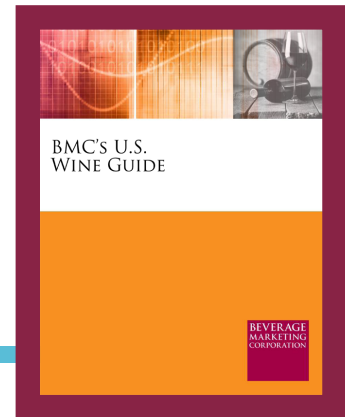


BMC's U.S. WINE GUIDE

2020 EDITION (To be published December 2020. Data through 2019. Market projections through 2024.) 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. Addresses emerging trends and market drivers including the upheaval caused by the coronavirus pandemic.

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INSIDE:

REPORT OVERVIEW

A brief discussion of key features of this report. **2**

TABLE OF CONTENTS

A detailed outline of this report's contents and data tables. **15**

SAMPLE TEXT AND INFOGRAPHICS

Examples of report text, data content, layout and style. **25**



HAVE QUESTIONS?

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Please note: Access Insight Support does not include custom research or data development and is limited to discussion of an individual Guidebook topic (for example, either wine, beer or spirits).

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 was provided for the following companies and brands in the 2019 report. Coverage may differ slightly in the 2020 edition:

- E & J Gallo
- Constellation Brands
- Wine Group, The
- Trinchero Family Estates
- Treasury Wine Estates
- Deutsch Family Wine & Spirits
- DFV Wines
- Bronco Wine Co.
- Ste. Michelle Wine Estates
- Palm Bay International
- Jackson Family Wines
- Fetzer Vineyards
- Francis Ford Coppola Winery
- Banfi Vintners
- Shaw-Ross International Importers
- Walmart
- Bogle Vineyards

- Terlato Wines International
- Carriage House Imports
- Pernod Ricard USA
- Brown-Forman
- Moet Hennessy USA
- Royal Wine Co.
- CK Mondavi Winery
- Takara Sake USA
- J. Lohr Vineyards & Wine
- Kobrand
- Winebow
- Harvest Hill Beverage
- Frederick Wildman and Sons, Ltd
- Franzia Winetaps
- Barefoot Cellars
- Carlo Rossi
- Sutter Home
- Woodbridge by Robert Mondavi
- Twin Valley
- Peter Vella
- Yellow Tail
- 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 Fournalet
- 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
- Castiglion 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 Chateauxvieux 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
- Igardí 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
- Almaviva
- Allegrini
- 900 Grapes
- 9 Points
- "Be."
- Red Bicyclette
- Other
- Total
- Andre/Wycliff
- Cook's
- Korbelt
- 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
- Beviama
- 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
- Kabuki Sake
- Wisdom & Warter Sherry
- Kasser Dessert
- Capri Dessert
- 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



BMC's U.S. Wine Guide



NOTE: The 2020 edition of this report has not yet been published. The dates on tables of contents/exhibits and sample data reflect information from last year's edition of this report.

The 2020 edition you receive will have updated data through 2019 and projections through 2024 where applicable.

BMC's U.S. Wine Guide 2019

June 2018



RESEARCH • DATA • CONSULTING

NOTE: The information contained in this report is confidential and solely intended for the benefit of the immediate recipient hereof.

Contents

Table of Contents

Section

Wine Category Trends -----	3
Wine Headlines-----	4
U.S. Wine Market Millions of 9-Liter Cases 2012 – 2019-----	5
Wine Market Share by Category-----	6
Share of Volume by Segment 2012 – 2019-----	7
U.S. Wine Market Millions of Retail Dollars 2012 - 2018-----	8
Off-Premise Gains Wine Volume Share-----	9
2018 State Legal Drinking-Age Adult Consumption-----	10
2018 Wine Consumption by State-----	11
Top Ten Wine Brands-----	12
Fastest Growing Wine Brands-----	13
Leading Wine Suppliers-----	14
Table Wine -----	15
Table Wine Thousands of 9-Liter Cases 2012 – 2019-----	16
Table Wine Thousands of Retail Dollars 2012 – 2018-----	17
Domestic Table Wine Volume Share by Varietal 2012 vs. 2018-----	18
Imported Table Wine Volume Share by Origin 2012 vs. 2018-----	19
French Table Wine Volume Share by Type 2012 vs. 2018-----	20
German Table Wine Volume Share by Type 2012 vs. 2018-----	21
Italian Table Wine Volume Share by Type 2012 vs. 2018-----	22
Australian Table Wine Volume Share by Type 2012 vs. 2018-----	23
Argentine Table Wine Volume Share by Type 2012 vs. 2018-----	24
Chilean Table Wine Volume Share by Type 2012 vs. 2018-----	25
Top Ten Leading Domestic Table Wines 2016 – 2018-----	26
Top Ten Leading Imported Table Wines 2016 – 2018-----	27
Top Ten Leading Specialty Wines 2016 – 2018-----	28
Leading Table Wine Suppliers Volume Share 2012 vs. 2018-----	29
Table Wine Volume Share by Price Tier 2012 – 2018-----	30
Sparkling Wine -----	31
Sparkling Wine Thousands of 9-Liter Cases 2012 – 2019-----	32
Sparkling Wine Thousands of Retail Dollars 2012 – 2018-----	33
Sparkling Wine Volume Share by Origin 2012 vs. 2018-----	34
Top Ten Leading Domestic Sparkling Wines 2016 – 2018-----	35
Top Ten Leading Imported Sparkling Wines 2016 – 2018-----	36
Leading Sparkling Wine Suppliers Share 2012 vs. 2018-----	37
Sparkling Wine Volume Share by Price Tier 2012 – 2018-----	38

Section

Fortified Wine	39
Fortified Wine Thousands of 9-Liter Cases 2012 – 2019	40
Fortified Wine Thousands of Retail Dollars 2012 – 2018	41
Fortified Wine Volume Share by Type 2012 vs. 2018	42
Imported Fortified Wine Volume Share by Origin 2012 vs. 2018	43
Top Ten Leading Domestic Fortified Wines 2016 – 2018	44
Top Ten Leading Imported Fortified Wines 2016 – 2018	45
Leading Fortified Wine Suppliers Share 2012 vs. 2018	46
Fortified Wine Volume Share by Price Tier 2012 – 2018	47
Vermouth	48
Vermouth Thousands of 9-Liter Cases 2012 – 2019	49
Vermouth Thousands of Retail Dollars 2012 – 2018	50
Vermouth Volume Share by Type 2012 vs. 2018	51
Imported Vermouth Volume Share by Origin 2012 – 2018	52
Leading Domestic Vermouth 2016 – 2018	53
Leading Imported Vermouth 2016 – 2018	54
Leading Vermouth Suppliers Share 2012 vs. 2018	55
Vermouth Volume Share by Price Tier 2012 – 2018	56
Economics/Imports/Exports	57
Economics	
Beverage Alcohol Share By Category 2012 – 2018	58
Beverage Alcohol Tax Collections Share of Dollars by Category 2017 vs. 2018	59
Employees by Sector 2002 – 2018	60
Imports	
U.S. Imported Wine Market 1989 – 2018	61
U.S. Imported Wine Market Volume Share by Category 2012 – 2018	62
U.S. Imported Wine Market Dollar Share by Category 2012 – 2018	63
Exports	
U.S. Exported Wine Market Volume Share by Category 2012 – 2018	64
Advertising/Demographics	65
Advertising	
U.S. Wine Advertising 1989 – 2018	66
U.S. Wine Advertising Dollar Share by Category 2012 vs. 2018	67
Advertising Expenditures by Brand 2016 – 2018	68
Advertising Expenditures by Supplier 2016 – 2018	69
U.S. Wine Advertising Dollar Share by Medium 2012 vs. 2018	70

Section

Advertising/Demographics (cont'd)

Demographics

Demographics of Blush or Rosé Consumer -----	71
Demographics of Champagne/Sparkling Wine Consumer -----	72
Demographics of Red Wine Consumer-----	73
Demographics of White Wine Consumer-----	74
Demographics of Barefoot Cellars Consumer-----	75
Demographics of Yellow Tail Consumer-----	76

Projections----- 77

U.S. Wine Market Millions of 9-Liter Cases 2018- 2023 -----	78
The Projected U.S. Wine Market Volume and Change by Category 2018 – 2023 -----	79
The U.S. Wine Market Share by Category 2018 vs. 2023 -----	80

Beverage Marketing Corporation ----- 81

Appendix of Exhibits

1. The U.S. Wine Market Volume by Category

- 1.1 U.S. Wine Market Volume by Category 2012-2019
- 1.2 U.S. Wine Market Share of Volume by Category 2012-2019
- 1.3 U.S. Wine Market Change In Volume by Category 2013-2019

2. The U.S. Wine Market Total Import vs. Domestic

- 2.1 U.S. Wine Market Domestic and Imported Volume 2012-2019
- 2.2 U.S. Wine Market Share of Domestic and Imported Volume 2012-2019
- 2.3 U.S. Wine Market Change In Domestic and Imported Volume 2013-2019

3. The U.S. Wine Market Retail Dollars by Category

- 3.1 U.S. Wine Market Retail Sales by Category 2012-2018
- 3.2 U.S. Wine Market Share of Retail Sales by Category 2012-2018
- 3.3 U.S. Wine Market Change In Retail Sales by Category 2013-2018
- 3.4 U.S. Wine Market Retail Prices by Category 2012-2018

4. The U.S. Wine Market On- and Off-Premise Share

- 4.1 U.S. Wine Market On-Premise and Off-Premise Volume 2012-2019
- 4.2 U.S. Wine Market Share of On-Premise and Off-Premise Volume 2012-2019
- 4.3 U.S. Wine Market Change in On-Premise and Off-Premise Volume 2013-2019
- 4.4 U.S. Wine Market On-Premise and Off-Premise Retail Sales 2012-2019
- 4.5 U.S. Wine Market Share of On-Premise and Off-Premise Retail Sales 2012-2019
- 4.6 U.S. Wine Market Change in On-Premise and Off-Premise Retail Sales 2013-2019

5. The U.S. Wine Market Per Capita Consumption by State

- 5.1 U.S. Wine Market Per Capita Consumption by State 2012-2018

6. The U.S. Wine Market Volume by State

- 6.1 U.S. Wine Market Volume by State 2012-2018
- 6.2 U.S. Wine Market Share of Volume by State 2012-2018
- 6.3 U.S. Wine Market Change In Volume by State 2013-2018

7. The U.S. Wine Market Top 100 Brands by Volume

- 7.1 U.S. Wine Market Volume by Top 100 Brands 2016-2018
- 7.2 U.S. Wine Market Share of Volume by Top 100 Brands 2016-2018
- 7.3 U.S. Wine Market Change In Volume by Top 100 Brands 2017-2018

8. The U.S. Wine Market Fastest-Growing Brands

- 8.1 U.S. Wine Market Fastest-Growing Brands by Volume 2017-2018

9. The U.S. Wine Market Top 30 Suppliers

- 9.1 U.S. Wine Market Volume by Top 30 Suppliers 2012-2018
- 9.2 U.S. Wine Market Share of Volume by Top 30 Suppliers 2012-2018
- 9.3 U.S. Wine Market Change In Volume by Top 30 Suppliers 2013-2018

Appendix of Exhibits

10. The U.S. Wine Market Supplier Portfolios

- 10.1 3 Badge Beverage Corporation Volume by Brand 2012-2018
- 10.2 Accolade Wine Brands Volume by Brand 2012-2018
- 10.3 Adler Fels Brands Volume by Brand 2012-2018
- 10.4 Aveniu Brands Volume by Brand 2012-2018
- 10.5 Bacardi USA Volume by Brand 2012-2018
- 10.6 Banfi Vintners Volume by Brand 2012-2018
- 10.7 Bogle Vineyards Volume by Brand 2012-2018
- 10.8 Biagio Cru & Estate Wines Volume by Brand 2012-2018
- 10.9 Boisset Family Estates Volume by Brand 2012-2018
- 10.10 Bronco Wine Company Volume by Brand 2012-2018
- 10.11 Brown-Forman Volume by Brand 2012-2018
- 10.12 Bully Hill Vineyards Volume by Brand 2012-2018
- 10.13 Castle Rock Winery Volume by Brand 2012-2018
- 10.14 Carriage House Imports Volume by Brand 2012-2018
- 10.15 CK Mondavi Winery Volume by Brand 2012-2018
- 10.16 CIV USA Volume by Brand 2012-2018
- 10.17 Constellation Wines Volume by Brand 2012-2018
- 10.18 Delicato Family Vineyards Volume by Brand 2012-2018
- 10.19 Deutsch Family Wine & Spirits Volume by Brand 2012-2018
- 10.20 Don & Sons Volume by Brand 2012-2018
- 10.21 Duckhorn Wine Company Volume by Brand 2012-2018
- 10.22 Duplin Winery Volume by Brand 2012-2018
- 10.23 E. & J. Gallo Winery Volume by Brand 2012-2018
- 10.24 Evaton Volume by Brand 2012-2018
- 10.25 Ferrari-Carano Vineyard & Winery Volume by Brand 2012-2018
- 10.26 Fetzer Vineyards Volume by Brand 2012-2018
- 10.27 Foley Family Wines Volume by Brand 2012-2018
- 10.28 Francis Ford Coppola Winery Volume by Brand 2012-2018
- 10.29 Frederick Wildman Volume by Brand 2012-2018
- 10.30 Freixenet USA Volume by Brand 2012-2018
- 10.31 Hahn Family Wines Volume by Brand 2012-2018
- 10.32 Harvest Hill Beverage Volume by Brand 2012-2018
- 10.33 The Hess Collection Volume by Brand 2012-2018
- 10.34 J. Lohr Vineyards & Wine Volume by Brand 2012-2018
- 10.35 Jackson Family Wines Volume by Brand 2012-2018
- 10.36 Kobrand Volume by Brand 2012-2018
- 10.37 Leonard Kreuzsch Volume by Brand 2012-2018
- 10.38 Luxco Spirited Brands Volume by Brand 2012-2018

Appendix of Exhibits

10. The U.S. Wine Market Supplier Portfolios (cont'd)

- 10.39 McManis Family Vineyards Volume by Brand 2012-2018
- 10.40 Mendocino Wine Company Volume by Brand 2012-2018
- 10.41 Michael David Winery USA Volume by Brand 2012-2018
- 10.42 Mionetto USA Volume by Brand 2012-2018
- 10.43 Moet Hennessy USA Volume by Brand 2012-2018
- 10.44 Numano Sake Company Volume by Brand 2012-2018
- 10.45 Oliver Winery Volume by Brand 2012-2018
- 10.46 The Other Wine & Spirits Company (Survive Enterprise Corp.) Volume by Brand 2012-2018
- 10.47 Oyster Bay Wines USA Volume by Brand 2012-2018
- 10.48 Ozeki Sake USA Volume by Brand 2012-2018
- 10.49 Palm Bay International Volume by Brand 2012-2018
- 10.50 Pernod Ricard USA Volume by Brand 2012-2018
- 10.51 Prestige Wine Group Volume by Brand 2012-2018
- 10.52 Prestige Wine Imports LLC Volume by Brand 2012-2018
- 10.53 Purple Wine Company Volume by Brand 2012-2018
- 10.54 Quintessential Wines Volume by Brand 2012-2018
- 10.55 Riboli Family Wine Estates Volume by Brand 2012-2018
- 10.56 Rodney Strong Vineyards Volume by Brand 2012-2018
- 10.57 Royal Wine Company Volume by Brand 2012-2018
- 10.58 San Antonio Maddalena Volume by Brand 2012-2018
- 10.59 Schmitt Sohne Volume by Brand 2012-2018
- 10.60 Shaw-Ross International Importers Volume by Brand 2012-2018
- 10.61 Ste. Michelle Wine Estates Volume by Brand 2012-2018
- 10.62 Takara Sake USA Volume by Brand 2012-2018
- 10.63 Terlato Wines International Volume by Brand 2012-2018
- 10.64 Treasury Wine Estates Volume by Brands 2012-2018
- 10.65 Trincherro Family Estates Volume by Brand 2012-2018
- 10.66 V2 Wine Group Volume by Brand 2012-2018
- 10.67 Vineyard Brands Volume by Brand 2012-2018
- 10.68 Vintage Point Volume by Brand 2012-2018
- 10.69 Vintage Wine Estates Volume by Brand 2012-2018
- 10.70 Wagner Family of Wine Volume by Brand 2012-2018
- 10.71 Walmart Volume by Brand 2012-2018
- 10.72 Wente Family Estates Volume by Brand 2012-2018
- 10.73 Winebow Volume by Brand 2012-2018
- 10.74 The Wine Group Volume by Brand 2012-2018
- 10.75 Winesellers, Ltd. Volume by Brand 2012-2018
- 10.76 Zonin USA Volume by Brand 2012-2018

Appendix of Exhibits

11. The U.S. Wine Market Category Volume and Dollars

- 11.1 U.S. Table Wine Market Domestic and Imported Volume 2012-2018
- 11.2 U.S. Table Wine Market Share of Domestic and Imported Volume 2012-2018
- 11.3 U.S. Table Wine Market Change in Domestic and Imported Volume 2013-2018
- 11.4 U.S. Table Wine Market Domestic and Imported Retail Sales 2012-2018
- 11.5 U.S. Table Wine Market Share of Domestic and Imported Retail Sales 2012-2018
- 11.6 U.S. Table Wine Market Change in Domestic and Imported Retail Sales 2013-2018
- 11.7 U.S. Sparkling Wine Market Domestic and Imported Volume 2012-2018
- 11.8 U.S. Sparkling Wine Market Share of Domestic and Imported Volume 2012-2018
- 11.9 U.S. Sparkling Wine Market Change in Domestic and Imported Volume 2013-2018
- 11.10 U.S. Sparkling Wine Market Domestic and Imported Retail Sales 2012-2018
- 11.11 U.S. Sparkling Wine Market Share of Domestic and Imported Retail Sales 2012-2018
- 11.12 U.S. Sparkling Wine Market Change in Domestic and Imported Retail Sales 2013-2018
- 11.13 U.S. Fortified Wine Market Domestic and Imported Volume 2012-2018
- 11.14 U.S. Fortified Wine Market Share of Domestic and Imported Volume 2012-2018
- 11.15 U.S. Fortified Wine Market Change in Domestic and Imported Volume 2013-2018
- 11.16 U.S. Fortified Wine Market Domestic and Imported Retail Sales 2012-2018
- 11.17 U.S. Fortified Wine Market Share of Domestic and Imported Retail Sales 2012-2018
- 11.18 U.S. Fortified Wine Market Change in Domestic and Imported Retail Sales 2013-2018
- 11.19 U.S. Vermouth Market Domestic and Imported Volume 2012-2018
- 11.20 U.S. Vermouth Market Share of Domestic and Imported Volume 2012-2018
- 11.21 U.S. Vermouth Market Change in Domestic and Imported Volume 2013-2018
- 11.22 U.S. Vermouth Market Domestic and Imported Retail Sales 2012-2018
- 11.23 U.S. Vermouth Market Share of Domestic and Imported Retail Sales 2012-2018
- 11.24 U.S. Vermouth Market Change in Domestic and Imported Retail Sales 2013-2018

12. The U.S. Wine Market Leading Brands

- 12.1 U.S. Domestic Table Wine Market Volume by Leading Brands 2012-2018
- 12.2 U.S. Imported Table Wine Market Volume by Leading Brands 2012-2018
- 12.3 U.S. Specialty Wine Market Volume by Leading Brands 2012-2018
- 12.4 U.S. Sparkling Wine Market Volume by Leading Brands 2012-2018
- 12.5 U.S. Domestic Fortified Wine Market Volume by Leading Brands 2012-2018
- 12.6 U.S. Imported Fortified Wine Market Volume by Leading Brands 2012-2018
- 12.7 U.S. Domestic Vermouth Market Leading Brands by Volume 2012-2018
- 12.8 U.S. Imported Vermouth Market Leading Brands by Volume 2012-2018

Appendix of Exhibits

13. The U.S. Wine Market by Varietal and Type

- 13.1 U.S. Domestic Table Wine Market Volume by Varietal 2012-2018
- 13.2 U.S. Domestic Table Wine Market Change in Volume by Varietal 2013-2018
- 13.3 U.S. Domestic Table Wine Market Share of Volume by Varietal 2012-2018
- 13.4 U.S. Imported Table Wine Market Share of Volume by Country 2012-2018
- 13.5 U.S. Imported Table Wine Market Share of French Volume by Type 2012-2018
- 13.6 U.S. Imported Table Wine Market Share of German Volume by Type 2012-2018
- 13.7 U.S. Imported Table Wine Market Share of Italian Volume by Type 2012-2018
- 13.8 U.S. Imported Table Wine Market Share of Australian Volume by Type 2012-2018
- 13.9 U.S. Imported Table Wine Market Share of Argentine Volume by Type 2012-2018
- 13.10 U.S. Imported Table Wine Market Share of Chilean Volume by Type 2012-2018
- 13.11 The U.S. Sparkling Wine Market Share of Category Volume by Country 2012-2018
- 13.12 U.S. Domestic Fortified Wine Market Volume by Varietal 2012-2018
- 13.13 U.S. Domestic Fortified Wine Market Change in Volume by Varietal 2013-2018
- 13.14 U.S. Domestic Fortified Wine Market Share of Volume by Varietal 2012-2018
- 13.15 U.S. Imported Fortified Wine Market Share of Volume by Country 2012-2018
- 13.16 U.S. Vermouth Market Volume by Varietal 2012-2018
- 13.17 U.S. Vermouth Market Change in Volume by Varietal 2013-2018
- 13.18 U.S. Vermouth Market Share of Volume by Varietal 2012-2018
- 13.19 U.S. Imported Vermouth Market Share of Volume by Country 2012-2018

14. The U.S. Wine Market Leading Suppliers

- 14.1 U.S. Table Wine Market Share of Volume by Supplier 2012-2018
- 14.2 The U.S. Sparkling Wine Market Share of Volume by Supplier 2012-2018
- 14.3 U.S. Fortified Wine Market Share of Volume by Supplier 2012-2018
- 14.4 U.S. Vermouth Market Share of Volume by Supplier 2012-2018

15. The U.S. Wine Market Category Share by Price Tier

- 15.1 U.S. Table Wine Market Volume by Price Tier 2012-2018
- 15.2 U.S. Table Wine Market Share of Volume by Price Tier 2012-2018
- 15.3 U.S. Table Wine Market Change in Volume by Price Tier 2013-2018
- 15.4 U.S. Sparkling Wine Market Volume by Price Tier 2012-2018
- 15.5 U.S. Sparkling Wine Market Share of Volume by Price Tier 2012-2018
- 15.6 U.S. Sparkling Wine Market Change in Volume by Price Tier 2013-2018
- 15.7 U.S. Fortified Wine Market Volume by Price Tier 2012-2018
- 15.8 U.S. Fortified Wine Market Share of Volume by Price Tier 2012-2018
- 15.9 U.S. Fortified Wine Market Change in Volume by Price Tier 2013-2018
- 15.10 U.S. Vermouth Market Volume by Price Tier 2012-2018
- 15.11 U.S. Vermouth Market Share of Volume by Price Tier 2012-2018
- 15.12 U.S. Vermouth Market Change in Volume by Price Tier 2013-2018

Appendix of Exhibits

16. The U.S. Wine Market Economic Data

- 16.1 Total Employees By Sector 2002-2018
- 16.2 Federal Beverage Alcohol Tax Collections Dollars by Category 2017-2018
- 16.3 Federal Beverage Alcohol Tax Collections Share of Dollars by Category 2017-2018
- 16.4 Federal Beverage Alcohol Tax Collections Change In Dollars by Category 2017/18

17. The U.S. Wine Market Import-Export

- 17.1 U.S. Imported Wine Market Total Volume 1989-2018
- 17.2 U.S. Imported Wine Market Volume by Category 2012-2018
- 17.3 U.S. Imported Wine Market Share of Volume by Category 2012-2018
- 17.4 U.S. Imported Wine Market Change in Volume by Category 2013-2018
- 17.5 U.S. Imported Wine Market Dollar Value by Category 2012-2018
- 17.6 U.S. Imported Wine Market Share of Dollar Value by Category 2012-2018
- 17.7 U.S. Imported Wine Market Change in Dollar Value by Category 2013-2018
- 17.8 U.S. Wine Exports Volume by Category 2012-2018
- 17.9 U.S. Wine Exports Share of Volume by Category 2012-2018
- 17.10 U.S. Wine Exports Change in Volume by Category 2013-2018

18. The U.S. Wine Market Advertising Expenditures

- 18.1 U.S. Wine Market Advertising Expenditures by Category 2012-2018
- 18.2 U.S. Wine Market Share of Advertising Expenditures by Category 2012-2018
- 18.3 U.S. Wine Market Change in Advertising Expenditures by Category 2013-2018
- 18.4 Leading Wine Brands Advertising Expenditures 2012-2018
- 18.5 Leading Wine Brands Share of Advertising Expenditures 2012-2018
- 18.6 Leading Wine Brands Change in Advertising Expenditures 2013-2018
- 18.7 Leading Wine Companies Advertising Expenditures 2012-2018
- 18.8 Leading Wine Companies Share of Advertising Expenditures 2012-2018
- 18.9 Leading Wine Companies Change in Advertising Expenditures 2013-2018
- 18.10 U.S. Wine Market Advertising Expenditures by Media 2012-2018
- 18.11 U.S. Wine Market Share of Advertising Expenditures by Media 2012-2018
- 18.12 U.S. Wine Market Change in Advertising Expenditures by Media 2013-2018

19. The U.S. Wine Market Demographics

- 19.1 Demographics Of The Blush or Rosé Wine Consumer 2018
- 19.2 Demographics Of The Champagne/Sparkling Wine Consumer 2018
- 19.3 Demographics Of The Red Wine Consumer 2018
- 19.4 Demographics Of The White Wine Consumer 2018
- 19.5 Demographics Of The Barefoot Cellars Consumer 2018
- 19.6 Demographics Of The Yellow Tail Consumer 2018

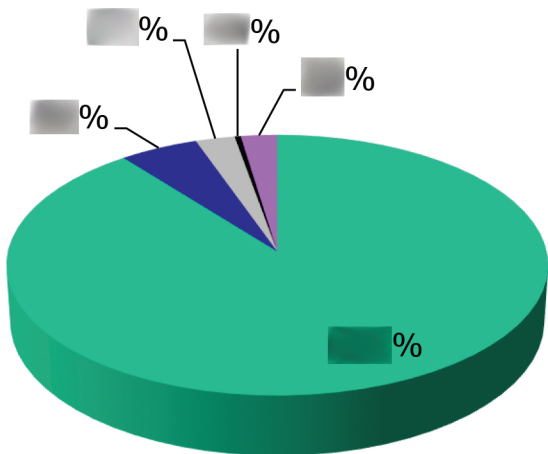
Appendix of Exhibits

20. The U.S. Wine Market Projections

- 20.1 The Projected U.S. Wine Market Volume 1989-2023
- 20.2 The Projected U.S. Wine Market Change In Volume 1990-2023
- 20.3 The Projected U.S. Wine Market Per Capita Consumption 1989-2023
- 20.4 The Projected U.S. Wine Market Volume and Growth by Category 2018-2023
- 20.5 The Projected U.S. Wine Market Share of Volume by Category 2018-2023

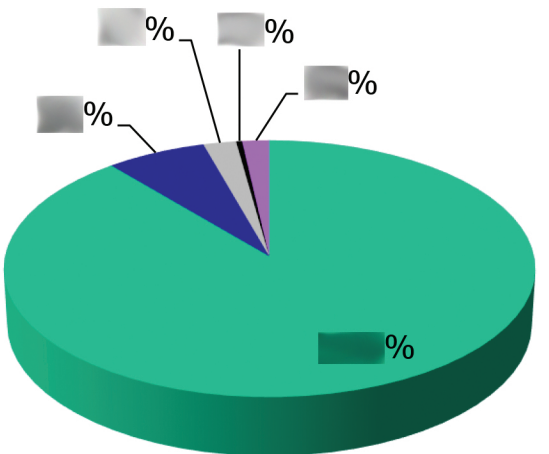
Table wine remains by far the largest wine category but lost [red box] share points over the 2012-to-2018 period, while sparkling wine, a key growth driver of the industry, gained [red box] share points

2012



- Table Wine
- Sparkling Wine
- Fortified Wine
- Vermouth
- Specialty Wine

2018



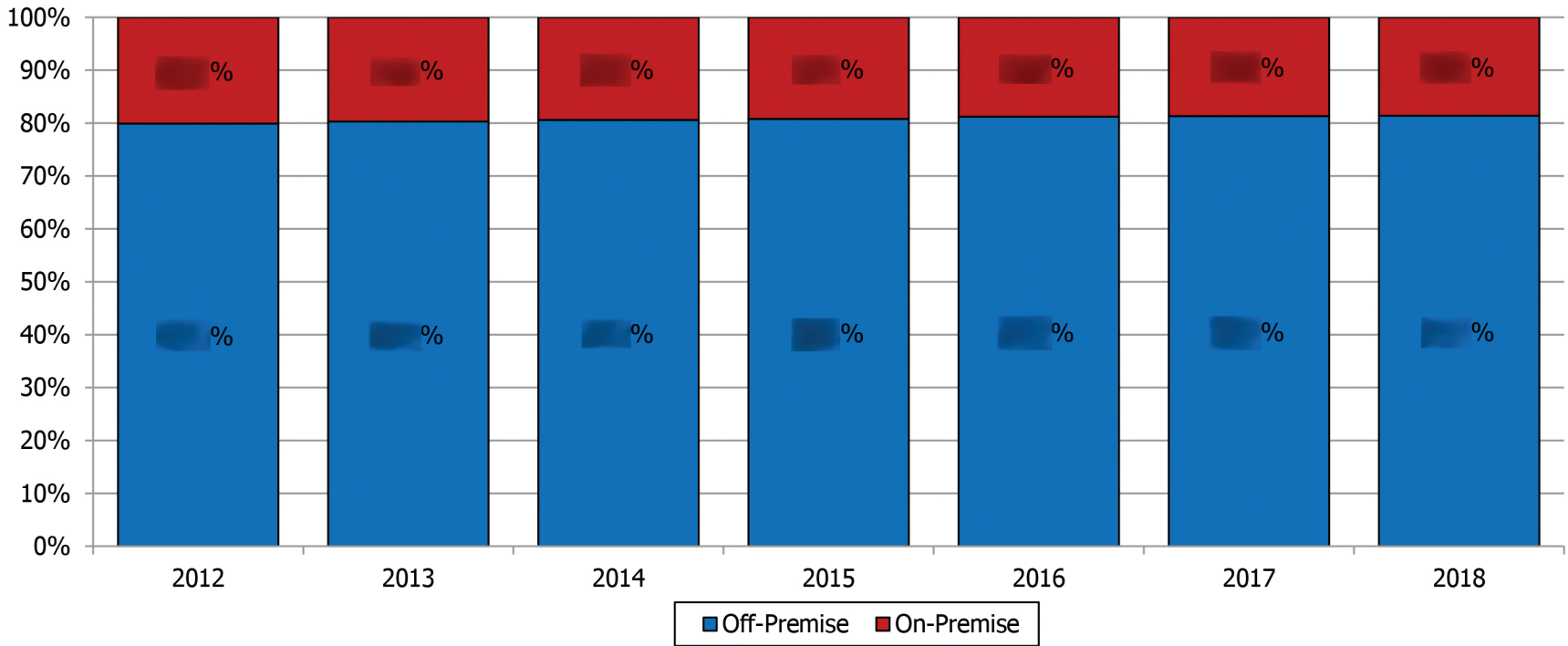
- Table Wine
- Sparkling Wine
- Fortified Wine
- Vermouth
- Specialty Wine

Source: Beverage Marketing Corporation



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

