

Sales by Channel													P10
Brand	CURR MO '18	CURR MO '19	%CHG	YTD '18	YTD '19	%CH	ROLL 4 MO '18	ROLL 4 MO '19	% CH	MAT'18	MAT'19	% CHG	
General List	2,395	5,092	112.6%	40,083	42,387	5.7%	10,508	14,533	38.3%	40,083	42,387	5.7%	
EURO WINES	1,809	4,287	137.0%	27,118	30,912	14.0%	6,364	10,092	58.6%	27,118	30,912	14.0%	
Collavini Pinot Grigio 750mL	1,321	3,602	172.8%	20,872	21,583	3.4%	4,503	7,221	60.4%	20,872	21,583	3.4%	
Collavini Pinot Grigio 1500mL	489	465	(4.8%)	6,247	6,708	7.4%	1,861	1,838	(1.2%)	6,247	6,708	7.4%	
Collavini Pinot Grigio 250mL CAN	0	220	0.0%	0	2,621	0.0%	0	1,033	0.0%	0	2,621	0.0%	
NW WINES	586	662	13.1%	12,964	10,484	(19.1%)	4,143	3,693	(10.9%)	12,964	10,484	(19.1%)	
Riverlore Sauvignon Blanc	148	195	31.6%	5,887	5,305	(9.9%)	1,844	2,111	14.5%	5,887	5,305	(9.9%)	
Rymill The Yearling Cabernet Sauvignon	171	210	22.8%	2,637	2,036	(22.8%)	1,223	650	(46.9%)	2,637	2,036	(22.8%)	
MontGras Carmenere Reserva	139	174	25.8%	2,250	1,670	(25.8%)	599	557	(7.1%)	2,250	1,670	(25.8%)	
Rymill The Yearling Sauvignon Blanc	128	83	(35.0%)	2,191	1,473	(32.7%)	477	376	(21.3%)	2,191	1,473	(32.7%)	
Beer	0	142	0.0%	0	991	0.0%	0	748	0.0%	0	991	0.0%	
Heist Sour Pale Ale	0	142	0.0%	0	991	0.0%	0	748	0.0%	0	991	0.0%	
Licensee Only	0	176	0.0%	0	1,546	0.0%	0	761	0.0%	0	1,546	0.0%	
NW WINES	0	176	0.0%	0	1,546	0.0%	0	761	0.0%	0	1,546	0.0%	
Sunshine Bay Sauvignon Blanc	0	176	0.0%	0	1,546	0.0%	0	761	0.0%	0	1,546	0.0%	
Vintages	1,890	1,481	(21.7%)	14,508	17,282	19.1%	4,707	4,542	(3.5%)	14,508	17,282	19.1%	
Essential	237	115	(51.7%)	1,478	904	(38.8%)	583	306	(47.6%)	1,478	904	(38.8%)	
ROSS Chardonnay	237	115	(51.7%)	1,478	904	(38.8%)	583	306	(47.6%)	1,478	904	(38.8%)	
Vintages	1,639	1,361	(17.0%)	12,916	16,301	26.2%	4,065	4,226	4.0%	12,916	16,301	26.2%	
Mimi en Provence Grande Reserve Rose	247	2	(99.3%)	2,365	2,674	13.1%	426	44	(89.7%)	2,365	2,674	13.1%	
Villa Aix en Provence Rose	0	2	0.0%	0	1,483	0.0%	0	22	0.0%	0	1,483	0.0%	
MontGras Antu Carmenere	0	0	0.0%	0	1,090	0.0%	0	1	0.0%	0	1,090	0.0%	
Luna Nuda Pinot Grigio	0	0	0.0%	4	972	25244.2%	0	0	0.0%	4	972	25244.2%	
The Tragically Hip Grand Reserve Red	526	196	(62.8%)	1,305	922	(29.3%)	691	493	(28.6%)	1,305	922	(29.3%)	
Mimi en Provence Grande Reserve Rose Brut	0	71	0.0%	0	869	0.0%	0	305	0.0%	0	869	0.0%	
Wairau River Sauvignon Blanc	0	0	0.0%	0	802	0.0%	0	0	0.0%	0	802	0.0%	
The Tragically Hip ABC Chardonnay	340	168	(50.7%)	616	608	(1.3%)	442	341	(22.8%)	616	608	(1.3%)	
Tariquet Sauvignon Blanc	0	23	(27820.0%)	0	536	(643780.0%)	0	182	(218980.0%)	0	536	(643780.0%)	
Rymill mc2 Cabernet Sauvignon	0	41	0.0%	0	533	0.0%	0	158	0.0%	0	533	0.0%	
Coutada Velha Signature Red	0	78	0.0%	0	490	0.0%	0	490	0.0%	0	490	0.0%	
ROSS Cabernet	23	1	(95.3%)	579	474	(18.1%)	164	86	(47.2%)	579	474	(18.1%)	
The Lane Block 1A Chardonnay	0	5	0.0%	0	371	0.0%	0	47	0.0%	0	371	0.0%	
MontGras 25th Anniversary	0	1	0.0%	0	332	0.0%	0	21	0.0%	0	332	0.0%	
The Lane Block 14 Shiraz	0	3	1940.0%	118	319	170.6%	6	14	156.1%	118	319	170.6%	
CREW CHARDONNAY VQA	28	32	14.7%	200	304	52.1%	92	110	18.9%	200	304	52.1%	
Ch Lanbersac Cuvee Villes Vignes AOC	0	162	0.0%	0	286	0.0%	0	286	0.0%	0	286	0.0%	
ROSS MV Shiraz	2	78	3815.0%	526	239	(54.5%)	16	239	1406.9%	526	239	(54.5%)	
Bodegas Carrau Tannat	0	32	0.0%	0	231	0.0%	0	153	0.0%	0	231	0.0%	
Rymill Classic Cabernet	0	104	0.0%	0	228	0.0%	0	228	0.0%	0	228	0.0%	
Collavini T Friulano Pinot Grigio	0	0	0.0%	0	196	0.0%	0	2	0.0%	0	196	0.0%	
A Rena D'Oru Di Casanova	0	12	0.0%	0	184	0.0%	0	74	0.0%	0	184	0.0%	
Painted Wolf Guillermo Pinotage	0	0	0.0%	0	176	0.0%	0	31	0.0%	0	176	0.0%	
ROSS Pinot Noir	0	31	0.0%	0	172	0.0%	0	172	0.0%	0	172	0.0%	
Champagne Mandois Brut Origine	0	56	0.0%	0	143	0.0%	0	143	0.0%	0	143	0.0%	
CREW RIESLING	19	16	(14.6%)	86	131	53.2%	48	51	6.4%	86	131	53.2%	
Sutherland Pinot Noir	90	0	0.0%	213	128	(40.0%)	213	3	(98.8%)	213	128	(40.0%)	
CREW SAUVIGNON BLANC	16	14	(10.0%)	88	125	41.7%	45	45	(0.1%)	88	125	41.7%	
CREW POSH	19	15	(20.5%)	128	124	(3.5%)	53	37	(30.6%)	128	124	(3.5%)	
ROSS G-18	0	66	0.0%	0	116	0.0%	0	116	0.0%	0	116	0.0%	
CREW CABERNET FRANC	13	11	(18.7%)	62	106	71.7%	35	29	(17.2%)	62	106	71.7%	
Lundy Manor Proprietors Blend White	10	4	(59.4%)	36	106	194.2%	34	22	(34.6%)	36	106	194.2%	
CREW MERITAGE	17	16	(7.5%)	131	104	(20.7%)	82	63	(23.6%)	131	104	(20.7%)	
Mancura Gran Reserva	33	1	(97.2%)	360	98	(72.8%)	191	5	(97.6%)	360	98	(72.8%)	
Collavini Ribolla Gialla Turian DOC	0	1	0.0%	0	96	0.0%	0	4	0.0%	0	96	0.0%	
Merlot 16 Perseus Terrabella	0	10	0.0%	0	81	0.0%	0	45	0.0%	0	81	0.0%	
The Lane Block 5 Shiraz	137	0	0.0%	478	76	(84.1%)	476	1	(99.8%)	478	76	(84.1%)	
MontGras Antu Limited Syrah	0	56	0.0%	0	65	0.0%	0	65	0.0%	0	65	0.0%	
ROSS GSM	49	0	0.0%	340	57	(83.4%)	339	0	(100.0%)	340	57	(83.4%)	
The Lane Gathering Sauv Sem	0	44	0.0%	0	52	0.0%	0	52	0.0%	0	52	0.0%	
Lundy Manor Proprietors Blend Red	14	0	(97.9%)	63	44	(29.2%)	60	7	(88.8%)	63	44	(29.2%)	
Lundy Manor Icewine VQA 375mL	0	3	0.0%	0	32	0.0%	0	10	0.0%	0	32	0.0%	
Paydos	0	2	0.0%	0	24	0.0%	0	22	0.0%	0	24	0.0%	
MontGras Antu Syrah	13	0	0.0%	476	23	(95.2%)	105	0	(99.9%)	476	23	(95.2%)	
CREW RED SKY AT NIGHT	0	3	0.0%	0	23	0.0%	0	8	0.0%	0	23	0.0%	
Baltasar Gracian Reserva	15	0	0.0%	269	17	(93.8%)	79	0	(99.5%)	269	17	(93.8%)	
CREW MERLOT	13	0	(97.6%)	93	14	(85.0%)	88	1	(98.6%)	93	14	(85.0%)	
Vistamar Corte de Campo Coastal Blend	3	0	0.0%	410	7	(98.2%)	22	1	(93.6%)	410	7	(98.2%)	
Rockburn Sauvignon Blanc	4	0	0.0%	588	6	(99.0%)	60	0	0.0%	588	6	(99.0%)	
Painted Wolf Syrah	4	0	0.0%	352	4	(98.8%)	20	0	0.0%	352	4	(98.8%)	
Jackson Estate Vintage Widow Pinot Noir	2	0	0.0%	37	3	(92.3%)	20	0	0.0%	37	3	(92.3%)	
The Lane 19th Meeting Cabernet Sauvignon	0	0	0.0%	37	2	(93.6%)	3	0	0.0%	37	2	(93.6%)	
Stoney Ridge Excellence Pinot Noir	0	0	0.0%	16	2	(89.8%)	0	0	(76.0%)	16	2	(89.8%)	
The Lane Block 10 Sauvignon Blanc	0	0	0.0%	153	1	(99.5%)	0	0	0.0%	153	1	(99.5%)	
Lavarini Valpolicella Classico Superiore	1	0	0.0%	190	1	(99.6%)	3	0	0.0%	190	1	(99.6%)	
Big Fire Pinot Noir	1	0	0.0%	166	1	(99.6%)	10	0	0.0%	166	1	(99.6%)	
Monte Da Ravasqueira Classico Red	1	0	0.0%	498	0	(99.9%)	124	0	0.0%	498	0	(99.9%)	
Chateau Les Tourelles	0	0	0.0%	698	0	(100.0%)	110	0	0.0%	698	0	(100.0%)	
Sutherland Cabernet Sauvignon	0	0	(40.0%)	224	0	(99.9%)	2	0	(94.0%)	224	0	(99.9%)	
MontGras Antu Cabernet Sauvignon	0	0	0.0%	138	0	(99.9%)	0	0	0.0%	138	0	(99.9%)	
Jackson Estate Stich Sauvignon Blanc	0	0	0.0%	40	0	(99.8%)	1	0	0.0%	40	0	(99.8%)	
Hancock & Hancock Shiraz Grenache	0	0	0.0%	394	0	0.0%	3	0	0.0%	394	0	0.0%	
CREW FLAGSHIP CHARD	0	0	0.0%	7	0	0.0%	1	0	0.0%	7	0	0.0%	
ROSS Sauvignon Blanc	0	0	0.0%	1	0	0.0%	0	0	0.0%	1	0	0.0%	
Sutherland Chardonnay	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Mount Edward Pinot Noir	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Guarda Malbec	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Sutherland Sauv Blanc	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
MontGras Intriga Cabernet	0	0	0.0%	427	0	0.0%	3	0	0.0%	427	0	0.0%	
CREW CABERNET SAUVIGNON	0	0	0.0%	8	0	0.0%	2	0	0.0%	8	0	0.0%	
Garda Rios Signature Red	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	
Classics	15	5	(63.2%)	113	77	(32.4%)	59	10	(82.5%)	113	77	(32.4%)	
POW/E-C/PO	105	72	(31.4%)	513	566	10.4%	164	172	4.9%	513	566	10.4%	
E-Commerce	105	72	(31.4%)	451	557	23.5%	152	172	13.2%	451	557	23.5%	
ALL Ravasqueira Wines	62	46	(25.8%)	171	334	95.8%	95	98	3.2%	171	334	95.8%	