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REVIEW OF THE INDUSTRY

WBM 30



8702
WINERIES



INNOVATION+QUALITY

A forum for ultra-premium wineries.

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WBM 30 List

The thirteenth annual ranking of the largest wine producers in the United States by U.S. case sales volume

AS PART OF OUR review of the industry, *Wine Business Monthly* compiled its thirteenth annual ranking of the top 30 U.S. wineries by case sales. Though there are now 8,702 wineries in the U.S., the WBM 30 companies represent nearly 90 percent of domestic wine sold by volume. The three top wine companies by themselves represent more than half of all case sales. **Diageo Chateau & Estate Wines** is not included this year, as it sold most of its wine assets to **Treasury Wine Estates**. The threshold for being part of this group has ratcheted up, with the smallest of the group now producing roughly 600,000 cases per year. Companies are listed in order of cases of brands owned by the winery sold domestically. It does not include custom crush wineries that make wine for others.

The WBM 30 U.S. Wine Company List

2015

Wine Company	Annual U.S. Case Sales
1. E&J Gallo Winery	75,000,000
2. The Wine Group	57,500,000
3. Constellation Brands	50,000,000
4. Bronco Wine Company	20,000,000
5. Trinchero Family Estates	18,500,000
6. Treasury Wine Estates	12,100,000
7. Ste. Michelle Wine Estates	8,780,000
8. Delicato Family Vineyards	8,000,000
9. Jackson Family Wines	5,600,000
10. Viña Concha Y Toro	2,750,000
11. Bogle Vineyards	2,200,000
12. Francis Ford Coppola Winery	1,700,000
13. CK Mondavi Family Vineyards	1,700,000
14. J. Lohr Vineyards & Wines	1,600,000
15. Precept Wine	1,500,000
16. Korbel	1,400,000
17. Vintage Wine Estates	1,200,000
18. Foley Family Wines	1,100,000
19. Don Sebastiani & Sons	1,100,000
20. Pernod Ricard USA	900,000
21. Rodney Strong Vineyards	900,000
22. Boisset Collection	805,000
23. O'Neill Vintners & Distillers	760,000
24. Wente Vineyards	750,000
25. Wagner Family of Wine	700,000
26. The Hess Collection	700,000
27. Domaine Chandon	640,000
28. Mesa Vineyards	600,000
29. Riboli Family Wines	600,000
30. Michael David Winery	600,000

2003

Wine Company (purchased by)
1. E&J Gallo Winery
2. Constellation Brands
3. The Wine Group
4. Beringer Blass Wine Estates (Treasury Wine Estates)
5. Bronco Wine Company
6. Robert Mondavi Winery (Constellation Brands)
7. Trinchero Family Estates
8. Brown-Forman Wines
9. Kendall-Jackson (Jackson Family Wines)
10. Diageo Chateau & Estate Wines
11. Stimson Lane / Ste. Michelle Wine Estates
12. Allied Domecq (Beam Wine Estates/Constellation)
13. Delicato Family Vineyards (DFV)
14. Golden State Vintners (The Wine Group)
15. Phillips-Hogue (Constellation Brands)
16. C. Mondavi & Sons
17. Peak Wines (Beam Wine Estates)
18. Ironstone Vineyards
19. J. Lohr Vineyards & Wines
20. Chalone Group (Diageo Chateau & Estate Wines)
21. Don Sebastiani & Sons
22. Bogle Vineyards
23. Rodney Strong Vineyards
24. Barefoot Cellars (E&J Gallo)
25. San Antonio Winery
26. The Hess Collection
27. Round Hill / Rutherford Wine Company
28. Domaine Chandon
29. Wente Vineyards
30. Bonny Doon Vineyard

The WBM 30 is *Wine Business Monthly's* annual list of the largest wine producers in the United States by U.S. case sales. Annual U.S. case sales numbers do not include bulk wine (wine processed by the company but sold under another company's brand).

22. Boisset Collection

Jean-Charles Boisset, President
 ANNUAL U.S. SALES CASE VOLUME: 805,000
 ANNUAL GLOBAL SALES CASE VOLUME: 6.5 million



At **Boisset Collection**, innovation is constant and 2015 was no exception. New projects included a venture with singer-songwriter **John Legend** and **Raymond Vineyards** called LVE: Legend Vineyard Exclusive—a collection of limited-edition Napa Valley wines with a Napa Valley Cabernet Sauvignon for \$85 and a Chardonnay for \$45. There were several other new wines released with elaborate packages. Boisset will also be distributing **Steven Spurrier's** new English sparkling wine in France and the U.S. Boisset opened a new destination at the **Ritz Carlton** in San Francisco this year, a tasting lounge where one can enjoy a glass of wine.

Buena Vista Winery unveiled a first-of-its-kind museum in California dedicated to the history of winemaking and its tools. The museum features a collection of rare and authentic 19th and 20th century European viticulture tools theatrically arranged and displayed. Buena Vista also introduced a number of wines, including Cabernet Sauvignon from Napa.

The single most significant new venture this year, however, is probably the pending roll-out of The **JCB Tasting Salon** in Yountville, a new premier Napa Valley destination “uniting wine with retail fashion and lifestyle decadence.” The destination includes **Atelier by JCB**, “a gourmet epicurean paradise featuring a curated assortment of artisan products from the best purveyors in the world offering everything imaginable...” Atelier by JCB will carry hundreds of high-end products selected by president **Jean-Charles Boisset**.