

# Hospitality Liquor Market Review

Fiscal 2020/21 Q3

December 2020



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

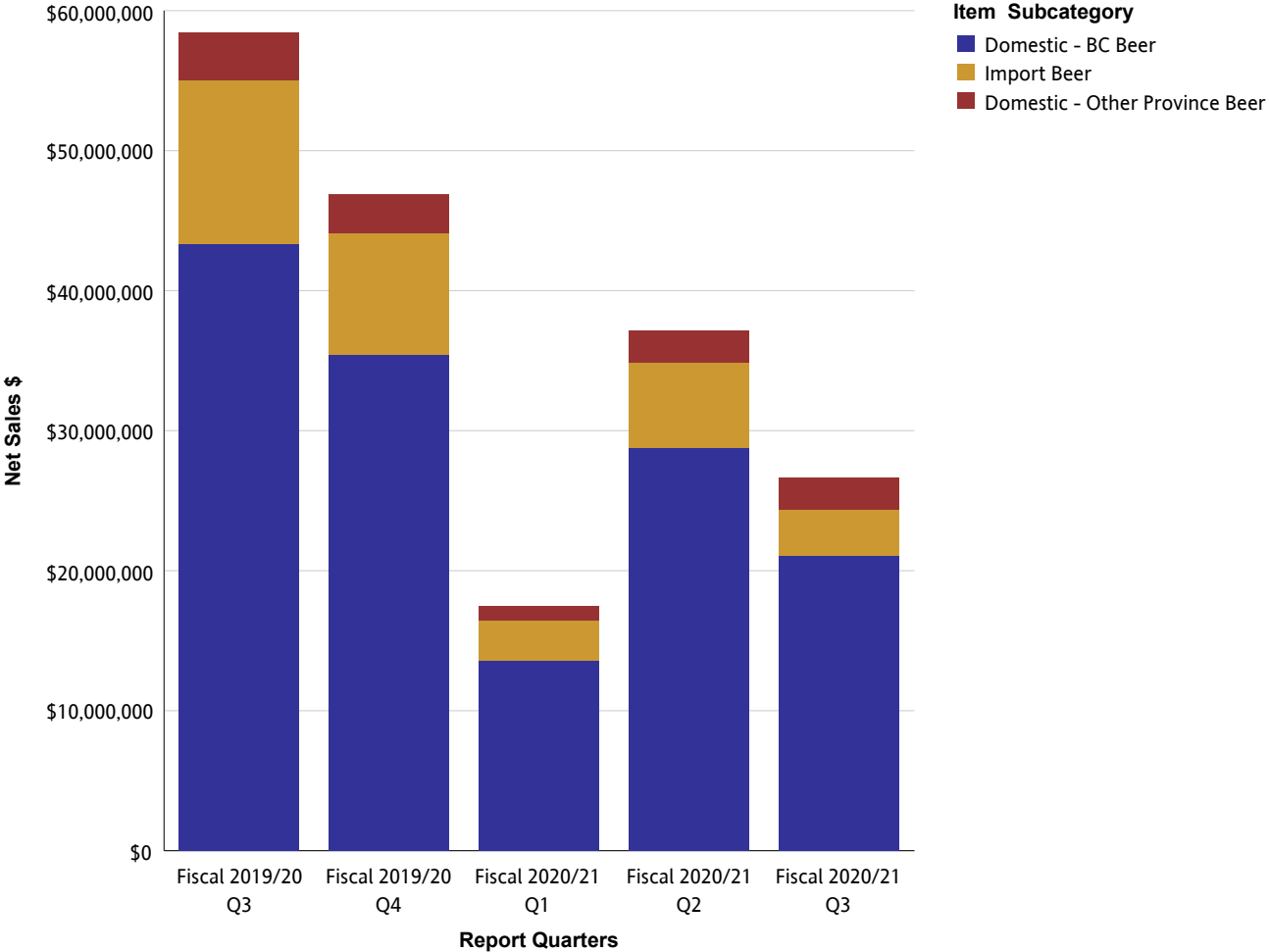
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

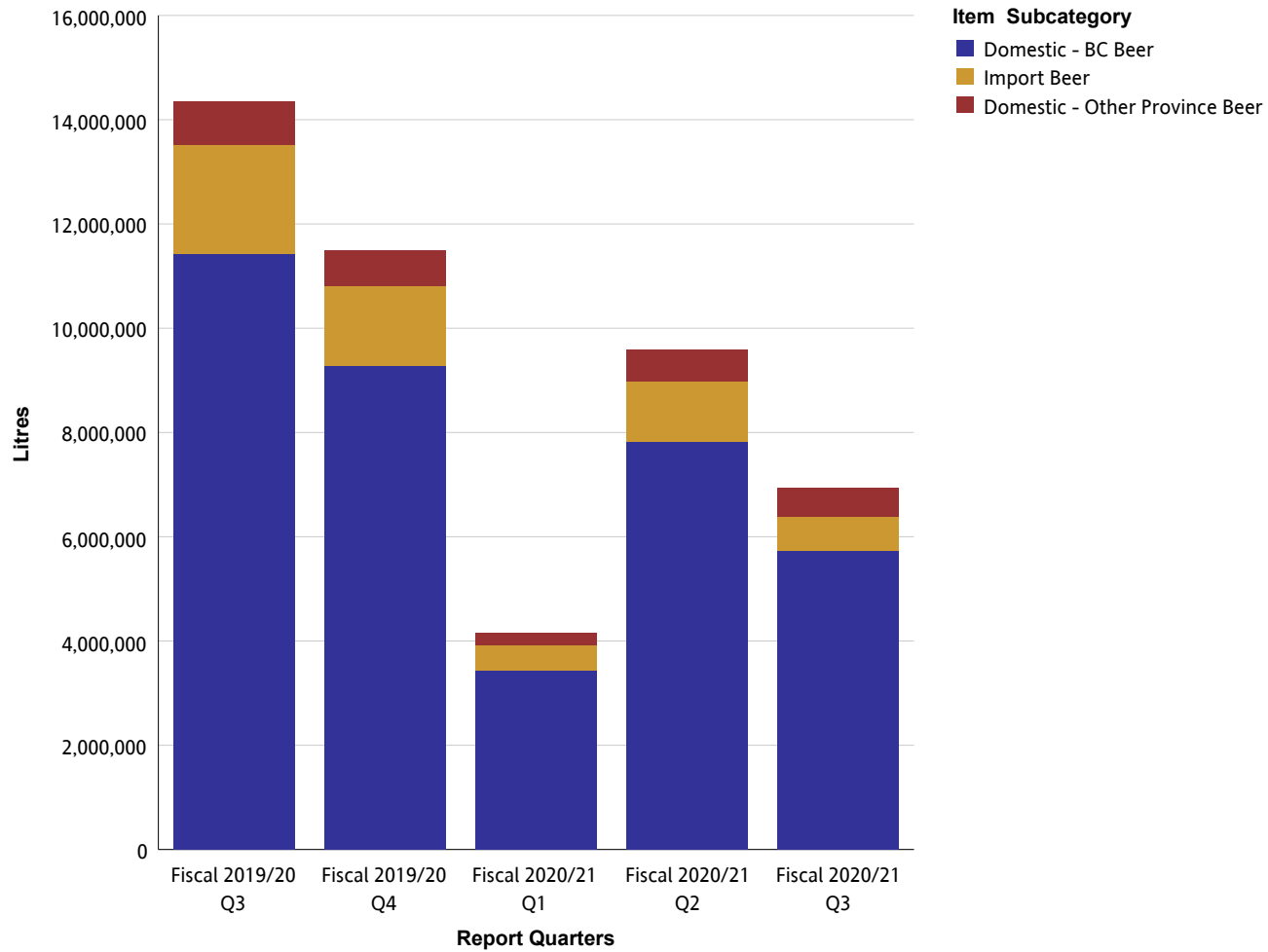


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	\$22,940,956	\$17,614,127	\$6,466,522	\$13,570,760	\$10,385,252
	Domestic - BC Micro Brew Beer	\$10,128,635	\$9,274,826	\$3,825,990	\$8,288,510	\$5,964,766
	Domestic - BC Regional Beer	\$10,261,725	\$8,517,614	\$3,279,734	\$6,933,184	\$4,722,948
	<b>Summary</b>	<b>\$43,331,316</b>	<b>\$35,406,567</b>	<b>\$13,572,245</b>	<b>\$28,792,454</b>	<b>\$21,072,967</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$2,729,202	\$2,281,780	\$864,385	\$1,913,103	\$2,022,909
	Domestic - Other Province Micro Brew Beer	\$52,793	\$45,841	\$8,721	\$15,216	\$15,348
	Domestic - Other Province Regional Beer	\$605,200	\$466,234	\$135,477	\$328,164	\$245,288
	<b>Summary</b>	<b>\$3,387,195</b>	<b>\$2,793,855</b>	<b>\$1,008,584</b>	<b>\$2,256,483</b>	<b>\$2,283,545</b>
Import Beer	Asia And South Pacific Beer	\$1,227,356	\$945,255	\$266,057	\$632,970	\$468,668
	Europe Beer	\$6,954,482	\$5,269,968	\$1,632,131	\$3,582,577	\$1,991,074
	Mexico And Caribbean Beer	\$2,726,221	\$2,072,692	\$846,598	\$1,661,901	\$683,471
	Other Country Beer	\$10,396	\$9,052	\$2,825	\$4,432	\$1,783
	USA Beer	\$824,024	\$410,807	\$131,666	\$224,473	\$156,987
	<b>Summary</b>	<b>\$11,742,478</b>	<b>\$8,707,774</b>	<b>\$2,879,275</b>	<b>\$6,106,353</b>	<b>\$3,301,983</b>
<b>Summary</b>	<b>\$58,460,989</b>	<b>\$46,908,196</b>	<b>\$17,460,104</b>	<b>\$37,155,290</b>	<b>\$26,658,495</b>	

## Beer Sales (Litres)

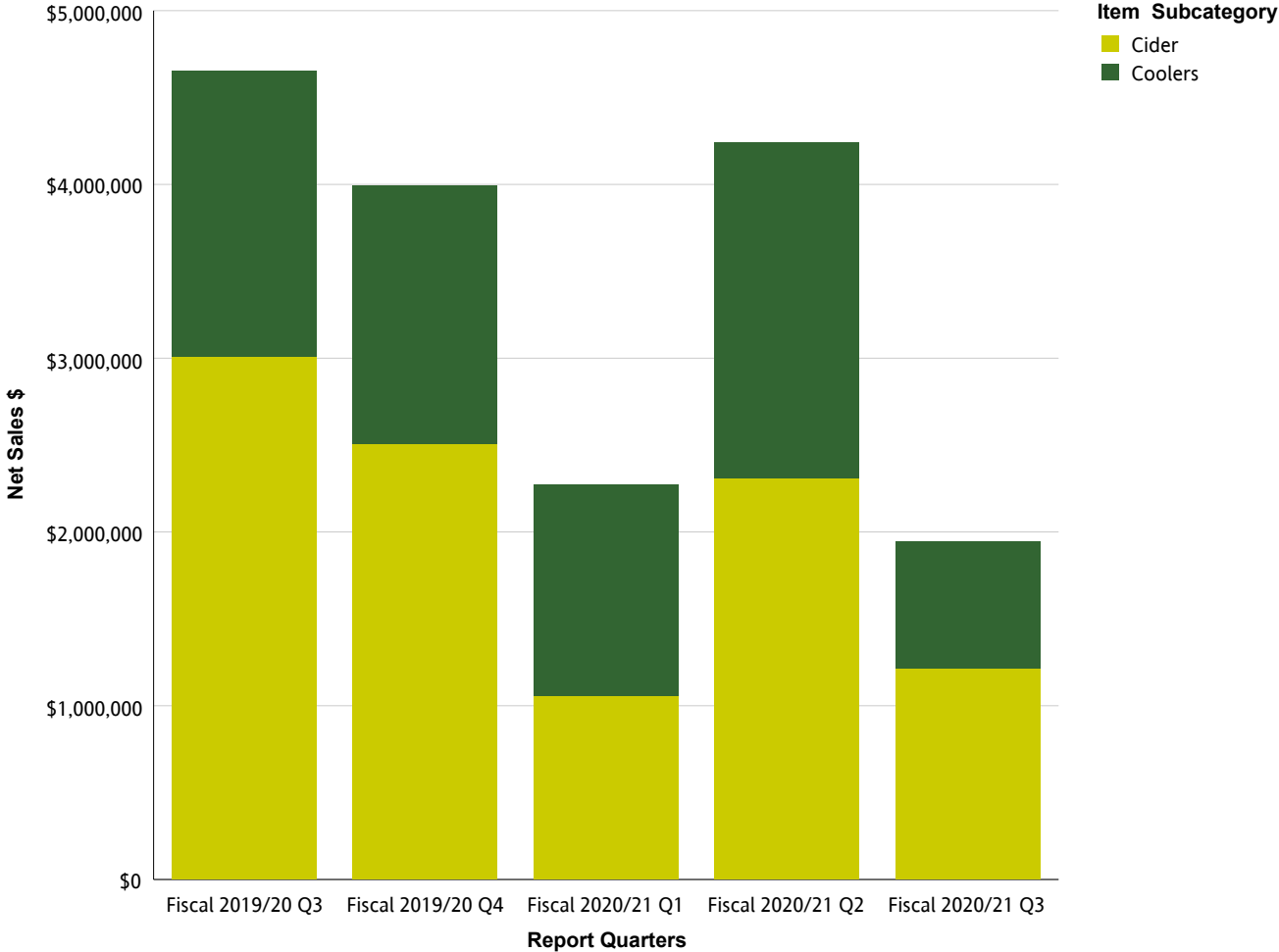


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Domestic - BC Beer	Domestic - BC Commercial Beer	5,873,266	4,486,517	1,610,167	3,680,535	2,861,126
	Domestic - BC Micro Brew Beer	2,554,835	2,312,409	844,654	2,013,777	1,427,566
	Domestic - BC Regional Beer	3,007,371	2,490,386	973,483	2,125,457	1,444,077
	<b>Summary</b>	<b>11,435,471</b>	<b>9,289,312</b>	<b>3,428,304</b>	<b>7,819,768</b>	<b>5,732,770</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	640,273	537,560	198,796	494,200	469,046
	Domestic - Other Province Micro Brew Beer	9,249	7,735	1,189	2,225	2,306
	Domestic - Other Province Regional Beer	188,928	141,195	42,150	106,180	82,890
	<b>Summary</b>	<b>838,449</b>	<b>686,490</b>	<b>242,136</b>	<b>602,605</b>	<b>554,242</b>
Import Beer	Asia And South Pacific Beer	198,533	152,561	42,430	115,549	88,102
	Europe Beer	1,266,444	956,070	291,157	689,300	389,123
	Mexico And Caribbean Beer	441,370	331,976	132,540	317,211	135,315
	Other Country Beer	1,553	1,342	459	886	424
	USA Beer	170,964	76,398	24,042	42,055	31,231
	<b>Summary</b>	<b>2,078,864</b>	<b>1,518,347</b>	<b>490,629</b>	<b>1,165,002</b>	<b>644,196</b>
<b>Summary</b>		<b>14,352,785</b>	<b>11,494,150</b>	<b>4,161,069</b>	<b>9,587,375</b>	<b>6,931,207</b>

**Refreshment Beverages Sales (Net \$)**



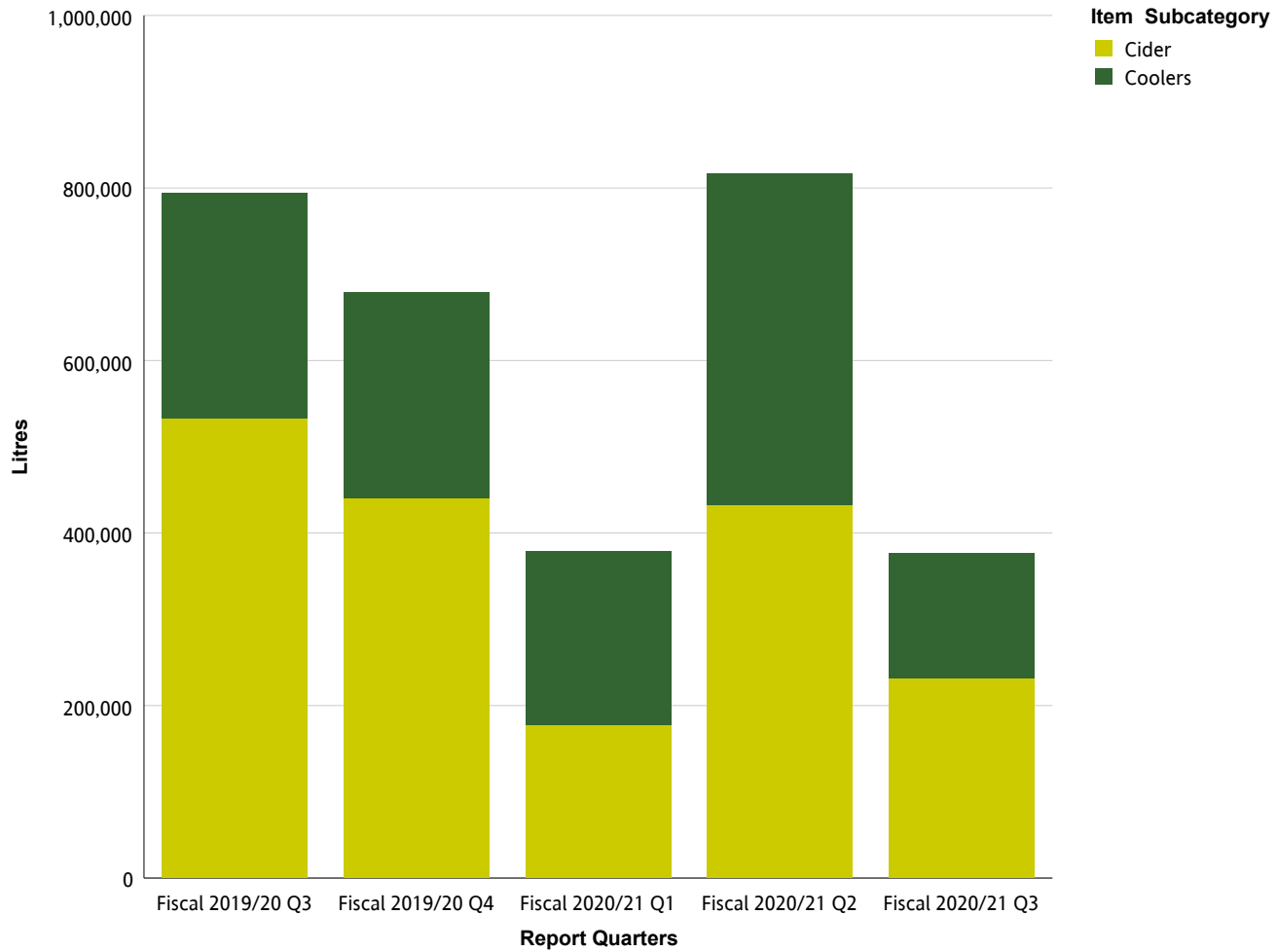


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Cider	Domestic Cider	\$1,978,612	\$1,665,695	\$768,235	\$1,777,260	\$887,150
	Import Cider	\$1,034,014	\$842,736	\$286,772	\$533,477	\$323,971
	<b>Summary</b>	<b>\$3,012,626</b>	<b>\$2,508,431</b>	<b>\$1,055,007</b>	<b>\$2,310,737</b>	<b>\$1,211,120</b>
Coolers	Malt-Based Coolers	\$28,580	\$20,086	\$15,182	\$48,449	\$16,782
	Spirit Coolers	\$1,566,658	\$1,425,527	\$1,175,777	\$1,828,157	\$690,284
	Wine/Fruit Coolers	\$46,758	\$40,413	\$26,991	\$56,362	\$25,416
	<b>Summary</b>	<b>\$1,641,996</b>	<b>\$1,486,026</b>	<b>\$1,217,950</b>	<b>\$1,932,969</b>	<b>\$732,482</b>
<b>Summary</b>		<b>\$4,654,622</b>	<b>\$3,994,456</b>	<b>\$2,272,957</b>	<b>\$4,243,706</b>	<b>\$1,943,602</b>

## Refreshment Beverages Sales (Litres)

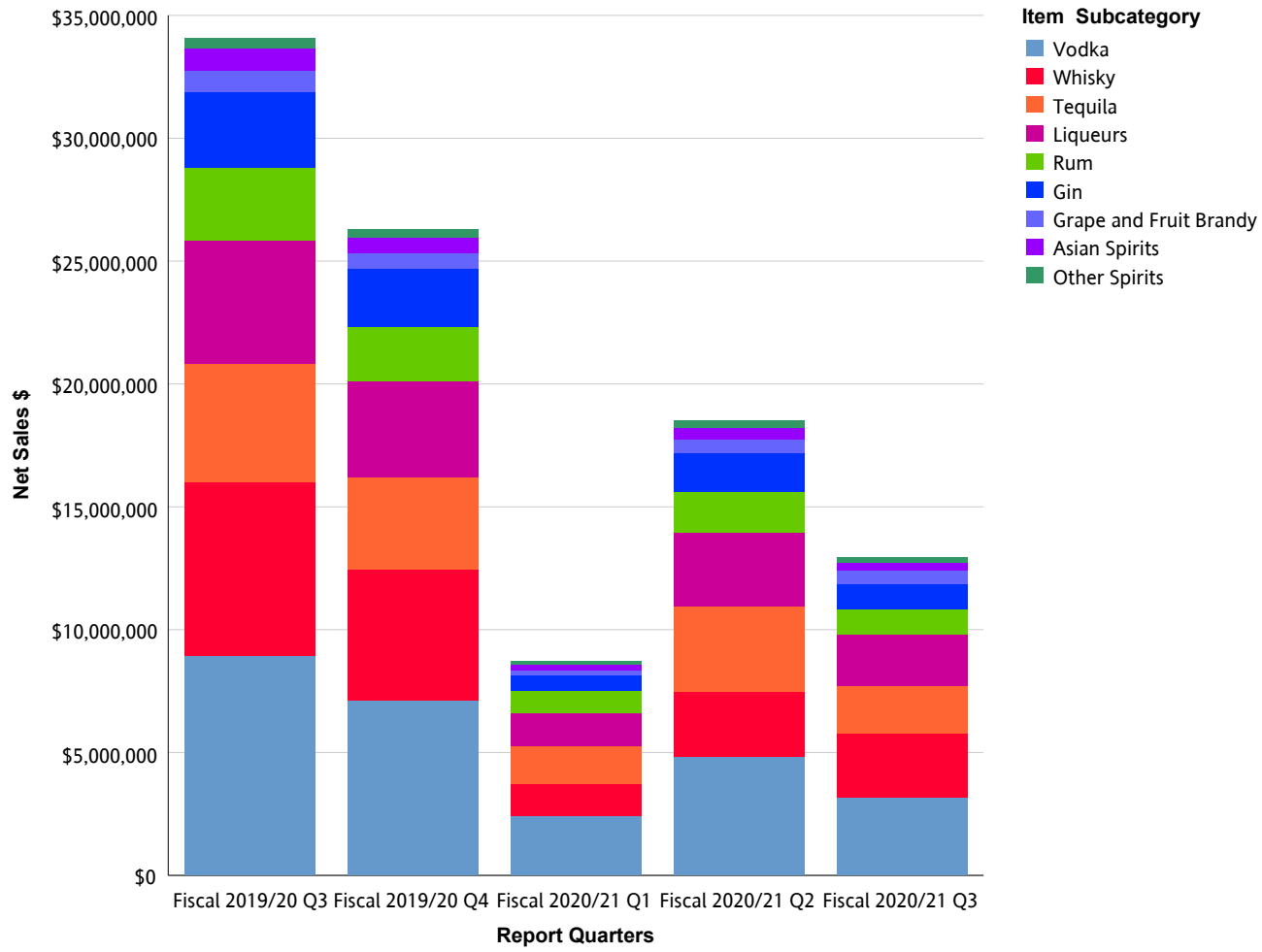


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Cider	Domestic Cider	339,693	282,621	123,057	316,613	159,937
	Import Cider	193,218	157,816	54,812	116,665	71,492
	<b>Summary</b>	<b>532,911</b>	<b>440,437</b>	<b>177,868</b>	<b>433,278</b>	<b>231,429</b>
Coolers	Malt-Based Coolers	4,792	3,253	2,552	9,012	3,235
	Spirit Coolers	250,510	230,586	195,931	366,303	138,712
	Wine/Fruit Coolers	5,508	4,699	3,171	8,374	3,549
	<b>Summary</b>	<b>260,810</b>	<b>238,538</b>	<b>201,654</b>	<b>383,690</b>	<b>145,496</b>
<b>Summary</b>		<b>793,721</b>	<b>678,975</b>	<b>379,522</b>	<b>816,968</b>	<b>376,926</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Asian Spirits	China Spirits	\$97,880	\$91,726	\$34,222	\$114,265	\$32,973
	Korea Spirits	\$762,999	\$520,950	\$223,412	\$372,336	\$264,795
	Other Country Asian Spirits	\$47,406	\$41,757	\$4,953	\$24,588	\$21,667
	<b>Summary</b>	<b>\$908,285</b>	<b>\$654,433</b>	<b>\$262,587</b>	<b>\$511,189</b>	<b>\$319,435</b>
Gin	Dry Gin	\$2,932,624	\$2,270,641	\$603,886	\$1,456,974	\$970,294
	Flavoured Gin	\$71,358	\$59,940	\$24,987	\$62,586	\$35,588
	Other Gin	\$49,923	\$46,397	\$10,115	\$33,296	\$28,142
	<b>Summary</b>	<b>\$3,053,906</b>	<b>\$2,376,977</b>	<b>\$638,988</b>	<b>\$1,552,856</b>	<b>\$1,034,024</b>
Grape and Fruit Brandy	Armagnac	\$4,491	\$3,524	\$353	\$3,691	\$4,073
	Brandy	\$156,838	\$119,301	\$46,155	\$99,084	\$74,158
	Cognac	\$628,207	\$416,141	\$95,824	\$379,759	\$389,702
	Eau de Vie	\$39,546	\$28,810	\$7,945	\$23,470	\$21,974
	Grappa And Marc	\$18,902	\$16,847	\$1,657	\$10,652	\$11,494
	Pisco	\$48,222	\$46,506	\$8,243	\$31,330	\$24,059
	<b>Summary</b>	<b>\$896,206</b>	<b>\$631,129</b>	<b>\$160,176</b>	<b>\$547,987</b>	<b>\$525,460</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$1,925,662	\$1,519,107	\$466,830	\$993,260	\$653,001
	Coffee And Cocoa Liqueurs	\$389,602	\$274,911	\$98,734	\$233,765	\$186,757
	Cream/Dairy Liqueurs	\$585,356	\$415,779	\$130,635	\$267,670	\$282,132
	Fruit Liqueurs	\$1,447,337	\$1,153,902	\$472,217	\$1,132,426	\$636,780
	Nut Liqueurs	\$259,216	\$208,018	\$68,547	\$164,694	\$119,675
	Other Liqueurs	\$272,772	\$214,951	\$61,637	\$159,955	\$111,219
	Whiskey Liqueurs	\$160,182	\$116,720	\$36,862	\$73,313	\$69,312
	<b>Summary</b>	<b>\$5,040,127</b>	<b>\$3,903,389</b>	<b>\$1,335,462</b>	<b>\$3,025,083</b>	<b>\$2,058,877</b>
Other Spirits	Cachaca	\$21,739	\$17,371	\$4,779	\$17,978	\$8,420
	Flavoured Spirits	\$9,250	\$9,137	\$3,298	\$7,068	\$5,642
	Miscellaneous/Other Spirits	\$41,307	\$26,403	\$8,497	\$26,502	\$28,384

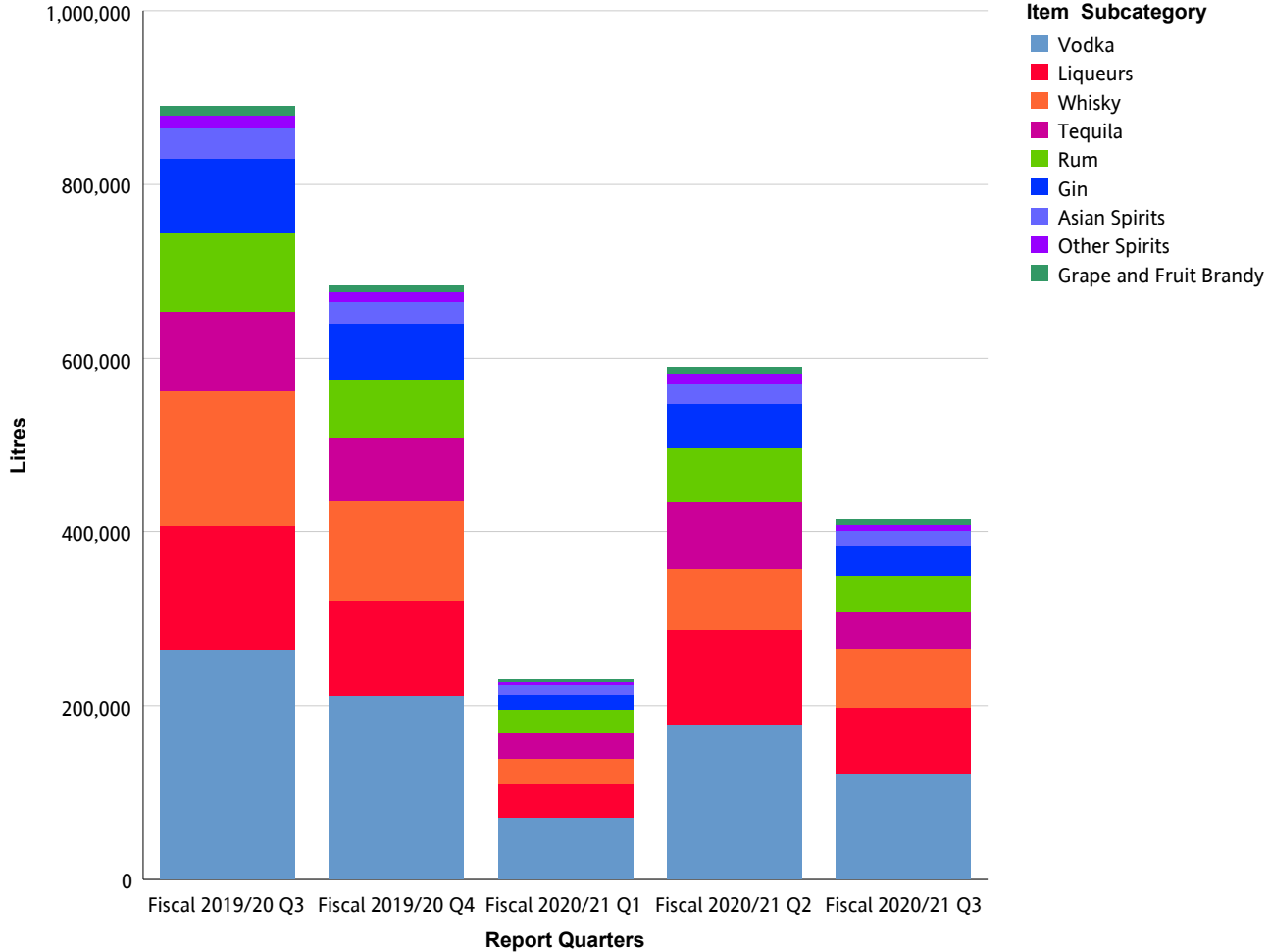
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Other Spirits	Moonshine Spirits	\$2,978	\$2,936	\$2,582	\$3,784	\$2,138
	Ready to Mix Cocktails	\$327,194	\$264,553	\$101,215	\$237,624	\$141,958
	Ready to Serve Cocktails	\$9,005	\$3,496	\$4,043	\$8,831	\$12,061
	Schnapps and Akvavit	\$7,713	\$5,664	\$2,382	\$6,715	\$6,384
	<b>Summary</b>	<b>\$419,186</b>	<b>\$329,561</b>	<b>\$126,797</b>	<b>\$308,503</b>	<b>\$204,987</b>
Rum	Amber Rum	\$334,744	\$264,769	\$85,082	\$200,446	\$143,755
	Dark Rum	\$447,487	\$306,205	\$71,498	\$167,581	\$136,433
	Flavoured Rum	\$18,305	\$11,227	\$5,368	\$11,474	\$7,162
	Spiced Rum	\$994,968	\$737,197	\$187,021	\$406,925	\$321,980
	White Rum	\$1,176,260	\$882,667	\$585,710	\$869,296	\$451,158
	<b>Summary</b>	<b>\$2,971,765</b>	<b>\$2,202,066</b>	<b>\$934,680</b>	<b>\$1,655,723</b>	<b>\$1,060,488</b>
Tequila	Blanco/Silver Tequila	\$1,958,898	\$1,693,947	\$757,472	\$1,530,261	\$851,790
	Flavoured Tequila	\$23,400	\$21,276	\$11,547	\$39,400	\$10,101
	Gold Tequila	\$2,556,505	\$1,817,413	\$706,723	\$1,713,651	\$955,985
	Mezcal	\$250,844	\$231,845	\$73,305	\$183,336	\$134,790
	<b>Summary</b>	<b>\$4,789,647</b>	<b>\$3,764,481</b>	<b>\$1,549,047</b>	<b>\$3,466,648</b>	<b>\$1,952,665</b>
Vodka	Flavoured Vodka	\$1,032,617	\$862,436	\$428,989	\$817,237	\$487,653
	Straight Vodka	\$7,908,177	\$6,281,565	\$1,995,460	\$4,028,260	\$2,687,194
	<b>Summary</b>	<b>\$8,940,793</b>	<b>\$7,144,002</b>	<b>\$2,424,449</b>	<b>\$4,845,497</b>	<b>\$3,174,847</b>
Whisky	American Whiskey	\$528,264	\$373,780	\$92,893	\$176,149	\$156,643
	Blended Malt Scotch Whisky	\$14,386	\$8,466	\$2,402	\$4,893	\$7,571
	Blended Scotch Whisky	\$361,792	\$251,663	\$62,322	\$123,931	\$139,244
	Bourbon Whiskey	\$1,473,127	\$1,139,433	\$256,127	\$557,338	\$560,598
	Canadian Whisky	\$2,094,990	\$1,541,360	\$413,621	\$812,253	\$722,368
	Flavoured Whisky	\$8,630	\$5,900	\$2,062	\$2,201	\$10,406
	Irish Whiskey	\$1,420,098	\$1,176,115	\$295,176	\$608,960	\$500,305
	Other Country Whisky	\$144,450	\$109,993	\$20,521	\$63,210	\$81,120
	Single Malt Scotch Whisky	\$1,030,754	\$697,205	\$142,387	\$274,682	\$423,488

## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Whisky	<b>Summary</b>	<b>\$7,076,493</b>	<b>\$5,303,914</b>	<b>\$1,287,511</b>	<b>\$2,623,619</b>	<b>\$2,601,744</b>
<b>Summary</b>		<b>\$34,096,409</b>	<b>\$26,309,951</b>	<b>\$8,719,698</b>	<b>\$18,537,104</b>	<b>\$12,932,527</b>

# Spirits Sales (Litres)





## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Asian Spirits	China Spirits	1,070	777	228	701	635
	Korea Spirits	32,734	22,786	9,875	20,807	15,523
	Other Country Asian Spirits	991	885	109	602	546
	<b>Summary</b>	<b>34,795</b>	<b>24,447</b>	<b>10,212</b>	<b>22,109</b>	<b>16,703</b>
Gin	Dry Gin	82,895	63,166	16,646	47,471	32,163
	Flavoured Gin	1,706	1,405	619	1,809	995
	Other Gin	882	783	170	672	607
	<b>Summary</b>	<b>85,483</b>	<b>65,355</b>	<b>17,435</b>	<b>49,952</b>	<b>33,765</b>
Grape and Fruit Brandy	Armagnac	37	30	2	32	38
	Brandy	4,682	3,565	1,407	3,697	2,803
	Cognac	4,232	2,694	681	2,602	1,792
	Eau de Vie	579	386	123	381	379
	Grappa And Marc	296	223	25	163	160
	Pisco	967	898	167	779	581
	<b>Summary</b>	<b>10,793</b>	<b>7,796</b>	<b>2,405</b>	<b>7,654</b>	<b>5,752</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	48,803	37,886	12,143	31,875	21,285
	Coffee And Cocoa Liqueurs	12,437	8,763	3,156	9,256	8,068
	Cream/Dairy Liqueurs	17,628	12,115	3,787	9,755	11,259
	Fruit Liqueurs	44,539	35,149	14,751	43,469	24,386
	Nut Liqueurs	7,928	6,142	2,100	6,271	4,529
	Other Liqueurs	8,397	6,340	1,773	5,440	3,983
	Whiskey Liqueurs	3,832	2,759	924	2,210	2,183
	<b>Summary</b>	<b>143,565</b>	<b>109,153</b>	<b>38,635</b>	<b>108,276</b>	<b>75,692</b>
Other Spirits	Cachaca	460	394	114	457	209
	Flavoured Spirits	141	147	45	117	106
	Miscellaneous/Other Spirits	841	513	153	593	571

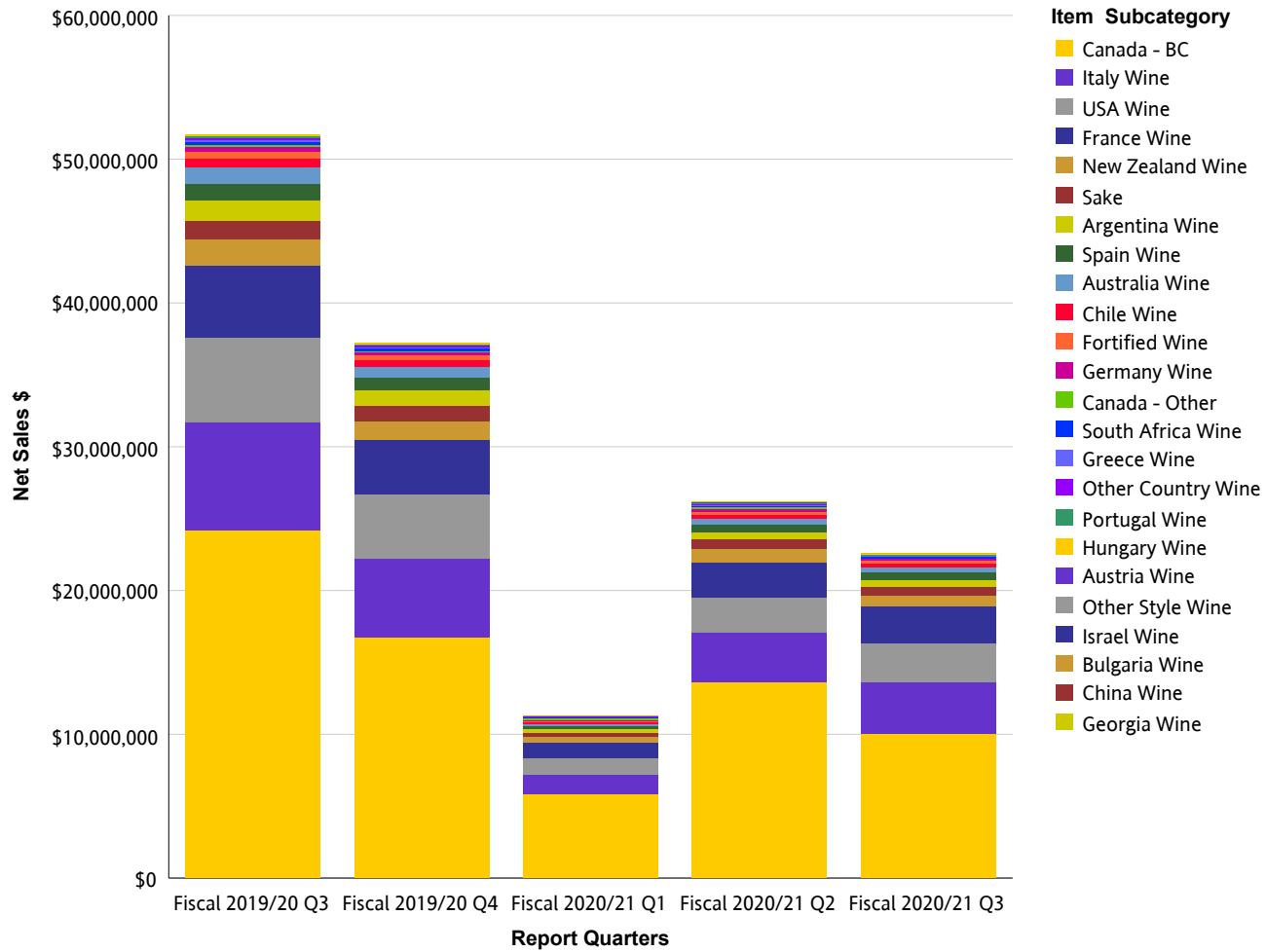
## Spirits Sales (Litres)

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Other Spirits	Moonshine Spirits	61	64	37	89	63
	Ready to Mix Cocktails	12,805	10,398	3,975	11,659	7,125
	Ready to Serve Cocktails	290	103	129	331	342
	Schnapps and Akvavit	168	119	53	169	157
	<b>Summary</b>	<b>14,766</b>	<b>11,738</b>	<b>4,506</b>	<b>13,415</b>	<b>8,572</b>
Rum	Amber Rum	8,948	6,791	2,431	6,688	4,668
	Dark Rum	13,447	8,910	2,124	5,983	5,109
	Flavoured Rum	506	300	162	365	262
	Spiced Rum	28,977	21,053	5,346	14,370	11,966
	White Rum	39,296	29,454	17,507	35,338	18,990
	<b>Summary</b>	<b>91,174</b>	<b>66,508</b>	<b>27,570</b>	<b>62,745</b>	<b>40,997</b>
Tequila	Blanco/Silver Tequila	37,982	32,875	15,039	36,792	20,351
	Flavoured Tequila	450	434	233	1,000	262
	Gold Tequila	49,137	36,423	13,132	36,309	21,073
	Mezcal	3,178	2,783	907	2,738	2,132
	<b>Summary</b>	<b>90,748</b>	<b>72,515</b>	<b>29,310</b>	<b>76,839</b>	<b>43,818</b>
Vodka	Flavoured Vodka	27,407	23,001	12,178	28,016	17,314
	Straight Vodka	236,986	188,328	59,202	150,443	104,809
	<b>Summary</b>	<b>264,393</b>	<b>211,329</b>	<b>71,380</b>	<b>178,459</b>	<b>122,123</b>
Whisky	American Whiskey	12,013	8,484	2,096	4,773	4,226
	Blended Malt Scotch Whisky	158	95	34	61	105
	Blended Scotch Whisky	6,637	4,634	1,142	2,621	2,931
	Bourbon Whiskey	29,996	22,888	5,239	14,218	14,359
	Canadian Whisky	63,772	46,009	12,196	29,145	26,360
	Flavoured Whisky	251	170	41	50	263
	Irish Whiskey	31,801	26,282	6,532	16,523	14,123
	Other Country Whisky	1,217	1,054	180	713	886
	Single Malt Scotch Whisky	8,616	5,817	1,175	2,948	4,035

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Whisky	<b>Summary</b>	<b>154,461</b>	<b>115,431</b>	<b>28,636</b>	<b>71,051</b>	<b>67,288</b>
<b>Summary</b>		<b>890,177</b>	<b>684,272</b>	<b>230,090</b>	<b>590,500</b>	<b>414,710</b>

## Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Argentina Wine	Argentina Red Wine	\$1,336,202	\$1,007,129	\$218,764	\$464,997	\$465,551
	Argentina Rose Wine	\$7,213	\$5,118	\$1,969	\$3,677	\$1,575
	Argentina Sparkling Wine	\$2,282	\$1,880	\$407	\$4,488	\$3,039
	Argentina White Wine	\$68,934	\$58,991	\$7,515	\$26,227	\$14,976
	<b>Summary</b>	<b>\$1,414,631</b>	<b>\$1,073,117</b>	<b>\$228,656</b>	<b>\$499,390</b>	<b>\$485,141</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$120
	Australia Red Wine	\$732,933	\$535,867	\$109,156	\$266,418	\$267,149
	Australia Rose Wine	\$18,308	\$15,291	\$7,123	\$17,559	\$10,481
	Australia Sparkling Wine	\$74,254	\$56,929	\$18,579	\$45,689	\$33,932
	Australia White Wine	\$261,660	\$159,051	\$41,941	\$112,763	\$85,931
	<b>Summary</b>	<b>\$1,087,155</b>	<b>\$767,138</b>	<b>\$176,799</b>	<b>\$442,428</b>	<b>\$397,614</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Austria Red Wine	\$10,142	\$13,079	\$3,569	\$5,299	\$10,903
	Austria Rose Wine	\$0	\$0	\$0	\$1,884	\$985
	Austria Sparkling Wine	\$648	\$0	\$0	\$1,023	\$483
	Austria White Wine	\$21,980	\$20,140	\$5,239	\$16,619	\$15,662
	<b>Summary</b>	<b>\$32,770</b>	<b>\$33,220</b>	<b>\$8,808</b>	<b>\$24,825</b>	<b>\$28,034</b>
Bulgaria Wine	Bulgaria Red Wine	\$683	\$560	\$19	\$165	\$14
	Bulgaria Rose Wine	\$592	\$288	\$96	\$262	\$0
	Bulgaria White Wine	\$0	\$0	\$0	\$171	\$0
	<b>Summary</b>	<b>\$1,275</b>	<b>\$847</b>	<b>\$115</b>	<b>\$598</b>	<b>\$14</b>
Canada - BC	Canada - BC Dessert Wine	\$16,230	\$10,909	\$3,802	\$10,853	\$4,610
	Canada - BC Fruit Wine	\$28,010	\$17,808	\$12,670	\$41,797	\$14,750
	Canada - BC Ice Wine	\$33,243	\$23,036	\$5,833	\$18,132	\$17,012
	Canada - BC Red Wine	\$12,280,827	\$8,549,825	\$2,384,547	\$5,445,002	\$5,135,787
	Canada - BC Rose Wine	\$666,007	\$475,192	\$495,903	\$1,131,756	\$325,768

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Canada - BC	Canada - BC Sparkling Wine	\$767,267	\$493,582	\$262,599	\$583,107	\$403,215
	Canada - BC White Wine	\$10,411,555	\$7,200,004	\$2,704,419	\$6,417,341	\$4,157,405
	<b>Summary</b>	<b>\$24,203,138</b>	<b>\$16,770,357</b>	<b>\$5,869,774</b>	<b>\$13,647,989</b>	<b>\$10,058,546</b>
Canada - Other	Canada - Other Dessert Wine	\$702	\$1,404	\$0	\$632	\$0
	Canada - Other Fruit Wine	\$0	\$56	\$0	\$0	\$0
	Canada - Other Ice Wine	\$679	\$4,096	\$245	\$148	\$326
	Canada - Other Red Wine	\$20,063	\$13,829	\$28,800	\$16,145	\$7,205
	Canada - Other Rose Wine	\$6,155	\$253	\$68,691	\$42,624	\$770
	Canada - Other Sparkling Wine	\$139,867	\$101,655	\$35,009	\$77,945	\$52,840
	Canada - Other White Wine	\$13,468	\$9,338	\$11,915	\$7,249	\$4,314
	<b>Summary</b>	<b>\$180,935</b>	<b>\$130,631</b>	<b>\$144,660</b>	<b>\$144,744</b>	<b>\$65,455</b>
Chile Wine	Chile Fruit and Dessert Wine	\$594	\$594	\$0	\$143	\$160
	Chile Red Wine	\$371,010	\$274,774	\$67,557	\$133,794	\$137,865
	Chile Rose Wine	\$5,769	\$4,391	\$4,683	\$4,978	\$2,794
	Chile Sparkling Wine	\$2,652	\$2,379	\$2,112	\$1,357	\$1,235
	Chile White Wine	\$259,158	\$169,838	\$64,525	\$133,135	\$88,728
	<b>Summary</b>	<b>\$639,183</b>	<b>\$451,974</b>	<b>\$138,876</b>	<b>\$273,408</b>	<b>\$230,782</b>
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$385
	China Red Wine	\$189	\$93	\$0	\$27	\$49
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$189</b>	<b>\$93</b>	<b>\$0</b>	<b>\$27</b>	<b>\$434</b>
Fortified Wine	Other Fortified Domestic Wine	\$36,686	\$34,046	\$8,574	\$27,640	\$22,321
	Other Fortified Import Wine	\$94,195	\$76,132	\$20,630	\$49,062	\$44,852
	Port Wine	\$115,530	\$74,740	\$11,133	\$45,065	\$50,260
	Sherry Wine	\$46,891	\$31,752	\$5,295	\$19,517	\$20,214
	Vermouth Wine	\$157,294	\$122,720	\$25,054	\$73,250	\$69,815
	<b>Summary</b>	<b>\$450,596</b>	<b>\$339,389</b>	<b>\$70,686</b>	<b>\$214,535</b>	<b>\$207,462</b>
France Wine	France Champagne Wine	\$1,983,310	\$1,161,611	\$221,375	\$575,340	\$702,939

## Wine Sales (Net \$)

<b>Net Sales \$</b>		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
France Wine	France Fruit and Dessert Wine	\$4,891	\$338	\$111	\$1,364	\$521
	France Red Wine	\$1,536,692	\$1,487,344	\$291,129	\$683,037	\$1,069,080
	France Rose Wine	\$214,233	\$187,102	\$290,777	\$485,555	\$166,759
	France Sparkling Wine	\$234,102	\$209,801	\$40,423	\$112,384	\$92,572
	France White Wine	\$983,712	\$758,619	\$225,277	\$580,624	\$562,132
	<b>Summary</b>	<b>\$4,956,940</b>	<b>\$3,804,815</b>	<b>\$1,069,093</b>	<b>\$2,438,304</b>	<b>\$2,594,002</b>
Georgia Wine	Georgia Red Wine	\$34	\$94	\$0	\$68	\$70
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$34</b>	<b>\$94</b>	<b>\$0</b>	<b>\$68</b>	<b>\$70</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Germany Red Wine	\$13,170	\$11,585	\$881	\$6,776	\$3,310
	Germany Rose Wine	\$1,732	\$1,451	\$876	\$2,698	\$609
	Germany Sparkling Wine	\$211,623	\$130,754	\$36,085	\$96,147	\$70,374
	Germany White Wine	\$87,892	\$50,915	\$9,042	\$35,863	\$34,784
	<b>Summary</b>	<b>\$314,417</b>	<b>\$194,705</b>	<b>\$46,883</b>	<b>\$141,485</b>	<b>\$109,076</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$204	\$0	\$0	\$0
	Greece Red Wine	\$85,407	\$66,681	\$16,133	\$40,439	\$33,999
	Greece Rose Wine	\$1,343	\$288	\$0	\$3,784	\$0
	Greece White Wine	\$58,533	\$47,121	\$16,512	\$38,491	\$22,859
	<b>Summary</b>	<b>\$145,283</b>	<b>\$114,294</b>	<b>\$32,645</b>	<b>\$82,715</b>	<b>\$56,857</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$3,172	\$2,683	\$762	\$897	\$2,050
	Hungary Red Wine	\$659	\$638	\$448	\$721	\$978
	Hungary Sparkling Wine	\$27,197	\$23,538	\$6,676	\$20,086	\$15,008
	Hungary White Wine	\$9,364	\$4,498	\$2,334	\$4,364	\$2,662
	<b>Summary</b>	<b>\$40,393</b>	<b>\$31,357</b>	<b>\$10,219</b>	<b>\$26,067</b>	<b>\$20,698</b>
Israel Wine	Israel Red Wine	\$4,398	\$3,130	\$240	\$148	\$31
	Israel Rose Wine	\$0	\$0	\$0	\$0	\$0
	Israel White Wine	\$3,572	\$662	\$260	\$695	\$684

## Wine Sales (Net \$)

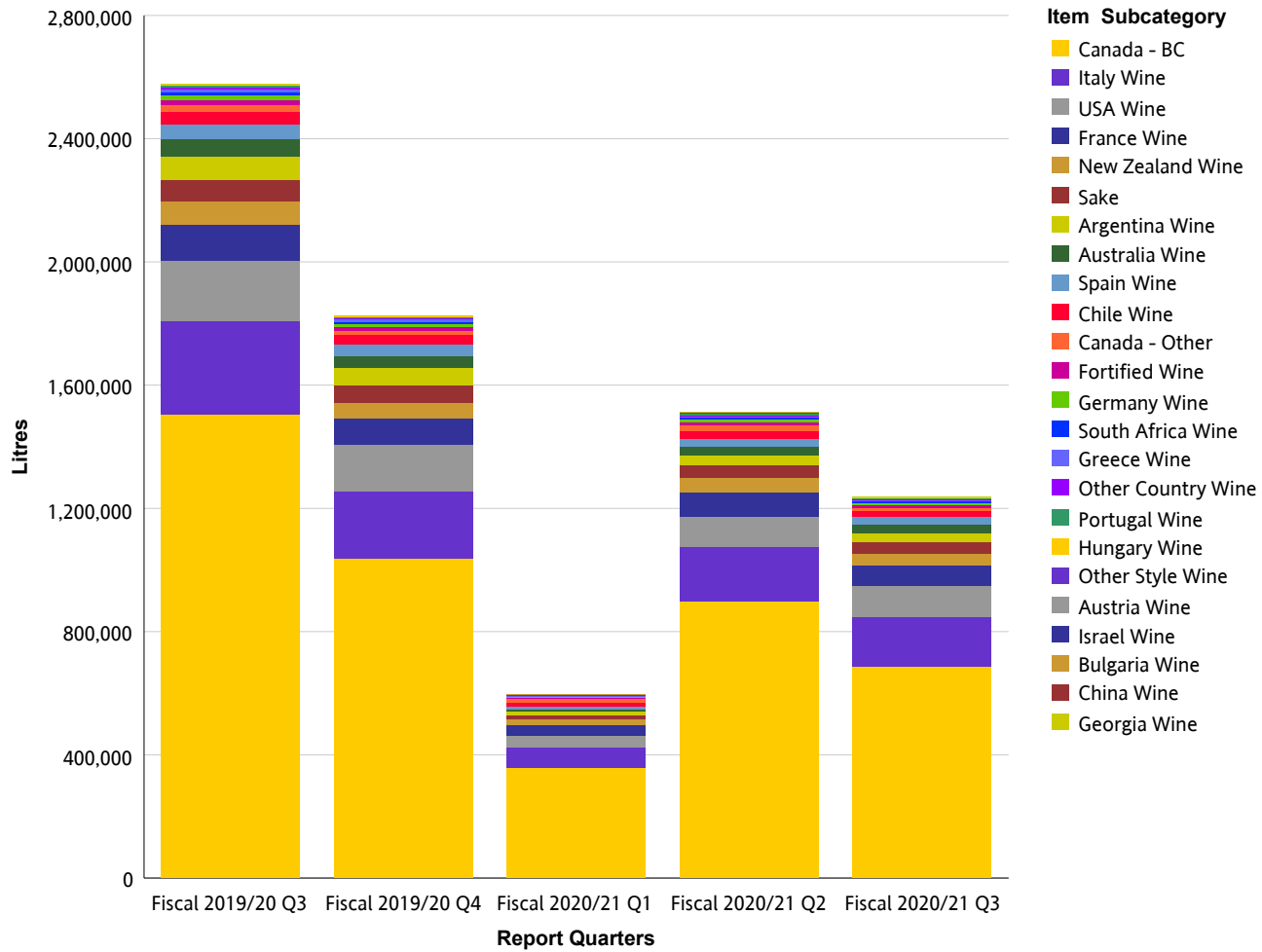
Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Israel Wine	<b>Summary</b>	<b>\$7,970</b>	<b>\$3,792</b>	<b>\$500</b>	<b>\$843</b>	<b>\$715</b>
Italy Wine	Italy Fruit and Dessert Wine	\$5,072	\$2,404	\$336	\$2,912	\$3,456
	Italy Red Wine	\$4,260,305	\$3,102,429	\$590,259	\$1,581,179	\$2,167,840
	Italy Rose Wine	\$64,661	\$69,748	\$24,818	\$69,768	\$35,751
	Italy Sparkling Wine	\$606,852	\$430,659	\$164,604	\$400,730	\$291,032
	Italy White Wine	\$1,629,734	\$1,191,331	\$367,986	\$877,065	\$663,615
	Prosecco Wine	\$925,632	\$645,885	\$209,891	\$498,290	\$400,270
	<b>Summary</b>	<b>\$7,492,256</b>	<b>\$5,442,456</b>	<b>\$1,357,894</b>	<b>\$3,429,943</b>	<b>\$3,561,963</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$70,594	\$46,899	\$22,653	\$25,016	\$35,841
	New Zealand Rose Wine	\$28,066	\$20,208	\$6,223	\$22,017	\$8,375
	New Zealand Sparkling Wine	\$8,605	\$4,939	\$827	\$1,567	\$6,531
	New Zealand White Wine	\$1,705,822	\$1,189,745	\$413,983	\$883,822	\$641,452
	<b>Summary</b>	<b>\$1,813,086</b>	<b>\$1,261,791</b>	<b>\$443,686</b>	<b>\$932,423</b>	<b>\$692,199</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$95,815	\$83,243	\$26,709	\$51,344	\$44,305
	Other Country Red Wine	\$23,164	\$15,258	\$7,153	\$12,723	\$11,788
	Other Country Rose Wine	\$117	\$0	\$903	\$2,270	\$847
	Other Country Sparkling Wine	\$8,571	\$2,414	\$1,907	\$1,288	\$934
	Other Country White Wine	\$16,615	\$5,304	\$1,870	\$8,359	\$4,954
	<b>Summary</b>	<b>\$144,282</b>	<b>\$106,219</b>	<b>\$38,542</b>	<b>\$75,984</b>	<b>\$62,828</b>
Other Style Wine	Aperitif And Flavoured Wine	\$11,142	\$14,394	\$5,319	\$17,825	\$17,505
	Mead	\$484	\$299	\$144	\$1,079	\$528
	Rice Wine	\$13,398	\$7,335	\$3,165	\$4,982	\$4,643
	<b>Summary</b>	<b>\$25,025</b>	<b>\$22,029</b>	<b>\$8,629</b>	<b>\$23,886</b>	<b>\$22,676</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$3,298	\$285	\$0	\$568	\$352
	Portugal Red Wine	\$69,392	\$44,050	\$11,308	\$27,377	\$40,776
	Portugal Rose Wine	\$4,276	\$2,624	\$1,707	\$7,707	\$5,644
	Portugal Sparkling Wine	\$1,392	\$750	\$0	\$661	\$375



## Wine Sales (Net \$)

Net Sales \$		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Portugal Wine	Portugal White Wine	\$44,885	\$39,115	\$16,094	\$28,515	\$21,368
	<b>Summary</b>	<b>\$123,242</b>	<b>\$86,824</b>	<b>\$29,109</b>	<b>\$64,828</b>	<b>\$68,515</b>
Sake	Japan Sake	\$847,047	\$703,172	\$184,094	\$477,672	\$459,481
	Other Country Sake	\$36,203	\$30,583	\$9,917	\$26,897	\$14,368
	USA Sake	\$460,181	\$387,553	\$82,148	\$200,152	\$176,025
	<b>Summary</b>	<b>\$1,343,432</b>	<b>\$1,121,307</b>	<b>\$276,159</b>	<b>\$704,722</b>	<b>\$649,874</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	South Africa Red Wine	\$121,567	\$86,997	\$22,308	\$38,433	\$46,940
	South Africa Rose Wine	\$44	\$9	\$1,096	\$638	\$48
	South Africa Sparkling Wine	\$282	\$636	\$0	\$0	\$610
	South Africa White Wine	\$73,020	\$50,395	\$13,372	\$27,675	\$28,786
	<b>Summary</b>	<b>\$194,912</b>	<b>\$138,036</b>	<b>\$36,776</b>	<b>\$66,746</b>	<b>\$76,384</b>
Spain Wine	Spain Fruit and Dessert Wine	\$1,996	\$1,583	\$318	\$1,109	\$913
	Spain Red Wine	\$684,859	\$467,884	\$87,887	\$222,865	\$269,490
	Spain Rose Wine	\$28,300	\$23,817	\$16,919	\$30,548	\$16,824
	Spain Sparkling Wine	\$363,908	\$293,411	\$76,249	\$184,704	\$137,048
	Spain White Wine	\$108,658	\$75,171	\$18,161	\$56,929	\$58,470
	<b>Summary</b>	<b>\$1,187,722</b>	<b>\$861,866</b>	<b>\$199,533</b>	<b>\$496,154</b>	<b>\$482,744</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$4,903,249	\$3,636,111	\$865,583	\$1,906,227	\$2,306,814
	USA Rose Wine	\$28,784	\$25,322	\$8,808	\$29,010	\$17,392
	USA Sparkling Wine	\$84,842	\$80,714	\$12,049	\$43,751	\$30,018
	USA White Wine	\$913,187	\$728,022	\$214,249	\$463,351	\$374,829
	<b>Summary</b>	<b>\$5,930,061</b>	<b>\$4,470,169</b>	<b>\$1,100,689</b>	<b>\$2,442,339</b>	<b>\$2,729,054</b>
<b>Summary</b>		<b>\$51,728,927</b>	<b>\$37,226,521</b>	<b>\$11,288,731</b>	<b>\$26,174,451</b>	<b>\$22,601,138</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Argentina Wine	Argentina Red Wine	69,090	50,342	10,756	28,633	29,866
	Argentina Rose Wine	523	374	174	372	179
	Argentina Sparkling Wine	130	110	23	302	158
	Argentina White Wine	4,174	3,546	472	1,970	1,259
	<b>Summary</b>	<b>73,917</b>	<b>54,371</b>	<b>11,425</b>	<b>31,277</b>	<b>31,462</b>
Australia Wine	Australia Fruit and Dessert Wine	0	0	0	0	3
	Australia Red Wine	34,275	25,304	5,127	14,598	15,302
	Australia Rose Wine	1,118	888	452	1,264	752
	Australia Sparkling Wine	4,396	3,088	999	3,039	2,450
	Australia White Wine	16,556	10,016	2,746	8,880	6,895
	<b>Summary</b>	<b>56,345</b>	<b>39,296</b>	<b>9,325</b>	<b>27,781</b>	<b>25,402</b>
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	0
	Austria Red Wine	288	376	92	188	348
	Austria Rose Wine	0	0	0	68	27
	Austria Sparkling Wine	18	0	0	27	18
	Austria White Wine	579	514	152	522	472
	<b>Summary</b>	<b>885</b>	<b>890</b>	<b>244</b>	<b>804</b>	<b>866</b>
Bulgaria Wine	Bulgaria Red Wine	40	36	2	9	1
	Bulgaria Rose Wine	28	14	4	16	0
	Bulgaria White Wine	0	0	0	4	0
	<b>Summary</b>	<b>68</b>	<b>50</b>	<b>6</b>	<b>29</b>	<b>1</b>
Canada - BC	Canada - BC Dessert Wine	241	175	36	173	96
	Canada - BC Fruit Wine	1,294	813	604	1,968	579
	Canada - BC Ice Wine	289	177	66	274	207
	Canada - BC Red Wine	722,051	497,015	139,380	332,504	322,365
	Canada - BC Rose Wine	33,297	24,019	24,553	61,240	18,239

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Canada - BC	Canada - BC Sparkling Wine	27,962	18,283	10,203	24,084	16,291
	Canada - BC White Wine	719,943	498,078	182,575	478,023	328,325
	<b>Summary</b>	<b>1,505,076</b>	<b>1,038,561</b>	<b>357,418</b>	<b>898,266</b>	<b>686,102</b>
Canada - Other	Canada - Other Dessert Wine	6	12	0	6	0
	Canada - Other Fruit Wine	0	1	0	0	0
	Canada - Other Ice Wine	6	33	2	2	3
	Canada - Other Red Wine	1,642	1,112	2,045	1,239	745
	Canada - Other Rose Wine	864	17	6,465	6,558	65
	Canada - Other Sparkling Wine	16,039	11,393	4,046	11,284	8,150
	Canada - Other White Wine	1,036	738	830	755	516
	<b>Summary</b>	<b>19,592</b>	<b>13,306</b>	<b>13,388</b>	<b>19,844</b>	<b>9,479</b>
Chile Wine	Chile Fruit and Dessert Wine	14	14	0	4	4
	Chile Red Wine	23,663	16,798	4,757	11,031	11,210
	Chile Rose Wine	460	319	397	598	336
	Chile Sparkling Wine	116	108	88	68	65
	Chile White Wine	18,101	12,052	4,342	11,674	7,951
	<b>Summary</b>	<b>42,354</b>	<b>29,291</b>	<b>9,584</b>	<b>23,375</b>	<b>19,566</b>
China Wine	China Fruit and Dessert Wine	0	0	0	0	15
	China Red Wine	2	2	0	1	1
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>1</b>	<b>16</b>
Fortified Wine	Other Fortified Domestic Wine	1,733	1,390	606	1,236	1,226
	Other Fortified Import Wine	3,458	2,786	827	2,312	2,078
	Port Wine	2,108	1,487	244	1,019	1,104
	Sherry Wine	1,318	902	161	712	767
	Vermouth Wine	9,212	7,125	1,740	5,454	5,250
	<b>Summary</b>	<b>17,828</b>	<b>13,690</b>	<b>3,578</b>	<b>10,733</b>	<b>10,426</b>
France Wine	France Champagne Wine	16,104	9,576	1,561	5,256	7,005

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
France Wine	France Fruit and Dessert Wine	34	4	1	23	7
	France Red Wine	46,906	34,219	9,121	22,120	28,555
	France Rose Wine	9,742	8,554	12,530	23,575	8,801
	France Sparkling Wine	10,593	8,216	1,852	6,144	5,055
	France White Wine	32,178	23,885	8,398	21,609	19,310
	<b>Summary</b>	<b>115,558</b>	<b>84,454</b>	<b>33,462</b>	<b>78,727</b>	<b>68,734</b>
Georgia Wine	Georgia Red Wine	2	4	0	4	4
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>2</b>	<b>4</b>	<b>0</b>	<b>4</b>	<b>4</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	0
	Germany Red Wine	314	265	29	190	105
	Germany Rose Wine	62	45	27	108	18
	Germany Sparkling Wine	9,869	5,954	1,566	5,432	4,327
	Germany White Wine	3,112	1,842	368	1,660	1,572
	<b>Summary</b>	<b>13,357</b>	<b>8,106</b>	<b>1,989</b>	<b>7,390</b>	<b>6,022</b>
Greece Wine	Greece Fruit and Dessert Wine	0	6	0	0	0
	Greece Red Wine	5,069	4,031	994	2,808	2,331
	Greece Rose Wine	58	14	0	144	0
	Greece White Wine	3,575	2,963	1,068	2,790	1,767
	<b>Summary</b>	<b>8,702</b>	<b>7,014</b>	<b>2,063</b>	<b>5,742</b>	<b>4,098</b>
Hungary Wine	Hungary Fruit and Dessert Wine	37	31	9	17	30
	Hungary Red Wine	40	35	24	47	68
	Hungary Sparkling Wine	1,638	1,359	387	1,509	1,218
	Hungary White Wine	503	310	154	325	210
	<b>Summary</b>	<b>2,218</b>	<b>1,735</b>	<b>574</b>	<b>1,898</b>	<b>1,526</b>
Israel Wine	Israel Red Wine	172	122	9	6	2
	Israel Rose Wine	0	0	0	0	0
	Israel White Wine	146	26	10	32	33

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Israel Wine	<b>Summary</b>	<b>317</b>	<b>148</b>	<b>19</b>	<b>38</b>	<b>34</b>
Italy Wine	Italy Fruit and Dessert Wine	64	24	3	51	55
	Italy Red Wine	139,527	102,061	24,102	64,232	75,484
	Italy Rose Wine	2,600	2,837	1,047	3,351	1,475
	Italy Sparkling Wine	30,177	21,067	8,633	24,801	17,646
	Italy White Wine	91,363	63,786	22,592	58,914	44,584
	Prosecco Wine	40,158	27,315	9,282	26,751	22,435
	<b>Summary</b>	<b>303,889</b>	<b>217,090</b>	<b>65,659</b>	<b>178,100</b>	<b>161,679</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	2,248	1,262	614	870	1,274
	New Zealand Rose Wine	1,206	838	270	1,109	453
	New Zealand Sparkling Wine	335	175	20	56	227
	New Zealand White Wine	71,575	48,497	17,828	46,660	35,429
	<b>Summary</b>	<b>75,364</b>	<b>50,772</b>	<b>18,733</b>	<b>48,694</b>	<b>37,383</b>
Other Country Wine	Other Country Fruit and Dessert Wine	5,152	4,223	1,724	3,453	2,883
	Other Country Red Wine	798	472	188	470	465
	Other Country Rose Wine	4	0	32	100	38
	Other Country Sparkling Wine	228	56	45	28	38
	Other Country White Wine	484	161	62	345	184
	<b>Summary</b>	<b>6,666</b>	<b>4,912</b>	<b>2,050</b>	<b>4,396</b>	<b>3,607</b>
Other Style Wine	Aperitif And Flavoured Wine	513	586	301	771	675
	Mead	34	16	12	48	33
	Rice Wine	990	569	145	347	306
	<b>Summary</b>	<b>1,537</b>	<b>1,172</b>	<b>458</b>	<b>1,167</b>	<b>1,014</b>
Portugal Wine	Portugal Fruit and Dessert Wine	46	9	0	18	8
	Portugal Red Wine	3,001	2,126	589	1,582	2,385
	Portugal Rose Wine	272	185	115	622	458
	Portugal Sparkling Wine	36	18	0	22	14

## Wine Sales (Litres)

Litres		Fiscal 2019/20 Q3	Fiscal 2019/20 Q4	Fiscal 2020/21 Q1	Fiscal 2020/21 Q2	Fiscal 2020/21 Q3
Portugal Wine	Portugal White Wine	2,050	1,765	966	1,773	1,361
	<b>Summary</b>	<b>5,406</b>	<b>4,104</b>	<b>1,670</b>	<b>4,017</b>	<b>4,226</b>
Sake	Japan Sake	19,068	15,735	4,160	12,280	11,797
	Other Country Sake	2,210	1,742	784	2,071	1,312
	USA Sake	50,157	41,625	8,555	26,550	24,142
	<b>Summary</b>	<b>71,435</b>	<b>59,102</b>	<b>13,499</b>	<b>40,900</b>	<b>37,250</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	0	0
	South Africa Red Wine	6,621	4,842	1,230	2,516	3,042
	South Africa Rose Wine	3	1	72	60	5
	South Africa Sparkling Wine	4	9	0	0	14
	South Africa White Wine	4,592	3,120	892	2,268	1,894
	<b>Summary</b>	<b>11,220</b>	<b>7,971</b>	<b>2,194</b>	<b>4,844</b>	<b>4,955</b>
Spain Wine	Spain Fruit and Dessert Wine	58	50	12	30	22
	Spain Red Wine	26,271	19,498	4,016	11,013	13,281
	Spain Rose Wine	1,291	1,358	1,149	2,386	847
	Spain Sparkling Wine	17,947	14,373	3,687	11,094	8,564
	Spain White Wine	4,615	3,048	696	2,716	2,511
	<b>Summary</b>	<b>50,182</b>	<b>38,326</b>	<b>9,560</b>	<b>27,238</b>	<b>25,225</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	152,275	117,648	29,452	68,028	78,286
	USA Rose Wine	2,295	1,892	702	2,536	1,438
	USA Sparkling Wine	2,962	2,608	476	2,020	1,381
	USA White Wine	37,936	29,649	9,240	23,663	18,047
	<b>Summary</b>	<b>195,467</b>	<b>151,797</b>	<b>39,870</b>	<b>96,248</b>	<b>99,153</b>
<b>Summary</b>		<b>2,577,387</b>	<b>1,826,163</b>	<b>596,766</b>	<b>1,511,513</b>	<b>1,238,230</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.