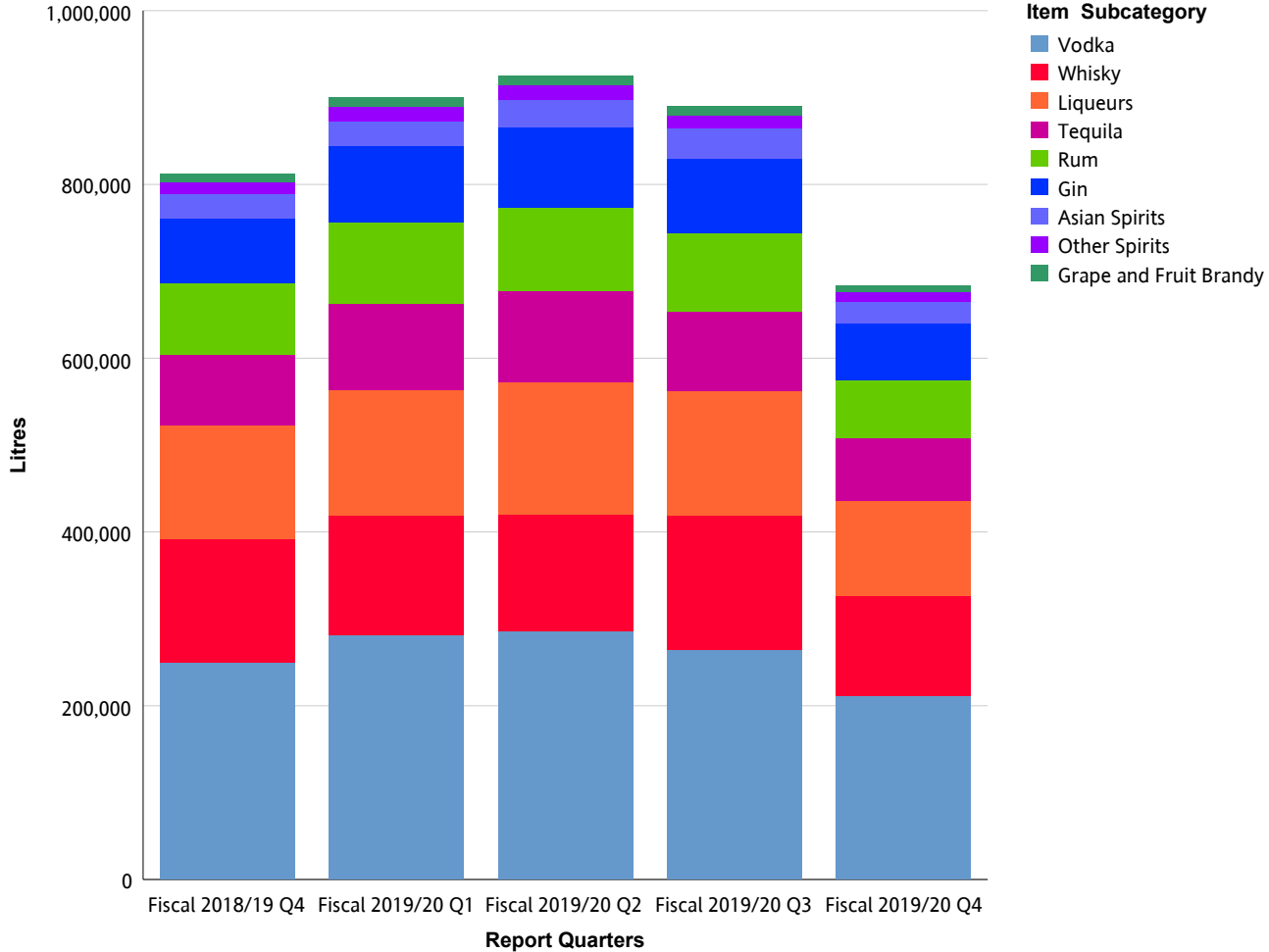
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Other Spirits	Moonshine Spirits	\$1,830	\$7,793	\$4,601	\$2,978	\$2,966
	Ready to Mix Cocktails	\$312,628	\$382,213	\$385,364	\$327,194	\$264,553
	Ready to Serve Cocktails	\$4,037	\$4,937	\$7,179	\$9,005	\$3,496
	Schnapps and Akvavit	\$7,314	\$9,662	\$10,404	\$7,409	\$5,664
	<b>Summary</b>	<b>\$377,796</b>	<b>\$482,531</b>	<b>\$474,689</b>	<b>\$418,883</b>	<b>\$328,654</b>
Rum	Amber Rum	\$303,476	\$381,625	\$370,177	\$334,744	\$264,701
	Dark Rum	\$395,212	\$407,090	\$392,799	\$447,487	\$306,205
	Flavoured Rum	\$16,626	\$19,254	\$18,047	\$18,305	\$11,227
	Spiced Rum	\$859,945	\$849,821	\$843,401	\$994,968	\$737,197
	White Rum	\$1,128,902	\$1,384,622	\$1,475,175	\$1,176,260	\$882,667
	<b>Summary</b>	<b>\$2,704,161</b>	<b>\$3,042,413</b>	<b>\$3,099,598</b>	<b>\$2,971,765</b>	<b>\$2,201,997</b>
Tequila	Blanco/Silver Tequila	\$1,622,052	\$2,044,563	\$2,230,948	\$1,958,898	\$1,693,947
	Flavoured Tequila	\$19,384	\$25,382	\$29,678	\$23,400	\$21,276
	Gold Tequila	\$2,125,249	\$2,420,795	\$2,662,606	\$2,556,505	\$1,817,413
	Mezcal	\$210,120	\$219,871	\$262,456	\$250,844	\$231,845
	<b>Summary</b>	<b>\$3,976,804</b>	<b>\$4,710,611</b>	<b>\$5,185,688</b>	<b>\$4,789,647</b>	<b>\$3,764,481</b>
Vodka	Flavoured Vodka	\$888,645	\$1,204,165	\$1,138,595	\$1,032,617	\$860,482
	Straight Vodka	\$7,486,248	\$8,245,183	\$8,489,624	\$7,907,403	\$6,279,689
	<b>Summary</b>	<b>\$8,374,893</b>	<b>\$9,449,347</b>	<b>\$9,628,220</b>	<b>\$8,940,020</b>	<b>\$7,140,171</b>
Whisky	American Whiskey	\$517,522	\$524,167	\$481,971	\$529,985	\$375,214
	Blended Malt Scotch Whisky	\$8,800	\$10,086	\$11,682	\$14,386	\$8,466
	Blended Scotch Whisky	\$304,868	\$376,635	\$341,365	\$361,792	\$251,663
	Bourbon Whiskey	\$1,403,312	\$1,246,769	\$1,265,246	\$1,473,127	\$1,139,433
	Canadian Whisky	\$1,807,428	\$1,843,215	\$1,802,011	\$2,086,978	\$1,537,067
	Flavoured Whisky	\$1,294	\$9,688	\$22,552	\$14,843	\$8,759
	Irish Whiskey	\$1,413,220	\$1,275,860	\$1,307,357	\$1,420,098	\$1,176,115
	Other Country Whisky	\$101,532	\$134,629	\$110,446	\$144,450	\$109,993
	Single Malt Scotch Whisky	\$891,225	\$806,083	\$786,879	\$1,030,754	\$697,205

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

<b>Net Sales \$</b>		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Whisky	<b>Summary</b>	\$6,449,202	\$6,227,132	\$6,129,509	\$7,076,414	\$5,303,914
<b>Summary</b>		\$30,561,950	\$33,548,989	\$34,709,250	\$34,093,935	\$26,299,482

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Asian Spirits	China Spirits	950	1,033	1,085	1,070	777
	Korea Spirits	26,228	27,080	29,515	32,734	22,786
	Other Country Asian Spirits	959	814	991	991	885
	<b>Summary</b>	<b>28,137</b>	<b>28,927</b>	<b>31,591</b>	<b>34,795</b>	<b>24,447</b>
Gin	Dry Gin	71,761	84,876	88,203	82,866	63,154
	Flavoured Gin	1,267	2,144	2,481	1,706	1,405
	Other Gin	543	695	917	882	780
	<b>Summary</b>	<b>73,570</b>	<b>87,714</b>	<b>91,600</b>	<b>85,454</b>	<b>65,340</b>
Grape and Fruit Brandy	Armagnac	55	31	31	37	30
	Brandy	4,712	4,782	4,853	4,682	3,565
	Cognac	3,089	3,545	3,245	4,232	2,694
	Eau de Vie	439	421	557	579	383
	Grappa And Marc	284	274	352	296	223
	Pisco	1,185	1,409	1,155	967	898
	<b>Summary</b>	<b>9,764</b>	<b>10,462</b>	<b>10,192</b>	<b>10,793</b>	<b>7,793</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	45,279	48,602	50,851	48,803	37,886
	Coffee And Cocoa Liqueurs	10,474	10,149	10,694	12,437	8,763
	Cream/Dairy Liqueurs	13,945	14,487	15,906	17,628	12,115
	Fruit Liqueurs	41,716	52,495	54,357	44,542	35,095
	Nut Liqueurs	7,751	8,305	8,374	7,928	6,140
	Other Liqueurs	8,096	7,777	7,814	8,397	6,326
	Whiskey Liqueurs	4,189	3,657	3,798	3,832	2,759
	<b>Summary</b>	<b>131,450</b>	<b>145,472</b>	<b>151,795</b>	<b>143,568</b>	<b>109,084</b>
Other Spirits	Cachaca	455	539	564	460	394
	Flavoured Spirits	110	302	193	141	147
	Miscellaneous/Other Spirits	545	827	614	841	498

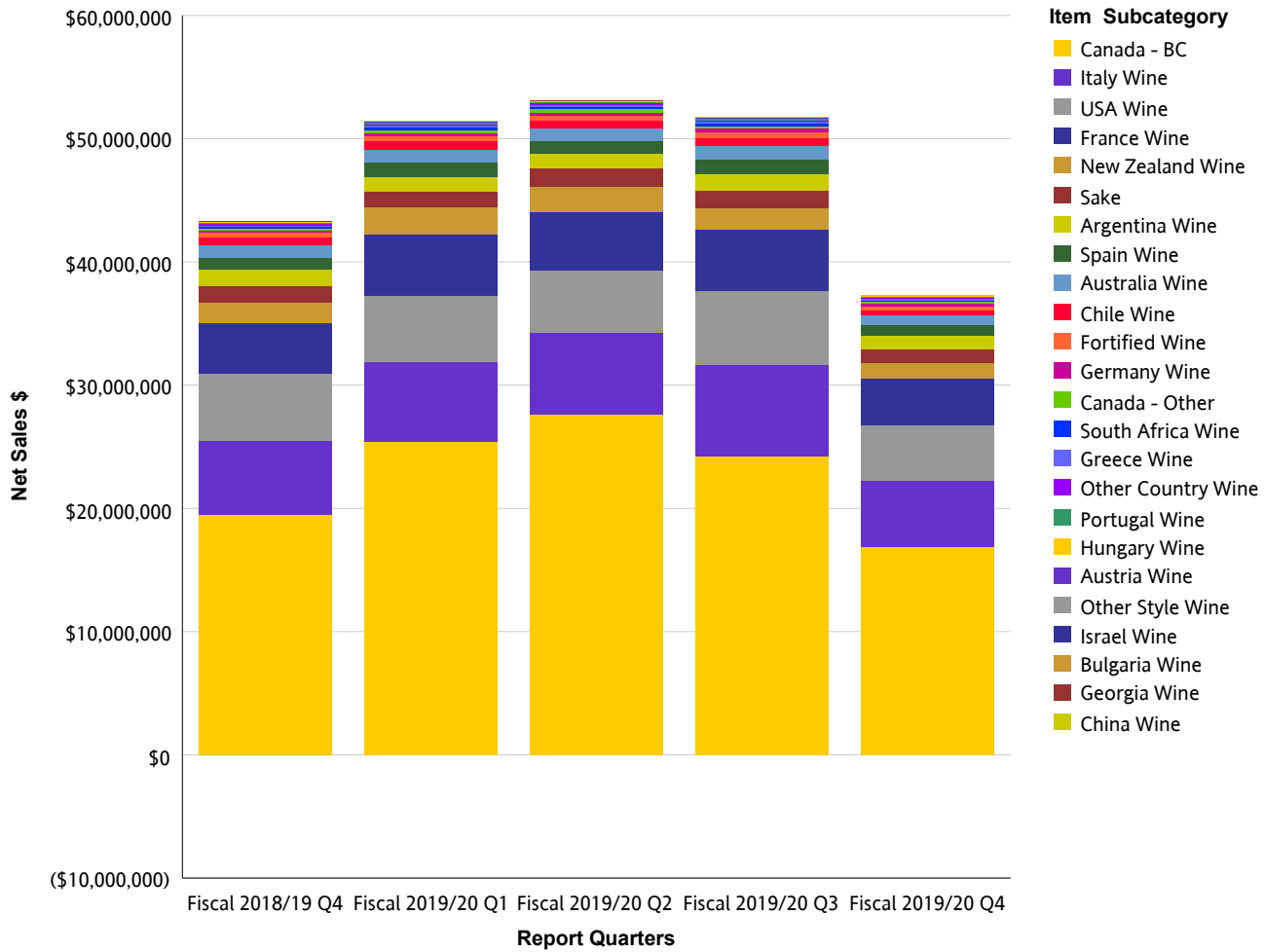
## Spirits Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Other Spirits	Moonshine Spirits	43	146	103	61	65
	Ready to Mix Cocktails	12,559	15,092	15,218	12,805	10,398
	Ready to Serve Cocktails	110	146	258	290	103
	Schnapps and Akvavit	158	198	230	163	119
	<b>Summary</b>	<b>13,980</b>	<b>17,251</b>	<b>17,179</b>	<b>14,761</b>	<b>11,725</b>
Rum	Amber Rum	8,326	10,429	10,064	8,948	6,789
	Dark Rum	11,531	11,807	11,569	13,447	8,910
	Flavoured Rum	532	650	566	506	300
	Spiced Rum	25,131	24,677	24,627	28,977	21,053
	White Rum	37,903	46,238	49,301	39,296	29,454
	<b>Summary</b>	<b>83,424</b>	<b>93,801</b>	<b>96,126</b>	<b>91,174</b>	<b>66,507</b>
Tequila	Blanco/Silver Tequila	32,863	42,734	45,897	37,982	32,875
	Flavoured Tequila	405	527	592	450	434
	Gold Tequila	44,232	52,700	55,688	49,137	36,423
	Mezcal	2,762	2,864	3,324	3,178	2,783
	<b>Summary</b>	<b>80,262</b>	<b>98,824</b>	<b>105,502</b>	<b>90,748</b>	<b>72,515</b>
Vodka	Flavoured Vodka	23,958	32,202	30,392	27,407	22,948
	Straight Vodka	226,055	248,990	255,097	236,970	188,278
	<b>Summary</b>	<b>250,013</b>	<b>281,192</b>	<b>285,489</b>	<b>264,377</b>	<b>211,226</b>
Whisky	American Whiskey	11,843	11,697	11,214	12,049	8,514
	Blended Malt Scotch Whisky	75	103	112	158	95
	Blended Scotch Whisky	5,375	6,644	6,089	6,637	4,634
	Bourbon Whiskey	28,014	24,998	25,394	29,996	22,888
	Canadian Whisky	55,989	56,350	54,486	63,566	45,901
	Flavoured Whisky	43	274	636	421	248
	Irish Whiskey	32,158	28,565	29,168	31,801	26,282
	Other Country Whisky	1,000	1,228	1,090	1,217	1,054
	Single Malt Scotch Whisky	7,438	7,192	6,919	8,616	5,817

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Whisky	<b>Summary</b>	141,934	137,052	135,109	154,460	115,431
<b>Summary</b>		812,536	900,695	924,583	890,130	684,067

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Argentina Wine	Argentina Red Wine	\$1,281,079	\$1,167,131	\$1,114,584	\$1,336,202	\$1,007,129
	Argentina Rose Wine	\$8,542	\$14,313	\$11,133	\$7,213	\$5,118
	Argentina Sparkling Wine	\$169	\$1,076	\$4,269	\$2,282	\$1,880
	Argentina White Wine	\$61,973	\$75,972	\$79,358	\$68,934	\$58,991
	<b>Summary</b>	<b>\$1,351,763</b>	<b>\$1,258,491</b>	<b>\$1,209,344</b>	<b>\$1,414,631</b>	<b>\$1,073,117</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Australia Red Wine	\$776,196	\$684,869	\$654,147	\$733,038	\$535,867
	Australia Rose Wine	\$6,810	\$18,478	\$28,071	\$18,308	\$15,291
	Australia Sparkling Wine	\$44,069	\$60,635	\$69,376	\$74,254	\$56,929
	Australia White Wine	\$216,474	\$285,477	\$313,353	\$261,555	\$159,051
	<b>Summary</b>	<b>\$1,043,549</b>	<b>\$1,049,459</b>	<b>\$1,064,947</b>	<b>\$1,087,155</b>	<b>\$767,138</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Austria Red Wine	\$17,855	\$10,985	\$7,509	\$10,142	\$13,079
	Austria Rose Wine	\$0	\$0	\$1,991	\$0	\$0
	Austria Sparkling Wine	\$0	\$891	\$1,699	\$648	\$0
	Austria White Wine	\$21,929	\$22,955	\$26,338	\$21,980	\$20,140
	<b>Summary</b>	<b>\$39,783</b>	<b>\$34,831</b>	<b>\$37,538</b>	<b>\$32,770</b>	<b>\$33,220</b>
Bulgaria Wine	Bulgaria Red Wine	\$342	\$358	\$764	\$683	\$560
	Bulgaria Rose Wine	\$0	\$0	\$1,039	\$592	\$288
	Bulgaria White Wine	\$148	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$490</b>	<b>\$358</b>	<b>\$1,804</b>	<b>\$1,275</b>	<b>\$847</b>
Canada - BC	Canada - BC Dessert Wine	\$11,523	\$10,108	\$18,479	\$16,287	\$10,909
	Canada - BC Fruit Wine	\$36,111	(\$14,902)	\$49,332	\$28,010	\$18,550
	Canada - BC Ice Wine	\$36,944	\$41,783	\$60,337	\$33,243	\$23,318
	Canada - BC Red Wine	\$10,197,876	\$11,018,801	\$11,522,345	\$12,274,883	\$8,588,272
	Canada - BC Rose Wine	\$453,147	\$1,491,097	\$1,819,020	\$664,807	\$475,163

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Canada - BC	Canada - BC Sparkling Wine	\$533,826	\$945,322	\$1,039,981	\$766,729	\$497,350
	Canada - BC White Wine	\$8,242,764	\$11,928,778	\$13,119,269	\$10,413,054	\$7,215,306
	<b>Summary</b>	<b>\$19,512,190</b>	<b>\$25,420,987</b>	<b>\$27,628,762</b>	<b>\$24,197,014</b>	<b>\$16,828,869</b>
Canada - Other	Canada - Other Dessert Wine	\$0	\$605	\$0	\$702	\$1,404
	Canada - Other Fruit Wine	\$448	\$0	\$0	\$0	\$56
	Canada - Other Ice Wine	\$3,509	\$1,121	\$1,794	\$679	\$4,096
	Canada - Other Red Wine	\$1,752	\$5,812	\$9,019	\$20,210	\$14,884
	Canada - Other Rose Wine	\$0	\$88,456	\$120,943	\$6,155	\$253
	Canada - Other Sparkling Wine	\$107,131	\$151,847	\$130,847	\$139,867	\$101,655
	Canada - Other White Wine	\$2,186	\$6,136	\$6,792	\$13,448	\$10,736
	<b>Summary</b>	<b>\$115,026</b>	<b>\$253,977</b>	<b>\$269,396</b>	<b>\$181,062</b>	<b>\$133,083</b>
Chile Wine	Chile Fruit and Dessert Wine	\$1,504	\$1,396	\$166	\$594	\$594
	Chile Red Wine	\$381,599	\$343,981	\$323,960	\$371,010	\$274,774
	Chile Rose Wine	\$1,704	\$15,959	\$10,781	\$5,769	\$4,391
	Chile Sparkling Wine	\$1,980	\$3,032	\$2,627	\$2,652	\$2,379
	Chile White Wine	\$235,719	\$317,845	\$290,449	\$259,158	\$169,838
	<b>Summary</b>	<b>\$622,505</b>	<b>\$682,213</b>	<b>\$627,983</b>	<b>\$639,183</b>	<b>\$451,974</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	China Red Wine	(\$19)	\$189	\$0	\$189	\$93
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>(\$19)</b>	<b>\$189</b>	<b>\$0</b>	<b>\$189</b>	<b>\$93</b>
Fortified Wine	Other Fortified Domestic Wine	\$32,915	\$25,681	\$36,267	\$36,686	\$33,754
	Other Fortified Import Wine	\$79,395	\$85,630	\$87,686	\$94,195	\$76,132
	Port Wine	\$86,933	\$90,015	\$99,098	\$115,530	\$74,740
	Sherry Wine	\$43,235	\$44,084	\$40,915	\$46,891	\$31,752
	Vermouth Wine	\$122,170	\$141,186	\$136,303	\$157,294	\$122,720
	<b>Summary</b>	<b>\$364,647</b>	<b>\$386,596</b>	<b>\$400,269</b>	<b>\$450,596</b>	<b>\$339,097</b>
France Wine	France Champagne Wine	\$1,489,456	\$1,704,225	\$1,420,889	\$1,983,310	\$1,161,611

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
France Wine	France Fruit and Dessert Wine	\$1,657	\$2,051	\$2,239	\$4,891	\$338
	France Red Wine	\$1,477,491	\$1,279,408	\$1,412,270	\$1,536,692	\$1,487,344
	France Rose Wine	\$197,475	\$686,856	\$632,282	\$214,233	\$187,102
	France Sparkling Wine	\$142,287	\$223,784	\$228,611	\$234,102	\$209,801
	France White Wine	\$846,434	\$1,080,796	\$1,100,584	\$983,712	\$758,619
	<b>Summary</b>	<b>\$4,154,801</b>	<b>\$4,977,118</b>	<b>\$4,796,876</b>	<b>\$4,956,940</b>	<b>\$3,804,815</b>
Georgia Wine	Georgia Red Wine	\$636	\$38	\$612	\$34	\$94
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$636</b>	<b>\$38</b>	<b>\$612</b>	<b>\$34</b>	<b>\$94</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$6,118	\$5,328	\$7,822	\$13,170	\$11,585
	Germany Rose Wine	\$463	\$5,085	\$5,038	\$1,732	\$1,451
	Germany Sparkling Wine	\$146,593	\$205,948	\$182,536	\$211,623	\$130,789
	Germany White Wine	\$69,466	\$74,051	\$73,647	\$87,892	\$50,915
	<b>Summary</b>	<b>\$222,639</b>	<b>\$290,412</b>	<b>\$269,042</b>	<b>\$314,417</b>	<b>\$194,740</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$102	\$0	\$204
	Greece Red Wine	\$73,443	\$85,249	\$75,263	\$85,407	\$66,681
	Greece Rose Wine	\$192	\$1,599	\$1,631	\$1,343	\$288
	Greece White Wine	\$52,813	\$68,167	\$79,098	\$58,533	\$47,121
	<b>Summary</b>	<b>\$126,448</b>	<b>\$155,015</b>	<b>\$156,095</b>	<b>\$145,283</b>	<b>\$114,294</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$3,527	\$3,253	\$3,649	\$3,172	\$2,683
	Hungary Red Wine	\$289	\$395	\$1,078	\$659	\$638
	Hungary Sparkling Wine	\$18,517	\$32,138	\$36,253	\$27,197	\$23,538
	Hungary White Wine	\$13,902	\$8,237	\$8,573	\$9,364	\$4,498
	<b>Summary</b>	<b>\$36,235</b>	<b>\$44,022</b>	<b>\$49,554</b>	<b>\$40,393</b>	<b>\$31,357</b>
Israel Wine	Israel Red Wine	\$4,418	\$2,603	\$1,817	\$4,398	\$3,130
	Israel Rose Wine	\$0	\$0	\$0	\$0	\$0
	Israel White Wine	\$3,586	\$3,128	\$2,157	\$3,572	\$662

## Wine Sales (Net \$)

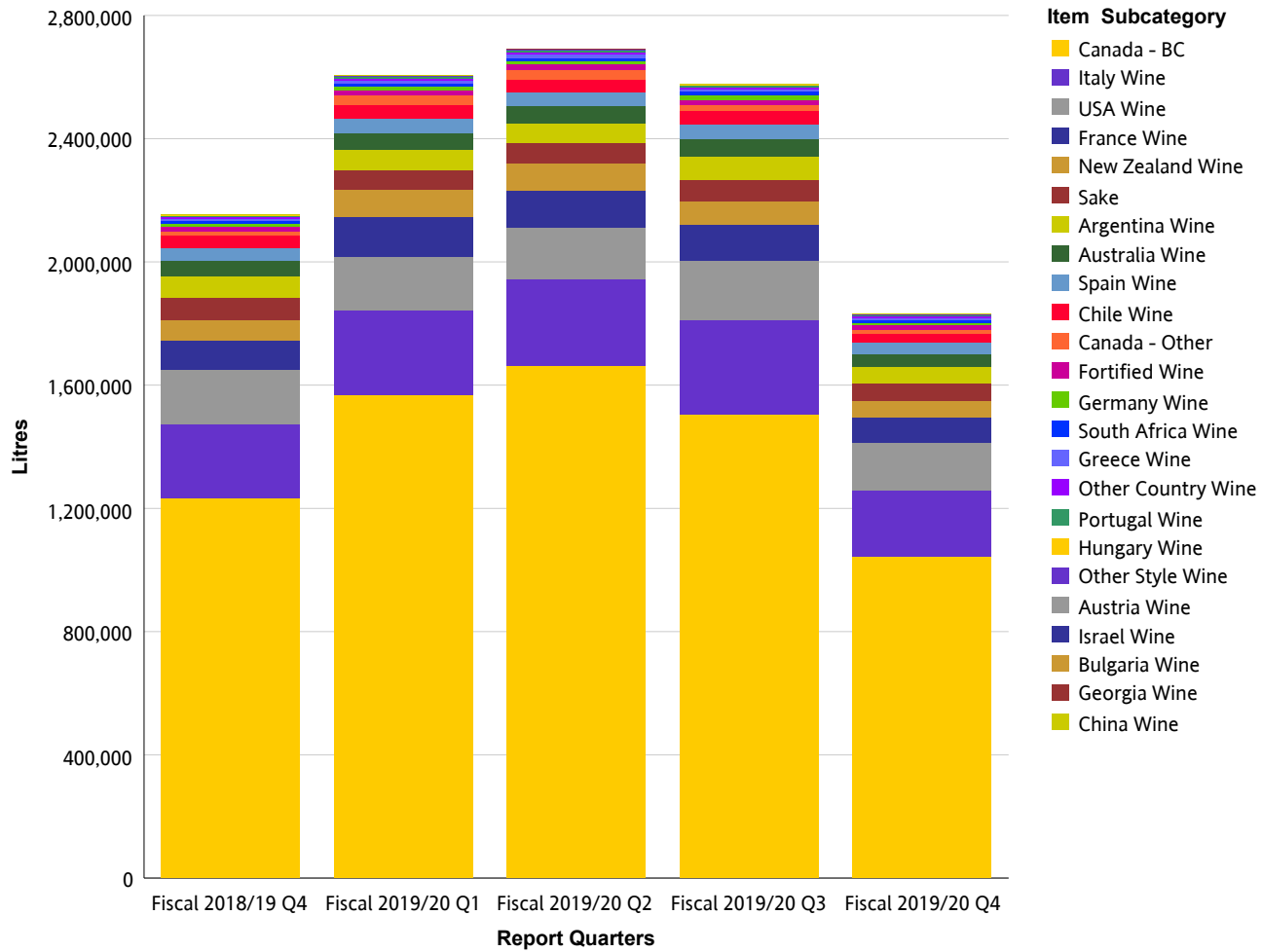
Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Israel Wine	<b>Summary</b>	<b>\$8,004</b>	<b>\$5,731</b>	<b>\$3,974</b>	<b>\$7,970</b>	<b>\$3,792</b>
Italy Wine	Italy Fruit and Dessert Wine	\$780	\$4,655	\$3,568	\$5,072	\$2,404
	Italy Red Wine	\$3,423,782	\$3,108,585	\$3,184,097	\$4,263,565	\$3,104,980
	Italy Rose Wine	\$48,217	\$118,444	\$135,419	\$64,661	\$69,748
	Italy Sparkling Wine	\$451,873	\$583,985	\$613,056	\$603,591	\$428,073
	Italy White Wine	\$1,316,687	\$1,715,916	\$1,716,427	\$1,629,734	\$1,191,331
	Prosecco Wine	\$714,525	\$938,416	\$951,418	\$925,632	\$645,885
	<b>Summary</b>	<b>\$5,955,864</b>	<b>\$6,470,001</b>	<b>\$6,603,985</b>	<b>\$7,492,256</b>	<b>\$5,442,421</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$69,641	\$54,861	\$58,580	\$70,594	\$46,899
	New Zealand Rose Wine	\$15,132	\$67,128	\$68,212	\$28,066	\$20,208
	New Zealand Sparkling Wine	\$3,906	\$5,791	\$5,659	\$8,605	\$4,939
	New Zealand White Wine	\$1,533,932	\$2,022,793	\$1,950,304	\$1,705,822	\$1,189,745
	<b>Summary</b>	<b>\$1,622,612</b>	<b>\$2,150,573</b>	<b>\$2,082,756</b>	<b>\$1,813,086</b>	<b>\$1,261,791</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$89,205	\$92,190	\$91,614	\$92,540	\$78,623
	Other Country Red Wine	\$22,197	\$16,761	\$21,442	\$23,164	\$15,258
	Other Country Rose Wine	\$1,178	\$1,768	\$1,096	\$117	\$0
	Other Country Sparkling Wine	\$6,067	\$4,569	\$5,512	\$8,571	\$2,414
	Other Country White Wine	\$11,359	\$16,097	\$11,607	\$16,615	\$5,304
	<b>Summary</b>	<b>\$130,007</b>	<b>\$131,385</b>	<b>\$131,271</b>	<b>\$141,008</b>	<b>\$101,599</b>
Other Style Wine	Aperitif And Flavoured Wine	\$5,275	\$12,116	\$14,520	\$11,142	\$14,394
	Mead	\$94	\$138	\$498	\$484	\$299
	Rice Wine	\$11,819	\$12,040	\$13,081	\$13,398	\$7,335
	<b>Summary</b>	<b>\$17,188</b>	<b>\$24,294</b>	<b>\$28,099</b>	<b>\$25,025</b>	<b>\$22,029</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$100	\$322	\$2,687	\$3,298	\$285
	Portugal Red Wine	\$41,508	\$52,629	\$50,619	\$69,392	\$44,050
	Portugal Rose Wine	\$5,622	\$8,293	\$6,939	\$4,276	\$2,624
	Portugal Sparkling Wine	\$4,272	\$2,377	\$376	\$1,392	\$750



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Portugal Wine	Portugal White Wine	\$28,730	\$46,908	\$54,398	\$44,885	\$39,115
	<b>Summary</b>	<b>\$80,232</b>	<b>\$110,529</b>	<b>\$115,019</b>	<b>\$123,242</b>	<b>\$86,824</b>
Sake	Japan Sake	\$806,650	\$818,842	\$951,085	\$850,321	\$707,791
	Other Country Sake	\$34,305	\$38,957	\$41,538	\$36,203	\$30,259
	USA Sake	\$485,081	\$404,528	\$432,894	\$460,181	\$387,553
	<b>Summary</b>	<b>\$1,326,036</b>	<b>\$1,262,327</b>	<b>\$1,425,518</b>	<b>\$1,346,706</b>	<b>\$1,125,603</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$65	\$0	\$0
	South Africa Red Wine	\$85,031	\$83,485	\$86,321	\$121,567	\$86,997
	South Africa Rose Wine	\$14	\$950	\$502	\$44	\$9
	South Africa Sparkling Wine	\$684	\$372	\$558	\$282	\$636
	South Africa White Wine	\$61,217	\$73,963	\$83,044	\$73,020	\$50,395
	<b>Summary</b>	<b>\$146,946</b>	<b>\$158,771</b>	<b>\$170,490</b>	<b>\$194,912</b>	<b>\$138,036</b>
Spain Wine	Spain Fruit and Dessert Wine	\$4,708	\$2,259	\$4,605	\$1,996	\$1,583
	Spain Red Wine	\$549,038	\$603,272	\$428,993	\$684,859	\$467,884
	Spain Rose Wine	\$23,713	\$59,139	\$68,988	\$28,300	\$23,817
	Spain Sparkling Wine	\$288,190	\$393,505	\$386,928	\$363,908	\$293,411
	Spain White Wine	\$90,769	\$91,561	\$96,796	\$108,658	\$75,171
	<b>Summary</b>	<b>\$956,417</b>	<b>\$1,149,735</b>	<b>\$986,310</b>	<b>\$1,187,722</b>	<b>\$861,866</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$4,391,783	\$4,174,525	\$3,859,040	\$4,903,249	\$3,636,111
	USA Rose Wine	\$47,942	\$73,558	\$68,336	\$28,784	\$25,322
	USA Sparkling Wine	\$102,693	\$114,257	\$99,007	\$84,842	\$80,714
	USA White Wine	\$914,251	\$1,021,655	\$1,025,239	\$913,187	\$728,022
	<b>Summary</b>	<b>\$5,456,668</b>	<b>\$5,383,996</b>	<b>\$5,051,623</b>	<b>\$5,930,061</b>	<b>\$4,470,169</b>
<b>Summary</b>		<b>\$43,290,666</b>	<b>\$51,401,047</b>	<b>\$53,111,265</b>	<b>\$51,722,930</b>	<b>\$37,286,868</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Argentina Wine	Argentina Red Wine	64,630	58,512	56,347	69,090	50,342
	Argentina Rose Wine	734	1,078	844	523	374
	Argentina Sparkling Wine	7	56	226	130	110
	Argentina White Wine	3,775	4,590	4,710	4,174	3,546
	<b>Summary</b>	<b>69,146</b>	<b>64,236</b>	<b>62,128</b>	<b>73,917</b>	<b>54,371</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	0
	Australia Red Wine	35,055	31,880	29,852	34,282	25,304
	Australia Rose Wine	433	1,172	1,775	1,118	888
	Australia Sparkling Wine	2,562	3,601	4,060	4,396	3,088
	Australia White Wine	13,286	17,984	19,888	16,550	10,016
	<b>Summary</b>	<b>51,336</b>	<b>54,637</b>	<b>55,577</b>	<b>56,345</b>	<b>39,296</b>
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	0
	Austria Red Wine	431	288	224	288	376
	Austria Rose Wine	0	0	62	0	0
	Austria Sparkling Wine	0	25	45	18	0
	Austria White Wine	620	658	790	579	514
	<b>Summary</b>	<b>1,052</b>	<b>971</b>	<b>1,121</b>	<b>885</b>	<b>890</b>
Bulgaria Wine	Bulgaria Red Wine	22	23	45	40	36
	Bulgaria Rose Wine	0	0	49	28	14
	Bulgaria White Wine	3	0	0	0	0
	<b>Summary</b>	<b>25</b>	<b>23</b>	<b>94</b>	<b>68</b>	<b>50</b>
Canada - BC	Canada - BC Dessert Wine	179	147	220	242	175
	Canada - BC Fruit Wine	1,617	-852	2,276	1,294	846
	Canada - BC Ice Wine	350	372	556	289	179
	Canada - BC Red Wine	598,443	645,084	653,912	722,077	499,894
	Canada - BC Rose Wine	22,653	71,699	88,850	33,234	24,026

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Canada - BC	Canada - BC Sparkling Wine	18,596	33,743	37,209	27,946	18,432
	Canada - BC White Wine	591,467	817,986	879,895	720,345	499,870
	<b>Summary</b>	<b>1,233,305</b>	<b>1,568,180</b>	<b>1,662,917</b>	<b>1,505,427</b>	<b>1,043,422</b>
Canada - Other	Canada - Other Dessert Wine	0	6	0	6	12
	Canada - Other Fruit Wine	6	0	0	0	1
	Canada - Other Ice Wine	23	9	14	6	33
	Canada - Other Red Wine	141	451	723	1,658	1,221
	Canada - Other Rose Wine	0	12,416	16,976	864	17
	Canada - Other Sparkling Wine	12,376	17,199	14,820	16,039	11,393
	Canada - Other White Wine	174	432	537	1,034	897
	<b>Summary</b>	<b>12,721</b>	<b>30,512</b>	<b>33,071</b>	<b>19,606</b>	<b>13,574</b>
Chile Wine	Chile Fruit and Dessert Wine	34	33	4	14	14
	Chile Red Wine	23,074	21,163	20,233	23,663	16,798
	Chile Rose Wine	134	1,247	866	460	319
	Chile Sparkling Wine	82	128	104	116	108
	Chile White Wine	16,473	22,213	20,114	18,101	12,052
	<b>Summary</b>	<b>39,797</b>	<b>44,783</b>	<b>41,322</b>	<b>42,354</b>	<b>29,291</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	0
	China Red Wine	0	2	0	2	2
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>2</b>	<b>2</b>
Fortified Wine	Other Fortified Domestic Wine	1,679	1,235	1,678	1,733	1,386
	Other Fortified Import Wine	3,193	3,406	3,518	3,458	2,786
	Port Wine	1,824	1,842	1,929	2,108	1,487
	Sherry Wine	1,259	1,302	1,134	1,318	902
	Vermouth Wine	7,528	8,233	8,102	9,212	7,125
	<b>Summary</b>	<b>15,483</b>	<b>16,017</b>	<b>16,361</b>	<b>17,828</b>	<b>13,686</b>
France Wine	France Champagne Wine	11,352	12,633	11,778	16,104	9,576

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
France Wine	France Fruit and Dessert Wine	28	28	31	34	4
	France Red Wine	40,810	38,930	36,616	46,906	34,219
	France Rose Wine	9,357	30,388	28,674	9,742	8,554
	France Sparkling Wine	6,252	9,422	9,851	10,593	8,216
	France White Wine	28,992	35,581	34,892	32,178	23,885
	<b>Summary</b>	<b>96,792</b>	<b>126,983</b>	<b>121,842</b>	<b>115,558</b>	<b>84,454</b>
Georgia Wine	Georgia Red Wine	20	2	18	2	4
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>20</b>	<b>2</b>	<b>18</b>	<b>2</b>	<b>4</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	166	146	223	314	265
	Germany Rose Wine	27	225	171	62	45
	Germany Sparkling Wine	6,746	9,462	8,386	9,869	5,956
	Germany White Wine	2,462	2,955	2,949	3,112	1,842
	<b>Summary</b>	<b>9,402</b>	<b>12,788</b>	<b>11,729</b>	<b>13,357</b>	<b>8,108</b>
Greece Wine	Greece Fruit and Dessert Wine	0	0	3	0	6
	Greece Red Wine	4,447	5,122	4,718	5,069	4,031
	Greece Rose Wine	9	75	76	58	14
	Greece White Wine	3,500	4,250	4,995	3,575	2,963
	<b>Summary</b>	<b>7,956</b>	<b>9,447</b>	<b>9,793</b>	<b>8,702</b>	<b>7,014</b>
Hungary Wine	Hungary Fruit and Dessert Wine	52	36	42	37	31
	Hungary Red Wine	17	23	62	40	35
	Hungary Sparkling Wine	1,068	1,928	2,129	1,638	1,359
	Hungary White Wine	866	455	539	503	310
	<b>Summary</b>	<b>2,004</b>	<b>2,442</b>	<b>2,772</b>	<b>2,218</b>	<b>1,735</b>
Israel Wine	Israel Red Wine	170	99	70	172	122
	Israel Rose Wine	0	0	0	0	0
	Israel White Wine	138	130	88	146	26

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Israel Wine	<b>Summary</b>	<b>308</b>	<b>230</b>	<b>158</b>	<b>317</b>	<b>148</b>
Italy Wine	Italy Fruit and Dessert Wine	11	43	34	64	24
	Italy Red Wine	114,396	106,002	108,436	139,637	102,148
	Italy Rose Wine	1,880	4,916	5,486	2,600	2,837
	Italy Sparkling Wine	22,366	29,668	30,927	30,067	20,978
	Italy White Wine	72,365	94,125	95,335	91,363	63,786
	Prosecco Wine	30,235	39,825	40,388	40,158	27,315
	<b>Summary</b>	<b>241,253</b>	<b>274,578</b>	<b>280,606</b>	<b>303,889</b>	<b>217,088</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,027	1,610	1,698	2,248	1,262
	New Zealand Rose Wine	610	2,820	2,802	1,206	838
	New Zealand Sparkling Wine	126	183	195	335	175
	New Zealand White Wine	63,017	85,100	81,071	71,575	48,497
	<b>Summary</b>	<b>65,780</b>	<b>89,714</b>	<b>85,766</b>	<b>75,364</b>	<b>50,772</b>
Other Country Wine	Other Country Fruit and Dessert Wine	4,749	4,816	4,982	5,088	4,126
	Other Country Red Wine	741	556	670	798	472
	Other Country Rose Wine	40	81	52	4	0
	Other Country Sparkling Wine	166	145	175	228	56
	Other Country White Wine	354	512	357	484	161
	<b>Summary</b>	<b>6,050</b>	<b>6,109</b>	<b>6,237</b>	<b>6,602</b>	<b>4,815</b>
Other Style Wine	Aperitif And Flavoured Wine	336	780	951	513	586
	Mead	4	4	33	34	16
	Rice Wine	802	828	924	990	569
	<b>Summary</b>	<b>1,142</b>	<b>1,613</b>	<b>1,907</b>	<b>1,537</b>	<b>1,172</b>
Portugal Wine	Portugal Fruit and Dessert Wine	1	5	37	46	9
	Portugal Red Wine	1,851	2,098	2,286	3,001	2,126
	Portugal Rose Wine	379	596	495	272	185
	Portugal Sparkling Wine	169	65	10	36	18

## Wine Sales (Litres)

Litres		Fiscal 2018/19 Q4	Fiscal 2019/20 Q1	Fiscal 2019/20 Q2	Fiscal 2019/20 Q3	Fiscal 2019/20 Q4
Portugal Wine	Portugal White Wine	1,576	2,465	3,035	2,050	1,765
	<b>Summary</b>	<b>3,976</b>	<b>5,229</b>	<b>5,864</b>	<b>5,406</b>	<b>4,104</b>
Sake	Japan Sake	18,988	18,555	20,513	19,132	15,832
	Other Country Sake	1,841	2,040	2,246	2,210	1,733
	USA Sake	52,327	43,758	46,245	50,157	41,625
	<b>Summary</b>	<b>73,156</b>	<b>64,353</b>	<b>69,005</b>	<b>71,499</b>	<b>59,190</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	1	0	0
	South Africa Red Wine	4,958	4,926	4,694	6,621	4,842
	South Africa Rose Wine	1	48	31	3	1
	South Africa Sparkling Wine	18	9	14	4	9
	South Africa White Wine	3,751	4,555	5,126	4,592	3,120
	<b>Summary</b>	<b>8,727</b>	<b>9,538</b>	<b>9,866</b>	<b>11,220</b>	<b>7,971</b>
Spain Wine	Spain Fruit and Dessert Wine	112	70	133	58	50
	Spain Red Wine	22,044	21,754	18,575	26,271	19,498
	Spain Rose Wine	1,316	3,194	3,920	1,291	1,358
	Spain Sparkling Wine	13,850	18,996	18,787	17,947	14,373
	Spain White Wine	3,771	3,874	4,238	4,615	3,048
	<b>Summary</b>	<b>41,092</b>	<b>47,888</b>	<b>45,654</b>	<b>50,182</b>	<b>38,326</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	130,112	124,502	117,475	152,275	117,648
	USA Rose Wine	3,230	4,572	4,466	2,295	1,892
	USA Sparkling Wine	3,694	4,115	3,451	2,962	2,608
	USA White Wine	37,122	42,310	41,949	37,936	29,649
	<b>Summary</b>	<b>174,158</b>	<b>175,499</b>	<b>167,340</b>	<b>195,467</b>	<b>151,797</b>
<b>Summary</b>		<b>2,154,679</b>	<b>2,605,772</b>	<b>2,691,145</b>	<b>2,577,751</b>	<b>1,831,278</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.