



WINEMETRICS

2016 Luxury Wine On-Premise Distribution Report

Featuring 2016-2014 Trend Analysis

Includes Top 40 Supplier Profiles



WINEMETRICS

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Introduction

Welcome to our third, 2016 edition of Winemetrics' *Luxury Wine On-Premise Distribution Report*.

We did not publish a Luxury Wine Report in 2015, so we have included 2016-2014 trend analysis for comparison. Unlike our On-Premise Wine Distribution Report which uses a standardized survey sample year after year, our Luxury Wine Report is based on our entire database of accounts, capturing all listings over \$50/bottle and \$14.00/glass. This report is also significantly different than our Fine Dining Wine Distribution Report which captures all listings in our Fine Dining and Upscale Casual restaurant database but does not cover Casual Dining chains and restaurant groups.

Winemetrics 2016 Luxury Wine On-Premise Wine Distribution Report provides rankings and BTG/ BTB wine listing totals for both producers and supplier by variety and country of origin (including California, Washington and Oregon).

Winemetrics surveys a representative group of wine lists from over 300 national and regional chains and restaurant groups. Just over 170 of these chains were included in this report, which represent over 5,000 restaurants nationwide and provide a very real picture of the luxury wines being ordered and consumed on-premise in national and regional chains and restaurant groups.

Our 2016 Luxury Wine On-Premise Distribution Report is divided into 3 sections. The first provides distribution analysis by variety and the second offers analysis by country of origin. The third provides supplier profiles by variety and producer while the fourth and final section provides a ranking of suppliers, both BTB and BTG, by variety.

Should you wish to acquire more detailed information about specific suppliers or wine varieties not listed in this report, please contact us at info@winemetrics.com.

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About Winemetrics

Winemetrics is the leading source of on-premise wine information and analysis, and provides the most complete, objective wine market intelligence available. The founder of Winemetrics, Charles Gill, has over 30 years of experience at all levels of the alcoholic beverage industry and has been providing the wine industry with on-premise wine distribution analysis for the past decade.

List of Major Restaurant Chains/Groups Used in Our Sample

Abe & Louie's	Del Frisco's Grill	Keg Steakhouse	Romano's MG
America Eats	Devon Seafood	Kincaid's	Roots Steakhouse
American Tap Room	District Chophouse	King's Fish House	Rosa Mexicano
Anthony's CF Pizza	Donovan's	Kona Grill	Roy's
Atlanta Fish House	Dos Caminos	Landry's Seafood	Russo's Pizza
Atlantic Grill	Duke's Chowderhouse	Legal Seafood	Ruth's Chris
Bambara	Eddie Merlot's	Ling & Louie's	Salt Creek Grille
Bandera	Eddie V	Lucky Strike	Saltgrass Steakhouse
Benihana	El Gaucho	Maggianos	Sea Grill
Biaggis	Finn & Porter	Maloney & Porcelli	Seasons 52
BLT Steak	Firebirds	Marlow's Tavern	Shaw's
Blue Fin	Fishmarket	Mastro's	Shula's
Blue Mermaid	Flanigan's	Matchbox Pizza	Smith & Wollensky
Blue Smoke	Flemings	McCormick & Schmick's	Spice Market
Bluewater Grill	Fogo de Chao	Mellow Mushroom	Stanford's
Bonefish Grill	Francesca's	Melting Pot, The	Stonewood
Bourbon Steak	GCT Oyster Bar	Mike Ditkas	Stoney River
Bravo	Gene & Georgetti	Miller's Ale House	Striphouse
Brick House	Gibson's Steakhouse	Mitchell's	Sullivan's
Brio	Gordon Biersch	Mon Ami Gabi	Sushi Samba
Bryant Park	Grand Lux	Morton's	Tahoe Joe's
Buca di Beppo	Granite City	Nobu	Tao
Buddakan	Grill on the Alley	North	Ted's Montana Grill
Burton's Grill	Grillsmith	Ocean Prime	Texas de Brazil
Cantina Laredo	Grimaldi's	Oceanaire	Texas Land & Cattle
Capital Grille	Harris Ranch Inn	Old Ebbitt Grill	TGI Friday's
Carolina Ale House	Harry Caray	Olive Garden	The Chophouse
Carrabbas	Haru Sushi	Osha Thai	The Mooring - NRG
Catch 35	Hillstone	Palm, The	The Pub
Cattlemens	Houlihan's	Palomino	Thirsty Lion
Charleston's	Houston's	Pappadeaux	Timpano Chophouse
Chart House	Hugo's Frog Bar	Paul Martin's	Tommy Bahama
Cheesecake Factory	Hyde Park Steakhouse	Perry's Steakhouse	Tony Roma's
Chuck's Steakhouse	Il Fornaio	PF Changs	Truluck's
Churrasco's	J. Alexanders	Phillips Seafood	Tuscany - Stefani RG
Claim Jumper	J. Gilberts	Piatti	Village Tavern
Clyde's	Jasper's	Prime Rib	Wildfire
Coal Vines Pizza	Jax Fish House	Quarterdeck	Willie G's
Coastal Flats	Jimmy's Famous Am. Tavern	QWRH	Winberies
Copeland's	Joel's American	RA Sushi	Wood Ranch BBQ
Copper Canyon	Joe's Seafood	Reata	Yard House
Counter Burger	Joe's Stone Crab	Redstone Grill	
CRAVE	Joey	Rock & Brews	
Daniel's Broiler	Johnny's Italian Steakhouse	Rock Center Café	

Overview of Luxury Wine Segment

Distribution by Type

Red still wine accounts for nearly $\frac{3}{4}$ of BTB distribution in the Fine Dining segment and nearly 60% of BTG distribution. Sparkling wine accounts for over 10% of BTG listings.

By the Bottle Type/Color	2016			2014			% Chg Listings 2016-2014
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	
Dessert	51	\$119.30	0.2%	53	\$119.14	0.3%	-4%
Fortified	105	\$133.54	0.5%	32	\$121.67	0.2%	228%
Sparkling	1681	\$160.26	8.0%	1453	\$152.07	7.5%	16%
Still	19124	\$115.89	91.2%	17757	\$114.83	92.0%	8%
Red	15161	\$126.98	72.3%	14033	\$125.26	72.7%	8%
Rose	127	\$64.87	0.6%	87	\$68.96	0.5%	46%
White	3836	\$78.29	18.3%	3637	\$78.28	18.8%	5%
Grand Total	20961	\$119.39		19295	\$117.69		9%

Type/Color	2016			2014			% Chg Listings 2016-2014
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	
Dessert	23	\$22.47	0.8%	24	\$19.53	0.9%	-4%
Fortified	32	\$19.39	1.1%	23	\$21.34	0.9%	39%
Sparkling	294	\$19.80	10.2%	285	\$19.00	11.1%	3%
Still	2523	\$17.50	87.8%	2232	\$16.49	87.1%	13%
Red	1650	\$18.35	57.5%	1480	\$17.01	57.7%	11%
Rose	22	\$14.75	0.8%	27	\$14.50	1.1%	-19%
White	851	\$15.93	29.6%	725	\$15.45	28.3%	17%
Grand Total	2872	\$17.87	100.0%	2564	\$16.93		12%

Distribution by Country

The U.S. dominates BTB and BTG distribution with 65% and 68% respectively, a very slight decline from 2014 levels. In fine dining, France occupies the #2 position both BTB and BTG with 50% more distribution than #3 Italy. Spain displaces Argentina for the #4 BTB ranking.

By the Bottle Country	2016			2014			% Chg Listings 2016-2014
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	
Grand Total	20961	\$119.39		19295	\$117.69		9%
U.S.	13698	\$110.50	65.3%	12795	\$109.55	66.3%	7%
France	3084	\$166.06	14.7%	2778	\$161.11	14.4%	11%
Italy	1944	\$130.49	9.3%	1706	\$126.34	8.8%	14%
Argentina	425	\$83.03	2.0%	449	\$84.79	2.3%	-5%
Spain	503	\$97.54	2.4%	425	\$103.28	2.2%	18%
Australia	423	\$125.61	2.0%	379	\$125.13	2.0%	12%
Chile	250	\$103.94	1.2%	249	\$105.30	1.3%	0%
New Zealand	260	\$68.25	1.2%	247	\$66.48	1.3%	5%
Germany	81	\$67.71	0.4%	73	\$65.77	0.4%	11%
Portugal	124	\$143.74	0.6%	55	\$127.03	0.3%	125%
South Africa	74	\$70.48	0.4%	51	\$74.17	0.3%	45%
Other	95			84		0.4%	13%

By the Glass Country	2016			2014			% Chg Listings 2016-2014
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	
Grand Total	2872	\$17.87		2564	\$16.93		12%
U.S.	1985	\$17.68	69%	1786	\$16.58	70%	11%
France	305	\$20.09	11%	271	\$20.01	11%	13%
Italy	208	\$16.19	7%	187	\$15.26	7%	11%
Argentina	75	\$15.57	3%	69	\$15.05	3%	9%
New Zealand	74	\$14.57	3%	65	\$14.09	3%	14%
Spain	60	\$15.32	2%	39	\$14.56	2%	54%
Germany	29	\$17.25	1%	34	\$13.88	1%	-15%
Portugal	27	\$22.96	1%	32	\$23.48	1%	-16%
Chile	36	\$14.70	1%	28	\$14.87	1%	29%
Australia	35	\$16.43	1%	27	\$16.78	1%	30%
Other	38		1%	26		1%	

Distribution by Variety

Cabernet Sauvignon is preeminent both BTB and BTG, accounting for nearly ¼ of all listings in both segments. Pinot Noir narrowly outpaces Chardonnay BTB for the #2 spot, but Chardonnay retains its runner-up position BTG.

By the Bottle Variety	2016			2014			% Chg Listings 2016-2014
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	
Grand Total	20961	\$119.39		19295	\$117.69		
Cabernet Sauvignon	4948	\$135.73	23.6%	4519	\$133.48	23.4%	9%
Pinot Noir	2501	\$93.51	11.9%	2294	\$95.54	11.9%	9%
Chardonnay	2182	\$85.17	10.4%	2142	\$85.25	11.1%	2%
Bordeaux Blend	2058	\$207.21	9.8%	1971	\$196.74	10.2%	4%
Brut	1359	\$162.73	6.5%	1193	\$155.36	6.2%	14%
Merlot	1146	\$85.09	5.5%	1142	\$83.47	5.9%	0%
Red Blend	749	\$90.06	3.6%	627	\$90.99	3.2%	19%
Syrah/Shiraz	589	\$124.68	2.8%	585	\$125.53	3.0%	1%
Sauvignon Blanc	638	\$72.11	3.0%	578	\$68.69	3.0%	10%
Zinfandel	422	\$74.63	2.0%	444	\$73.12	2.3%	-5%
Sangiovese	546	\$105.37	2.6%	427	\$104.66	2.2%	28%
Super Tuscan	344	\$153.38	1.6%	349	\$143.57	1.8%	-1%
Malbec	296	\$80.90	1.4%	323	\$82.19	1.7%	-8%
Rhone Blend	344	\$93.90	1.6%	310	\$95.67	1.6%	11%
Tempranillo	314	\$104.64	1.5%	276	\$112.62	1.4%	14%
Pinot Grigio/Gris	279	\$59.80	1.3%	244	\$58.90	1.3%	14%
Nebbiolo	255	\$199.01	1.2%	242	\$186.13	1.3%	5%
Riesling	250	\$69.12	1.2%	213	\$69.95	1.1%	17%
Other	1741		8.3%	1416		7.3%	23%

By the Glass Variety	2016			2014			% Chg Listings 2016-2014
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	
Grand Total	2872	\$17.87		2564	\$16.93		12%
Cabernet Sauvign	656	\$20.13	22.8%	510	\$17.77	19.9%	29%
Chardonnay	440	\$16.62	15.3%	373	\$16.03	14.5%	18%
Pinot Noir	370	\$16.44	12.9%	337	\$15.86	13.1%	10%
Brut	206	\$21.00	7.2%	222	\$19.91	8.7%	-7%
Merlot	119	\$16.18	4.1%	141	\$16.21	5.5%	-16%
Sauvignon Blanc	166	\$15.68	5.8%	136	\$15.08	5.3%	22%
Red Blend	112	\$18.51	3.9%	133	\$18.55	5.2%	-16%
Bordeaux Blend	133	\$19.87	4.6%	93	\$18.61	3.6%	43%
Pinot Grigio/Gris	116	\$14.75	4.0%	83	\$14.82	3.2%	40%
Malbec	59	\$15.72	2.1%	60	\$15.25	2.3%	-2%
Super Tuscan	28	\$16.12	1.0%	46	\$16.14	1.8%	-39%
Riesling	42	\$17.75	1.5%	45	\$14.98	1.8%	-7%
Zinfandel	42	\$16.20	1.5%	39	\$15.52	1.5%	8%
Brut Rose	60	\$18.37	2.1%	37	\$18.40	1.4%	62%
Petite Sirah	7	\$18.60	0.2%	36	\$15.81	1.4%	-81%
Rhone Blend	33	\$17.02	1.1%	28	\$17.81	1.1%	18%
Port	26	\$23.61	0.9%	27	\$24.00	1.1%	-4%
Syrah/Shiraz	34	\$15.78	1.2%	27	\$16.25	1.1%	26%
Other	223		7.8%	191		7.4%	17%

Distribution by Price

Over 60% of BTB distribution is priced under \$100 and 40% of BTG distribution is priced under \$15/glass.

By the Bottle

By the Bottle Price Segment	2016		2014		% Chg Listings 2016-2014
	# Listings	% Share	# Listings	% Share	
Grand Total	20961		19295		9%
\$40-\$59.99	4019	19.2%	3425	17.8%	17%
\$60 - \$99.99	9101	43.4%	8599	44.6%	6%
\$100-\$149	4402	21.0%	4039	20.9%	9%
\$150-\$199	1535	7.3%	1467	7.6%	5%
\$200+	1904	9.1%	1664	8.6%	14%
NA	0	\$0.00	136	0.7%	--

By the Glass

By the Glass Price Segment	2016		2014		% Chg Listings 2016-2014
	# Listings	% Share	# Listings	% Share	
Grand Total	2872		2564		12%
\$10-\$11.99	0		13	0.5%	--
\$12-\$14.99	1070	37.3%	1007	39.3%	6%
\$15-\$19.99	1172	40.8%	1047	40.8%	12%
\$20+	630	21.9%	494	19.3%	28%

Top Luxury Producers and Suppliers (scroll down for more info)

Cakebread remains the #1 Producer overall by combined BTG/BTB listings with Veuve Clicquot repeating at #2. Beyond these top spots, however, there numerous changes in ranking. The Supplier Rankings are even more dynamic with Constellation Brands, by virtue of its luxury brand purchases, capturing the top spot.

Details on leading Luxury Wine producer and supplier rankings are available in full report.

Variety Reports BTG and BTB 2016 vs. 2014 (sample)

Rhone Blend

Rhone Blends are comprised of red varieties common to the Rhone Valley and include Syrah, Grenache, Mouvedre, Cinsault among others. It is the 13th ranked red variety BTB.

Distribution by Country

France controls this varietal segment.

By the Bottle

Country	2016			2014			% Chg Listings
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	2016-2014
Rhone Blend	344	\$93.90		310	\$95.67		11%
Australia	23	\$94.00	7%	0			++
France	266	\$95.22	77%	248	\$99.00	80%	7%
Spain	4	\$152.50	1%	0		0%	++
U.S.	51	\$83.47	15%	53	\$83.00	17%	-4%
California	45	\$83.38	13%	0			++
Washington	6	\$88.20	2%	0			++

By the Glass

Country	2016			2014			% Chg Listings
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	2016-2014
Rhone Blend	33	\$17.02		28	\$17.81		18%
Australia	1	\$16.50	3%	0			++
France	28	\$17.20	85%	21	\$19.10	75%	33%
Spain	0		0%	1	\$14.00	4%	-100%
U.S.	4	\$16.19	12%	6	\$16.00	21%	-33%
California	3	\$14.92	9%	6	\$16.00	21%	-50%
Washington	1	\$20.00	3%	0		0%	++

Distribution by Price

BTB Price Segment	2016		2014		% Chg Listings 2016-2014
	# Listings	% Share	# Listings	% Share	
Rhone Blend	344		310		11%
\$40-\$59.99	62	18%	59	19%	5%
\$60 - \$99.99	168	49%	152	49%	11%
\$100-\$149	97	28%	78	25%	24%
\$150-\$199	9	3%	7	2%	29%
\$200+	8	2%	9	3%	-11%
NA			5	2%	

BTG Price Segment	2016		2014		% Chg Listings 2016-2014
	# Listings	% Share	# Listings	% Share	
Rhone Blend	33		28		18%
\$12-\$14.99	10	30%	16	57%	-38%
\$15-\$19.99	17	52%	9	32%	89%
\$20+	6	18%	3	11%	100%

Distribution by Leading Producers

Rhone Blends

In 2016 M. Chapoutier is #1 among BTB luxury wine producers while E. Guigal is the leader BTG.

BTB Distribution by Producer

BTB Producer	2016			Rank	2014		
	# Listings	Ave. Price			Producer	# Listings	Ave. Price
Rhone Blend	344	\$93.90		Rhone Blend	310	\$95.67	
Chapoutier, M.	34	\$88.53	1	Guigal, E.	37	\$82.80	
D'Esclans, Chateau	31	\$64.38	2	Chapoutier, M.	36	\$91.29	
Guigal, E.	25	\$84.89	3	D'Esclans, Chateau	27	\$58.57	
Miraval	19	\$60.22	4	Mont-Redon, Chateau	13	\$97.14	
Henschke	13	\$103.00	5	Jaboulet, Paul	12	\$103.00	
Jaboulet, Paul	13	\$106.00	6	Tardieu-Laurent	12	\$60.00	
Tardieu-Laurent	13	\$63.00	7	Beaucastel, Chateau de	10	\$188.86	
La Nerthe, Chateau	11	\$142.00	8	Bonny Doon	8	\$65.50	
Beaucastel, Chateau de	10	\$158.63	9	La Nerthe, Chateau	7	\$112.80	
Mont-Redon, Chateau	10	\$96.43	10	Perrin	7	\$81.25	
Bonny Doon	9	\$75.00	11	Delas	5	\$97.00	
Perrin	7	\$80.00	12	Michael David	5	\$52.00	
Vaudieu, Chateau de	7	\$101.50	13	Vieux Telegraphe, Doma	5	\$161.00	
Coppola, Francis	6	\$61.00	14	Miraval, Chateau	4	\$57.33	
D'Aqueria, Chateau	5	\$57.50	15	Orin Swift	4	\$82.50	
Delas	5	\$97.00	16	Ott, Domaines	4	\$90.00	
Michael David	5	\$52.00	17	Torbreck	4	\$125.00	
Torbreck	5	\$126.33	18	Autard, Paul	3	\$72.50	
Bertrand, Gerard	4	\$72.00	19	D'Arenberg	3	\$104.00	
Vieux Telegraphe, Domaine d	4	\$145.00	20	Gardine, Chateau de la	3	\$110.00	

BTG Distribution by Producer

BTG Producer	2016			Producer	2014	
	# Listings	Ave. Price	Rank		# Listings	Ave. Price
Rhone Blend	33	\$17.02		Rhone Blend	28	\$17.81
Miraval	8	\$16.67	1	D'Esclans, Chateau	13	\$13.50
Bertrand, Gerard	4	\$18.00	2	Azur	2	\$17.00
Chapoutier, M.	2	\$13.75	3	Chapoutier, M.	2	\$14.50
Beaucastel, Chateau de	1	\$34.00	4	Orin Swift	2	\$16.50
Beaucastel, Coudoulet de	1	\$19.00	5	Beaucastel, Chateau de	1	\$34.00
Beckman	1	\$13.75	6	Beaucastel, Coudoulet de	1	\$19.00
Chave, JL	1	\$16.00	7	Chapillon	1	\$14.00
Crostes, Chateau Les	1	\$13.75	8	Chave, JL	1	\$16.00
Cybele	1	\$16.00	9	Domaine Raspail -Ay	1	\$18.00
D'Esclans, Chateau	1	\$14.00	10	Gardine, Chateau de la	1	\$20.00
Domaine Raspail -Ay	1	\$18.00	11	Neyers	1	\$15.00
Galantin	1	\$14.00	12	School House	1	\$15.00
Gardine, Chateau de la	1	\$20.00	13	Vaudieu, Chateau de	1	\$28.00

Part II: Luxury Wine Distribution by Country of Origin (sample)

Germany

Germany ranks 9th in luxury wine distribution BTB and 7th BTG unchanged from 2014..

Distribution by Variety

Riesling increased its share in 2016 now accounting for over 95% of BTB and all BTG distribution.

By the Bottle Variety	2016			2014			% Chg Listings 2016-2014
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	
Germany	81	\$67.71		71	\$65.28		14%
Riesling	78	\$67.58	96%	61	\$66.66	86%	28%
Pinot Noir	0		0%	7	\$52.50	10%	--
Sauvignon Blanc	2	\$50.00	2%	2	\$50.00	3%	0%
Gewurztraminer	0		0%	1	\$62.00	1%	--
Scheurebe	1	\$91.00	1%	0		0%	++

By the Glass Variety	2016			2014			% Chg Listings 2016-2014
	# Listings	Ave. Price	% Share	# Listings	Ave. Price	% Share	
Germany	29	17.25		34	\$13.88		-15%
Riesling	29	17.25	100%	28	\$13.96	82%	4%
Pinot Noir	0			6	\$13.00	18%	-100%

Distribution by Price

Over 90% of BTB listings are under \$100/bottle and nearly 2/3 of BTG placements are below \$15/glass.

By the Bottle	2016		2014		% Chg Listings 2016-2014
	# Listings	% Share	# Listings	% Share	
Germany	81		71		14%
\$40-\$59.99	44	54%	44	62%	0%
\$60 - \$99.99	34	42%	25	35%	36%
\$100-\$149	3	4%	2	3%	50%

By the Glass	2016		2014		% Chg Listings 2016-2014
	# Listings	% Share	# Listings	% Share	
Germany	29		34		-15%
\$12-\$14.99	22	76%	22	65%	0%
\$15-\$19.99	5	17%	12	35%	-58%
\$20+	2	7%	0	0%	++

Distribution by Producer

S.A. Prum leads both BTB and BTG luxury wine distribution.

By the Bottle	2016			Producer	2014	
	# Listings	Ave. Price	Rank		# Listings	Ave. Price
Germany	81	\$67.71		Germany	71	\$65.28
Prum, S. A.	15	\$66.67	1	Loosen, Dr.	17	\$63.75
Selbach-Oster	15	\$66.71	2	Selbach-Oster	11	\$58.00
Loosen, Dr.	10	\$64.75	3	Becker	7	\$52.50
Donnhoff	6	\$57.00	4	Donnhoff	5	\$52.00
Hexamer	3	\$55.00	5	Hexamer	3	\$55.00
Kruger-Rumpf	3	\$80.50	6	Prum, S.A.	3	\$56.00
Robert Weil	3	\$54.50	7	Christoffel Erben	2	\$68.00
Strub	3	\$58.00	8	Markus Molitor	2	\$59.50
Christoffel Erben	2	\$68.00	9	Monchhof	2	\$73.00
Markus Molitor	2	\$56.00	10	Pauly-Bergweiler	2	\$66.00
Monchhof	2	\$51.00	11	Robert Weil	2	\$50.00
Pauly-Bergweiler, I	2	\$66.00	12	St. Urbans-Hof	2	\$50.00

By the Glass	2016			Producer	2014	
	# Listings	Ave. Price	Rank		# Listings	Ave. Price
Germany	29	\$17.25		Germany	34	\$13.88
Prum, S. A.	13	\$14.00	1	Loosen, Dr.	15	\$14.67
Selbach-Oster	6	\$14.00	2	Becker	6	\$13.00
Loosen, Dr.	2	\$54.00	3	Selbach-Oster	5	\$13.75
Strub	2	\$15.00	4	Prum, S.A.	2	\$15.00
50 Degree	1	\$13.00	5	St. Urbans-Hof	2	\$13.00
Gerhard	1	\$15.00	6	Heinz Eifel	1	\$14.00
Kessler, A	1	\$13.00	7	Leitz	1	\$14.00
Markus Molitor	1	\$13.00	8	Schloss Rheinhartshausen	1	\$13.00
Monchhof	1	\$13.00	9	Von Hovel	1	\$14.00
Robert Weil	1	\$15.00	10			

Part III: Top Producers by Variety

2016					2014			
Producer	#BTG	#BTB	BTG+BTB	Rank	Producer	#BTG	#BTB	BTG+BTB
Grand Total	2863	20963	23826		Grand Total	2565	19296	21861
Cakebread	29	361	390	1	Cakebread	19	375	394
Veuve Clicquot	26	351	377	2	Veuve Clicquot	25	272	297
Sonoma-Cutrer	111	167	278	3	Caymus	17	268	285

Complete Rankings of Top 40 Producers and Suppliers 2016 vs. 2014 Are Available in Winemetrics 2016 Luxury Wine On-Premise Report

Part II: Luxury Wine Distribution by Country of Origin

Boisset Family Estates (sample)

Distribution by Variety

2016				2014			
Variety	# Listings	Ave. Price	% Share	Producer	# Listings	Ave. Price	% Share
Boisset Family Estates	160	\$74.59		Boisset Family Estates	130	\$69.68	
Cabernet Sauvignon	57	\$75.00	36%	Cabernet Sauvignon	57	\$71.10	44%
Pinot Noir	32	\$71.91	20%	Pinot Noir	31	\$66.89	24%
Bordeaux Blend	20	\$111.00	13%	Bordeaux Blend	13	\$105.00	10%
Red Blend	13	\$68.00	8%	Red Blend	13	\$64.00	10%
Chardonnay	12	\$67.50	8%	Chardonnay	5	\$57.25	4%
Brut	9	\$62.33	6%	Brut	4	\$60.00	3%
Merlot	9	\$62.75	6%	Merlot	4	\$56.33	3%
Brut Rose	4	\$59.33	3%	Nebbiolo	1	\$95.00	1%
Nebbiolo	2	\$95.50	1%	Petite Sirah	1	\$74.00	1%
Petite Sirah	1	\$74.00	1%	Zinfandel	1	\$50.00	1%
Zinfandel	1	\$52.00	1%				

By the Glass

2016				2014			
Variety	# Listings	Ave. Price	% Share	Producer	# Listings	Ave. Price	% Share
Boisset Family Estates	41	\$14.76		Boisset Family Estates	46	\$15.20	
Cabernet Sauvignon	16	\$15.08	39%	Cabernet Sauvignon	20	\$14.64	43%
Cremant	9	\$15.67	22%	Pinot Noir	9	\$19.00	20%
Pinot Noir	8	\$14.67	20%	Bordeaux Blend	6	\$14.00	13%
Brut Rose	3	\$13.00	7%	Brut	4	\$14.75	9%
Merlot	2	\$15.25	5%	Merlot	3	\$14.00	7%
Bordeaux Blend	1	\$15.50	2%	Chardonnay	2	\$13.00	4%
Chardonnay	1	\$13.50	2%	Red Blend	1	\$15.00	2%
Zinfandel	1	\$13.50	2%	Zinfandel	1	\$13.00	2%

Distribution by Producer

By the Bottle				2014			
2016				2014			
Producer	# Listings	Ave. Price	% Share	Producer	# Listings	Ave. Price	% Share
Boisset Family Estates	160	\$74.59		Boisset Family Estates	130	\$69.68	
Raymond	68	\$75.24	43%	Raymond	63	\$74.56	48%
Buena Vista	29	\$71.43	18%	Buena Vista	30	\$61.56	23%
Boisset, Jean-Claude	25	\$68.25	16%	DeLoach	24	\$56.43	18%
DeLoach	25	\$63.22	16%	Boisset, Jean-Claude	7	\$91.00	5%
Boisset	6	\$125.00	4%	JC Boisset	4	\$60.00	3%
Batasiolo, Beni di	2	\$95.50	1%	Batasiolo, Beni di	1	\$95.00	1%
Boillot, Louis	2	\$110.00	1%	Bouillot, Louis	1	\$65.00	1%
Bouchard, Aine & Fils	2	\$85.00	1%				
Mommessin	1	\$85.00	1%				

By the Glass				2014			
2016				2014			
Producer	# Listings	Ave. Price	% Share	Producer	# Listings	Ave. Price	% Share
Boisset Family Estates	41	\$14.76		Boisset Family Estates	46	\$15.20	
Boisset, Jean-Claude	18	\$14.50	44%	Raymond	23	\$14.50	50%
Raymond	18	\$15.13	44%	Buena Vista	8	\$15.00	17%
DeLoach	4	\$14.25	10%	Boisset, Jean-Claude	7	\$23.00	15%
Buena Vista	1	\$15.50	2%	DeLoach	3	\$13.33	7%
				JC Boisset	2	\$19.75	4%
				Bouillot, Louis	1	\$13.00	2%

IV. Supplier Distribution and Ranking by Variety

We have provided a ranked list of top suppliers by the bottle (BTB) and by the glass (BTG) for the following varieties.

Pinot Noir
 Chardonnay
 Bordeaux Blend
 Brut
 Merlot
 Red Blend
 Sauvignon Blanc
 Syrah/Shiraz
 Sangiovese
 Zinfandel
 Rhone Blend
 Super Tuscan
 Tempranillo
 Malbec
 Pinot Grigio/Gris