

WINE BUSINESS MONTHLY

February 2017 • \$5.95

The Industry's Leading Publication for Wineries and Growers

www.winebusiness.com

REVIEW OF THE INDUSTRY

WBM 30



INNOVATION+QUALITY

A forum for ultra-premium wineries.

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WBM 30 List

As part of our review of the industry, Wine Business Monthly compiled its fourteenth annual ranking of the top 30 U.S. wineries by case sales. Though there are now 9,091 wineries in the U.S., the WBM 30 companies represent more than 90 percent of domestic wine sold by volume. The three top wine companies by themselves represent more than half of all case sales. The list includes two new wineries this year – Josh Cellars, owned by Deutsch Family Wine & Spirits has grown rapidly to become a million case brand. Naked Wines, an online wine retailer that works with independent winemakers from around the world, rounds out the list at number 30. The threshold for being part of this group has ratcheted up, with the smallest of the group now producing close to 600,000 cases per year. Companies are listed in order of cases sold domestically of brands owned by the winery. This list does not include custom crush wineries that make wine for others.

The WBM 30 U.S. Wine Company List

2016

Wine Company	Annual U.S. Case Sales
1 E&J Gallo Winery	75 million
2 The Wine Group	57 million
3 Constellation Brands	51 million
4 Trinchero Family Estates	19 million
5 Treasury Wine Estates	15 million
6 Bronco Wine Company	10 million
7 Delicato Family Vineyards	9.2 million
8 Ste. Michelle Wine Estates	9 million
9 Jackson Family Wines	6 million
10 Viña Concha y Toro (Fetzer Vineyards)	2.75 million
11 Bogle Vineyards	2.3 million
12 Francis Ford Coppola Winery	1.7 million
13 CK Mondavi Family Vineyards	1.7 million
14 Precept Wine	1.7 million
15 J. Lohr Vineyards & Wines	1.6 million
16 Korbel	1.5 million
17 Vintage Wine Estates	1.4 million
18 Foley Family Wines	1.1 million
19 Don Sebastiani & Sons	1.1 million
20 Josh Cellars	1 million
21 Rodney Strong Wine Estates	950,000
22 O'Neill Vintners & Distillers	950,000
23 Pernod Ricard USA	900,000
24 Boisset Collection	840,000
25 Wente Vineyards	818,000
26 Hess Family Wine Estates	725,000
27 Domaine Chandon Estates & Wines	650,000
28 Michael David Winery	650,000
29 Riboli Family Wines	625,000
30 NakedWines.com	515,000

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-Hogues (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

24. Boisset Collection

Jean-Charles Boisset, President

ANNUAL U.S. CASE SALES VOLUME: 840,000

ANNUAL GLOBAL CASE SALES VOLUME: 6.6 million

At **Boisset Collection**, innovation is continual, and so are the newly-created, memorable experiences.

This year Boisset opened **The JCB Tasting Salon** in Yountville, a 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 carries hundreds of high-end products selected by president **Jean-Charles Boisset**.

Boisset purchased **Wattle Creek Winery** along with the newly renovated Ghirardelli Square tasting room in San Francisco this year. The company also introduced a Napa Valley Cabernet Sauvignon under **Buena Vista Winery** this year, Chateau Buena Vista, and a Champagne sourced from the Champagne region in France, with approval from the **CIVC**. (Buena Vista founder **Count Haraszthy's** son **Arpad** spent two years in France learning the craft of sparkling wine production in the 19th century and was first to make méthode traditionnelle sparkling wine in California.) **Raymond Vineyards**, now celebrating its fortieth anniversary, released a wine with a velvet label representing its red room. **DeLoach Vineyards** introduced its Jewell Collection label, adorned with jewelry.

A new brand of sparkling wine, Haute Couture, is launching, and Boisset is even starting a small brewery, **Yountville Brewing Company**.