

Ontario Wine Scorecard Report - Litres

Period 7, 2010-11

GENERAL LIST

	Current Period Results			YTD Results			Rolling 13 Periods Results		
	Actual Litres	Last Year Litres	Variance %	Actual Litres	Last Year Litres	Variance %	Actual Litres	Last Year Litres	Variance %
Ontario Table Wine Sales									
Ontario VQA Red	315,911	267,382	18.1%	1,258,073	1,097,356	14.6%	2,409,878	1,997,972	20.6%
Ontario VQA Rose	18,910	10,598	78.4%	123,209	91,107	35.2%	162,222	130,299	24.5%
Ontario VQA White	350,994	324,364	8.2%	1,802,995	1,651,956	9.1%	3,188,329	2,870,967	11.1%
Ontario VQA Total	685,815	602,344	13.9%	3,184,277	2,840,419	12.1%	5,760,429	4,999,238	15.2%
Ontario NonVQA Red	709,471	734,231	-3.4%	4,284,884	4,477,444	-4.3%	8,199,851	8,604,472	-4.7%
Ontario NonVQA Rose	85,561	87,191	-1.9%	560,376	585,801	-4.3%	1,032,288	1,063,586	-2.9%
Ontario NonVQA White	1,194,341	1,176,765	1.5%	7,844,873	7,627,999	2.8%	14,065,341	13,744,436	2.3%
Ontario Non-VQA Total	1,989,373	1,998,187	-0.4%	12,690,133	12,691,244	0.0%	23,297,480	23,412,494	-0.5%
Ontario Red	1,025,382	1,001,613	2.4%	5,542,957	5,574,800	-0.6%	10,609,729	10,602,444	0.1%
Ontario Rose	104,471	97,789	6.8%	683,585	676,908	1.0%	1,194,510	1,193,885	0.1%
Ontario White	1,545,335	1,501,129	2.9%	9,647,868	9,279,955	4.0%	17,253,670	16,615,403	3.8%
Ontario Table by Colour Total	2,675,188	2,600,531	2.9%	15,874,410	15,531,663	2.2%	29,057,909	28,411,732	2.3%
Ontario Retail < \$8	1,413,401	1,398,256	1.1%	8,911,724	9,035,417	-1.4%	16,476,866	16,690,385	-1.3%
Ontario Retail \$8 - \$12	947,557	915,858	3.5%	5,418,001	5,101,511	6.2%	9,735,076	9,261,151	5.1%
Ontario Retail \$12 - \$15	286,812	256,821	11.7%	1,409,479	1,274,193	10.6%	2,568,845	2,227,050	15.3%
Ontario Retail > \$15	27,418	29,596	-7.4%	135,206	120,542	12.2%	277,122	233,146	18.9%
Subtotal Ontario Table Wines	2,675,188	2,600,531	2.9%	15,874,410	15,531,663	2.2%	29,057,909	28,411,732	2.3%
Ontario Sparkling/Fortified/Other	206,205	210,059	-1.8%	1,302,312	1,378,823	-5.5%	2,854,082	3,006,661	-5.1%
Total Ontario Wine Sales	2,881,393	2,810,590	2.5%	17,176,722	16,910,486	1.6%	31,911,991	31,418,393	1.6%

Imported Table Wine Sales

Imported Red	3,207,211	3,073,808	4.3%	20,514,891	21,192,128	-3.2%	40,447,793	41,272,100	-2.0%
Imported Rose	127,890	120,003	6.6%	1,201,206	1,050,895	14.3%	1,849,784	1,729,087	7.0%
Imported White	1,904,446	1,801,075	5.7%	13,556,209	13,436,480	0.9%	24,165,462	23,843,030	1.4%
Imported Table by Colour Total	5,239,547	4,994,886	4.9%	35,272,306	35,679,503	-1.1%	66,463,039	66,844,217	-0.6%
Imported Retail < \$8	2,002,385	2,101,249	-4.7%	13,272,047	14,688,502	-9.6%	25,646,250	26,738,058	-4.1%
Imported Retail \$8 - \$12	2,185,194	1,940,961	12.6%	14,681,546	14,007,303	4.8%	27,060,641	26,304,402	2.9%
Imported Retail \$12 - \$15	698,817	600,131	16.4%	4,828,328	4,542,222	6.3%	8,885,913	8,922,738	-0.4%
Imported Retail > \$15	353,151	352,545	0.2%	2,490,385	2,441,476	2.0%	4,870,235	4,879,019	-0.2%
Subtotal Imported Table Wines	5,239,547	4,994,886	4.9%	35,272,306	35,679,503	-1.1%	66,463,039	66,844,217	-0.6%
Imported Sparkling/Fortified/Other	275,757	267,974	2.9%	1,907,416	1,850,536	3.1%	4,143,073	4,018,325	3.1%
Total Imported Wine Sales	5,515,304	5,262,860	4.8%	37,179,722	37,530,039	-0.9%	70,606,112	70,862,542	-0.4%
Total LCBO Wines Sales	8,396,697	8,073,450	4.0%	54,356,444	54,440,525	-0.2%	102,518,103	102,280,935	0.2%

VINTAGES

Ontario Wine Sales									
Ontario VQA Red	21,275	27,308	-22.1%	97,991	100,380	-2.4%	207,461	192,437	7.8%
Ontario VQA Rose	3,091	2,922	5.8%	35,878	31,985	12.2%	43,723	35,294	23.9%
Ontario VQA White	33,164	27,897	18.9%	161,511	143,304	12.7%	278,611	240,545	15.8%
Ontario VQA Table Total	57,530	58,127	-1.0%	295,380	275,669	7.2%	529,795	468,276	13.1%
Ontario VQA Icewine	5,019	4,424	13.4%	27,216	25,750	5.7%	60,880	58,710	3.7%
Ontario VQA Other	481	398	20.9%	972	2,596	-62.6%	2,890	5,753	-49.8%
Ontario VQA Total	63,030	62,949	0.1%	323,568	304,015	6.4%	593,565	532,739	11.4%
Retail < \$15	7,532	9,087	-17.1%	49,459	56,699	-12.8%	81,879	85,419	-4.1%
Retail \$15 - \$25	46,910	44,254	6.0%	230,054	197,729	16.3%	411,664	341,951	20.4%
Retail > \$25	3,088	4,786	-35.5%	15,867	21,241	-25.3%	36,252	40,906	-11.4%
Ontario VQA Table Total	57,530	58,127	-1.0%	295,380	275,669	7.2%	529,795	468,276	13.1%
Imported Table Wine Sales									
Imported Red	771,074	639,070	20.7%	4,567,986	3,805,878	20.0%	8,943,919	7,590,934	17.8%
Imported Rose	10,458	9,194	13.7%	187,242	157,856	18.6%	221,244	183,611	20.5%
Imported White	266,478	231,429	15.1%	1,955,272	1,614,221	21.1%	3,388,836	2,824,288	20.0%
Imported Table Total	1,048,010	879,693	19.1%	6,710,500	5,577,955	20.3%	12,553,999	10,598,833	18.4%
Imported Other	51,807	59,511	-12.9%	331,409	353,486	-6.2%	720,389	708,403	1.7%
Imported Total	1,099,817	939,204	17.1%	7,041,909	5,931,441	18.7%	13,274,388	11,307,236	17.4%
Retail < \$15	300,306	248,824	20.7%	2,020,597	1,481,052	36.4%	3,643,992	2,593,937	40.5%
Retail \$15 - \$25	646,188	539,779	19.7%	4,183,165	3,504,504	19.4%	7,799,387	6,676,873	16.8%
Retail > \$25	101,516	91,090	11.4%	506,738	592,399	-14.5%	1,110,620	1,328,023	-16.4%
Imported Table Total	1,048,010	879,693	19.1%	6,710,500	5,577,955	20.3%	12,553,999	10,598,833	18.4%
Total Vintages Sales	1,162,847	1,002,153	16.0%	7,365,477	6,235,456	18.1%	13,867,953	11,839,975	17.1%

Ontario Wine Scorecard Report - Net Sales

Period 7, 2010-11

GENERAL LIST

	Current Period Results		
	Actual Dollars	Last Year Dollars	Variance %
Ontario Table Wine Sales	4,531,959	3,740,861	21.1%
Ontario VQA Red	262,910	141,716	85.5%
Ontario VQA Rose	4,879,296	4,252,350	14.7%
Ontario VQA White			
Ontario VQA Total	9,674,165	8,134,927	18.9%
Ontario NonVQA Red	6,247,930	6,268,274	-0.3%
Ontario NonVQA Rose	734,300	723,478	1.5%
Ontario NonVQA White	10,003,957	9,512,144	5.2%
Ontario Non-VQA Total	16,986,187	16,503,896	2.9%
Ontario Red	10,779,889	10,009,135	7.7%
Ontario Rose	997,210	865,194	15.3%
Ontario White	14,883,253	13,764,494	8.1%
Ontario Table by Colour Total	26,660,352	24,638,823	8.2%
Ontario Retail < \$8	10,968,539	10,503,819	4.4%
Ontario Retail \$8 - \$12	10,619,697	9,678,348	9.7%
Ontario Retail \$12 - \$15	4,556,768	3,916,797	16.3%
Ontario Retail > \$15	515,348	539,859	-4.5%
Subtotal Ontario Table Wines	26,660,352	24,638,823	8.2%
Ontario Sparkling/Fortified/Other	2,034,285	1,999,036	1.8%
Total Ontario Wine Sales	28,694,637	26,637,859	7.7%
Imported Table Wine Sales			
Imported Red	37,920,959	35,138,706	7.9%
Imported Rose	1,303,890	1,173,142	11.1%
Imported White	21,274,632	19,506,265	9.1%
Imported Table by Colour Total	60,499,481	55,818,113	8.4%
Imported Retail < \$8	16,415,618	16,954,436	-3.2%
Imported Retail \$8 - \$12	25,686,396	22,619,936	13.6%
Imported Retail \$12 - \$15	11,076,704	9,271,961	19.5%
Imported Retail > \$15	7,320,763	6,971,780	5.0%
Subtotal Imported Table Wines	60,499,481	55,818,113	8.4%
Imported Sparkling/Fortified/Other	4,905,219	4,602,514	6.6%
Total Imported Wine Sales	65,404,700	60,420,627	8.2%
Total LCBO Wines Sales	94,099,337	87,058,486	8.1%

VINTAGES

Ontario Wine Sales	508,337	662,658	-23.3%
Ontario VQA Red	55,950	52,391	6.8%
Ontario VQA Rose	725,220	576,943	25.7%
Ontario VQA White			
Ontario VQA Table Total	1,289,507	1,291,992	-0.2%
Ontario VQA Icewine	491,921	413,052	19.1%
Ontario VQA Other	14,059	13,407	4.9%
Ontario VQA Total	1,795,487	1,718,451	4.5%
Retail < \$15	126,382	153,372	-17.6%
Retail \$15 - \$25	1,036,155	949,849	9.1%
Retail > \$25	126,970	188,771	-32.7%
Ontario VQA Table Total	1,289,507	1,291,992	-0.2%

YTD Results

	Actual Dollars	Last Year Dollars	Variance %
Actual Dollars	17,891,531	15,410,418	16.1%
Last Year Dollars	1,660,301	1,199,868	38.4%
Variance %	24,565,280	21,548,480	14.0%
44,117,112	38,158,766	15.6%	
36,988,480	38,072,996	-2.8%	
4,738,931	4,898,845	-3.3%	
65,245,924	62,528,601	4.3%	
106,973,335	105,500,442	1.4%	
54,880,011	53,483,414	2.6%	
6,399,232	6,098,713	4.9%	
89,811,204	84,077,081	6.8%	
151,090,447	143,659,208	5.2%	
68,515,627	68,421,278	0.1%	
58,322,933	53,855,250	8.3%	
21,741,325	19,176,462	13.4%	
2,510,562	2,206,218	13.8%	
151,090,447	143,659,208	5.2%	
12,396,449	12,498,883	-0.8%	
163,486,896	156,158,091	4.7%	

Rolling 13 Periods Results

	Actual Dollars	Last Year Dollars	Variance %
Actual Dollars	33,999,388	28,184,363	20.6%
Last Year Dollars	2,177,412	1,730,597	25.8%
Variance %	42,971,957	37,483,710	14.6%
79,148,757	67,398,670	17.4%	
70,272,896	73,215,188	-4.0%	
8,719,749	8,980,868	-2.9%	
116,123,602	112,477,996	3.2%	
195,116,247	194,674,052	0.2%	
104,272,284	101,399,551	2.8%	
10,897,161	10,711,465	1.7%	
159,095,559	149,961,706	6.1%	
274,265,004	262,072,722	4.7%	
125,596,552	126,319,226	-0.6%	
104,149,360	97,716,104	6.6%	
39,307,200	33,611,603	16.9%	
5,211,892	4,425,789	17.8%	
274,265,004	262,072,722	4.7%	
27,383,238	27,532,322	-0.5%	
301,648,242	289,605,044	4.2%	
468,507,148	480,520,822	-2.5%	
18,798,511	16,982,270	10.7%	
264,420,498	261,275,785	1.2%	
751,726,157	758,778,877	-0.9%	
207,128,327	217,525,689	-4.8%	
312,307,340	307,658,457	1.5%	
135,804,163	136,473,946	-0.5%	
96,486,327	97,120,785	-0.7%	
751,726,157	758,778,877	-0.9%	
72,610,302	69,456,081	4.5%	
824,336,459	828,234,958	-0.5%	
1,125,984,701	1,117,840,002	0.7%	

2,330,894	2,456,535	-5.1%	5,079,537	4,825,346	5.3%
648,954	556,185	16.7%	790,163	610,514	29.4%
3,469,295	3,004,055	15.5%	6,009,338	5,133,906	17.1%
6,449,143	6,016,775	7.2%	11,879,038	10,569,766	12.4%
2,652,008	2,447,350	8.4%	5,926,708	5,775,991	2.6%
27,022	83,221	-67.5%	87,222	177,217	-50.8%
9,128,173	8,547,346	6.8%	17,892,968	16,522,974	8.3%
835,867	954,629	-12.4%	1,382,541	1,443,514	-4.2%
4,950,983	4,193,057	18.1%	8,926,237	7,413,578	20.4%
662,293	869,089	-23.8%	1,570,260	1,712,674	-8.3%
6,449,143	6,016,775	7.2%	11,879,038	10,569,766	12.4%