

# Hospitality Liquor Market Review

Fiscal 2021/22 Q2

September 2021



**LIQUOR  
DISTRIBUTION  
BRANCH**

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# Introduction

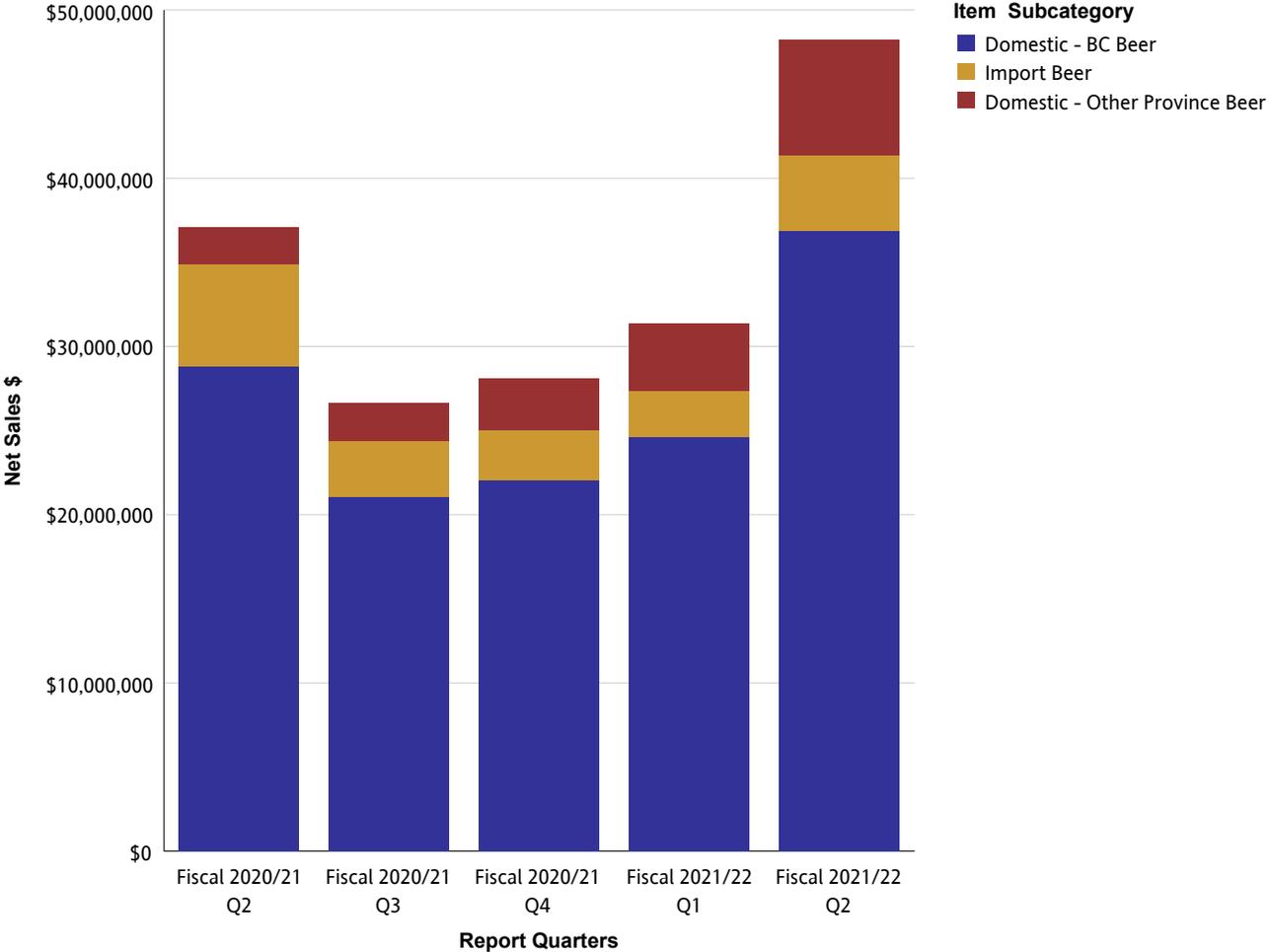
The Hospitality Liquor Market Review provides provincial sales to Hospitality customers (restaurants, pubs, nightclubs, etc.) from all channels for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer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

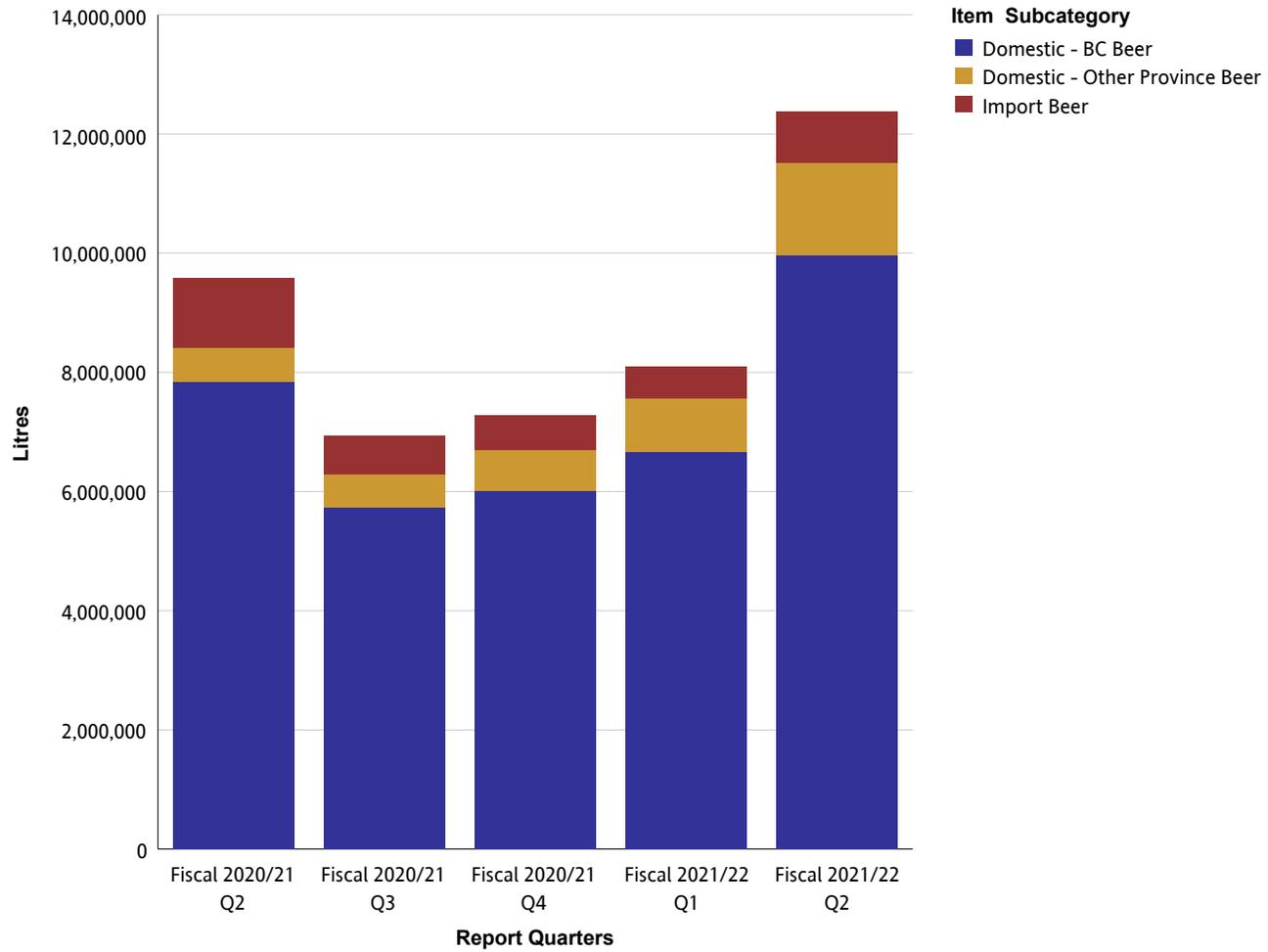


## Beer Sales (Net \$)

### Beer

Net Sales \$		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	\$13,575,514	\$10,379,858	\$10,460,049	\$10,590,614	\$16,336,713
	Domestic - BC Micro Brew Beer	\$7,590,799	\$5,417,876	\$6,005,153	\$7,262,471	\$10,543,638
	Domestic - BC Regional Beer	\$7,640,110	\$5,265,156	\$5,594,573	\$6,764,624	\$9,963,928
	<b>Summary</b>	<b>\$28,806,423</b>	<b>\$21,062,890</b>	<b>\$22,059,775</b>	<b>\$24,617,709</b>	<b>\$36,844,279</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$1,913,390	\$2,020,500	\$2,790,926	\$3,713,212	\$6,539,628
	Domestic - Other Province Micro Brew Beer	\$12,887	\$8,400	\$12,977	\$19,849	\$18,342
	Domestic - Other Province Regional Beer	\$263,260	\$212,511	\$235,168	\$244,194	\$296,479
	<b>Summary</b>	<b>\$2,189,537</b>	<b>\$2,241,412</b>	<b>\$3,039,071</b>	<b>\$3,977,255</b>	<b>\$6,854,448</b>
Import Beer	Asia And South Pacific Beer	\$633,252	\$468,668	\$499,085	\$424,072	\$775,573
	Europe Beer	\$3,581,933	\$1,991,371	\$2,098,790	\$1,922,339	\$3,194,462
	Mexico And Caribbean Beer	\$1,661,901	\$683,237	\$205,853	\$257,318	\$350,669
	Other Country Beer	\$4,432	\$1,783	\$5,049	\$5,202	\$8,801
	USA Beer	\$224,473	\$156,987	\$172,217	\$134,886	\$219,569
	<b>Summary</b>	<b>\$6,105,990</b>	<b>\$3,302,047</b>	<b>\$2,980,994</b>	<b>\$2,743,818</b>	<b>\$4,549,074</b>
<b>Summary</b>	<b>\$37,101,950</b>	<b>\$26,606,349</b>	<b>\$28,079,839</b>	<b>\$31,338,782</b>	<b>\$48,247,801</b>	

## Beer Sales (Litres)

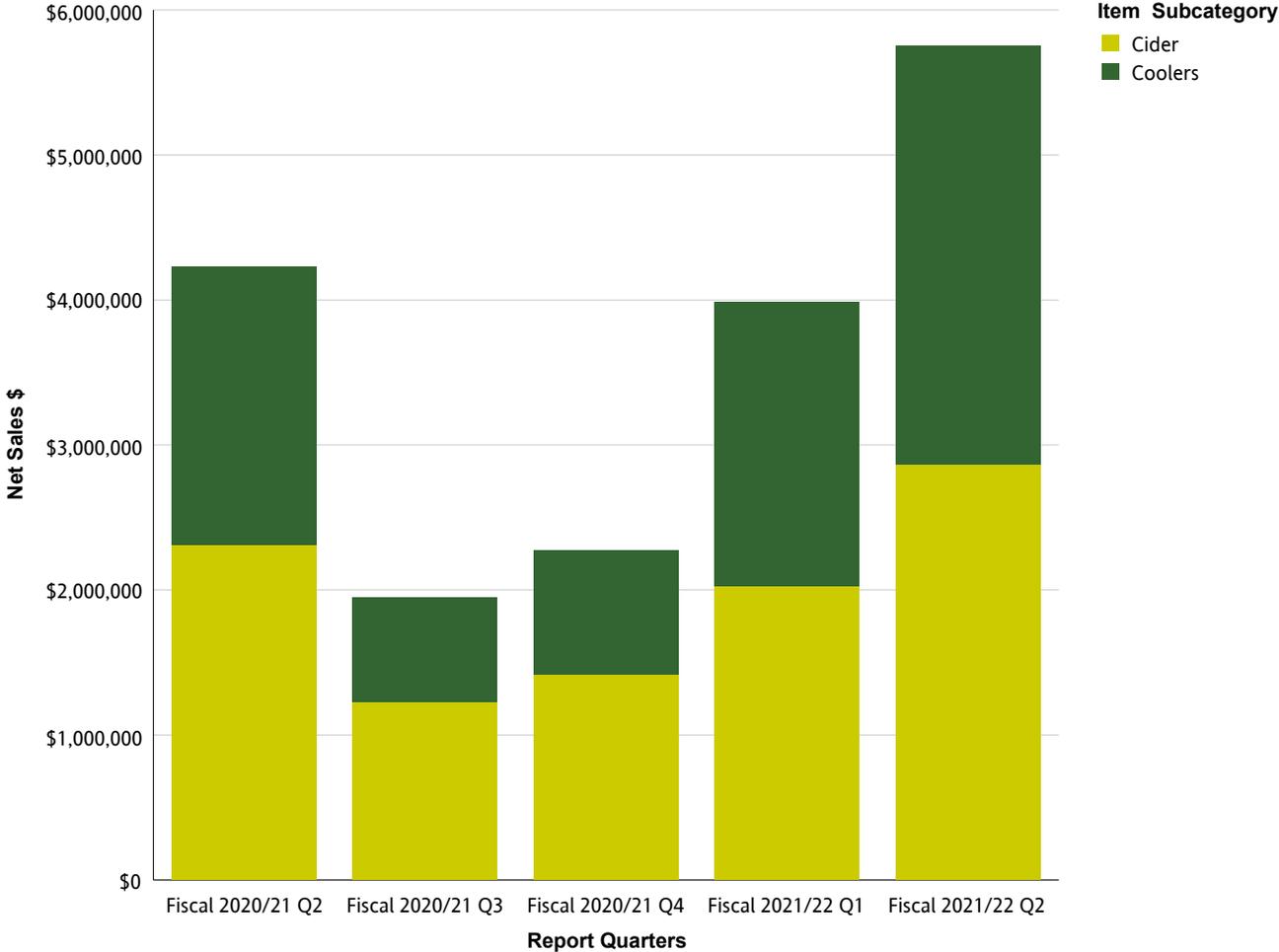


## Beer Sales (Litres)

### Beer

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Domestic - BC Beer	Domestic - BC Commercial Beer	3,681,509	2,859,745	2,895,518	2,936,068	4,487,156
	Domestic - BC Micro Brew Beer	1,817,930	1,276,256	1,408,924	1,708,477	2,517,912
	Domestic - BC Regional Beer	2,333,020	1,605,483	1,709,538	2,019,397	2,966,594
	<b>Summary</b>	<b>7,832,459</b>	<b>5,741,484</b>	<b>6,013,980</b>	<b>6,663,942</b>	<b>9,971,662</b>
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	494,307	468,593	610,888	825,821	1,437,811
	Domestic - Other Province Micro Brew Beer	1,846	1,037	1,602	2,321	2,309
	Domestic - Other Province Regional Beer	89,969	74,146	80,966	82,959	98,357
	<b>Summary</b>	<b>586,122</b>	<b>543,776</b>	<b>693,456</b>	<b>911,101</b>	<b>1,538,477</b>
Import Beer	Asia And South Pacific Beer	115,589	88,102	93,253	77,117	136,544
	Europe Beer	689,176	389,184	405,102	369,528	614,652
	Mexico And Caribbean Beer	317,211	135,267	40,378	50,919	68,258
	Other Country Beer	886	424	1,016	1,118	1,724
	USA Beer	42,055	31,231	33,683	25,600	40,887
	<b>Summary</b>	<b>1,164,918</b>	<b>644,209</b>	<b>573,431</b>	<b>524,283</b>	<b>862,065</b>
<b>Summary</b>		<b>9,583,499</b>	<b>6,929,468</b>	<b>7,280,868</b>	<b>8,099,327</b>	<b>12,372,204</b>

# Refreshment Beverages Sales (Net \$)

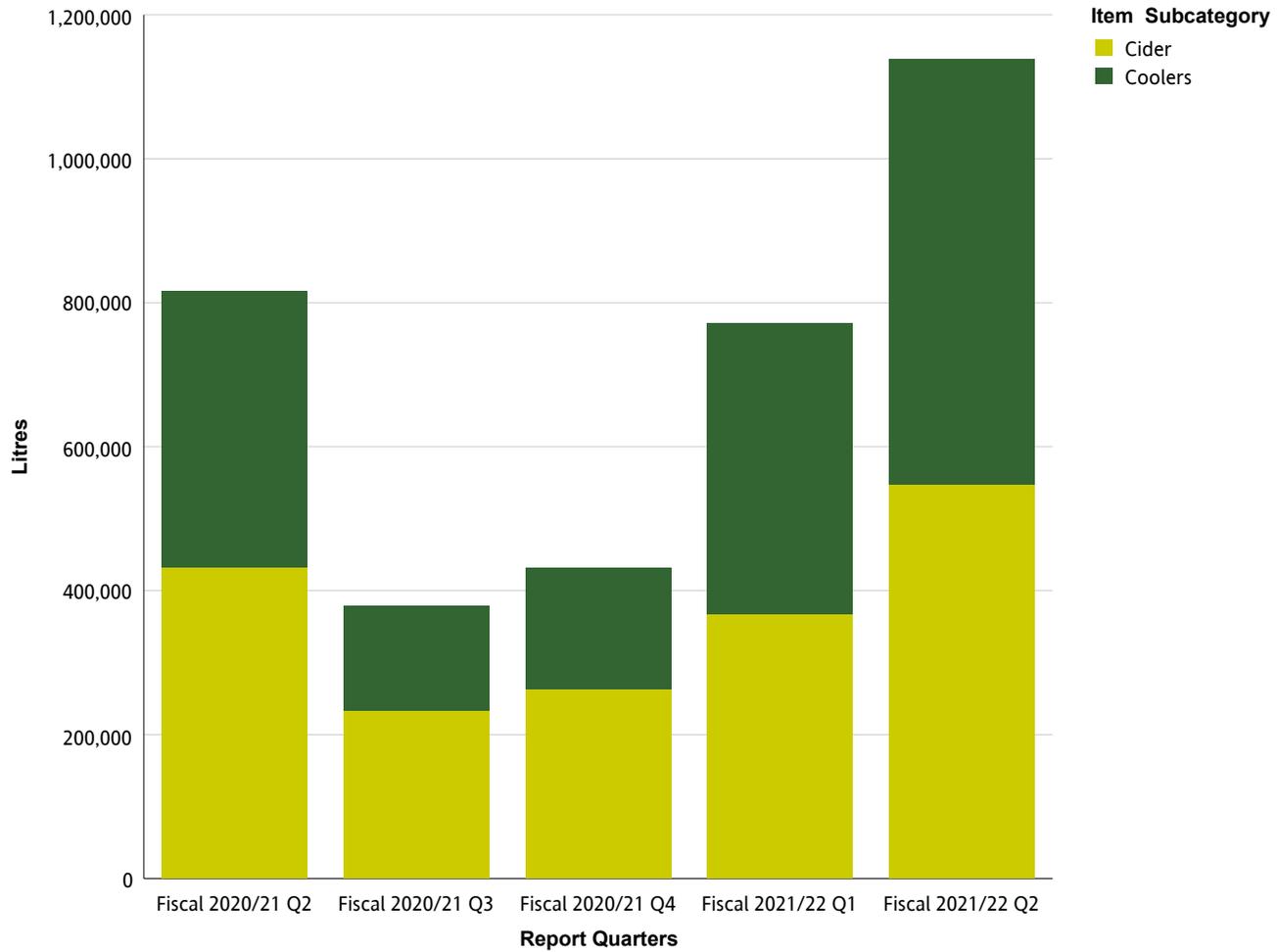


## Refreshment Beverages Sales (Net \$)

### Refreshment Beverages

Net Sales \$		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Cider	Domestic Cider	\$1,777,777	\$901,397	\$1,046,262	\$1,568,218	\$2,147,169
	Import Cider	\$533,477	\$324,064	\$370,191	\$459,631	\$719,281
	<b>Summary</b>	<b>\$2,311,254</b>	<b>\$1,225,462</b>	<b>\$1,416,454</b>	<b>\$2,027,848</b>	<b>\$2,866,449</b>
Coolers	Malt-Based Coolers	\$48,449	\$17,066	\$15,885	\$51,226	\$64,796
	Spirit Coolers	\$1,817,003	\$681,926	\$805,936	\$1,842,732	\$2,726,195
	Wine/Fruit Coolers	\$56,362	\$25,416	\$32,518	\$65,051	\$98,614
	<b>Summary</b>	<b>\$1,921,815</b>	<b>\$724,407</b>	<b>\$854,339</b>	<b>\$1,959,008</b>	<b>\$2,889,605</b>
<b>Summary</b>		<b>\$4,233,069</b>	<b>\$1,949,869</b>	<b>\$2,270,792</b>	<b>\$3,986,857</b>	<b>\$5,756,055</b>

## Refreshment Beverages Sales (Litres)

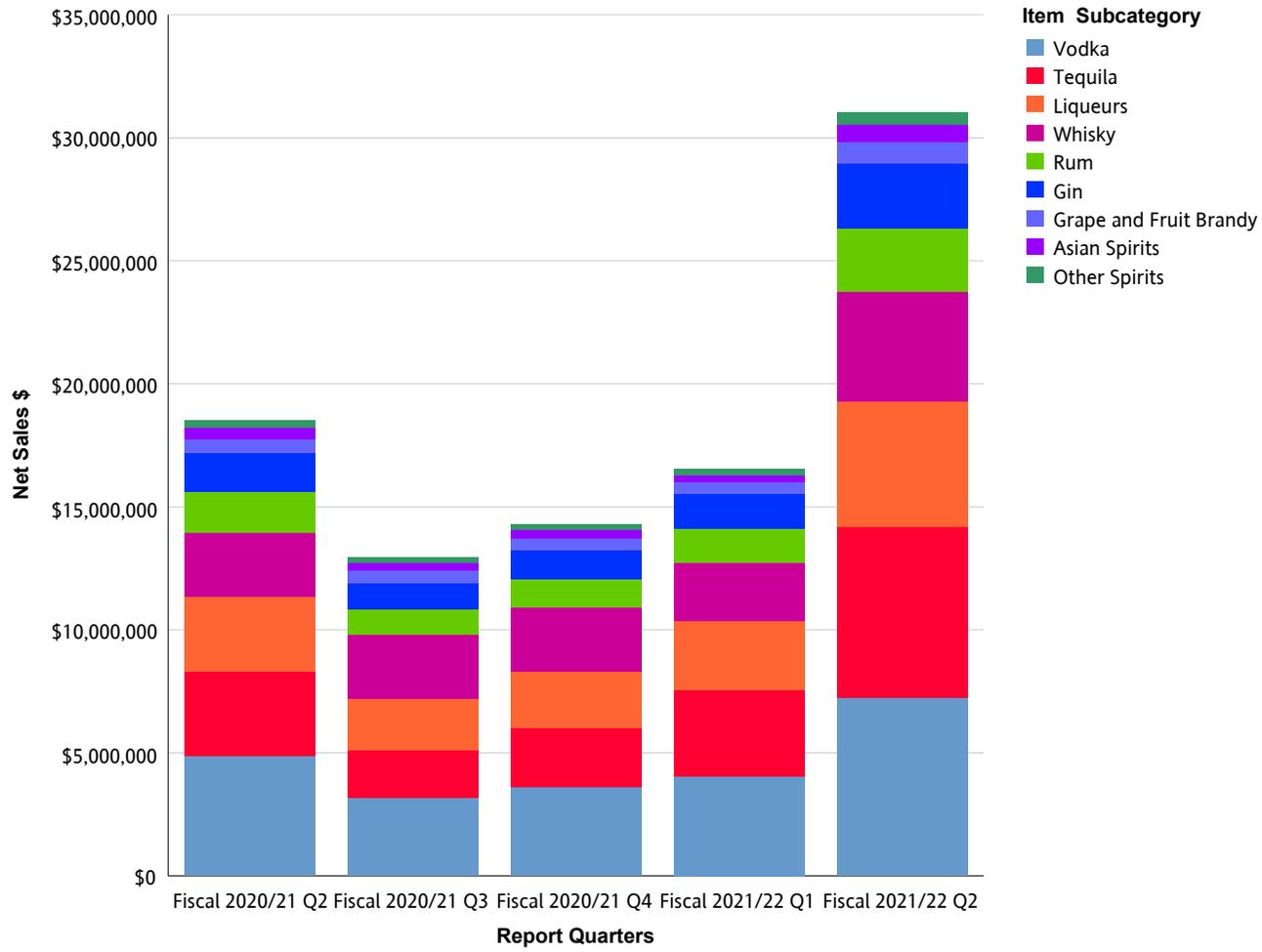


## Refreshment Beverages Sales (Litres)

### Refreshment Beverages

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Cider	Domestic Cider	316,622	161,591	183,550	268,027	392,362
	Import Cider	116,665	71,512	80,072	100,026	154,953
	<b>Summary</b>	<b>433,287</b>	<b>233,103</b>	<b>263,622</b>	<b>368,053</b>	<b>547,315</b>
Coolers	Malt-Based Coolers	9,012	3,293	3,005	10,433	12,862
	Spirit Coolers	365,996	138,479	161,088	383,586	563,739
	Wine/Fruit Coolers	8,374	3,549	4,733	9,640	14,752
	<b>Summary</b>	<b>383,383</b>	<b>145,321</b>	<b>168,826</b>	<b>403,660</b>	<b>591,353</b>
<b>Summary</b>		<b>816,670</b>	<b>378,424</b>	<b>432,448</b>	<b>771,713</b>	<b>1,138,668</b>

## Spirits Sales (Net \$)



## Spirits Sales (Net \$)

### Spirits

Net Sales \$		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Asian Spirits	China Spirits	\$114,265	\$32,973	\$65,596	\$36,414	\$264,449
	Korea Spirits	\$372,336	\$264,795	\$284,206	\$224,009	\$434,333
	Other Country Asian Spirits	\$24,727	\$21,750	\$21,869	\$24,759	\$40,388
	<b>Summary</b>	<b>\$511,328</b>	<b>\$319,518</b>	<b>\$371,671</b>	<b>\$285,182</b>	<b>\$739,170</b>
Gin	Dry Gin	\$1,457,396	\$970,559	\$1,126,747	\$1,314,644	\$2,477,729
	Flavoured Gin	\$62,607	\$35,630	\$42,191	\$76,082	\$129,395
	Other Gin	\$33,296	\$28,160	\$26,235	\$25,815	\$49,603
	<b>Summary</b>	<b>\$1,553,299</b>	<b>\$1,034,349</b>	<b>\$1,195,173</b>	<b>\$1,416,542</b>	<b>\$2,656,728</b>
Grape and Fruit Brandy	Armagnac	\$3,691	\$4,073	\$5,603	\$2,390	\$8,289
	Brandy	\$99,084	\$74,158	\$80,354	\$92,259	\$152,425
	Cognac	\$379,759	\$389,702	\$331,762	\$310,654	\$567,484
	Eau de Vie	\$23,470	\$21,974	\$16,208	\$15,818	\$40,523
	Grappa And Marc	\$10,652	\$11,494	\$14,122	\$12,530	\$21,115
	Pisco	\$31,330	\$24,094	\$26,532	\$34,264	\$53,186
	<b>Summary</b>	<b>\$547,987</b>	<b>\$525,496</b>	<b>\$474,581</b>	<b>\$467,915</b>	<b>\$843,021</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	\$995,846	\$654,662	\$727,291	\$868,023	\$1,699,530
	Coffee And Cocoa Liqueurs	\$233,765	\$186,757	\$206,408	\$209,793	\$392,615
	Cream/Dairy Liqueurs	\$269,721	\$284,847	\$273,190	\$269,848	\$450,455
	Fruit Liqueurs	\$1,132,426	\$636,943	\$766,623	\$1,079,211	\$1,913,976
	Nut Liqueurs	\$164,694	\$119,675	\$127,662	\$151,177	\$268,331
	Other Liqueurs	\$159,975	\$111,219	\$125,937	\$154,507	\$292,222
	Whiskey Liqueurs	\$70,115	\$65,863	\$68,115	\$53,450	\$102,322
	<b>Summary</b>	<b>\$3,026,544</b>	<b>\$2,059,967</b>	<b>\$2,295,226</b>	<b>\$2,786,010</b>	<b>\$5,119,450</b>
Other Spirits	Cachaca	\$17,978	\$8,420	\$15,891	\$19,567	\$42,469
	Flavoured Spirits	\$7,110	\$5,705	\$6,104	\$6,967	\$15,444
	Miscellaneous/Other Spirits	\$26,552	\$28,434	\$16,759	\$25,368	\$46,583

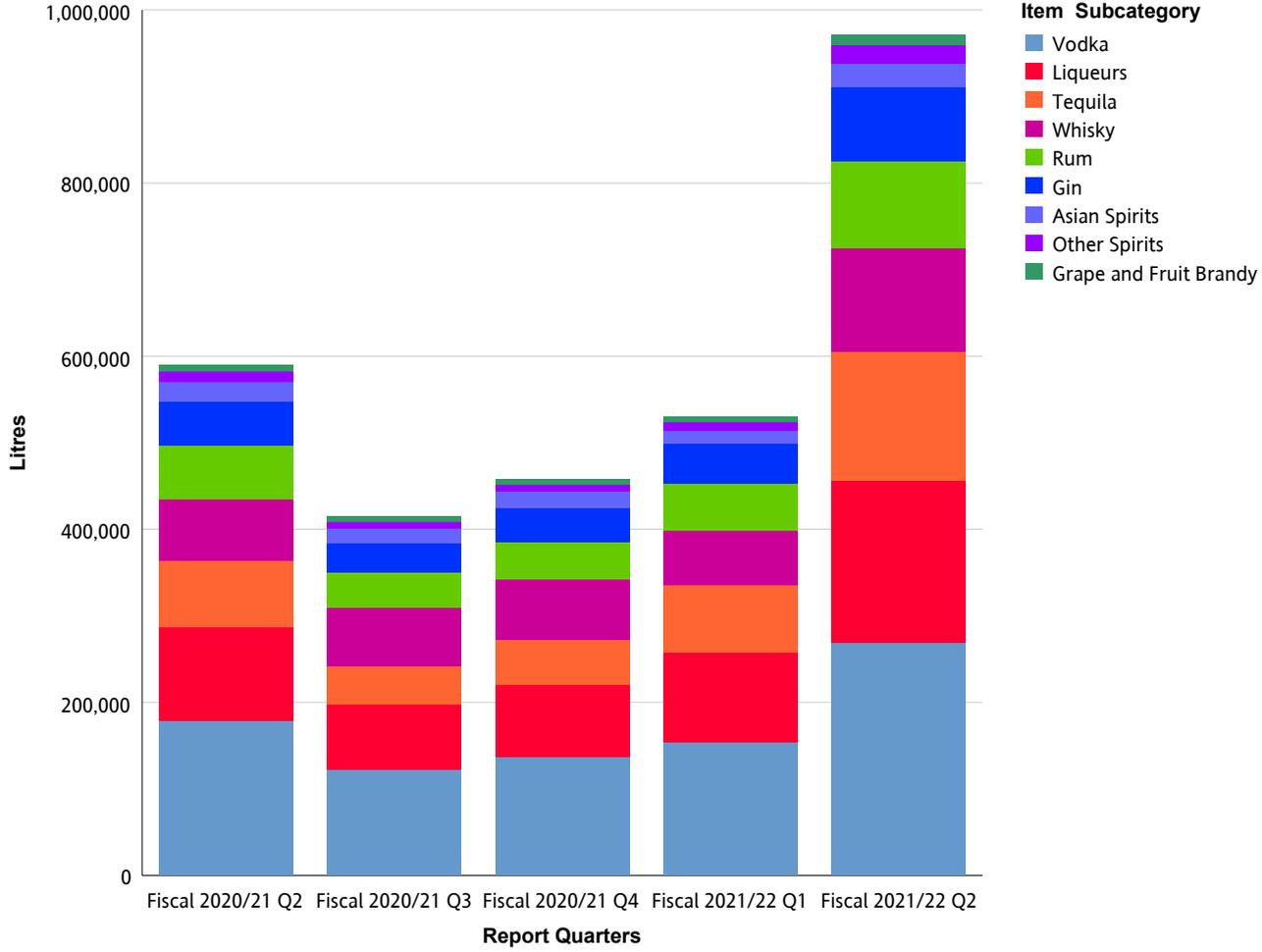
## Spirits Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Other Spirits	Moonshine Spirits	\$3,784	\$2,138	\$2,703	\$763	\$2,641
	Ready to Mix Cocktails	\$237,624	\$141,958	\$148,617	\$164,401	\$320,669
	Ready to Serve Cocktails	\$8,368	\$11,378	\$8,786	\$38,089	\$39,303
	Schnapps and Akvavit	\$6,715	\$6,384	\$5,954	\$6,450	\$9,107
	<b>Summary</b>	<b>\$308,132</b>	<b>\$204,417</b>	<b>\$204,816</b>	<b>\$261,605</b>	<b>\$476,215</b>
Rum	Amber Rum	\$200,446	\$143,755	\$152,462	\$208,249	\$367,570
	Dark Rum	\$167,581	\$136,433	\$146,464	\$144,280	\$294,114
	Flavoured Rum	\$11,474	\$7,162	\$7,764	\$21,182	\$24,100
	Spiced Rum	\$406,925	\$321,980	\$326,862	\$332,471	\$652,777
	White Rum	\$869,296	\$451,158	\$509,054	\$711,148	\$1,249,047
	<b>Summary</b>	<b>\$1,655,723</b>	<b>\$1,060,488</b>	<b>\$1,142,606</b>	<b>\$1,417,331</b>	<b>\$2,587,607</b>
Tequila	Blanco/Silver Tequila	\$1,530,261	\$851,790	\$1,086,853	\$1,754,200	\$3,318,915
	Flavoured Tequila	\$39,400	\$10,101	\$13,152	\$38,120	\$72,426
	Gold Tequila	\$1,713,651	\$955,985	\$1,143,911	\$1,568,940	\$3,163,042
	Mezcal	\$183,336	\$134,790	\$168,782	\$180,184	\$370,088
	<b>Summary</b>	<b>\$3,466,648</b>	<b>\$1,952,665</b>	<b>\$2,412,699</b>	<b>\$3,541,444</b>	<b>\$6,924,471</b>
Vodka	Flavoured Vodka	\$817,255	\$488,116	\$578,201	\$709,596	\$1,177,605
	Straight Vodka	\$4,028,342	\$2,689,487	\$3,033,076	\$3,321,131	\$6,084,670
	<b>Summary</b>	<b>\$4,845,598</b>	<b>\$3,177,603</b>	<b>\$3,611,276</b>	<b>\$4,030,727</b>	<b>\$7,262,276</b>
Whisky	American Whiskey	\$176,149	\$156,643	\$154,962	\$144,439	\$337,712
	Blended Malt Scotch Whisky	\$4,893	\$7,571	\$4,129	\$3,372	\$9,496
	Blended Scotch Whisky	\$123,931	\$139,244	\$125,844	\$117,971	\$236,505
	Bourbon Whiskey	\$557,338	\$560,598	\$595,072	\$504,311	\$916,734
	Canadian Whisky	\$812,367	\$722,529	\$715,994	\$669,230	\$1,249,795
	Flavoured Whisky	\$2,201	\$10,406	\$6,807	\$506	\$9,634
	Irish Whiskey	\$608,960	\$500,305	\$566,448	\$528,825	\$986,620
	Other Country Whisky	\$63,210	\$81,120	\$73,086	\$75,158	\$131,389
	Single Malt Scotch Whisky	\$274,682	\$423,488	\$347,273	\$300,364	\$551,364

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

<b>Net Sales \$</b>		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Whisky	<b>Summary</b>	\$2,623,732	\$2,601,905	\$2,589,617	\$2,344,176	\$4,429,250
<b>Summary</b>		\$18,538,990	\$12,936,407	\$14,297,665	\$16,550,931	\$31,038,187

# Spirits Sales (Litres)



## Spirits Sales (Litres)

### Spirits

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Asian Spirits	China Spirits	701	635	1,282	461	1,570
	Korea Spirits	20,807	15,523	16,668	13,087	25,400
	Other Country Asian Spirits	606	548	559	604	1,075
	<b>Summary</b>	<b>22,113</b>	<b>16,706</b>	<b>18,508</b>	<b>14,151</b>	<b>28,045</b>
Gin	Dry Gin	47,480	32,169	36,960	43,159	80,805
	Flavoured Gin	1,809	996	1,213	2,266	3,835
	Other Gin	672	607	543	523	972
	<b>Summary</b>	<b>49,961</b>	<b>33,772</b>	<b>38,716</b>	<b>45,948</b>	<b>85,612</b>
Grape and Fruit Brandy	Armagnac	32	38	39	17	61
	Brandy	3,697	2,803	3,069	3,402	5,568
	Cognac	2,602	1,792	1,505	1,471	3,849
	Eau de Vie	381	379	298	303	729
	Grappa And Marc	163	160	172	200	307
	Pisco	779	582	656	848	1,423
	<b>Summary</b>	<b>7,654</b>	<b>5,753</b>	<b>5,739</b>	<b>6,240</b>	<b>11,938</b>
Liqueurs	Anise And Herbal/Spice Liqueurs	31,957	21,338	23,400	29,703	55,656
	Coffee And Cocoa Liqueurs	9,256	8,068	8,408	8,617	15,939
	Cream/Dairy Liqueurs	9,843	11,371	10,204	9,905	16,797
	Fruit Liqueurs	43,469	24,390	29,565	42,168	74,157
	Nut Liqueurs	6,271	4,529	4,802	6,033	10,676
	Other Liqueurs	5,441	3,983	4,386	4,985	9,961
	Whiskey Liqueurs	2,086	2,046	2,076	1,746	3,235
	<b>Summary</b>	<b>108,323</b>	<b>75,725</b>	<b>82,841</b>	<b>103,156</b>	<b>186,421</b>
Other Spirits	Cachaca	457	209	379	489	975
	Flavoured Spirits	118	107	108	116	253
	Miscellaneous/Other Spirits	594	572	423	659	1,193

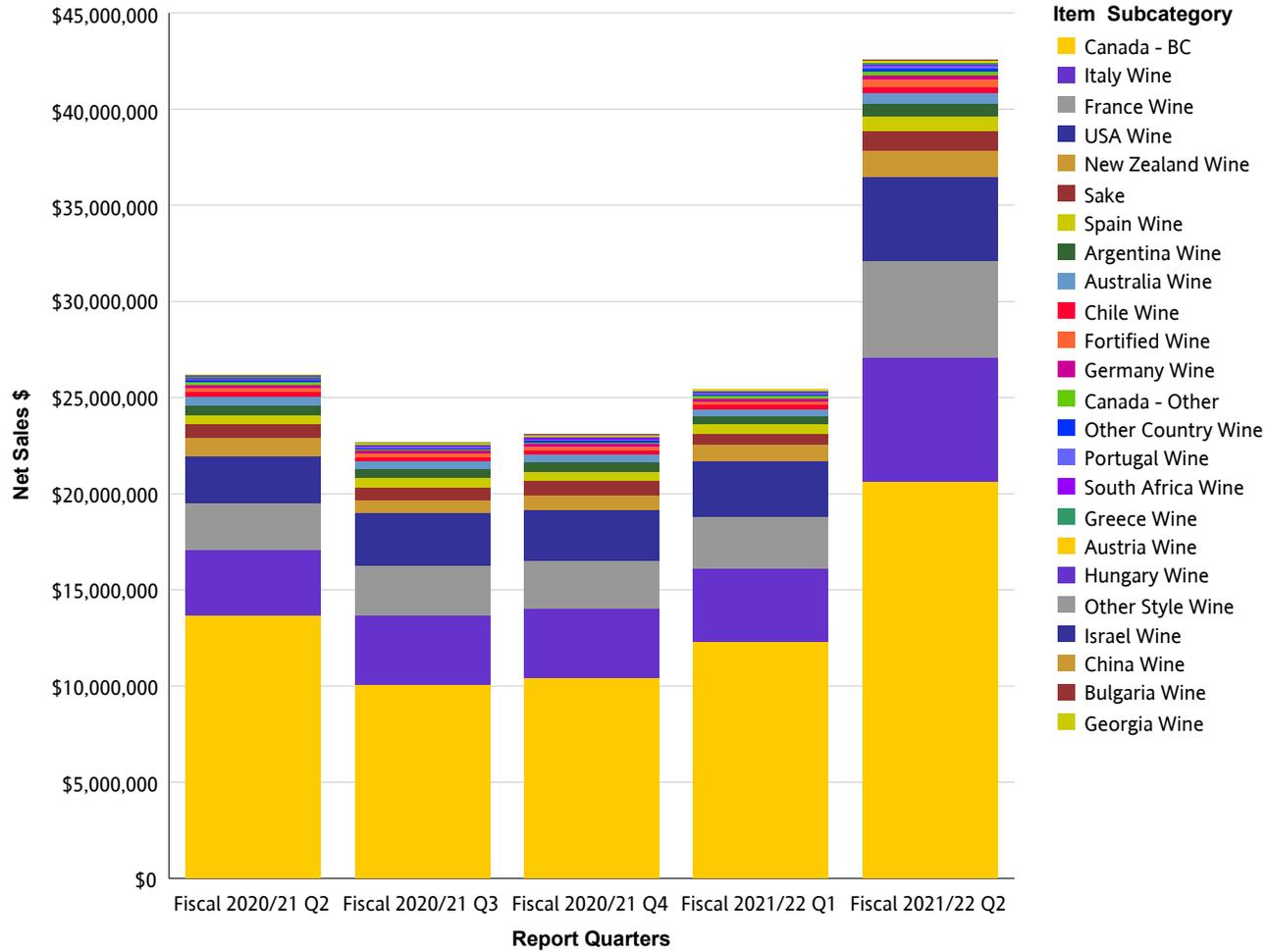
## Spirits Sales (Litres)

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Other Spirits	Moonshine Spirits	89	63	100	22	76
	Ready to Mix Cocktails	11,659	7,125	7,488	8,688	16,678
	Ready to Serve Cocktails	341	330	302	1,092	1,448
	Schnapps and Akvavit	169	157	139	159	196
	<b>Summary</b>	<b>13,426</b>	<b>8,561</b>	<b>8,940</b>	<b>11,225</b>	<b>20,819</b>
Rum	Amber Rum	6,688	4,668	5,034	6,803	11,924
	Dark Rum	5,983	5,109	5,251	5,243	10,675
	Flavoured Rum	365	262	252	697	775
	Spiced Rum	14,370	11,966	11,896	12,056	23,898
	White Rum	35,338	18,990	21,440	29,828	52,787
	<b>Summary</b>	<b>62,745</b>	<b>40,997</b>	<b>43,873</b>	<b>54,627</b>	<b>100,059</b>
Tequila	Blanco/Silver Tequila	36,792	20,351	25,635	41,799	77,498
	Flavoured Tequila	1,000	262	328	1,031	1,773
	Gold Tequila	36,309	21,073	24,056	33,106	65,065
	Mezcal	2,738	2,132	2,607	2,867	5,742
	<b>Summary</b>	<b>76,839</b>	<b>43,818</b>	<b>52,626</b>	<b>78,804</b>	<b>150,078</b>
Vodka	Flavoured Vodka	28,016	17,333	20,246	25,635	40,109
	Straight Vodka	150,445	104,904	116,854	128,226	229,111
	<b>Summary</b>	<b>178,461</b>	<b>122,237</b>	<b>137,101</b>	<b>153,861</b>	<b>269,220</b>
Whisky	American Whiskey	4,773	4,226	4,341	4,068	9,468
	Blended Malt Scotch Whisky	61	105	70	59	147
	Blended Scotch Whisky	2,621	2,931	2,740	2,612	4,654
	Bourbon Whiskey	14,218	14,359	15,108	12,960	22,930
	Canadian Whisky	29,146	26,363	26,261	24,509	46,311
	Flavoured Whisky	50	263	273	11	183
	Irish Whiskey	16,523	14,123	16,215	14,789	27,954
	Other Country Whisky	713	886	806	712	1,534
	Single Malt Scotch Whisky	2,948	4,035	3,546	2,957	5,838

## **Spirits Sales (Litres)**

<b>Litres</b>		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Whisky	<b>Summary</b>	<b>71,053</b>	<b>67,290</b>	<b>69,359</b>	<b>62,678</b>	<b>119,019</b>
<b>Summary</b>		<b>590,576</b>	<b>414,859</b>	<b>457,704</b>	<b>530,689</b>	<b>971,210</b>

# Wine Sales (Net \$)



## Wine Sales (Net \$)

### Wine

Net Sales \$		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Argentina Wine	Argentina Red Wine	\$464,997	\$465,551	\$465,456	\$373,872	\$620,733
	Argentina Rose Wine	\$3,677	\$1,575	\$2,770	\$4,721	\$6,148
	Argentina Sparkling Wine	\$4,488	\$3,039	\$20	\$1,991	\$5,554
	Argentina White Wine	\$26,227	\$14,976	\$16,976	\$21,691	\$42,040
	<b>Summary</b>	<b>\$499,390</b>	<b>\$485,141</b>	<b>\$485,222</b>	<b>\$402,275</b>	<b>\$674,474</b>
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$120	\$0	\$0	\$0
	Australia Red Wine	\$266,418	\$267,149	\$263,751	\$219,549	\$327,171
	Australia Rose Wine	\$17,559	\$10,481	\$9,256	\$12,641	\$16,122
	Australia Sparkling Wine	\$45,689	\$33,932	\$39,879	\$46,770	\$71,539
	Australia White Wine	\$112,763	\$85,931	\$90,610	\$93,158	\$138,213
	<b>Summary</b>	<b>\$442,428</b>	<b>\$397,614</b>	<b>\$403,497</b>	<b>\$372,119</b>	<b>\$553,045</b>
Austria Wine	Austria Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	Austria Red Wine	\$5,299	\$10,903	\$21,519	\$18,263	\$22,823
	Austria Rose Wine	\$1,884	\$985	\$639	\$328	\$1,075
	Austria Sparkling Wine	\$1,023	\$483	\$221	\$0	\$504
	Austria White Wine	\$16,619	\$15,662	\$21,929	\$20,210	\$36,287
	<b>Summary</b>	<b>\$24,825</b>	<b>\$28,034</b>	<b>\$44,307</b>	<b>\$38,802</b>	<b>\$60,690</b>
Bulgaria Wine	Bulgaria Red Wine	\$165	\$14	\$32	\$15	\$118
	Bulgaria Rose Wine	\$262	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$171	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$598</b>	<b>\$14</b>	<b>\$32</b>	<b>\$15</b>	<b>\$118</b>
Canada - BC	Canada - BC Dessert Wine	\$10,853	\$4,610	\$7,294	\$4,872	\$6,853
	Canada - BC Fruit Wine	\$41,797	\$14,919	\$8,902	\$21,326	\$38,431
	Canada - BC Ice Wine	\$18,132	\$17,012	\$15,015	\$22,002	\$29,812
	Canada - BC Red Wine	\$5,445,060	\$5,159,005	\$5,224,285	\$4,742,500	\$8,220,894
	Canada - BC Rose Wine	\$1,133,157	\$328,175	\$395,208	\$1,294,116	\$1,637,929

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Canada - BC	Canada - BC Sparkling Wine	\$583,107	\$406,352	\$414,301	\$616,383	\$915,532
	Canada - BC White Wine	\$6,417,852	\$4,173,654	\$4,362,482	\$5,583,510	\$9,761,025
	<b>Summary</b>	<b>\$13,649,958</b>	<b>\$10,103,726</b>	<b>\$10,427,488</b>	<b>\$12,284,710</b>	<b>\$20,610,477</b>
Canada - Other	Canada - Other Dessert Wine	\$632	\$0	\$0	\$696	\$1,392
	Canada - Other Fruit Wine	\$0	\$0	\$0	\$0	\$0
	Canada - Other Ice Wine	\$148	\$326	\$182	\$163	\$355
	Canada - Other Red Wine	\$16,145	\$7,205	\$8,772	\$7,612	\$15,311
	Canada - Other Rose Wine	\$42,624	\$770	\$374	\$45,546	\$63,097
	Canada - Other Sparkling Wine	\$77,945	\$52,840	\$62,879	\$85,923	\$126,014
	Canada - Other White Wine	\$7,249	\$4,314	\$5,637	\$7,405	\$10,389
	<b>Summary</b>	<b>\$144,744</b>	<b>\$65,455</b>	<b>\$77,845</b>	<b>\$147,345</b>	<b>\$216,558</b>
Chile Wine	Chile Fruit and Dessert Wine	\$143	\$160	\$319	\$319	\$319
	Chile Red Wine	\$133,794	\$137,865	\$150,440	\$121,021	\$169,100
	Chile Rose Wine	\$4,978	\$2,794	\$2,230	\$4,274	\$6,849
	Chile Sparkling Wine	\$1,357	\$1,235	\$870	\$614	\$4,212
	Chile White Wine	\$133,135	\$88,728	\$88,420	\$102,045	\$148,497
	<b>Summary</b>	<b>\$273,408</b>	<b>\$230,782</b>	<b>\$242,280</b>	<b>\$228,274</b>	<b>\$328,977</b>
China Wine	China Fruit and Dessert Wine	\$0	\$385	\$0	\$0	\$0
	China Red Wine	\$27	\$49	\$1,373	\$0	\$0
	China White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$27</b>	<b>\$434</b>	<b>\$1,373</b>	<b>\$0</b>	<b>\$0</b>
Fortified Wine	Other Fortified Domestic Wine	\$27,761	\$22,321	\$16,547	\$9,927	\$18,623
	Other Fortified Import Wine	\$49,062	\$44,852	\$46,587	\$44,654	\$77,654
	Port Wine	\$45,065	\$50,260	\$40,540	\$26,352	\$72,069
	Sherry Wine	\$19,517	\$20,214	\$20,261	\$16,522	\$32,778
	Vermouth Wine	\$73,250	\$69,815	\$81,099	\$96,896	\$174,492
	<b>Summary</b>	<b>\$214,655</b>	<b>\$207,462</b>	<b>\$205,034</b>	<b>\$194,352</b>	<b>\$375,617</b>
France Wine	France Champagne Wine	\$575,340	\$702,939	\$495,775	\$630,440	\$1,367,226

## Wine Sales (Net \$)

<b>Net Sales \$</b>		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
France Wine	France Fruit and Dessert Wine	\$1,364	\$521	\$1,688	\$711	\$2,701
	France Red Wine	\$683,037	\$1,069,080	\$1,129,942	\$794,039	\$1,465,170
	France Rose Wine	\$485,555	\$166,759	\$165,744	\$448,511	\$564,666
	France Sparkling Wine	\$112,384	\$92,572	\$89,436	\$95,019	\$219,619
	France White Wine	\$580,624	\$562,132	\$627,954	\$760,891	\$1,387,278
	<b>Summary</b>	<b>\$2,438,304</b>	<b>\$2,594,002</b>	<b>\$2,510,539</b>	<b>\$2,729,611</b>	<b>\$5,006,659</b>
Georgia Wine	Georgia Red Wine	\$68	\$70	\$0	\$194	\$304
	Georgia White Wine	\$0	\$0	\$0	\$0	\$0
	<b>Summary</b>	<b>\$68</b>	<b>\$70</b>	<b>\$0</b>	<b>\$194</b>	<b>\$304</b>
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$3,198
	Germany Red Wine	\$6,776	\$3,310	\$6,504	\$9,080	\$13,583
	Germany Rose Wine	\$2,698	\$609	\$3,264	\$3,270	\$3,087
	Germany Sparkling Wine	\$96,147	\$70,374	\$77,940	\$65,596	\$145,072
	Germany White Wine	\$35,863	\$34,784	\$44,757	\$40,300	\$59,562
	<b>Summary</b>	<b>\$141,485</b>	<b>\$109,076</b>	<b>\$132,466</b>	<b>\$118,246</b>	<b>\$224,503</b>
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$330	\$0	\$0
	Greece Red Wine	\$40,439	\$33,999	\$38,198	\$25,892	\$53,376
	Greece Rose Wine	\$3,784	\$0	\$785	\$314	\$52
	Greece Sparkling Wine	\$0	\$0	\$0	\$0	\$0
	Greece White Wine	\$38,491	\$22,859	\$26,188	\$26,312	\$59,415
	<b>Summary</b>	<b>\$82,715</b>	<b>\$56,857</b>	<b>\$65,501</b>	<b>\$52,518</b>	<b>\$112,843</b>
Hungary Wine	Hungary Fruit and Dessert Wine	\$897	\$2,050	\$1,987	\$1,723	\$3,705
	Hungary Red Wine	\$721	\$978	\$535	\$367	\$546
	Hungary Rose Wine	\$0	\$0	\$0	\$0	\$0
	Hungary Sparkling Wine	\$20,086	\$15,008	\$17,936	\$15,389	\$32,668
	Hungary White Wine	\$4,364	\$2,662	\$2,986	\$4,191	\$11,054
	<b>Summary</b>	<b>\$26,067</b>	<b>\$20,698</b>	<b>\$23,444</b>	<b>\$21,671</b>	<b>\$47,973</b>
Israel Wine	Israel Red Wine	\$148	\$31	\$62	\$0	\$114

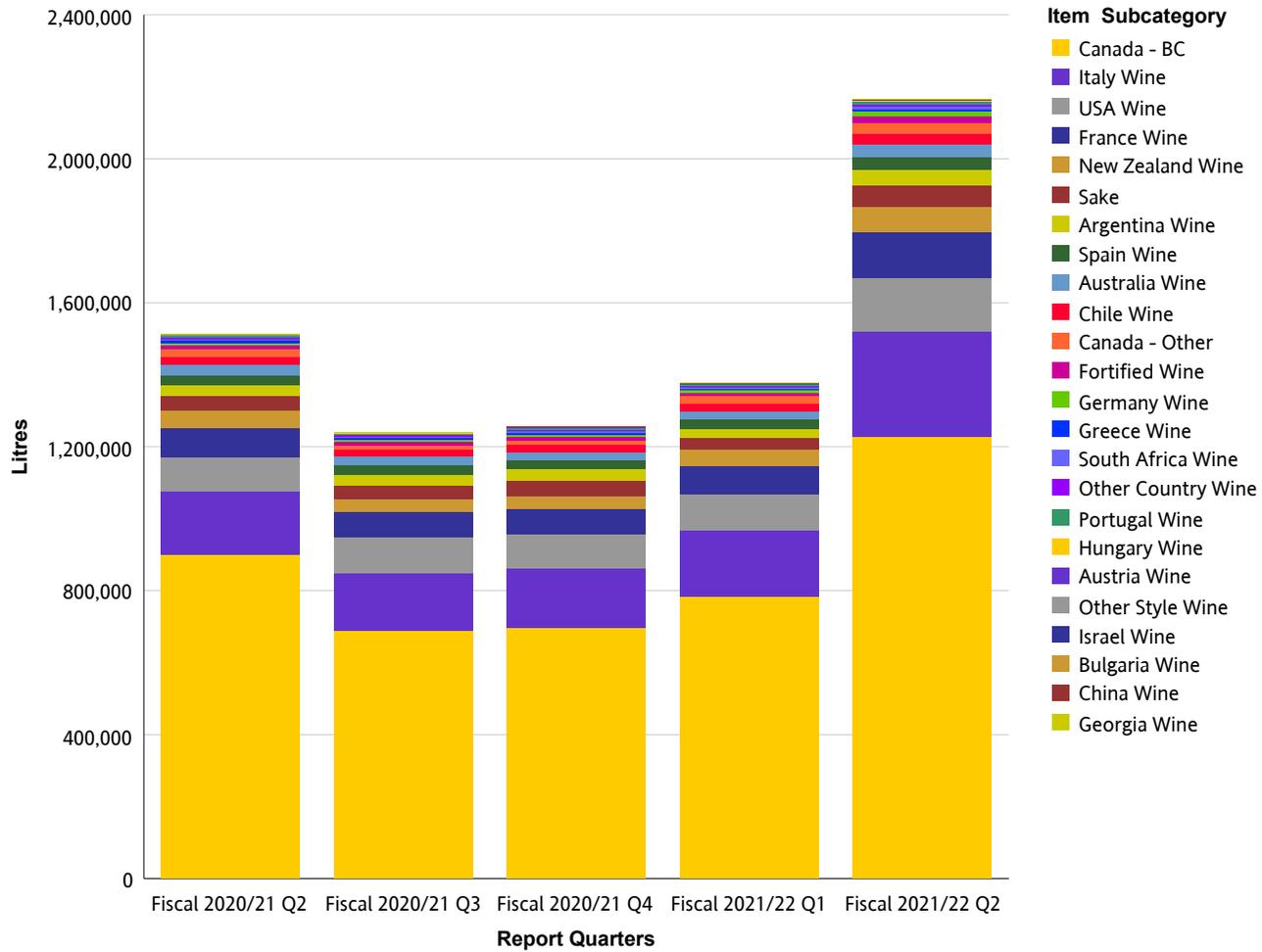
## Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Israel Wine	Israel Rose Wine	\$0	\$0	\$0	\$0	\$0
	Israel White Wine	\$695	\$684	\$342	\$326	\$1,056
	<b>Summary</b>	<b>\$843</b>	<b>\$715</b>	<b>\$404</b>	<b>\$326</b>	<b>\$1,170</b>
Italy Wine	Italy Fruit and Dessert Wine	\$2,912	\$3,456	\$3,373	\$2,488	\$4,342
	Italy Red Wine	\$1,581,179	\$2,166,964	\$2,123,177	\$1,850,509	\$3,333,995
	Italy Rose Wine	\$69,768	\$36,627	\$44,084	\$66,482	\$100,679
	Italy Sparkling Wine	\$400,730	\$291,032	\$294,449	\$470,130	\$667,304
	Italy White Wine	\$877,065	\$663,615	\$727,031	\$879,450	\$1,404,830
	Prosecco Wine	\$498,290	\$400,270	\$392,085	\$538,399	\$971,046
	<b>Summary</b>	<b>\$3,429,943</b>	<b>\$3,561,963</b>	<b>\$3,584,199</b>	<b>\$3,807,458</b>	<b>\$6,482,195</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$25,016	\$35,841	\$34,985	\$34,326	\$39,835
	New Zealand Rose Wine	\$22,017	\$8,375	\$9,690	\$31,887	\$35,693
	New Zealand Sparkling Wine	\$1,567	\$6,531	\$1,132	\$1,471	\$2,902
	New Zealand White Wine	\$883,822	\$641,452	\$666,182	\$820,586	\$1,266,053
	<b>Summary</b>	<b>\$932,423</b>	<b>\$692,199</b>	<b>\$711,989</b>	<b>\$888,270</b>	<b>\$1,344,483</b>
Other Country Wine	Other Country Fruit and Dessert Wine	\$62,961	\$53,346	\$53,257	\$51,120	\$108,489
	Other Country Red Wine	\$12,723	\$11,788	\$14,242	\$17,341	\$13,068
	Other Country Rose Wine	\$2,270	\$847	\$2,237	\$2,739	\$4,446
	Other Country Sparkling Wine	\$1,288	\$934	\$759	\$3,059	\$2,568
	Other Country White Wine	\$8,359	\$4,954	\$6,082	\$18,061	\$8,216
	<b>Summary</b>	<b>\$87,601</b>	<b>\$71,869</b>	<b>\$76,576</b>	<b>\$92,320</b>	<b>\$136,787</b>
Other Style Wine	Aperitif And Flavoured Wine	\$16,423	\$16,680	\$11,717	\$14,066	\$16,373
	Mead	\$1,079	\$528	\$1,218	\$1,816	\$3,207
	Rice Wine	\$4,982	\$4,643	\$5,975	\$3,115	\$6,810
	<b>Summary</b>	<b>\$22,485</b>	<b>\$21,851</b>	<b>\$18,910</b>	<b>\$18,998</b>	<b>\$26,390</b>
Portugal Wine	Portugal Fruit and Dessert Wine	\$568	\$352	\$396	\$583	\$385
	Portugal Red Wine	\$27,377	\$40,776	\$35,199	\$33,979	\$49,823

## Wine Sales (Net \$)

Net Sales \$		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Portugal Wine	Portugal Rose Wine	\$7,707	\$5,644	\$4,778	\$6,826	\$8,744
	Portugal Sparkling Wine	\$661	\$375	\$925	\$1,506	\$2,519
	Portugal White Wine	\$28,515	\$21,368	\$25,558	\$35,283	\$54,124
	<b>Summary</b>	<b>\$64,828</b>	<b>\$68,515</b>	<b>\$66,856</b>	<b>\$78,177</b>	<b>\$115,594</b>
Sake	Japan Sake	\$477,533	\$459,397	\$530,903	\$355,572	\$766,199
	Other Country Sake	\$26,897	\$14,368	\$24,281	\$34,095	\$16,958
	USA Sake	\$200,152	\$176,025	\$205,399	\$150,842	\$270,735
	<b>Summary</b>	<b>\$704,583</b>	<b>\$649,790</b>	<b>\$760,583</b>	<b>\$540,508</b>	<b>\$1,053,892</b>
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$770	\$441	\$0
	South Africa Red Wine	\$38,433	\$46,940	\$49,084	\$28,420	\$60,493
	South Africa Rose Wine	\$638	\$48	\$18	\$1,746	\$248
	South Africa Sparkling Wine	\$0	\$610	\$0	\$66	\$0
	South Africa White Wine	\$27,675	\$28,786	\$24,580	\$25,997	\$38,215
	<b>Summary</b>	<b>\$66,746</b>	<b>\$76,384</b>	<b>\$74,452</b>	<b>\$56,671</b>	<b>\$98,955</b>
Spain Wine	Spain Fruit and Dessert Wine	\$1,109	\$913	\$1,139	\$1,026	\$3,274
	Spain Red Wine	\$222,865	\$269,490	\$280,698	\$225,266	\$356,586
	Spain Rose Wine	\$30,548	\$16,824	\$11,818	\$21,357	\$28,508
	Spain Sparkling Wine	\$184,704	\$137,048	\$128,956	\$191,604	\$237,314
	Spain White Wine	\$56,929	\$58,470	\$62,193	\$66,899	\$107,875
	<b>Summary</b>	<b>\$496,154</b>	<b>\$482,744</b>	<b>\$484,804</b>	<b>\$506,151</b>	<b>\$733,558</b>
USA Wine	USA Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	USA Red Wine	\$1,906,227	\$2,306,814	\$2,251,013	\$2,220,028	\$3,386,282
	USA Rose Wine	\$29,010	\$17,392	\$13,530	\$78,312	\$109,170
	USA Sparkling Wine	\$43,751	\$30,018	\$32,243	\$83,027	\$108,542
	USA White Wine	\$463,351	\$374,829	\$363,986	\$475,487	\$771,675
	<b>Summary</b>	<b>\$2,442,339</b>	<b>\$2,729,054</b>	<b>\$2,660,771</b>	<b>\$2,856,854</b>	<b>\$4,375,669</b>
<b>Summary</b>		<b>\$26,186,617</b>	<b>\$22,654,450</b>	<b>\$23,058,573</b>	<b>\$25,435,863</b>	<b>\$42,580,932</b>

## Wine Sales (Litres)



## Wine Sales (Litres)

### Wine

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Argentina Wine	Argentina Red Wine	28,633	29,866	29,757	23,427	38,455
	Argentina Rose Wine	372	179	296	553	664
	Argentina Sparkling Wine	302	158	1	122	380
	Argentina White Wine	1,970	1,259	1,307	1,618	3,055
	<b>Summary</b>	<b>31,277</b>	<b>31,462</b>	<b>31,361</b>	<b>25,721</b>	<b>42,553</b>
Australia Wine	Australia Fruit and Dessert Wine	0	3	0	0	0
	Australia Red Wine	14,598	15,302	13,722	11,406	17,998
	Australia Rose Wine	1,264	752	715	969	1,343
	Australia Sparkling Wine	3,039	2,450	2,778	3,344	5,089
	Australia White Wine	8,880	6,895	6,817	7,349	11,000
	<b>Summary</b>	<b>27,781</b>	<b>25,402</b>	<b>24,031</b>	<b>23,067</b>	<b>35,430</b>
Austria Wine	Austria Fruit and Dessert Wine	0	0	0	0	0
	Austria Red Wine	188	348	651	592	640
	Austria Rose Wine	68	27	18	9	32
	Austria Sparkling Wine	27	18	9	0	18
	Austria White Wine	522	472	626	524	1,000
	<b>Summary</b>	<b>804</b>	<b>866</b>	<b>1,304</b>	<b>1,125</b>	<b>1,690</b>
Bulgaria Wine	Bulgaria Red Wine	9	1	2	1	6
	Bulgaria Rose Wine	16	0	0	0	0
	Bulgaria White Wine	4	0	0	0	0
	<b>Summary</b>	<b>29</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>6</b>
Canada - BC	Canada - BC Dessert Wine	173	96	151	89	125
	Canada - BC Fruit Wine	1,968	588	366	1,056	1,778
	Canada - BC Ice Wine	274	207	181	287	369
	Canada - BC Red Wine	332,511	323,198	317,157	284,648	455,883
	Canada - BC Rose Wine	61,294	18,349	22,094	66,277	84,314

## Wine Sales (Litres)

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Canada - BC	Canada - BC Sparkling Wine	24,084	16,411	17,107	25,577	37,831
	Canada - BC White Wine	478,045	329,000	339,346	405,745	648,090
	<b>Summary</b>	<b>898,350</b>	<b>687,848</b>	<b>696,402</b>	<b>783,680</b>	<b>1,228,390</b>
Canada - Other	Canada - Other Dessert Wine	6	0	0	6	12
	Canada - Other Fruit Wine	0	0	0	0	0
	Canada - Other Ice Wine	2	3	2	2	4
	Canada - Other Red Wine	1,239	745	826	861	1,482
	Canada - Other Rose Wine	6,558	65	32	7,211	10,040
	Canada - Other Sparkling Wine	11,284	8,150	9,416	12,801	18,646
	Canada - Other White Wine	755	516	608	776	1,026
	<b>Summary</b>	<b>19,844</b>	<b>9,479</b>	<b>10,883</b>	<b>21,656</b>	<b>31,211</b>
Chile Wine	Chile Fruit and Dessert Wine	4	4	9	9	9
	Chile Red Wine	11,031	11,210	11,558	9,842	13,531
	Chile Rose Wine	598	336	250	471	830
	Chile Sparkling Wine	68	65	48	35	149
	Chile White Wine	11,674	7,951	8,015	9,099	13,288
	<b>Summary</b>	<b>23,375</b>	<b>19,566</b>	<b>19,881</b>	<b>19,456</b>	<b>27,808</b>
China Wine	China Fruit and Dessert Wine	0	15	0	0	0
	China Red Wine	1	1	21	0	0
	China White Wine	0	0	0	0	0
	<b>Summary</b>	<b>1</b>	<b>16</b>	<b>21</b>	<b>0</b>	<b>0</b>
Fortified Wine	Other Fortified Domestic Wine	1,242	1,226	1,145	762	1,149
	Other Fortified Import Wine	2,312	2,078	2,189	2,167	3,592
	Port Wine	1,019	1,104	974	675	1,665
	Sherry Wine	712	767	809	675	1,232
	Vermouth Wine	5,454	5,250	5,492	6,137	10,832
	<b>Summary</b>	<b>10,739</b>	<b>10,426</b>	<b>10,609</b>	<b>10,416</b>	<b>18,469</b>
France Wine	France Champagne Wine	5,256	7,005	4,707	5,673	13,725

## Wine Sales (Litres)

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
France Wine	France Fruit and Dessert Wine	23	7	40	16	56
	France Red Wine	22,120	28,555	28,553	20,934	38,272
	France Rose Wine	23,575	8,801	9,180	22,514	27,385
	France Sparkling Wine	6,144	5,055	5,269	5,480	12,156
	France White Wine	21,609	19,310	20,689	23,523	38,454
	<b>Summary</b>	<b>78,727</b>	<b>68,734</b>	<b>68,438</b>	<b>78,140</b>	<b>130,047</b>
Georgia Wine	Georgia Red Wine	4	4	0	10	18
	Georgia White Wine	0	0	0	0	0
	<b>Summary</b>	<b>4</b>	<b>4</b>	<b>0</b>	<b>10</b>	<b>18</b>
Germany Wine	Germany Fruit and Dessert Wine	0	0	0	0	2
	Germany Red Wine	190	105	178	224	283
	Germany Rose Wine	108	18	117	104	162
	Germany Sparkling Wine	5,432	4,327	4,445	3,994	8,632
	Germany White Wine	1,660	1,572	1,854	1,714	2,804
	<b>Summary</b>	<b>7,390</b>	<b>6,022</b>	<b>6,594</b>	<b>6,036</b>	<b>11,883</b>
Greece Wine	Greece Fruit and Dessert Wine	0	0	12	0	0
	Greece Red Wine	2,808	2,331	2,648	1,849	3,713
	Greece Rose Wine	144	0	45	18	3
	Greece Sparkling Wine	0	0	0	0	0
	Greece White Wine	2,790	1,767	2,084	2,031	4,400
	<b>Summary</b>	<b>5,742</b>	<b>4,098</b>	<b>4,789</b>	<b>3,898</b>	<b>8,115</b>
Hungary Wine	Hungary Fruit and Dessert Wine	17	30	39	30	52
	Hungary Red Wine	47	68	37	28	38
	Hungary Rose Wine	0	0	0	0	0
	Hungary Sparkling Wine	1,509	1,218	1,346	1,152	2,518
	Hungary White Wine	325	210	232	302	658
	<b>Summary</b>	<b>1,898</b>	<b>1,526</b>	<b>1,653</b>	<b>1,511</b>	<b>3,266</b>
Israel Wine	Israel Red Wine	6	2	3	0	5

## Wine Sales (Litres)

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Israel Wine	Israel Rose Wine	0	0	0	0	0
	Israel White Wine	32	33	16	16	51
	<b>Summary</b>	<b>38</b>	<b>34</b>	<b>20</b>	<b>16</b>	<b>56</b>
Italy Wine	Italy Fruit and Dessert Wine	51	55	52	29	48
	Italy Red Wine	64,232	75,479	73,732	65,626	107,122
	Italy Rose Wine	3,351	1,480	1,848	3,224	4,640
	Italy Sparkling Wine	24,801	17,646	18,362	29,185	40,766
	Italy White Wine	58,914	44,584	48,099	58,325	87,012
	Prosecco Wine	26,751	22,435	21,826	29,375	51,791
	<b>Summary</b>	<b>178,100</b>	<b>161,679</b>	<b>163,919</b>	<b>185,764</b>	<b>291,378</b>
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	870	1,274	1,250	1,173	1,422
	New Zealand Rose Wine	1,109	453	507	1,642	2,074
	New Zealand Sparkling Wine	56	227	48	72	135
	New Zealand White Wine	46,660	35,429	34,824	44,486	67,001
	<b>Summary</b>	<b>48,694</b>	<b>37,383</b>	<b>36,630</b>	<b>47,374</b>	<b>70,632</b>
Other Country Wine	Other Country Fruit and Dessert Wine	3,750	3,129	3,259	2,873	6,350
	Other Country Red Wine	470	465	466	560	406
	Other Country Rose Wine	100	38	94	90	202
	Other Country Sparkling Wine	28	38	9	68	46
	Other Country White Wine	345	184	206	619	312
	<b>Summary</b>	<b>4,693</b>	<b>3,853</b>	<b>4,035</b>	<b>4,210</b>	<b>7,317</b>
Other Style Wine	Aperitif And Flavoured Wine	726	648	654	877	518
	Mead	48	33	60	94	141
	Rice Wine	347	306	402	260	623
	<b>Summary</b>	<b>1,121</b>	<b>987</b>	<b>1,116</b>	<b>1,231</b>	<b>1,283</b>
Portugal Wine	Portugal Fruit and Dessert Wine	18	8	9	14	9
	Portugal Red Wine	1,582	2,385	2,115	1,854	2,737

## Wine Sales (Litres)

Litres		Fiscal 2020/21 Q2	Fiscal 2020/21 Q3	Fiscal 2020/21 Q4	Fiscal 2021/22 Q1	Fiscal 2021/22 Q2
Portugal Wine	Portugal Rose Wine	622	458	408	597	886
	Portugal Sparkling Wine	22	14	40	66	86
	Portugal White Wine	1,773	1,361	1,481	2,115	2,920
	<b>Summary</b>	<b>4,017</b>	<b>4,226</b>	<b>4,054</b>	<b>4,646</b>	<b>6,637</b>
Sake	Japan Sake	12,276	11,794	13,721	9,065	19,783
	Other Country Sake	2,071	1,312	1,586	1,909	1,448
	USA Sake	26,550	24,142	28,474	20,711	36,043
	<b>Summary</b>	<b>40,897</b>	<b>37,248</b>	<b>43,780</b>	<b>31,685</b>	<b>57,275</b>
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	4	6	0
	South Africa Red Wine	2,516	3,042	2,861	1,859	3,271
	South Africa Rose Wine	60	5	2	122	22
	South Africa Sparkling Wine	0	14	0	2	0
	South Africa White Wine	2,268	1,894	1,679	1,852	3,082
	<b>Summary</b>	<b>4,844</b>	<b>4,955</b>	<b>4,546</b>	<b>3,841</b>	<b>6,375</b>
Spain Wine	Spain Fruit and Dessert Wine	30	22	26	31	80
	Spain Red Wine	11,013	13,281	12,266	10,376	15,563
	Spain Rose Wine	2,386	847	776	1,634	2,314
	Spain Sparkling Wine	11,094	8,564	7,947	11,533	14,867
	Spain White Wine	2,716	2,511	2,818	2,885	4,625
	<b>Summary</b>	<b>27,238</b>	<b>25,225</b>	<b>23,831</b>	<b>26,459</b>	<b>37,449</b>
USA Wine	USA Fruit and Dessert Wine	0	0	0	0	0
	USA Red Wine	68,028	78,286	77,336	68,655	104,862
	USA Rose Wine	2,536	1,438	1,367	4,174	5,964
	USA Sparkling Wine	2,020	1,381	1,368	3,186	3,949
	USA White Wine	23,663	18,047	17,379	21,830	33,308
	<b>Summary</b>	<b>96,248</b>	<b>99,153</b>	<b>97,450</b>	<b>97,845</b>	<b>148,083</b>
<b>Summary</b>		<b>1,511,850</b>	<b>1,240,193</b>	<b>1,255,349</b>	<b>1,377,788</b>	<b>2,165,372</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.