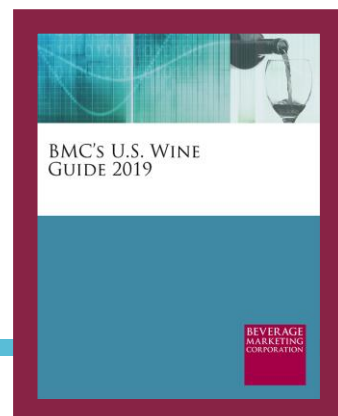


BMC's U.S. WINE GUIDE

2019 EDITION (Published June 2019. Data through 2018. Market projections through 2023.) .) PowerPoint presentation features more than 75 slides, with extensive analysis, graphs, charts and tables + over 200 Excel exhibits offering even greater detail!



The most comprehensive resource of hard number competitive tools available, taken from BMC's database of leading brand and company volumes and sales. Tracks this evolving market's changing tastes and new growth areas including varietals and regions with a spotlight on top performers.

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**HAVE
QUESTIONS?**

Contact Charlene Harvey: 212-688-7640 x 1962
charvey@beveragemarketing.com

**BEVERAGE
MARKETING
CORPORATION**

BEVERAGE MARKETING CORPORATION
850 Third Avenue, 13th Floor, New York, NY 10022
Tel: 212-688-7640 Fax: 212-826-1255

THE ANSWERS YOU NEED

- Does longitudinal data support assumptions about the decades-long wine market impact of baby boomers being replaced by that of less affluent, more ambivalent millennial consumers?
- Whether yes or no, what exactly are the current trends in consumption by price tier?
- And what changes are there in the brands and varietals driving overall category trends?
- Which suppliers and brands are now spending the most on advertising? How does this correlate with performance?
- Is share of on-premise consumption likely to continue its longterm slide?
- What changes are there in the performance of supplier brand leaders and growing regions?
- What about imports? Are rankings changing? Are new players and trends having an evident impact?
- Is growth in direct market share having any visible macro effect?

THIS REPORT FEATURES

BMC's U.S. Wine Guide answers these questions with both expert analysis and the industry's most comprehensive compendium of reliable, hard data. The Guide features volume and sales data rankings on the overall market including top brands, fastest growing brands, and leading portfolios. Table wine, sparkling wine, fortified wine and vermouth categories cover leading brands, leading suppliers, and sales by retail tier. Consumer demographics, import/export data, and advertising sections include detailed breakouts to allow for systematic analysis.

Data provided for the following companies and brands:

- | | | |
|---------------------------------|-------------------------------|-----------------------------------|
| • E & J Gallo | • Francis Ford Coppola Winery | • J. Lohr Vineyards & Wine |
| • Constellation Brands | • Banfi Vintners | • Kobrand |
| • Wine Group, The | • Shaw-Ross | • Winebow |
| • Trinchero Family Estates | • International Importers | • Harvest Hill Beverage |
| • Treasury Wine Estates | • Walmart | • Frederick Wildman and Sons, Ltd |
| • Deutsch Family Wine & Spirits | • Bogle Vineyards | • Franzia Winetaps |
| • DFV Wines | • Terlato Wines International | • Barefoot Cellars |
| • Bronco Wine Co. | • Carriage House Imports | • Carlo Rossi |
| • Ste. Michelle Wine Estates | • Pernod Ricard USA | • Sutter Home |
| • Palm Bay International | • Brown-Forman | • Woodbridge by Robert Mondavi |
| • Jackson Family Wines | • Moet Hennessy USA | • Twin Valley |
| • Fetzer Vineyards | • Royal Wine Co. | • Peter Vella |
| | • CK Mondavi Winery | • Yellow Tail |
| | • Takara Sake USA | • Black Box |
| | | • Bota Box |
| | | • Beringer |

- Charles Shaw
- Liberty Creek
- Livingston Cellars
- Kendall-Jackson
- Cavit
- Chateau Ste. Michelle
- Menage a Trois
- Concha y Toro
- Cupcake Vineyards
- Almaden
- Bogle
- Josh Cellars
- Oak Leaf Vineyards
- Vendange
- Corbett Canyon
- Apothic
- Inglenook
- Robert Mondavi Private Selection
- Stella Rosa
- Dark Horse
- FishEye
- Clos du Bois
- 14 Hands
- 19 Crimes
- Riunite
- Glen Ellen
- Ruffino
- C K Mondavi Vineyards
- Francis Ford Coppola Portfolio
- Barefoot Refresh
- Kim Crawford
- J. Lohr Estates
- La Crema
- Meiomi
- Boone's
- Turning Leaf
- Lindeman's
- Columbia Crest
- Naked Grape
- Mirassou Coastal Selection Wines
- Canyon Road
- MezzaCorona
- Rex Goliath
- Joel Gott Wines
- Fetzer
- Louis Martini
- Tisdale
- Alamos
- Roscato
- Leonard Kreuzsch
- Oyster Bay
- Ecco Domani
- Rodney Strong
- Big House
- Sterling Vineyards
- Redwood Creek
- Mark West
- Bay Bridge Vineyards
- Crane Lake Winery
- Copper Ridge
- Hess Collection, The
- Estancia Estates
- Foxhorn
- Decoy
- Bella Sera
- Sycamore Lane
- Manischewitz
- Gnarly Head
- Adler Fels
- Mogen David
- Wente Vineyards
- Noble Vines
- Castle Rock Winery
- Real Sangria (Cruz Garcia - Real)
- Santa Margherita
- Edna Valley Vineyard
- Simi
- Schmitt Sohne
- Vin Vault
- Nobilo
- Riondo
- San Antonio Maddelena
- Smoking Loon
- Santa Rita
- Taylor Tables
- Starborough
- Matua Valley
- Butter
- La Vieille Ferme
- Winking Owl
- William Hill
- Jacob's Creek
- Maison Louis Jadot
- Layer Cake
- flipflop
- MoonX
- Line 39
- Sonoma-Cutrer
- Caymus Vineyards
- Antinori
- Casillero del Diablo
- Duplin Winery
- Dreaming Tree, The
- Blackstone
- Chateau d'Esclans
- Kenwood
- Bolla
- Chateau St. Jean
- Bonterra
- Underwood
- 90+Cellars
- Carnivor
- California Roots
- William Wycliff
- Beaulieu Vineyard
- Toasted Head
- Bully Hill Vineyards
- Chloe Wine Collection
- Frei Brothers
- Hahn Estates
- Oliver
- RELAX
- Kedem
- Parducci Wine Cellars
- Citra
- Mac Murray Ranch
- Principato
- Two Vines
- Whispering Angel

- Octavin Home Wine Bar
- Gallo of California
- Ferrari-Carano
- TOG Portfolio
- Gato Negro
- Trapiche
- SeaGlass
- Da Vinci
- Green Fin
- Red Diamond Wine
- Ghost Pines
- McManis Family Vineyards
- Taylor California Cellars
- Wild Vines
- The Federalist
- Prophecy
- Bandit
- A to Z
- Salmon Creek Cellars
- Twisted
- Hogue Cellars
- King Estate
- Primal Roots
- Bread & Butter
- 7 Deadly Zins
- Erath
- Kris
- Valentin Bianchi
- Casarsa
- Red Rock
- Banfi
- Justin
- Castello di Gabbiano
- Ravenswood
- Coastal Vines Cellars
- Don Miguel Gascon
- Campo Viejo
- Franciscan Oakville Estate
- Leese-Fitch
- Cameron Hughes
- Geyser Peak
- La Terre

- Wild Horse
- Sebastiani Vineyards
- Santa Carolina
- M. Chapoutier
- Chateau Diana
- St. Francis
- Freakshow
- Avalon
- Brancott
- Folonari
- Santa Julia
- Kirkland Signature
- Paul Masson
- Baron Herzog
- Ravage
- Meridian
- Robert Mondavi Winery
- Seven Daughters
- entwine
- Leaping Horse Vineyards
- Nathanson Creek
- Sogrape Vinhos
- Save Me San Francisco
- Four Vines
- Intrinsic
- Cribari
- Marcus James
- Primo Amore
- Callaway
- Pepperwood Grove
- Gerard Bertrand
- Stone Cellars
- Prima Amore
- Murphy-Goode
- New Age
- Fox Brook Winery
- Bodega Elena De Mendoza
- Coastal Ridge
- Ste. Chapelle
- Barton and Guestier
- The Prisoner Wine Co

- Blue Nun
- Martin Codax
- Round Hill
- Straccali
- Ava Grace
- Trinity Oaks
- Marques de Riscal
- Cocobon
- Georges Duboeuf
- Pacific Rim
- Stone Creek
- OZV
- Llano Estacado
- Trivento
- Santa Cristina
- Columbia
- Benziger Family Winery
- Cherry Blossom Cellars
- Acrobat
- Avia
- Kung Fu
- Tom Gore
- Perrin
- Z Alexander Brown
- Little Penguin, The
- Monkey Bay
- Talbott
- Charles & Charles
- Five Oaks
- Hardys
- Whitehaven
- Parkers Estate
- LuLu B
- Luca Bosio
- Jewelry Box
- Educated Guess
- Duckhorn Vineyard
- Arrow Creek
- CR Cellars
- Maso Canali
- Catena
- Souverain
- House Wine Box
- Shannon Ridge

- Rare 4
- The Velvet Devil
- Acacia Vineyard
- Stag's Leap Wine Cellars
- Marques de Caceres
- Rombauer
- Hacienda Wine Cellars
- Three Thieves
- Rosatello
- Middle Sister
- Hazlitt 1852 Vineyards
- 7 Moons
- Terrazas de los Andes
- J Vineyards
- Dona Paula
- Bridlewood
- Estrella River
- Rancho Zabaco
- The Beachhouse
- Gallo of Sonoma, Single Vineyard
- Firefly Ridge
- Duck Commander
- Covey Run
- Cakebread Cellars
- Barone Fini
- Natura
- Alice White
- Domino
- Quail Oak
- St. Supery
- Radius
- Oak Ridge
- Banrock Station
- Markham
- Rose'N'Blum
- Toad Hollow Vineyards
- Johann Falkenburg
- Carmenet Vineyards
- Miraval
- Root: 1
- Arrogant Frog
- Mouton Cadet
- Waterbrook
- Milestone
- Duck Pond Cellars
- Petite Petit
- Placido
- Hob Nob
- Stags' Leap Winery
- Snoqualmie
- Napa Cellars
- Forestville Vineyards
- Raymond Hill
- Honoro Vera
- Gazela Vinho Verde
- 1000 Stories
- Rutherford Ranch
- Thorny Rose
- Talus Collection
- Mad Housewife
- Frey Vineyards
- Diseno
- Cono Sur
- Caposaldo
- Blue Fin
- Love Noir
- Alexander Valley Vineyards
- Kono
- Sweet Bitch
- Concannon Vineyard
- Voga Italia
- Robert Hall Winery
- Newton
- Lucky Duck
- DeLoach
- Conundrum
- Century Cellars
- Giesen
- Walnut Crest
- Jordan Winery
- Douglass Hill
- Don Simon
- Ca'Donini
- Gemma di Luna
- Storypoint
- Vino dei Fratelli
- Jam Jar
- Irony
- Zenato
- Sokol Blosser
- Rutherford Hill
- Mason Cellars
- Jeunesse
- Il Poggio
- Elk Cove Vineyards
- Byron
- Belle Ambiance
- Terrain Vineyards
- Imagery
- Silver Oak
- Clifford Bay
- Anakena
- Smith & Hook
- Firesteed Cellars
- Skinnygirl
- Ows Cellar Selection
- Macaroni Grill
- LOFT
- Little Black Dress
- Dry Creek Vineyard
- Conquista
- Charles Krug
- Blue Fish
- Black Mountain
- Barkan/Segaus
- Slow Press
- Torres
- La Fiera
- Silver Palm
- Nielson
- Rosemount Estate
- Tiamo
- Little Boomey
- Indaba
- Glass Mountain
- Finca el Origen
- Alverdi
- Raymond (Reserve/Estate/Generation)
- Famiglia Pasqua

- Caves da Cerca
- Rene Barbier
- Dancing Bull
- Night Harvest by RH Phillips
- Gran Passione
- Castoro Cellars
- Bodegas Muriel
- Black Stallion
- 13 Celsius
- Aime Roquesante
- Copper & Thief
- Chronic Cellars
- Masi
- Frogs Leap
- Bieler Pere et fils
- Villa Pozzi
- Starling Castle
- Etude
- Clean Slate
- Gloria Ferrer
- Stonecap
- Rashi
- Las Rocas
- Groth Vineyards
- Firestone
- Fifty Shades of Grey
- Cuvaision Estate
- Capri
- Cambria
- Fleurs de Prairie
- Elouan
- The Crossings
- Faustino
- Canoe Ridge
- Stella
- Earthquake
- The Seeker
- Santa Marvista
- Piccini
- Marietta Cellars
- Finca Flichman
- Penfolds
- Santa Barbera Landing Winery
- Le Grand Noir
- Ironstone Vineyards
- Handsome Devil
- Dr. Loosen
- Cycles Gladiator Wines
- Cloudy Bay Vineyards
- Stellina di Notte
- Pedroncelli
- Bex
- Mountain View Vintners
- Foppiano Vineyards
- 10 Span
- Terlato Family Vineyards
- Terra d'Oro
- Zuccardi
- Newman's Own
- Joseph Carr
- Honig
- Hedges Family Estates
- Clos du Val
- Chalone Vineyard
- blufeld
- Black Point
- Barnard Griffin Winery
- Skyfall Vineyard
- MAN Vintners
- Folie à Deux
- Sensual
- Albertoni Vineyards
- Torresella
- Picket Fence
- Peregrine/Mohua
- Paso Creek
- Matthew Fox
- La Merika
- HandCraft
- Greystone Cellars
- Grand Cru
- David Stone
- Backhouse
- Cigar Box
- Peregrine/Mohua
- Tunnel of Elms
- The Crusher
- Tunnel of Elms
- Pomelo
- Red Guitar
- Casa Lapostolle
- Anew
- Rabble Wine
- Woodwork
- Seven Falls
- Sagelands
- Carmel Road
- Sledgehammer
- Freemark Abbey
- Black Oak
- Simply Naked
- Uppercut
- Paul Jaboulet Aine
- Owl Ridge
- Montevina
- Hayes Ranch
- Chateau Minuty
- Tortoise Creek
- The Show
- Stimson Estate Cellars
- Napa River Winery
- Caves du Fournale
- Barboursville Winery
- Nino Franco
- Two Oceans
- Rockbrook Cellars
- Crios
- Boutari
- BenMarco
- Lancers
- J. Lohr Vineyard Series
- Gary Farrell
- Funf Riesling
- Carmel
- Bouchard Aine & Fils
- Astica
- Sartori
- Greg Norman Estates

- Rawsons Retreat
- Widmer
- Migration
- Loveblock
- Cline Cellars
- Sequoia Grove
- Royal Bitch
- Kunde
- Valley of the Moon
- Trefethen
- Steelhead
- Silverado
- Silver Ridge
- Sanford
- Redtree
- Polka Dot
- Mount Veeder
- MontPellier Vineyards
- Fancy Pants
- Alfasi
- Siduri
- Eve
- North by Northwest
- Stave & Steel
- Renacer
- Weinstock Cellars
- Schug Carneros
- Forest Glen
- Delas Freres
- Caparzo
- Saldo
- Whitehall Lane
- The Path
- RSVP Vineyards
- Bodegas Montecillo
- Simple Life
- Matanzas Creek
- Canei
- The Great American Wine Company
- Tabali
- SAVED
- Ruta 22
- Plungerhead
- Oak Vineyards
- Kesser
- Hidden Fruit
- Graffigna
- Fat Bastard
- El Coto
- Dona Sol
- Di Majo Norante
- Cypress
- Complicated
- Clos LaChance
- Anderra
- Il Poggione
- Boom Boom!
- Chateau Smith
- Kanonkop
- Florio
- Conn Creek
- Almond Creek
- French Rabbit
- Santi
- Ernesto Catena
- Bellagio Chianti
- Tikal
- Tangley Oaks
- Shatter
- Painter Bridge
- Liberated
- Jakob Demmer
- Iron Horse
- Grgich Hills
- Girard Winery
- Black Opal
- Bellafina
- Belcrème de Lys
- Cusamano
- Hecht & Bannier
- Rainstorm
- Buena Vista
- TintoNegro
- The Divining Rod
- Paraduxx
- Fontana Candida
- Buehler Vineyards
- Arrowood
- Clos de Nit
- Vinimark
- Heinz Eifel
- XYZin
- Davis Bynum
- Tilia
- Quail Creek Cellars
- Los Dos
- Long Lake Cellars
- Dynamite
- Auspicion
- Julia James
- Tamari
- Fog Head
- Terranoble
- Septima
- Powder Keg
- Melini
- Fat Cat Cellars
- Cellar Four 79
- Three Rivers
- Tasca D'Almerita
- Campanile
- Beni di Batasiolo
- Taken
- Sea Pearl
- Entrée
- Domaines Ott
- Aquinas
- GH (Green Hungarian)
- Garnet Vineyards
- Flirt
- Fire Road
- Chateau de Beaucastel
- Carpe Diem
- Totally Random
- Pratsch
- Murrieta's Well
- Hahn SLH
- Echo Bay
- Vintage Ink
- Villa Mt. Eden
- Traviata
- The California Winery
- Massimo

- Grove Ridge
- Five Rivers
- B-Side
- Brazin
- Bearboat
- Viña Casablanca
- Tiziano
- Pietrafitta
- Pennywise
- Gunsight Rock
- Goose Bay
- Double Decker
- Diora
- Bianchi
- Rene Junot
- Raimat
- mapema
- Artesa
- Andre Lurton
- Trellis
- Redwood Vineyards
- Ramon Bilbao
- Provenance
- Pairing Collection
- Once Upon A Vine
- Labet
- La Posta
- Hayman and Hill
- Dominant 7
- Cryptic
- Chimney Rock
- Cellar No. 8
- Altoona Hills
- Julia's Dazzle
- emBrazen
- Wolf Blass
- Two Hands
- Prodigio
- Binyamima
- Run Riot
- The Monterey Vineyards by Chalone
- Sivas Sonoma
- Pasqua
- Jargon
- Distell/Cape Legends
- Cedar Brook
- Aggiolas
- 1865
- Batasiolo
- Tiefenbrunner
- Teal Lake
- Sauvion
- Moobuzz
- Eye Chart
- Belmondo
- Atlas Peak
- 3 Blind Moose
- Marco Negri
- Haraszthy Family Cellars
- Ca'Montini Estate
- Bodini
- Tohu
- Stonestreet
- Red Truck
- Rabbit Ridge Vineyards
- Purple
- Pillar Box Red
- Kosta Browne
- Hey Mambo
- Epica
- Cella
- Belvento
- Bear Flag
- Baron de Ladoucette
- Banfi Piemonte
- Ballentine Vineyards
- "Down Under" Cellars
- Numanthia
- Louis Bernard
- Filus Winery
- Evans Wine Company
- Custard
- Calabria Family Wines (formerly Evans Wine Company)
- Vina Zaco
- Umberto Fiore
- Tierra Brisa Winery
- Susana Balbo
- Snap Dragon
- Resso
- Rancho Sisquoc Winery
- Piccolo Fiore
- Offley
- Luca
- Goldeneye
- Gamla
- Edmeades
- Domaine Laurier
- Cousino Macul
- Chalk Hill
- Bennett
- Austerity
- Rancho Sisquoc Winery
- Vavasour
- The White Knight
- Ramon Cardona
- Querciabella
- Pio Cesare
- Marques de Murrieta
- High Note
- Heliotrope
- Domaines Schlumberger
- Wyndham Estate
- Trinchero Napa Valley
- Sonoma Vineyards
- Project Paso
- McWilliams
- Herzog Selections
- Gehricke
- Cadet d'OC/BPR Varietals
- Big Smooth
- Altanuta
- Black Swan
- Thousand Oaks Vineyards

- The Spanish Quarter
- Spring Valley
- Sanctuary
- Queens Peak
- Patianna Organic Vineyards
- Napa Ridge
- Il Donato
- Hope Estate
- Heritage Winery
- Henry's Drive
- Hawk Crest
- Fritz Zimmer
- Escudo Rojo
- Columbia River Landing
- Colores Del Sol
- Castel des Maures
- Carmen
- Bivio
- Arbor Valley
- 1749-Pierre Chainier
- Burgundies
- Vina Mayor, Spain (HAB)
- Sweet Bliss
- Rioja Vega
- Wines
- Lyeth Estates
- Kitchen Sink
- Jellybean
- Ets. Jean Pierre Moueix
- Bears' Lair
- 6 Degrees Cellars
- Vigne Regali
- Truvee
- Sonoma Landing
- Sea Ridge
- PKNT Winery
- Pierre Chainier Winery
- Napanook
- Naked Earth
- Meerlust
- Lunta
- L'Attitude 39
- Jackson-Triggs
- Inniskillin
- Fritz de katz
- Flying Fish
- Exem
- Dr. Thanisch
- Don & Sons Sonoma Signature Series
- Domaine Napa
- Clos de L'Oratoire des Papes
- Champ de Reves
- Castiglione del Bosco
- Capcanes
- Cantina di Soave-Duca Bib
- Brady Vineyards
- Blossom Hill
- Bagueri
- Mazzoni
- Squealing Pig
- Pepperjack
- St. Clement Vineyards
- Stoneleigh
- Orogeny
- Neil Ellis
- Montgravet
- Mermelada
- Mendel
- Main Street
- J.W. Morris
- J. Lohr Gesture
- Huntington
- Eye Candy
- Drylands
- Deadbolt
- Castel
- Big Ass
- Castello di Bolgheri
- Three Knights Vineyards
- Terras Gauda
- Rutherford VT Napa
- Rusack Vineyards
- Rock Hollow Wines
- Roc de Chateaux Winery
- Rigal Winery
- Richard Grant Estate
- Reginato
- Primosole Organic Vineyards
- Podernuovo a Palazzone
- Pazo Torrado
- Paso Grande
- Murdoch James
- Medrano Estate Vineyards
- Masseria del Fauno
- Mad Dogs & Englishmen
- Les Moirets Winery
- Les Hospices
- Left Bank Bordeaux
- Laurier Vineyards
- Lake Sonoma
- La Boca
- Igardi Sangria
- Exitus
- Evohe
- Ernst Gouws & Co.
- Elements by Artesa
- Descaves Negotiant
- Delish
- Cuvee Series
- CottonWood Creek Cellars
- Clos de Nouys Winery
- Chateau de la Roche Winery
- Carrara
- CAR MEN AIR
- Añoro
- Americano
- Alexander and Fitch
- 2up
- Hewitt
- Wynns

- New Harbor
- Bollini
- Yellow Tail Reserves
- Wolfgang Puck Wine
- Wild Hare
- Vin Parfait
- Velvet Crush
- Used Automobile Parts
- Two Tone Farm
- Twin Fin
- Tintara
- Tierra Secreta
- Three Wine Men
- The Skinny Vine
- T'Gallant
- Terramia Winery
- Taz
- Tamas Estates
- Tableleaf Winery
- Stark Raving
- Screw Kappa Napa
- Scala Dei
- Sbragia Family Vineyards
- Santa Barbera
- Rolf Binder
- Rare Earth (Organic)
- Quatro
- Quail Ridge
- Periodic
- Papio
- Northstar
- Motos Liberty
- Moon Mountain
- Mia's Playground
- Masked Rider
- Mar de Frades
- Loredona
- Lock & Key
- Legend of the Vine
- Legaris
- Laurelwood Winery
- La Tordera
- King Fish
- Juxtapoz
- June Bug
- Jekel
- Jarhead Wine Company
- Jade Mountain
- J.V. Fleury
- Ill Century
- Heritage
- Harlow Ridge
- Girl Go Lightly
- Fusee
- Fox Hollow Cellars
- Flock by Smoking Loon
- Festival 34
- Falesco/Vitiano
- Fairview/Spice Route
- Ensemble
- Emma Pearl
- Dr. Pauly
- Dominus
- Distant Bay
- Cruz de Alba
- Crimson & Quartz
- Contemassi
- Col Solare
- Cipressi
- CigarZin
- Cherry on Top
- Cheese Board
- Chateau Tanunda
- Cecchi
- Carmenet
- Butterfly Kiss
- Bohemian Highway
- Big Red Monster
- Bel Arbor
- Baron de Chartrons
- Bad Dog Ranch
- Araucano (Francois Lurton)
- Apoyo
- Almadiva
- Allegrini
- 900 Grapes
- 9 Points
- "Be."
- Red Bicyclette
- Other
- Total
- Andre/Wycliff
- Cook's
- Korbel
- Verdi Spumante
- Barefoot Bubbly
- La Marca
- J. Roget
- Mionetto
- Bartenura
- Freixenet
- Zonin
- Refresh by Turning Leaf
- Moet & Chandon
- Castello del Poggio
- Veuve Clicquot/La Grande Dame
- Martini & Rossi Asti
- Chandon
- Ballatore
- Raspberry Sparkletini
- Mumm Napa
- Jaume Serra Cristalino
- Segura Viudas
- Lunetta Prosecco
- Flipflop Sparkling
- Risata
- duc de Valmer
- Riondo
- Opera Prima
- Elunés
- Michelle
- Luccio
- Strawberry Sparkletini
- Veuve du Vernay
- Green Apple Sparkletini
- Peach Sparkletini
- Chateau Lafayette
- Roederer Estate

- Gloria Ferrer
- Maschio Prosecco
- Piper Sonoma
- Nicolas Feuillatte
- Beviamo
- Perrier-Jouet
- Astoria
- Tott's
- Taittinger
- Stanford
- Zardetto
- Arbor Mist Sparkling
- Piper Heidsieck
- Jacques Reynard
- Dom Perignon
- LaLuca Prosecco
- Chateau Napoleon
- Chateau Elysees
- Bella Bolle
- Louis Perdrier
- Lila
- Moletto
- Yellow Tail Bubbles
- Domaine Carneros
- Schramsberg Vineyards
- Saint-Hilaire
- Anna de Codorniu
- Lamberti
- Louis Roederer
- Weibel
- Heritage Spumante
- Enza
- Cinzano Asti Spumanti
- Scharffenberger
- Pol Roger
- Cavicchioli
- Bocelli Family
- G. H. Mumm
- Avissi
- Mas Fi
- Sequin
- Bollinger
- Amusant Bubbly Moscato

- Champagne Delamotte
- Ruinart
- Allure Winery
- JFJ Winery
- Codorniu
- Gancia
- Enrico
- Bouvet-Ladubay
- Krug
- Charles de Fere
- Santini Asti
- Great Western
- Blanc de Bleu
- Vivande Winery
- Capri Sparkling
- Besserat de Bellefon
- Yellowglen
- Zibibbo
- Zed
- Veuve Moisan
- Seaview
- IL'SPRIZ
- Charles Heidsieck
- Avive
- Café de Paris
- MD 20/20
- Richard's Wild Irish Rose
- Taylor Dessert
- Takara Sake
- Sho Chiku Bai
- Gekkeikan Sake
- Fairbanks
- Ozeki
- Numano
- Cribari Dessert
- Thunderbird
- Sheffield Cellars
- Cisco
- Christian Brothers Dessert Wine
- Fu-Ki
- Savory & James
- Paul Masson Desserts

- Sandeman
- Taylor Fladgate
- Cockburn's
- Colombo Marsala
- Warre's
- Night Train
- Fonseca
- Graham's
- Hartley & Gibson
- Dry Sack
- Dow's
- Presidential
- Stone's Ginger Wine
- Quinta Do Vesuvio
- Italian Swiss Colony
- Blandy's
- Quinta de la Rosa
- Martinez
- Melillo Marsalo
- Croft
- Smith Woodhouse
- Ramos Pinto
- Whidbey
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- Wisdom & Warter Sherry
- Kasser Dessert
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- Martini & Rossi Vermouth
- Gallo Vermouth
- Tribuno
- Stock
- Noilly Prat
- Lillet
- Cinzano
- Dubonnet
- Arbor Mist
- Daily's
- Lolailo Sangria
- Madria Sangria
- Myx Fusions
- Yago Sant'gria
- Beso del Sol
- Chocovine
- Ed Hardy Sangria

- Chocolate Shop
- VineSmoothie
- Eppa Superfruit Sangria
- Sangria Terreo
- Opici Sangria
- Mija Sangria

- Soleil Mimosa
- Sol Rio
- Funf Sangria
- Croctails
- Sangria Grande
- Slices
- Pomagria

- Plaza Real Sangria
- Slim Lizzy's
- Skinnygirl Sangria
- Il Ugo

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(P) Projected
Source: Beverage Marketing Corporation

Exhibit 1.6

U.S. WINE MARKET
CHANGE IN DOMESTIC AND IMPORTED VOLUME
2012 – 2017(P)

Category	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17(P)
Domestic	~%	~%	~%	~%	~%	~%
Imported	~%	~%	~%	~%	~%	~%
TOTAL	~%	~%	~%	~%	~%	~%

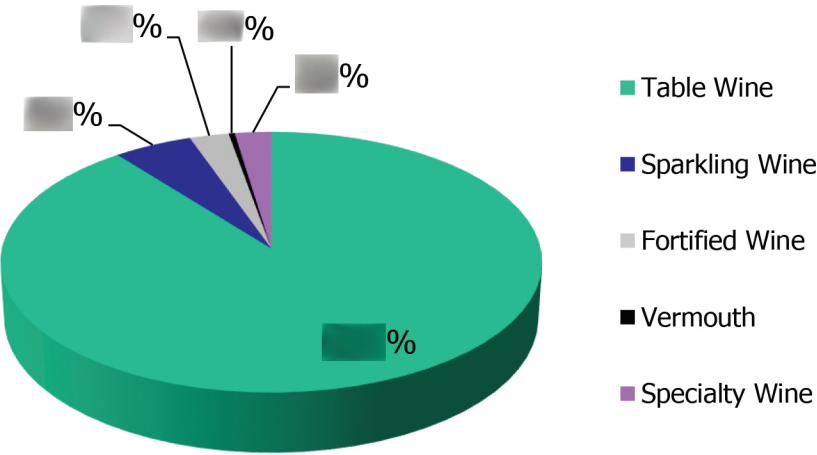
(P) Projected
Source: Beverage Marketing Corporation

The largest wine suppliers in the United States have large brand portfolios encompassing multiple categories, though, as is to be expected given the category's stature, table wine accounts for the biggest brands by volume.

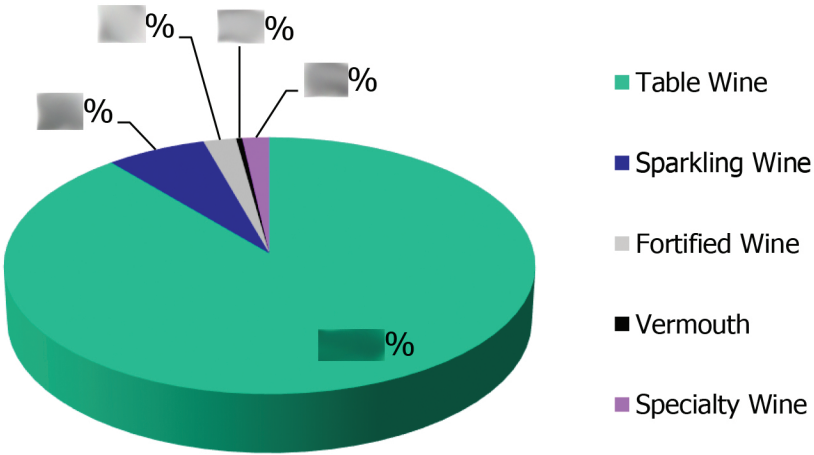
- All of the top 10 brands in the United States in 2016 were table wines, and nine of them were domestic. Indeed, it was not until the 19th ranked brand (Andre/Wycliff, a sparkling wine from E. & J. Gallo Winery) that something other than a conventional table wine appeared on the list of the leading 100 brands.
- The Wine Group claimed the number-one brand in 2016 with Franzia Winetaps, which had volume of █ million cases and close to a █% share of the volume held by the leading brands (a portion of the total market it had exceeded in some previous years).
- No supplier had more brands among the top 10 in 2016 than E. & J. Gallo Winery, which had four of them, including numbers two and three (Barefoot Cellars and Carlo Rossi). Barefoot Cellars and Carlo Rossi snared the number-one and -two positions when the brands were measured with respect to retail sales.
- Deutsch Family Wine & Spirits had the leading imported table wine in Australia's Yellow Tail, which ranked seventh overall among brands by volume in the U.S. market in 2016.
- Delicato Family Vineyards rounded out the top 10 in 2016 with its Bota Box trademark.
- Arctic Beverage had the fastest growing brand (of at least 100,000 cases in volume) in its Beso del Sol, a specialty wine which saw its volume grow by more than █% in 2016.

Table wine remains by far the largest wine category but lost ████ share points over the 2012-to-2018 period, while sparkling wine, a key growth driver of the industry, gained ████ share points

2012

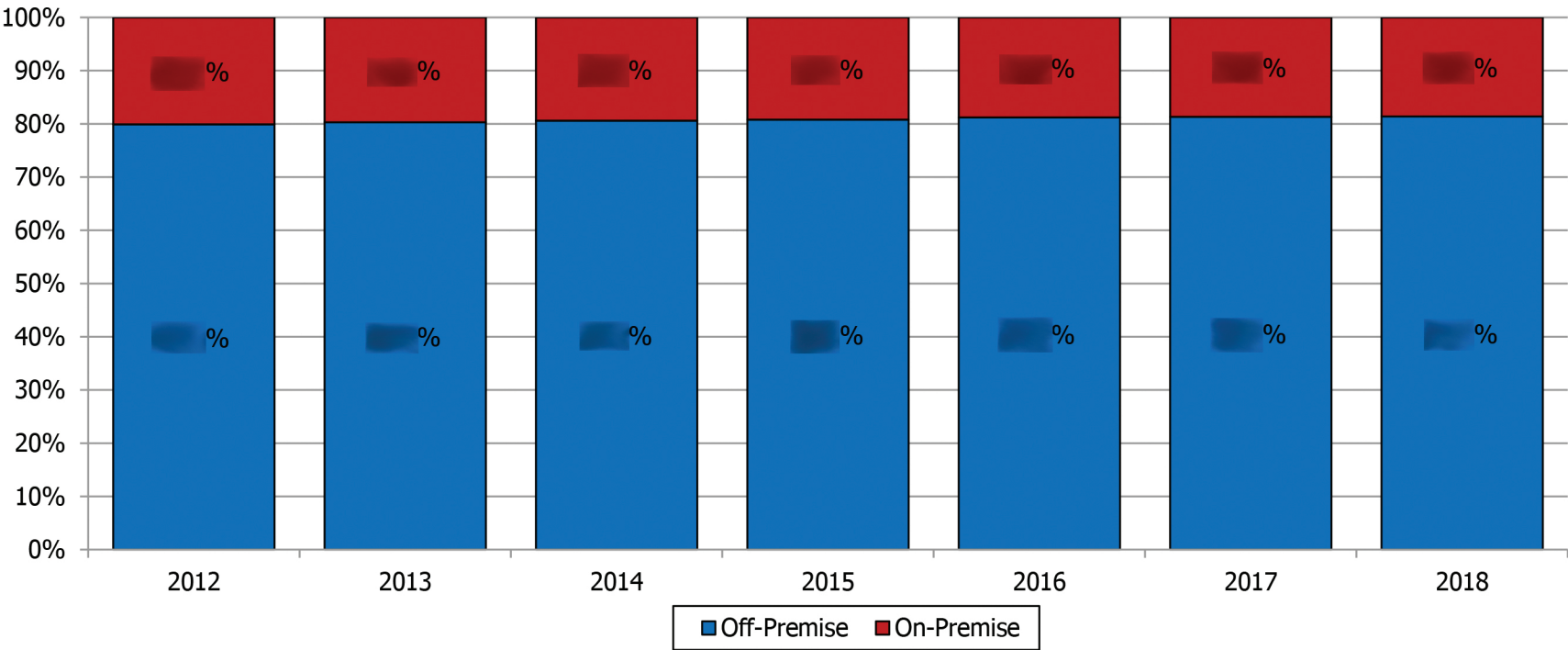


2018



Over the past five years, despite an increase in wine consumption, the on-premise segment lost points, falling to %

OFF-PREMISE GAINS WINE VOLUME SHARE
Share of volume by segment, 2012-2018



Source: Beverage Marketing Corporation

