



GFA WA 24-11

Published March 26, 2025

November 2024 - GFA Washington Wine Report

The Gomberg-Fredrikson Washington Wine Report contains total tax paid shipments into the Washington market along with individual winery data for Washington producers. Distribution of The Gomberg-Fredrikson Washington Wine Report limited to wine marketers, producers, growers and wine industry suppliers and is not made available to the press or public. Copyright 2025 by Gomberg, Fredrikson & Associates. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means (electronic, mechanical, photocopying or otherwise) without the prior written permission of Gomberg, Fredrikson & Associates.



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Gomberg & Fredrikson Washington Wine Report

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General Notes

Primary Source of Data is Washington Liquor & Cannabis Board.

Washington Data is Cross - Checked with TTB Tax Paid Removals

Washington Data includes Cider



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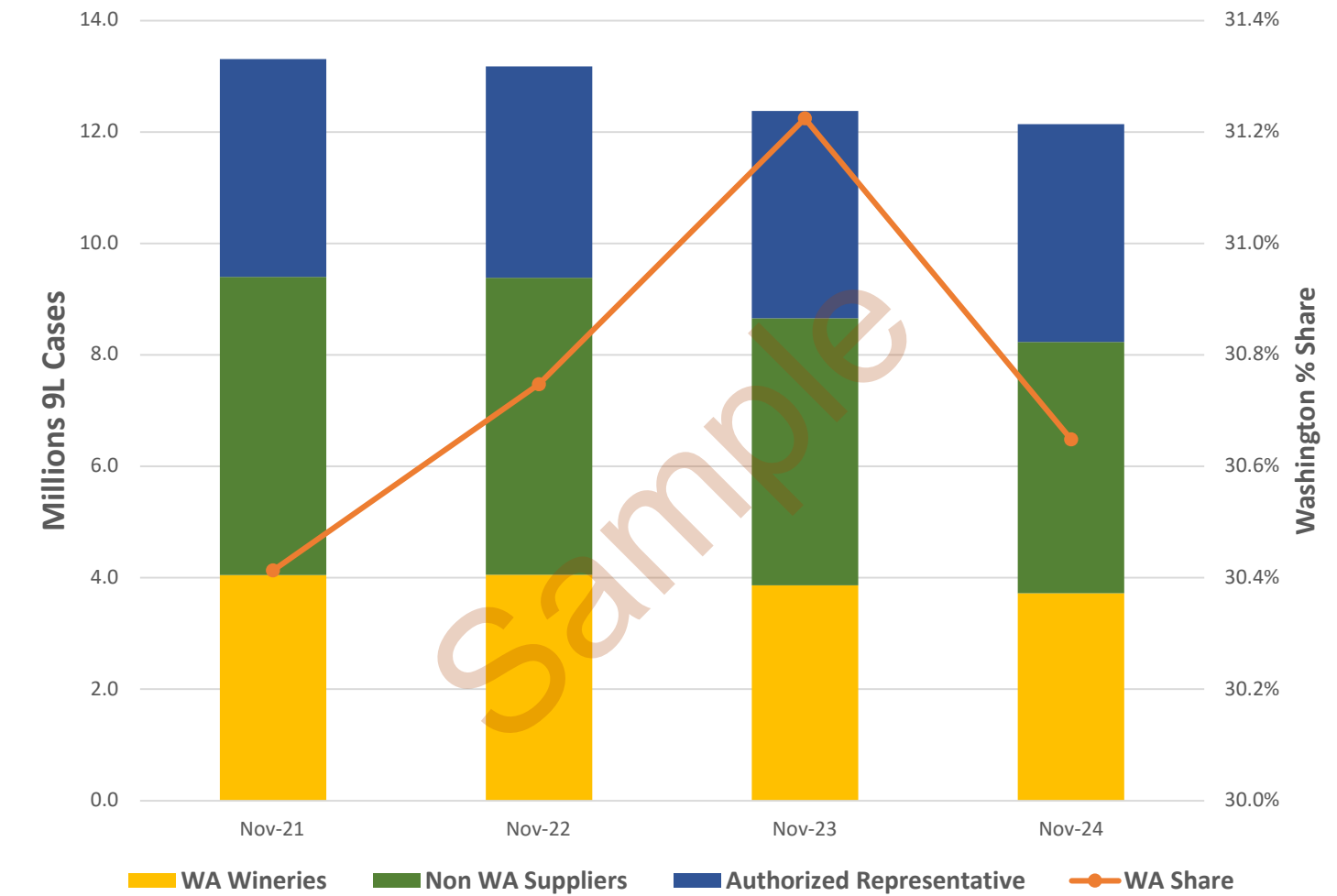
Last 12 Month Shipments - Washington Wineries



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Includes Cider

Last 12 Month Shipments - Shipments into Washington



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Includes Cider

Shipment Trends Through November 2024 -

		MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
Shipments to Washington State										
Washington Wineries										
	Traditional Wines	174,123	(70,540)	-29%	2,109,162	(197,537)	-9%	2,381,029	(217,388)	-8%
	Cider	87,043	(16,085)	-16%	1,235,249	62,167	5%	1,340,384	74,532	6%
	Total Washington Wineries	261,166	(86,625)	-25%	3,344,411	(135,370)	-4%	3,721,413	(142,856)	-4%
Out of State Wineries										
	Traditional Wines	343,564	(39,289)	-10%	3,781,008	111,074	3%	4,177,721	191,590	5%
	Cider	27,743	12,725	85%	363,309	(45,542)	-11%	384,556	(67,019)	-15%
	Out of State Suppliers	371,306	(26,564)	-7%	4,144,318	65,532	2%	4,562,276	124,571	3%
Authorized Representatives										
	Traditional Wines	287,937	(9,848)	-3%	3,538,871	(80,154)	-2%	3,800,478	(163,278)	-4%
	Cider	1,846	(35)	-2%	40,230	(47,886)	-54%	43,116	(48,387)	-53%
	Total Authorized Representative	289,782	(9,883)	-3%	3,579,100	(128,040)	-3%	3,843,594	(211,665)	-5%
All Shipments into Washington State										
	Traditional Wines	805,624	(119,677)	-13%	9,429,041	(166,617)	-2%	10,359,228	(189,076)	-2%
	Cider	116,632	(3,395)	-3%	1,638,788	(31,261)	-2%	1,768,055	(40,874)	-2%
	Total All Shipments	922,255	(123,072)	-12%	11,067,829	(197,878)	-2%	12,127,283	(229,950)	-2%

Washington Winery Shipments Out of State

	Traditional Wines	490,150	(217,227)	-31%	5,616,836	(692,675)	-11%	6,111,430	(766,737)	-11%
	Cider	71,006	16,270	30%	851,174	133,596	19%	912,863	142,021	18%
	Total Out of State	561,156	(200,958)	-26%	6,468,010	(559,079)	-8%	7,024,292	(624,716)	-8%

Total Washington Winery Shipments

	Traditional Wines	664,273	(287,767)	-30%	7,725,997	(890,212)	-10%	8,492,459	(984,125)	-10%
	Cider	158,049	185	0%	2,086,423	195,763	10%	2,253,246	216,553	11%
	Total Washington Wineries	822,322	(287,582)	-26%	9,812,420	(694,449)	-7%	10,745,705	(767,572)	-7%



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Authorized Representative includes Imported Wines

Total Washington Winery Shipments (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
Total All Washington Wineries		664,273	(287,767)	-30%	7,725,997	(890,212)	-10%	8,492,459	(984,125)	-10%
1	Ste. Michelle Wine Estates	379,254	(284,409)	-43%	4,288,003	(391,449)	-8%	4,660,303	(402,466)	-8%
2	Precept Brands - WA	85,671	11,057	15%	802,340	(117,635)	-13%	873,810	(139,699)	-14%
3	Ancient Lake Wine Company	5,797	(12,026)	-67%	246,128	(149,005)	-38%	266,282	(155,376)	-37%
4	K Vintners	1,691	(12,544)	-88%	179,483	(44,693)	-20%	194,986	(123,335)	-39%
5	Zirkle Fruit Company	20,882	9,461	83%	176,663	84,334	91%	186,940	92,211	97%
6	Ackley Brands Ltd.	36,819	31,378	+++	113,266	(4,446)	-4%	127,980	2,973	2%
7	VinMotion/Pacific Rim Winemakers	1,307	(11,455)	-90%	95,144	(53,773)	-36%	110,150	(65,013)	-37%
8	Goose Ridge Vineyards	6,097	(2,322)	-28%	100,691	5,410	6%	109,369	10,429	11%
9	Milbrandt Family Wines	8,534	484	6%	82,210	(10,169)	-11%	86,924	(11,460)	-12%
10	Mark Ryan Winery	5,445	(608)	-10%	65,433	448	1%	72,756	2,038	3%
11	Maryhill Winery	3,469	(2,375)	-41%	65,510	(4,207)	-6%	69,143	(4,572)	-6%
12	Hedges Family Estate	4,955	3,469	233%	50,710	(3,717)	-7%	54,182	(2,562)	-5%
13	J. Bookwalter	3,510	(254)	-7%	46,830	2,067	5%	49,489	1,135	2%
14	L'Ecole No. 41	2,360	(919)	-28%	43,576	(119)	0%	46,445	181	0%
15	Barnard Griffin	4,334	2,095	94%	41,141	3,088	8%	45,037	4,971	12%
16	DeLille Cellars	3,055	(805)	-21%	43,086	(156,112)	-78%	44,850	(150,211)	-77%
17	Airfield Estates Winery	5,236	596	13%	39,275	(10,004)	-20%	41,366	(10,559)	-20%
18	DC Flynt MW Selection	0	0	+++	39,872	1,332	3%	39,872	1,332	3%
19	Long Shadows Vintners	2,120	(587)	-22%	37,419	2,954	9%	39,294	3,134	9%
20	Aquilini Brands	1,525	(3,237)	-68%	32,374	12,012	59%	34,089	10,284	43%
21	Novelty Hill Winery	2,302	(1,046)	-31%	28,356	(409)	-1%	32,254	(1,820)	-5%
22	Badger Mountain Vineyards	1,202	1,202	+++	30,018	(5,036)	-14%	32,029	(4,362)	-12%
23	Treveri Cellars	2,947	669	29%	26,278	7,450	40%	30,169	11,341	60%
24	Townshend Cellar	2,552	239	10%	27,680	4,579	20%	29,825	4,588	18%
25	Duckhorn Portfolio	116	36	46%	29,466	10,118	52%	29,515	10,125	52%
26	Mercer Wine Estates	1,484	270	22%	24,030	1,412	6%	26,047	3,025	13%

Excludes Cider



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Total Washington Winery Shipments (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
27	Kiona Vineyards Winery	978	(83)	-8%	21,347	3,950	23%	22,483	4,266	23%
28	Matthews Estate	1,444	(581)	-29%	19,868	2,317	13%	21,451	237	1%
29	Dunham Cellars	1,860	(454)	-20%	19,379	(1,256)	-6%	21,360	(1,653)	-7%
30	Hat Rack Wines	1,596	(973)	-38%	19,068	(731)	-4%	20,759	(1,949)	-9%
31	Saviah Cellars	1,472	(222)	-13%	18,795	394	2%	20,060	248	1%
32	Crimson Wine Group (WA)	580	36	7%	9,830	(1,108)	-10%	19,797	8,740	79%
33	Terra Blanca Vintners Inc.	594	(483)	-45%	13,054	26	0%	18,445	4,807	35%
34	Tertulia Cellars	144	(64)	-31%	18,221	9,651	113%	18,376	8,997	96%
35	Wahluke Wine Company	0	0	+++	15,161	(29,304)	-66%	16,600	(33,884)	-67%
36	Dusted Valley Vintners	2,239	514	30%	15,235	(1,721)	-10%	16,150	(1,843)	-10%
37	Zero One Vintners	1,747	379	28%	14,532	12,874	+++	15,873	14,210	+++
38	Alexandria Nicole Cellars	1,784	305	21%	14,726	(837)	-5%	15,837	(412)	-3%
39	Longrock Creek	0	(2,657)	-100%	15,411	2,883	23%	15,411	2,883	23%
40	Gorman Winery	16	1	5%	13,870	4,172	43%	13,898	4,163	43%
41	Quilceda Creek Vintners	89	(13)	-12%	13,462	675	5%	13,485	698	5%
42	Doubleback	1,111	(1,307)	-54%	14,166	(1,421)	-9%	13,230	(2,476)	-16%
43	Thorntail	0	0	+++	12,680	12,680	+++	12,680	12,680	+++
44	William Weaver Wine	1,324	551	71%	11,527	45	0%	12,617	962	8%
45	Latta Wines	940	118	14%	11,537	2,072	22%	12,236	1,889	18%
46	Cascade Cliffs Vineyard & Winery	1,104	211	24%	11,610	(1,081)	-9%	12,134	(1,233)	-9%
47	Abeja	1,297	800	161%	10,610	1,836	21%	11,736	2,494	27%
48	Two Mountain Winery	620	2	0%	10,581	(712)	-6%	11,451	(287)	-2%
49	Sparkman Cellars	960	29	3%	10,794	298	3%	11,401	138	1%
50	Fidelitas Wines	1,331	(971)	-42%	10,430	(3,451)	-25%	11,336	(4,255)	-27%
51	Gramercy Cellars	717	257	56%	10,893	3,453	46%	11,257	3,182	39%
52	Vintage Wine Estates (WA)	150	(658)	-81%	10,335	(13,831)	-57%	10,956	(14,522)	-57%
53	Caprio Cellars	957	43	5%	9,253	(1,199)	-11%	9,878	(1,155)	-10%
54	Walla Walla Vintners	573	(356)	-38%	8,933	(1,259)	-12%	9,544	(1,285)	-12%

Excludes Cider



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Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
55	Tsillan Cellars	424	(127)	-23%	8,903	1,156	15%	9,353	1,424	18%
56	Jones Of Washington	987	(653)	-40%	8,511	(1,832)	-18%	9,183	(1,706)	-16%
57	Rotie Cellars	677	(393)	-37%	8,330	(5,986)	-42%	9,075	(5,688)	-39%
58	Arbor Crest Wine Cellars	198	(513)	-72%	8,548	1,315	18%	8,909	1,375	18%
59	Sleight of Hand Cellars	650	(85)	-12%	8,013	1,040	15%	8,673	924	12%
60	Oldfield Cellars	902	69	8%	8,024	241	3%	8,555	98	1%
61	Va Piano Vineyards	280	(55)	-16%	8,254	(284)	-3%	8,348	(431)	-5%
62	Thurston Wolfe	502	70	16%	7,639	(77)	-1%	8,285	337	4%
63	Latah Creek Wine Cellars	797	(41)	-5%	7,621	(332)	-4%	8,182	(886)	-10%
64	Revelry Vintners	472	(85)	-15%	7,681	(793)	-9%	8,066	(1,164)	-13%
65	Chandler Reach Vineyards	731	78	12%	7,085	(1,098)	-13%	7,972	(790)	-9%
66	Proletariat Wine Company	645	44	7%	7,552	28	0%	7,909	222	3%
67	Hyatt Vineyards	74	(298)	-80%	7,872	144	2%	7,875	147	2%
68	Leonetti Cellar	185	16	10%	7,328	57	1%	7,383	108	1%
69	Eleven Winery	391	(178)	-31%	6,695	43	1%	6,982	97	1%
70	Covington Cellars	357	(101)	-22%	6,151	(1,053)	-15%	6,952	(911)	-12%
71	Gilbert Cellars	637	(168)	-21%	6,213	(614)	-9%	6,759	(625)	-8%
72	Guardian Cellars	502	132	36%	6,060	(1,247)	-17%	6,508	(1,175)	-15%
73	Gard Vintners	634	(1,102)	-63%	6,140	(928)	-13%	6,412	(904)	-12%
74	Cairdeas Winery	141	(90)	-39%	5,932	(15)	0%	6,270	179	3%
75	Avaline	543	22	4%	5,748	1,036	22%	6,161	757	14%
76	Mela Brewing Co.	289	289	+++	3,312	3,312	+++	6,015	4,405	274%
77	Lake Chelan Winery	167	(731)	-81%	5,694	(513)	-8%	5,985	(775)	-11%
78	Secret Squirrel	648	(174)	-21%	5,364	(468)	-8%	5,918	(764)	-11%
79	Isenhower Cellars	673	235	54%	5,334	(973)	-15%	5,683	(1,191)	-17%
80	Cor Cellars	462	183	66%	5,458	187	4%	5,682	189	3%
81	Pasek Cellars Winery	678	(98)	-13%	5,342	(1,231)	-19%	5,541	(1,385)	-20%
82	Darby Winery	537	290	117%	4,597	(2,209)	-32%	5,382	(1,679)	-24%

Excludes Cider



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Total Washington Winery Shipments (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
83	J M Cellars	0	0	+++	5,380	(9,536)	-64%	5,380	(10,108)	-65%
84	Black Heron Spirits	368	(203)	-36%	4,859	(764)	-14%	5,307	(641)	-11%
85	Woodward Canyon Winery	565	(311)	-36%	4,970	(808)	-14%	5,266	(819)	-13%
86	Sheridan Vineyard	244	3	1%	4,512	(1,099)	-20%	5,208	(738)	-12%
87	Brian Carter Cellars	493	(186)	-27%	4,776	259	6%	5,030	(51)	-1%
88	Pepper Bridge Winery	488	(103)	-17%	4,747	(215)	-4%	5,023	(223)	-4%
89	Desert Wind Winery	327	198	152%	4,833	(1,075)	-18%	5,008	(1,086)	-18%
90	Balboa Winery	306	75	32%	4,774	1,895	66%	4,965	1,764	55%
91	Rocky Pond Winery	194	(157)	-45%	3,586	(1,244)	-26%	4,902	(198)	-4%
92	Andrew Will Cellars	246	(123)	-33%	4,666	(352)	-7%	4,848	(367)	-7%
93	Cooper Wine Co.	377	166	78%	4,115	155	4%	4,708	95	2%
94	Hierophant Meadery	258	(120)	-32%	4,490	233	5%	4,681	271	6%
95	Cave B Estate Winery	680	336	98%	4,489	(426)	-9%	4,544	(426)	-9%
96	Figgins Estate Toil Oregon	606	315	108%	4,229	2,485	142%	4,491	2,747	158%
97	Syncline Wine Cellars	515	(118)	-19%	4,358	(247)	-5%	4,487	(293)	-6%
98	Anthony Cellars	187	61	48%	3,961	(76)	-2%	4,396	(136)	-3%
99	Sigillo Cellars	373	(139)	-27%	3,857	(60)	-2%	4,207	(298)	-7%
100	Jacob Williams Winery	631	374	146%	4,106	34	1%	4,199	(29)	-1%
All Other Wineries		24,937	(7,165)	-22%	315,599	(52,125)	-14%	448,242	(55,745)	-11%
Top 100 Wineries - % of Total		96%			96%			95%		

Excludes Cider



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Total Washington Cider Shipments (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
Total All Washington Cider Producers		158,049	185	0%	2,086,423	195,763	10%	2,253,246	216,553	11%
1	Schilling Cider	60,915	(3,476)	-5%	858,032	119,494	16%	914,116	128,878	16%
2	Incline Cider Company	29,611	3,030	11%	371,075	5,671	2%	403,266	7,879	2%
3	Seattle Cider Company	14,966	(2,539)	-15%	171,989	(7,389)	-4%	184,778	(4,900)	-3%
4	Tieton Cider Works	12,169	736	6%	165,472	5,600	4%	180,680	10,804	6%
5	Yonder Cider	5,094	(4,114)	-45%	121,914	47,186	63%	130,516	51,538	65%
6	Locust Cider	9,377	2,967	46%	118,075	28,315	32%	123,159	28,592	30%
7	One Tree Hard Cider	8,225	2,492	43%	73,009	10,801	17%	76,287	9,666	15%
8	Sun River Vintners	2,285	(207)	-8%	25,792	(3,466)	-12%	27,852	(4,322)	-13%
9	Finnriver Cidery	1,641	(747)	-31%	25,669	175	1%	27,394	(83)	0%
10	Bellingham Cider Company	0	(2,821)	-100%	20,460	5,046	33%	22,177	5,571	34%
11	Lost Giants Cider Company	332	(510)	-61%	11,259	(2,504)	-18%	12,213	(2,575)	-17%
12	Jester & Judge	3,728	3,728	+++	11,196	11,196	+++	11,196	11,196	+++
13	Lake Chelan Winery	817	(152)	-16%	9,933	1,541	18%	10,518	1,240	13%
14	Fence Post Cellars	1,481	1,481	+++	8,481	8,481	+++	8,481	8,481	+++
15	Whitewood Cider	706	65	10%	7,391	1,244	20%	8,084	1,464	22%
16	Trailbreaker Cider	318	(197)	-38%	7,078	(399)	-5%	7,311	(654)	-8%
17	Channel Marker	739	253	52%	6,577	1,577	32%	7,069	2,068	41%
18	Oddstock Cider Co.	621	412	196%	6,303	1,640	35%	6,430	1,737	37%
19	Offset Ciderworks	509	102	25%	6,052	2,573	74%	6,387	2,751	76%
20	Mill Haus	322	(12)	-4%	5,925	866	17%	6,315	922	17%
21	Thomas Clare Cellars	228	228	+++	3,012	3,012	+++	6,195	3,786	157%
22	Soundbite Cider	349	(94)	-21%	4,730	(830)	-15%	5,103	(829)	-14%
23	Ward Johnson Winery	292	(129)	-31%	4,447	(124)	-3%	4,805	(111)	-2%
24	Elemental Cider Co.	0	(1,046)	-100%	3,467	(16,772)	-83%	4,231	(17,721)	-81%
25	Winsome Ciderworks	310	301	+++	3,657	1,753	92%	3,720	1,816	95%
26	Snowdrift Cider Company	145	(53)	-27%	3,135	(1,468)	-32%	3,509	(1,464)	-29%



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Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
27	Cockrell Brothers Hard Cider	266	23	10%	3,195	(349)	-10%	3,436	(338)	-9%
28	Republic Of Cider	222	(113)	-34%	2,997	(1,852)	-38%	3,197	(1,979)	-38%
29	Slightly Furry	187	187	+++	3,168	3,168	+++	3,168	3,168	+++
30	Okanagan Specialty Fruits	192	166	+++	3,138	3,111	+++	3,149	3,122	+++
31	Outwest Wines	0	0	+++	0	0	+++	2,732	1,810	196%
32	Terramar	430	330	+++	2,564	746	41%	2,674	755	39%
33	Vashon Ciderworks	120	(92)	-43%	1,927	(579)	-23%	2,050	(614)	-23%
34	Union Hill Cider Co.	119	41	54%	1,890	240	15%	2,046	95	5%
35	Bushel & Barrel Ciderhouse	0	0	+++	0	0	+++	1,900	(15)	-1%
36	Logan Cider	131	(7)	-5%	1,570	403	35%	1,625	411	34%
37	Rootwood Cider	0	0	+++	0	0	+++	1,568	(80)	-5%
38	Alpenfire	0	0	+++	0	0	+++	1,467	153	12%
39	Dru Bru	76	(34)	-31%	1,230	(60)	-5%	1,362	(76)	-5%
40	Ragged Right Cider Project	410	303	281%	1,255	(582)	-32%	1,327	(646)	-33%
41	Whidbey Orchard	0	0	+++	0	0	+++	1,244	109	10%
42	Manchester Road Cider Company	67	(24)	-26%	950	(586)	-38%	1,074	(556)	-34%
43	Honey Moon Mead & Cider	68	(32)	-32%	1,008	142	16%	1,008	142	16%
44	Eaglemount Wine & Cider	61	(35)	-36%	721	(229)	-24%	773	(266)	-26%
45	Fierce County Cider	53	2	4%	643	(159)	-20%	699	(176)	-20%
46	Liberty Ciderworks	0	0	+++	0	0	+++	668	(171)	-20%
47	Six Point Cider	0	(17)	-100%	521	(517)	-50%	657	(426)	-39%
48	Misfit Island Cider Company	0	0	+++	0	0	+++	627	21	3%
49	Nashi Orchards	0	0	+++	0	0	+++	618	(132)	-18%
50	Dwinell Country Ale	42	16	64%	560	199	55%	590	219	59%
51	Bardia Brewing	44	(5)	-9%	534	90	20%	586	99	20%
52	Sheridan Vineyard	235	235	+++	585	585	+++	585	585	+++
53	Remlinger Farms	0	0	+++	573	219	62%	573	219	62%
54	Mela Brewing Co.	7	7	+++	272	272	+++	565	417	282%



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Total Washington Cider Shipments (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
55	Snowbird Farm & Cidery	0	0	+++	0	0	+++	564	564	+++
56	Madrone Cellars	0	0	+++	0	0	+++	540	414	+++
57	Methow Valley Winery	0	0	+++	0	0	+++	495	(314)	-39%
58	Rockridge Orchards	51	7	17%	398	(132)	-25%	451	(140)	-24%
59	Mr. B's Mead	0	0	+++	0	0	+++	444	135	44%
60	Puget Sound Cider Company	0	0	+++	0	0	+++	441	8	2%
61	Camano Cider	0	0	+++	0	0	+++	394	(50)	-11%
62	3 Dog Cider & Brewstillery	22	22	+++	384	275	251%	384	275	251%
63	Ilwaco Cider Company	0	0	+++	357	357	+++	357	357	+++
64	Pinball Cider	0	(9)	-100%	335	288	+++	338	291	+++
65	R S Graham	10	(2)	-18%	136	(95)	-41%	331	62	23%
66	The Orchard	9	(38)	-81%	308	262	+++	319	273	+++
67	Boathouse Ciderworks	0	0	+++	0	0	+++	319	(129)	-29%
68	Garden Path Fermentation	0	0	+++	0	0	+++	303	186	159%
69	Wheel Line Cider	0	0	+++	0	0	+++	299	(85)	-22%
70	Renaissance Orchards	0	0	+++	0	0	+++	297	10	3%
71	Steelhead Cider	11	(14)	-58%	268	24	10%	294	31	12%
72	Chelanraft Cider	0	0	+++	0	0	+++	266	(90)	-25%
73	Shiloh Estate Cellars	0	0	+++	0	0	+++	263	55	26%
74	Piquenique Wines	0	0	+++	0	0	+++	235	(331)	-59%
75	Watercore Cider	0	0	+++	0	0	+++	226	(26)	-10%
76	Spoiled Dog Winery	2	(14)	-86%	195	3	1%	207	12	6%
77	Tilted Tree Hard Cider	0	0	+++	0	0	+++	193	193	+++
78	Sno Gem Ciders	12	(43)	-78%	153	(812)	-84%	186	(787)	-81%
79	WooHoo Winery	0	(12)	-100%	118	88	291%	142	112	+++
80	Tart Cider	0	(120)	-100%	59	(1,242)	-95%	137	(1,206)	-90%
81	Booth Canyon Orchard	0	0	+++	0	0	+++	114	31	38%
82	Core Hero Hard Cider	0	0	+++	0	0	+++	92	13	16%



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Total Washington Cider Shipments (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
83	Plain Cellars	9	6	232%	84	24	39%	90	23	35%
84	Moulton Falls Winery	6	6	+++	83	(0)	0%	83	(0)	0%
85	Barmann Cellars	0	0	+++	0	0	+++	71	71	+++
86	Dietrich Cellars	0	0	+++	0	0	+++	68	68	+++
87	Sisters Cider House	4	(1)	-19%	53	6	13%	59	9	17%
88	Raising Cane Ranch	0	0	+++	0	0	+++	58	55	+++
89	Marshland Orchards	0	0	+++	0	0	+++	57	24	74%
90	Shawnee Hill Farm	0	0	+++	0	0	+++	54	0	0%
91	Cheval Cellars	0	0	+++	0	0	+++	49	48	+++
92	Tulip Valley Vineyard & Orchard	0	0	+++	40	40	+++	40	22	118%
93	Hard Heidis Cider	0	0	+++	0	0	+++	40	5	15%
94	Bull Biter Cidery	0	0	+++	0	0	+++	36	(119)	-77%
95	Orenda Winery	0	0	+++	0	0	+++	30	30	+++
96	Wolfkin Cider	0	0	+++	0	0	+++	23	12	115%
97	Spin Cider	0	0	+++	0	0	+++	18	(8)	-31%
98	Raincoast Farms	0	0	+++	0	0	+++	16	7	76%
99	Wildcat Creek Cider	1	1	+++	15	15	+++	16	16	+++
100	Sabbatical	0	0	+++	0	0	+++	14	14	+++
All Other Wineries		0	(255)	-100%	9	(30,814)	-100%	37	(35,167)	-100%
Top 100 Wineries - % of Total		100%			100%			100%		



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Washington Winery Shipments to Washington (9L Cases)

Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
Total All Washington Wineries		174,123	(70,540)	-29%	2,109,162	(197,537)	-9%	2,381,029	(217,388)	-8%
1	Ste. Michelle Wine Estates	50,692	(47,672)	-48%	584,616	(97,899)	-14%	630,784	(106,373)	-14%
2	Precept Brands - WA	21,943	(6,079)	-22%	237,827	(14,937)	-6%	257,516	(19,712)	-7%
3	Mark Ryan Winery	5,131	(289)	-5%	55,850	791	1%	61,854	1,484	2%
4	Maryhill Winery	2,809	(2,120)	-43%	50,228	(4,912)	-9%	52,678	(4,998)	-9%
5	Milbrandt Family Wines	5,162	1,262	32%	49,054	(1,471)	-3%	52,500	(939)	-2%
6	Goose Ridge Vineyards	2,520	(159)	-6%	47,200	14,728	45%	50,643	15,410	44%
7	DeLille Cellars	3,055	(701)	-19%	34,860	7,979	30%	38,157	8,440	28%
8	J. Bookwalter	2,549	(652)	-20%	35,231	(310)	-1%	37,258	(1,010)	-3%
9	K Vintners	1,182	(293)	-20%	33,173	(1,906)	-5%	36,472	(9,204)	-20%
10	Townshend Cellar	2,299	250	12%	25,156	4,625	23%	27,052	4,599	20%
11	L'Ecole No. 41	1,848	(753)	-29%	24,258	(953)	-4%	26,716	(746)	-3%
12	Hedges Family Estate	1,894	1,582	+++	24,701	(1,554)	-6%	26,231	(1,789)	-6%
13	Novelty Hill Winery	2,130	(949)	-31%	22,625	458	2%	25,584	(1,083)	-4%
14	Airfield Estates Winery	3,489	330	10%	23,751	(1,332)	-5%	25,419	(1,204)	-5%
15	Treveri Cellars	2,420	441	22%	21,218	5,141	32%	24,811	8,734	54%
16	Long Shadows Vintners	1,532	(323)	-17%	22,672	860	4%	24,131	1,074	5%
17	Barnard Griffin	1,808	558	45%	20,920	(489)	-2%	22,804	(15)	0%
18	Ackley Brands Ltd.	9	(5,474)	-100%	17,373	(45,493)	-72%	19,208	(48,865)	-72%
19	Tertulia Cellars	144	(64)	-31%	18,221	9,651	113%	18,376	8,997	96%
20	Dunham Cellars	1,417	(310)	-18%	13,654	(1,266)	-8%	15,131	(1,780)	-11%
21	Vintage Wine Estates (WA)	420	(1,186)	-74%	13,862	(8,116)	-37%	15,022	(8,732)	-37%
22	Saviah Cellars	1,306	(111)	-8%	13,747	164	1%	14,800	(43)	0%
23	Alexandria Nicole Cellars	1,641	198	14%	13,165	(1,407)	-10%	14,235	(1,012)	-7%
24	Kiona Vineyards Winery	711	(94)	-12%	13,131	2,819	27%	14,050	3,002	27%
25	Gorman Winery	16	16	+++	12,782	3,311	35%	12,782	3,311	35%
26	Quilceda Creek Vintners	89	19	27%	12,228	761	7%	12,230	762	7%

Excludes Cider



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Washington Winery Shipments to Washington (9L Cases)

Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
27	Fidelitas Wines	1,331	(971)	-42%	10,430	(3,451)	-25%	11,336	(4,255)	-27%
28	Sparkman Cellars	903	55	6%	10,146	331	3%	10,683	178	2%
29	Matthews Estate	842	312	59%	9,712	2,906	43%	10,243	2,775	37%
30	Hat Rack Wines	1,121	(559)	-33%	9,613	(812)	-8%	10,169	(961)	-9%
31	Abeja	1,198	773	182%	8,775	1,492	20%	9,676	2,115	28%
32	Tsillan Cellars	424	(127)	-23%	8,903	1,156	15%	9,353	1,424	18%
33	Jones Of Washington	980	(660)	-40%	8,497	(1,827)	-18%	9,169	(1,700)	-16%
34	Dusted Valley Vintners	1,166	660	130%	8,323	(1,479)	-15%	9,105	(1,627)	-15%
35	Latta Wines	711	146	26%	8,560	1,987	30%	8,982	1,855	26%
36	Doubleback	841	(683)	-45%	8,508	(494)	-5%	8,838	(266)	-3%
37	Cascade Cliffs Vineyard & Winery	738	153	26%	8,381	(1,313)	-14%	8,756	(1,475)	-14%
38	Badger Mountain Vineyards	70	70	+++	7,160	(6,593)	-48%	8,475	(6,306)	-43%
39	Oldfield Cellars	902	69	8%	7,880	97	1%	8,410	(47)	-1%
40	Caprio Cellars	770	61	9%	7,697	(762)	-9%	8,237	(671)	-8%
41	Terra Blanca Vintners Inc.	592	(467)	-44%	7,730	(1,022)	-12%	8,194	(1,165)	-12%
42	Latah Creek Wine Cellars	797	1	0%	7,178	(164)	-2%	7,711	(718)	-9%
43	Arbor Crest Wine Cellars	134	(557)	-81%	7,293	255	4%	7,655	315	4%
44	Chandler Reach Vineyards	689	35	5%	6,606	(1,071)	-14%	7,438	(399)	-5%
45	Ancient Lake Wine Company	470	95	25%	6,795	1,381	25%	7,194	1,780	33%
46	Thorntail	0	0	+++	7,182	7,182	+++	7,182	7,182	+++
47	Thurston Wolfe	360	(19)	-5%	6,533	(15)	0%	7,098	345	5%
48	Eleven Winery	391	(178)	-31%	6,695	43	1%	6,982	97	1%
49	Leonetti Cellar	72	(81)	-53%	6,314	(215)	-3%	6,363	(170)	-3%
50	Sleight of Hand Cellars	226	(332)	-59%	5,885	405	7%	6,353	262	4%
51	Mercer Wine Estates	435	(29)	-6%	5,925	(2,222)	-27%	6,251	(2,307)	-27%
52	Cairdeas Winery	141	(90)	-39%	5,908	(33)	-1%	6,245	161	3%
53	Rotie Cellars	504	(153)	-23%	5,486	(3,593)	-40%	6,211	(3,303)	-35%
54	Guardian Cellars	421	51	14%	5,673	(1,269)	-18%	6,065	(1,253)	-17%

Excludes Cider



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Washington Winery Shipments to Washington (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
55	Walla Walla Vintners	440	(237)	-35%	5,700	(1,200)	-17%	6,063	(1,198)	-16%
56	Mela Brewing Co.	289	289	+++	3,312	3,312	+++	6,015	4,405	274%
57	Lake Chelan Winery	167	(731)	-81%	5,694	(513)	-8%	5,985	(775)	-11%
58	Gard Vintners	634	(94)	-13%	5,555	(398)	-7%	5,827	(374)	-6%
59	Gilbert Cellars	471	(31)	-6%	5,058	(445)	-8%	5,587	(383)	-6%
60	Two Mountain Winery	255	(109)	-30%	5,293	(320)	-6%	5,573	(296)	-5%
61	Va Piano Vineyards	229	(51)	-18%	5,436	(488)	-8%	5,509	(656)	-11%
62	Covington Cellars	301	(87)	-22%	4,639	(1,261)	-21%	5,420	(1,086)	-17%
63	J M Cellars	0	0	+++	5,380	(9,536)	-64%	5,380	(10,108)	-65%
64	Darby Winery	537	290	117%	4,367	751	21%	5,152	1,281	33%
65	Black Heron Spirits	338	(188)	-36%	4,611	(852)	-16%	5,035	(733)	-13%
66	Brian Carter Cellars	493	(186)	-27%	4,776	259	6%	5,030	(51)	-1%
67	Isenhower Cellars	588	162	38%	4,658	(888)	-16%	4,999	(1,094)	-18%
68	Cooper Wine Co.	377	166	78%	4,115	155	4%	4,708	95	2%
69	Avaline	351	(4)	-1%	4,236	544	15%	4,618	467	11%
70	Woodward Canyon Winery	533	(207)	-28%	4,313	(600)	-12%	4,590	(607)	-12%
71	Pepper Bridge Winery	427	(116)	-21%	4,339	(114)	-3%	4,564	(121)	-3%
72	Cave B Estate Winery	680	336	98%	4,489	(426)	-9%	4,544	(426)	-9%
73	Hierophant Meadery	258	(99)	-28%	4,266	173	4%	4,457	231	5%
74	Rocky Pond Winery	194	(43)	-18%	3,365	(875)	-21%	4,440	(56)	-1%
75	Balboa Winery	297	122	69%	4,138	1,802	77%	4,329	1,764	69%
76	Cor Cellars	369	185	101%	4,089	(21)	-1%	4,284	1	0%
77	Sigillo Cellars	373	(139)	-27%	3,857	(60)	-2%	4,207	(298)	-7%
78	Duckhorn Portfolio	900	758	+++	3,981	1,404	54%	4,086	1,243	44%
79	Swiftwater Cellars	223	68	44%	3,794	515	16%	4,022	540	16%
80	Barrister Winery	230	(93)	-29%	3,505	(864)	-20%	4,021	(907)	-18%
81	Jacob Williams Winery	624	481	+++	3,788	807	27%	3,872	822	27%
82	Anthony Cellars	187	62	49%	3,435	(75)	-2%	3,870	(98)	-2%

Excludes Cider



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Washington Winery Shipments to Washington (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
83	Syncline Wine Cellars	452	(47)	-9%	3,752	(276)	-7%	3,853	(350)	-8%
84	Tagaris Winery	84	(102)	-55%	3,634	(12,220)	-77%	3,832	(12,490)	-77%
85	Pasek Cellars Winery	587	(22)	-4%	3,633	(1,134)	-24%	3,790	(1,274)	-25%
86	Westport Winery Garden Resort	506	(134)	-21%	3,581	(313)	-8%	3,770	(403)	-10%
87	Wit Cellars	138	(148)	-52%	3,493	295	9%	3,730	400	12%
88	William Weaver Wine	838	617	279%	3,355	247	8%	3,726	445	14%
89	AniChe Cellars	406	(47)	-10%	3,228	(445)	-12%	3,725	(400)	-10%
90	Tinte Cellars	577	29	5%	3,544	173	5%	3,715	175	5%
91	Revelry Vintners	257	48	23%	3,451	(434)	-11%	3,638	(455)	-11%
92	Longship Cellars	0	(364)	-100%	3,370	1,020	43%	3,619	1,270	54%
93	Tranche Cellars	150	(57)	-28%	3,488	(727)	-17%	3,608	(762)	-17%
94	Tirridis Sparkling Wines	307	(157)	-34%	3,143	463	17%	3,565	733	26%
95	Figgins Estate Toil Oregon	435	194	81%	3,307	1,852	127%	3,525	2,070	142%
96	Market Vineyards	145	(104)	-42%	3,246	(244)	-7%	3,471	(283)	-8%
97	Benson Vineyards Estate Winery	354	118	50%	3,220	(64)	-2%	3,428	45	1%
98	Reininger Winery	236	(706)	-75%	3,224	(1,898)	-37%	3,345	(2,417)	-42%
99	Valo Cellars	90	(168)	-65%	1,347	625	87%	3,255	2,506	+++
100	Gramercy Cellars	179	(26)	-13%	3,089	(998)	-24%	3,235	(1,103)	-25%
All Other Wineries		22,170	(4,969)	-18%	270,582	(34,391)	-11%	395,194	(36,851)	-9%
Top 100 Wineries - % of Total		87%			87%			83%		

Excludes Cider



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Total Non-Washington Suppliers Shipments to Washington (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
Total All Non-Washington Suppliers		654,868	(52,931)	-7%	7,525,724	(117,277)	-2%	8,210,525	(134,309)	-2%
1	Gallo	139,163	(7,596)	-5%	1,772,718	129,202	8%	1,895,035	146,656	8%
2	DFV Wines	37,439	5,904	19%	442,894	42,623	11%	477,669	17,938	4%
3	Deutsch Family Wine & Spirits	30,923	(8,286)	-21%	342,347	6,417	2%	394,677	27,872	8%
4	DC Flynt MW Selection	31,616	(22,727)	-42%	321,018	(67,143)	-17%	349,711	(79,566)	-19%
5	Constellation Brands	0	(17,864)	-100%	278,016	(47,484)	-15%	290,703	(59,645)	-17%
6	Trinchero Family Estates	19,558	8,667	80%	271,761	(52,594)	-16%	286,014	(64,963)	-19%
7	MPL Brands	28,690	(1,812)	-6%	225,213	28,837	15%	249,198	33,474	16%
8	Lea Foods Inc	138	138	+++	241,138	241,138	+++	241,138	241,138	+++
9	Southern Glazers Wine & Spirits	19,129	(3,163)	-14%	170,545	(19,397)	-10%	191,888	(19,423)	-9%
10	Beatbox Beverages	16,880	7,601	82%	172,112	90,705	111%	176,432	95,025	117%
11	Tri Vin Imports	19,282	10,057	109%	134,782	13,294	11%	156,065	14,849	11%
12	Bronco Wine Company	12,891	2,241	21%	140,510	(10,302)	-7%	153,533	(13,396)	-8%
13	Buzzballz LLC	0	(18,679)	-100%	121,058	(6,234)	-5%	127,006	(8,533)	-6%
14	Misa Imports	2,614	(13,966)	-84%	107,339	(41,446)	-28%	126,259	(22,607)	-15%
15	Link Wines & Spirits	11,020	(94)	-1%	69,794	20,922	43%	70,690	21,818	45%
16	Park Street Imports	6,484	64	1%	65,210	31,419	93%	70,466	34,453	96%
17	WX Brands	7,197	(981)	-12%	61,434	3,953	7%	67,049	5,899	10%
18	Bogle Vineyards	3,148	(4,393)	-58%	65,011	(3,452)	-5%	66,460	(6,078)	-8%
19	Latitude Wines	80	(12,499)	-99%	60,335	6,057	11%	64,261	4,375	7%
20	Ste Chapelle Winery	6,006	(2,703)	-31%	58,817	(15,123)	-20%	64,048	(18,569)	-22%
21	Ethica Wines	8,544	2,276	36%	50,350	26,777	114%	61,885	37,645	155%
22	Grape Expectations	3,885	3,885	+++	49,754	(29,333)	-37%	59,363	(27,394)	-32%
23	Winebow	7,141	1,531	27%	51,824	(69)	0%	58,886	3,178	6%
24	Plume Ridge	3,957	774	24%	54,545	3,822	8%	57,084	3,912	7%
25	The Wine Group	5,403	(2,029)	-27%	52,542	(32,275)	-38%	56,148	(36,616)	-39%
26	Sonoma Bespoke Beverages	9,298	9,298	+++	50,490	50,490	+++	50,490	50,490	+++

Excludes Cider



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Total Non-Washington Suppliers Shipments to Washington (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
27	Naked Wines	3,077	(1,347)	-30%	45,692	27,538	152%	50,092	31,932	176%
28	Palm Bay International	3,180	(2,082)	-40%	45,413	15,903	54%	49,353	16,786	52%
29	ASV Wines	3,088	(339)	-10%	46,436	(13,911)	-23%	48,580	(15,107)	-24%
30	Vineyard Brands	2,113	1,362	181%	47,556	6,025	15%	48,178	3,328	7%
31	Mionetto Usa	20,469	14,209	227%	42,825	4,722	12%	47,564	5,130	12%
32	Treasury Wine incl. Diageo	16,207	13,416	+++	49,493	14,538	42%	46,756	196	0%
33	Craftwell Cocktails	1,837	(811)	-31%	38,371	17,231	82%	42,191	21,052	100%
34	Duckhorn Vineyards	2,753	(193)	-7%	34,649	10,104	41%	36,440	8,087	29%
35	San Antonio Winery	0	(358)	-100%	36,114	16,894	88%	36,155	16,661	85%
36	Pernod Ricard USA	2,544	(1,043)	-29%	32,427	5,508	20%	35,563	4,416	14%
37	Jim Beam Brands	0	(60)	-100%	132	35	36%	33,737	33,400	+++
38	USA Wine West	1,551	(481)	-24%	29,676	(29,415)	-50%	33,531	(31,802)	-49%
39	Civ Usa	3,604	1,832	103%	28,885	(1,554)	-5%	33,461	3,022	10%
40	Fetzer Vineyards	2,636	701	36%	29,255	5,734	24%	32,758	5,080	18%
41	Kobrand Corporation	2,516	(514)	-17%	31,715	2,658	9%	32,475	(1,563)	-5%
42	Sazerac Company	6,078	6,078	+++	30,606	30,506	+++	30,606	30,495	+++
43	Delegat Usa	6,502	4,080	168%	18,453	(22,786)	-55%	30,524	(15,075)	-33%
44	JAM Cellars	375	(734)	-66%	27,233	2,797	11%	29,496	3,223	12%
45	Shaw-Ross International	2,555	(326)	-11%	26,605	3,303	14%	28,807	4,078	16%
46	Ackley Brands Ltd.	3,641	3,351	+++	28,190	26,640	+++	28,362	26,804	+++
47	Moet Hennessy USA	1,254	(1,880)	-60%	27,196	659	2%	27,446	50	0%
48	Ca' Momi / Da Ve Winery	2,473	(1,408)	-36%	24,576	(35,191)	-59%	26,115	(36,490)	-58%
49	Levecke Corporation	7,980	(4,095)	-34%	23,404	(5,182)	-18%	25,609	(3,221)	-11%
50	MHW LTD	1,127	(1,293)	-53%	21,332	(10,881)	-34%	25,143	(8,684)	-26%
51	Bracus Imports LLC	4,101	2,314	129%	22,067	(16,646)	-43%	23,943	(17,105)	-42%
52	Quintessential	2,472	1,357	122%	23,686	4,593	24%	23,841	4,097	21%
53	C. Mondavi & Family	2,123	(2,197)	-51%	23,105	(8,583)	-27%	23,129	(8,990)	-28%
54	Willamette Valley Vineyards	1,060	(1,204)	-53%	21,328	5,575	35%	23,096	6,855	42%

Excludes Cider



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Total Non-Washington Suppliers Shipments to Washington (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
55	Evaki	3,611	1,181	49%	21,365	(6,684)	-24%	23,095	(6,605)	-22%
56	Daquino Italian Imports Co	1,889	597	46%	20,016	4,304	27%	22,934	763	3%
57	J. Lohr	1,211	(184)	-13%	20,320	2,327	13%	22,007	2,508	13%
58	American Beverage Corporation	0	0	+++	21,132	(8,297)	-28%	21,927	(8,307)	-27%
59	Brown Forman	2,527	(2,296)	-48%	21,118	(9,360)	-31%	21,816	(9,268)	-30%
60	Union Wine Co	0	(4)	-100%	21,807	6,289	41%	21,809	3,836	21%
61	Vintage Wine Estates	0	(2,298)	-100%	19,456	(6,818)	-26%	21,549	(6,018)	-22%
62	Wagner Family Of Wine	2,029	(99)	-5%	20,186	5,427	37%	21,407	6,648	45%
63	Oneill Vintners & Distillers	2,200	(49)	-2%	18,285	(7,039)	-28%	20,422	(6,708)	-25%
64	La Delizia Wines Ltd.	0	(4,047)	-100%	18,134	(12,572)	-41%	19,752	(10,954)	-36%
65	Clay Street Imports LLC	1,532	(1,316)	-46%	18,172	5,233	40%	19,582	5,845	43%
66	King Estate Winery	1,143	(747)	-40%	17,153	(605)	-3%	19,405	762	4%
67	Dreyfus Ashby & Company	1,606	353	28%	16,890	(2,169)	-11%	19,223	(2,847)	-13%
68	Frederick Wildman & Sons	1,165	(315)	-21%	15,680	1,595	11%	18,957	4,312	29%
69	Precept Brands	1,006	(1,033)	-51%	16,011	314	2%	17,436	89	1%
70	Crimson Wine Group	2,492	2,328	+++	15,875	8,875	127%	16,967	8,522	101%
71	Numano Shoji Sake	1,313	189	17%	15,870	(3)	0%	16,956	(0)	0%
72	Schafer-Reichart Selections	1,310	(110)	-8%	16,330	(2,970)	-15%	16,680	(2,620)	-14%
73	8 Vini	836	(483)	-37%	14,727	(610)	-4%	15,725	(362)	-2%
74	Rodney Strong	1,837	738	67%	13,505	1,028	8%	15,418	2,822	22%
75	Majestic Fine Wines	107	(13,155)	-99%	2,937	(88,684)	-97%	15,388	(91,356)	-86%
76	Daou Vineyards	2,568	(1,507)	-37%	14,713	(829)	-5%	15,200	(1,099)	-7%
77	Lionstone International	1,928	185	11%	12,643	(1,573)	-11%	14,878	(1,617)	-10%
78	Bacardi U.S.A.	1,597	(21)	-1%	13,516	(1,338)	-9%	14,734	(3,716)	-20%
79	T. Elenteny Imports	3,073	2,714	+++	13,423	7,571	129%	14,496	8,271	133%
80	Foley Family	4,020	3,068	+++	14,146	6,945	96%	14,407	5,750	66%
81	Takara Sake	2,623	823	46%	13,018	(957)	-7%	14,040	(160)	-1%
82	Small Vineyards	2,044	1,783	+++	12,632	3,901	45%	13,100	1,887	17%

Excludes Cider



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Total Non-Washington Suppliers Shipments to Washington (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
83	Cedar Springs	280	(1,108)	-80%	11,461	4,924	75%	11,909	4,785	67%
84	Ozeki Sake (U.S.A.)	1,033	96	10%	11,881	116	1%	11,881	(93)	-1%
85	2 Towns Ciderhouse	1,136	1,055	+++	11,689	(9,555)	-45%	11,765	(13,556)	-54%
86	Bekseju Usa	607	107	21%	9,489	1,161	14%	11,560	3,041	36%
87	Sakeone Corporation	1,540	1,039	208%	10,972	4,119	60%	11,241	4,070	57%
88	Purple Wine Company	842	70	9%	9,910	(220)	-2%	10,973	300	3%
89	Michael David Winery	10	(150)	-94%	10,312	(573)	-5%	10,932	(600)	-5%
90	Total Beverage Solution	699	(1,024)	-59%	8,810	(3,225)	-27%	10,384	(2,320)	-18%
91	American Beverage Crafts Llc	1,195	1,195	+++	10,375	10,375	+++	10,375	10,375	+++
92	Terlato Wines International	2,150	1,301	153%	9,054	237	3%	10,182	724	8%
93	Santa Margherita USA	1,291	102	9%	6,575	1,441	28%	10,158	4,969	96%
94	Miller Family Wine Company	1,348	279	26%	9,270	2,098	29%	9,927	2,185	28%
95	Wines Unlimited	686	277	68%	8,633	926	12%	9,896	797	9%
96	Opici Import Company	920	159	21%	9,716	3,484	56%	9,797	3,096	46%
97	Pacific Rim Wine Merchants	948	780	+++	9,064	(4,577)	-34%	9,760	(3,881)	-28%
98	Americal Beverage Group	525	(405)	-44%	7,838	(181)	-2%	9,293	14	0%
99	K P Global	1,393	1,119	+++	7,554	1,124	17%	9,035	1,358	18%
100	Castoro Cellars	3	(942)	-100%	9,003	318	4%	9,011	(700)	-7%
All Other Wineries		54,800	(7,149)	-12%	607,080	(460,186)	-43%	698,026	(517,835)	-43%
Top 100 Wineries - % of Total		92%			92%			91%		

Excludes Cider



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Cider Shipments to Washington (9L Cases)

Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
Total All Cider Producers		116,632	(3,395)	-3%	1,638,788	(31,261)	-2%	1,768,055	(40,874)	-2%
1	Schilling Cider	28,596	(10,136)	-26%	431,538	40,242	10%	457,197	42,708	10%
2	Incline Cider Company	16,747	1,679	11%	202,246	2,347	1%	219,841	7,255	3%
3	2 Towns Ciderhouse	16,043	15,160	+++	186,833	33,880	22%	188,098	15,436	9%
4	Seattle Cider Company	10,118	(2,180)	-18%	125,505	(857)	-1%	134,303	1,439	1%
5	Tieton Cider Works	6,940	(249)	-3%	104,431	(1,558)	-1%	113,945	275	0%
6	Yonder Cider	3,078	(1,683)	-35%	70,013	13,043	23%	74,795	13,575	22%
7	Locust Cider	2,848	(2,032)	-42%	61,449	(1,792)	-3%	64,879	(2,245)	-3%
8	One Tree Hard Cider	6,693	1,412	27%	60,940	8,112	15%	63,852	7,408	13%
9	Stevens Point Brewery	1,868	1,868	+++	47,428	(11,645)	-20%	50,838	(9,957)	-16%
10	Anheuser Busch	1,187	(6,624)	-85%	25,060	(34,786)	-58%	29,109	(37,025)	-56%
11	Sun River Vintners	1,855	47	3%	20,760	(3,947)	-16%	22,531	(4,472)	-17%
12	Finnriver Cidery	1,463	(475)	-25%	20,905	877	4%	22,255	652	3%
13	Bellingham Cider Company	0	(2,821)	-100%	20,460	5,046	33%	22,177	5,571	34%
14	Vintage Wine Estates	0	0	+++	19,450	(35,959)	-65%	20,200	(35,210)	-64%
15	Avid Cider Company	1,833	639	53%	18,803	1,414	8%	19,843	1,963	11%
16	Edgefield Winery	1,207	(441)	-27%	15,726	(7,807)	-33%	17,248	(8,702)	-34%
17	Portland Cider Company	1,504	651	76%	15,565	(1,326)	-8%	17,071	(1,006)	-6%
18	Lost Giants Cider Company	332	(510)	-61%	11,259	(2,504)	-18%	12,213	(2,575)	-17%
19	19 Acres Cider Company	769	769	+++	6,190	6,190	+++	11,841	11,091	+++
20	Lake Chelan Winery	817	(152)	-16%	9,933	1,541	18%	10,518	1,240	13%
21	Baumans Cider Company	798	537	206%	9,682	1,701	21%	10,420	1,932	23%
22	Whitewood Cider	706	65	10%	7,391	1,244	20%	8,084	1,464	22%
23	The Odom Corporation	463	(253)	-35%	6,707	(2,689)	-29%	7,716	(2,188)	-22%
24	Trailbreaker Cider	318	(197)	-38%	7,078	595	9%	7,311	340	5%
25	Channel Marker	739	253	52%	6,577	1,577	32%	7,069	2,068	41%
26	Heineken Usa Incorporated	742	445	150%	6,153	(531)	-8%	6,895	(679)	-9%

WA and Non-WA Producers



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Cider Shipments to Washington (9L Cases)

Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
27	Gordon Biersch Brewing	909	454	100%	6,246	397	7%	6,587	466	8%
28	Offset Ciderworks	509	102	25%	6,052	2,573	74%	6,387	2,751	76%
29	Mill Haus	322	(12)	-4%	5,925	866	17%	6,315	922	17%
30	Thomas Clare Cellars	228	228	+++	3,012	3,012	+++	6,195	3,786	157%
31	Oddstock Cider Co.	541	332	158%	5,789	1,426	33%	5,910	1,517	35%
32	American Beverage Crafts Llc	308	308	+++	5,190	5,190	+++	5,190	5,190	+++
33	Soundbite Cider	349	(94)	-21%	4,730	(830)	-15%	5,103	(829)	-14%
34	Ward Johnson Winery	292	(129)	-31%	4,447	(124)	-3%	4,805	(111)	-2%
35	Vermont Hard Cider Company	0	(575)	-100%	4,420	(4,272)	-49%	4,420	(5,811)	-57%
36	Fence Post Cellars	402	402	+++	3,801	3,801	+++	3,801	3,801	+++
37	Double Mountain Brewery & Taproom	139	(163)	-54%	3,596	(154)	-4%	3,764	(127)	-3%
38	Winsome Ciderworks	310	301	+++	3,657	1,753	92%	3,720	1,816	95%
39	WX Brands	0	0	+++	3,516	3,516	+++	3,516	3,516	+++
40	Snowdrift Cider Company	145	(53)	-27%	3,135	(1,468)	-32%	3,509	(1,464)	-29%
41	Cockrell Brothers Hard Cider	266	23	10%	3,195	(349)	-10%	3,436	(338)	-9%
42	Republic Of Cider	222	(113)	-34%	2,997	(1,852)	-38%	3,197	(1,979)	-38%
43	Slightly Furry	187	187	+++	3,168	3,168	+++	3,168	3,168	+++
44	Okanagan Specialty Fruits	192	166	+++	3,138	3,111	+++	3,149	3,122	+++
45	Elemental Cider Co.	0	(645)	-100%	2,629	(14,264)	-84%	3,146	(15,262)	-83%
46	Blakes Hard Cider Co.	373	373	+++	3,010	3,010	+++	3,010	3,010	+++
47	MPL Brands	0	0	+++	2,991	2,991	+++	2,991	2,991	+++
48	Outwest Wines	0	0	+++	0	0	+++	2,732	1,810	196%
49	Terramar	430	330	+++	2,564	746	41%	2,674	755	39%
50	Bend Cider Co.	262	262	+++	2,620	2,620	+++	2,620	2,620	+++
51	Union Hill Cider Co.	119	41	54%	1,890	240	15%	2,046	95	5%
52	Tumalo Cider Co	291	190	188%	1,922	(348)	-15%	2,029	(463)	-19%
53	Vashon Ciderworks	120	(92)	-43%	1,861	(617)	-25%	1,984	(652)	-25%
54	Watermill Winery	45	(226)	-83%	1,881	(570)	-23%	1,968	(686)	-26%

WA and Non-WA Producers



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Cider Shipments to Washington (9L Cases)

Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
55	Bushel & Barrel Ciderhouse	0	0	+++	0	0	+++	1,900	(15)	-1%
56	MHW LTD	97	41	73%	1,627	312	24%	1,679	321	24%
57	Logan Cider	131	(7)	-5%	1,570	467	42%	1,625	475	41%
58	Merchant Du Vin	102	7	7%	1,532	(37)	-2%	1,573	(357)	-19%
59	Rootwood Cider	0	0	+++	0	0	+++	1,568	(80)	-5%
60	Alpenfire	0	0	+++	0	0	+++	1,467	153	12%
61	Dru Bru	76	(34)	-31%	1,230	(60)	-5%	1,362	(76)	-5%
62	Ragged Right Cider Project	410	303	281%	1,255	(582)	-32%	1,327	(646)	-33%
63	Total Beverage Solution	26	(156)	-85%	1,154	(266)	-19%	1,286	(213)	-14%
64	Whidbey Orchard	0	0	+++	0	0	+++	1,244	568	84%
65	Manchester Road Cider Company	67	(24)	-26%	950	(586)	-38%	1,074	(556)	-34%
66	Honey Moon Mead & Cider	68	(32)	-32%	1,008	142	16%	1,008	142	16%
67	Swift Cider	0	(422)	-100%	518	(5,492)	-91%	828	(5,452)	-87%
68	Eaglemount Wine & Cider	61	(35)	-36%	721	(229)	-24%	773	(266)	-26%
69	Fierce County Cider	53	2	4%	643	(159)	-20%	699	(176)	-20%
70	Orchard Gate	0	(252)	-100%	660	(415)	-39%	660	(691)	-51%
71	Six Point Cider	0	(17)	-100%	521	(517)	-50%	657	(426)	-39%
72	Liberty Ciderworks	0	0	+++	0	0	+++	639	(200)	-24%
73	Misfit Island Cider Company	0	0	+++	0	0	+++	627	21	3%
74	Nashi Orchards	0	0	+++	0	0	+++	618	(132)	-18%
75	Bardia Brewing	44	(5)	-9%	534	90	20%	586	99	20%
76	Remlinger Farms	0	0	+++	573	219	62%	573	219	62%
77	Mela Brewing Co.	7	7	+++	272	272	+++	565	417	282%
78	Snowbird Farm & Cidery	0	0	+++	0	0	+++	564	564	+++
79	Madrone Cellars	0	0	+++	0	0	+++	540	414	+++
80	Methow Valley Winery	0	0	+++	0	0	+++	495	(314)	-39%
81	Laughing Dog Brewing	50	50	+++	471	265	128%	471	175	59%
82	Rockridge Orchards	51	7	17%	398	(132)	-25%	451	(140)	-24%

WA and Non-WA Producers



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Cider Shipments to Washington (9L Cases)
Month of November 2024 -

Rank	Company	MTD	Change	% Chng	YTD	Change	% Chng	LTM	Change	% Chng
83	D & V International	32	32	+++	402	114	39%	445	156	54%
84	Mr. B's Mead	0	0	+++	0	0	+++	444	135	44%
85	Puget Sound Cider Company	0	0	+++	0	0	+++	441	8	2%
86	Sheridan Vineyard	90	90	+++	430	430	+++	430	430	+++
87	C. Stein	17	(28)	-63%	366	(116)	-24%	398	(93)	-19%
88	Camano Cider	0	0	+++	0	0	+++	394	(50)	-11%
89	3 Dog Cider & Brewstillery	21	21	+++	369	259	237%	369	259	237%
90	Ilwaco Cider Company	0	0	+++	357	357	+++	357	357	+++
91	R S Graham	10	(2)	-18%	136	(95)	-41%	331	62	23%
92	Blue Spring Imports	0	0	+++	330	(600)	-65%	330	(600)	-65%
93	The Orchard	9	(38)	-81%	308	262	+++	319	273	+++
94	Boathouse Ciderworks	0	0	+++	0	0	+++	319	(129)	-29%
95	Son Of Man	0	0	+++	0	0	+++	307	(799)	-72%
96	Wheel Line Cider	0	0	+++	0	0	+++	299	(85)	-22%
97	Renaissance Orchards	0	0	+++	0	0	+++	297	10	3%
98	Steelhead Cider	11	(14)	-58%	268	24	10%	294	31	12%
99	Chelancraft Cider	0	0	+++	0	0	+++	266	(90)	-25%
100	Shiloh Estate Cellars	0	0	+++	0	0	+++	263	55	26%
All Other Wineries		574	(255)	-31%	4,726	(51,164)	-92%	7,278	(58,601)	-89%
Top 100 Wineries - % of Total		100%			100%			100%		



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WA and Non-WA Producers

YTD Shipments by Top 200 Washington Wineries

Month of November 2024 -

Rank	Company	YTD	Change	% Chng	Out of State 9L	% to Out of State	WA Whls & Ret 9L	% WA to Whls & Ret	Consumers 9L	% to Consumers
Total All Washington Wineries		9,812,420	(694,449)	-6.6%	6,468,010	65.9%	2,572,172	26.2%	772,239	7.9%
1	Ste. Michelle Wine Estates	4,288,003	(391,449)	-8.4%	3,703,387	86.4%	524,319	12.2%	60,298	1.4%
2	Schilling Cider	858,032	119,494	16.2%	426,494	49.7%	431,538	50.3%	-	0.0%
3	Precept Brands - WA	802,340	(117,635)	-12.8%	564,513	70.4%	220,226	27.4%	17,601	2.2%
4	Incline Cider Company	371,075	5,671	1.6%	168,830	45.5%	201,752	54.4%	494	0.1%
5	Ancient Lake Wine Company	246,128	(149,409)	-37.8%	239,333	97.2%	6,342	2.6%	453	0.2%
6	K Vintners	179,483	(44,693)	-19.9%	146,310	81.5%	26,116	14.6%	7,057	3.9%
7	Zirkle Fruit Company	176,663	84,334	91.3%	175,092	99.1%	1,185	0.7%	385	0.2%
8	Seattle Cider Company	171,989	(7,389)	-4.1%	46,484	27.0%	122,525	71.2%	2,980	1.7%
9	Tieton Cider Works	165,472	5,600	3.5%	61,041	36.9%	103,141	62.3%	1,290	0.8%
10	Yonder Cider	121,914	47,186	63.1%	51,901	42.6%	65,971	54.1%	4,042	3.3%
11	Locust Cider	118,075	28,315	31.5%	56,626	48.0%	44,741	37.9%	16,708	14.2%
12	Ackley Brands Ltd.	113,266	(4,446)	-3.8%	95,892	84.7%	16,623	14.7%	751	0.7%
13	Goose Ridge Vineyards	100,691	5,410	5.7%	53,491	53.1%	34,836	34.6%	12,364	12.3%
14	VinMotion/Pacific Rim Winemakers	95,144	(53,773)	-36.1%	95,025	99.9%	19	0.0%	101	0.1%
15	Milbrandt Family Wines	82,210	(10,169)	-11.0%	33,156	40.3%	43,341	52.7%	5,713	6.9%
16	One Tree Hard Cider	73,009	10,801	17.4%	12,069	16.5%	59,620	81.7%	1,320	1.8%
17	Maryhill Winery	65,510	(4,207)	-6.0%	15,282	23.3%	24,873	38.0%	25,355	38.7%
18	Mark Ryan Winery	65,433	448	0.7%	9,583	14.6%	45,994	70.3%	9,856	15.1%
19	Hedges Family Estate	50,710	(3,717)	-6.8%	26,009	51.3%	22,611	44.6%	2,090	4.1%
20	J. Bookwalter	46,830	2,067	4.6%	11,598	24.8%	27,819	59.4%	7,413	15.8%
21	L'Ecole No. 41	43,576	(119)	-0.3%	19,318	44.3%	15,168	34.8%	9,090	20.9%
22	DeLille Cellars	43,086	(156,112)	-78.4%	8,226	19.1%	18,845	43.7%	16,015	37.2%
23	Barnard Griffin	41,141	3,088	8.1%	20,221	49.2%	16,714	40.6%	4,206	10.2%
24	DC Flynt MW Selection	39,872	1,332	3.5%	39,872	100.0%	-	0.0%	-	0.0%
25	Airfield Estates Winery	39,275	(10,004)	-20.3%	15,524	39.5%	14,407	36.7%	9,344	23.8%
26	Long Shadows Vintners	37,419	2,954	8.6%	14,747	39.4%	11,408	30.5%	11,264	30.1%

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27	Aquilini Brands	32,374	11,910	58.2%	29,751	91.9%	2,575	8.0%	49	0.2%
28	Badger Mountain Vineyards	30,018	(5,036)	-14.4%	22,858	76.1%	5,857	19.5%	1,303	4.3%
29	Duckhorn Portfolio	29,466	10,118	52.3%	25,485	86.5%	3,019	10.2%	962	3.3%
30	Novelty Hill Winery	28,356	(409)	-1.4%	5,731	20.2%	15,664	55.2%	6,961	24.5%
31	Townshend Cellar	27,680	4,579	19.8%	2,524	9.1%	24,500	88.5%	655	2.4%
32	Finnriver Cidery	26,674	(767)	-2.8%	4,778	17.9%	13,384	50.2%	8,511	31.9%
33	Treveri Cellars	26,278	7,450	39.6%	5,060	19.3%	16,303	62.0%	4,915	18.7%
34	Sun River Vintners	25,792	(3,466)	-11.8%	5,033	19.5%	20,082	77.9%	678	2.6%
35	Mercer Wine Estates	24,030	1,412	6.2%	18,105	75.3%	2,937	12.2%	2,988	12.4%
36	Kiona Vineyards Winery	21,347	3,950	22.7%	8,216	38.5%	9,474	44.4%	3,657	17.1%
37	Bellingham Cider Company	20,460	5,046	32.7%	0	0.0%	19,271	94.2%	1,188	5.8%
38	Matthews Estate	19,868	2,317	13.2%	10,156	51.1%	6,016	30.3%	3,697	18.6%
39	Dunham Cellars	19,379	(1,256)	-6.1%	5,725	29.5%	9,938	51.3%	3,716	19.2%
40	Hat Rack Wines	19,068	(731)	-3.7%	9,455	49.6%	8,298	43.5%	1,315	6.9%
41	Saviah Cellars	18,795	394	2.1%	5,048	26.9%	8,502	45.2%	5,245	27.9%
42	Tertulia Cellars	18,221	9,651	112.6%	0	0.0%	5,590	30.7%	12,631	69.3%
43	Lake Chelan Winery	15,626	1,027	7.0%	0	0.0%	10,087	64.6%	5,539	35.4%
44	Longrock Creek	15,411	2,883	23.0%	15,411	100.0%	-	0.0%	-	0.0%
45	Dusted Valley Vintners	15,235	(1,721)	-10.2%	6,912	45.4%	5,644	37.0%	2,679	17.6%
46	Wahluke Wine Company	15,161	(29,304)	-65.9%	15,159	100.0%	-	0.0%	2	0.0%
47	Alexandria Nicole Cellars	14,726	(837)	-5.4%	1,561	10.6%	6,309	42.8%	6,856	46.6%
48	Zero One Vintners	14,532	12,874	+++	14,063	96.8%	425	2.9%	43	0.3%
49	Doubleback	14,166	(1,421)	-9.1%	5,659	39.9%	1,469	10.4%	7,039	49.7%
50	Gorman Winery	13,870	4,172	43.0%	1,088	7.8%	4,889	35.2%	7,893	56.9%
51	Quilceda Creek Vintners	13,462	675	5.3%	1,235	9.2%	201	1.5%	12,027	89.3%
52	Terra Blanca Vintners Inc.	13,054	26	0.2%	5,325	40.8%	3,530	27.0%	4,200	32.2%
53	Thorntail	12,680	12,680	+++	5,498	43.4%	7,182	56.6%	-	0.0%
54	Cascade Cliffs Vineyard & Winery	11,610	(1,081)	-8.5%	3,229	27.8%	-	0.0%	8,381	72.2%

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55	Latta Wines	11,537	2,072	21.9%	2,977	25.8%	5,572	48.3%	2,988	25.9%
56	William Weaver Wine	11,527	45	0.4%	8,172	70.9%	3,355	29.1%	-	0.0%
57	Lost Giants Cider Company	11,259	(2,504)	-18.2%	0	0.0%	9,888	87.8%	1,371	12.2%
58	Jester & Judge	11,196	10,522	+++	11,196	100.0%	-	0.0%	-	0.0%
59	Gramercy Cellars	10,893	3,453	46.4%	7,804	71.6%	405	3.7%	2,683	24.6%
60	Sparkman Cellars	10,794	298	2.8%	648	6.0%	4,085	37.8%	6,061	56.2%
61	Abeja	10,610	1,836	20.9%	1,834	17.3%	1,617	15.2%	7,158	67.5%
62	Two Mountain Winery	10,581	(712)	-6.3%	5,288	50.0%	2,959	28.0%	2,334	22.1%
63	Fidelitas Wines	10,430	(3,451)	-24.9%	0	0.0%	1,888	18.1%	8,542	81.9%
64	Vintage Wine Estates (WA)	10,335	(13,831)	-57.2%	(3,526)	-34.1%	11,658	112.8%	2,203	21.3%
65	Crimson Wine Group (WA)	9,830	(1,108)	-10.1%	6,751	68.7%	55	0.6%	3,024	30.8%
66	Caprio Cellars	9,253	(1,199)	-11.5%	1,556	16.8%	1,711	18.5%	5,985	64.7%
67	Walla Walla Vintners	8,933	(1,259)	-12.4%	3,233	36.2%	3,137	35.1%	2,563	28.7%
68	Tsillan Cellars	8,903	1,156	14.9%	0	0.0%	-	0.0%	8,903	100.0%
69	Arbor Crest Wine Cellars	8,548	1,315	18.2%	1,254	14.7%	2,732	32.0%	4,562	53.4%
70	Jones Of Washington	8,511	(1,832)	-17.7%	14	0.2%	3,755	44.1%	4,741	55.7%
71	Fence Post Cellars	8,481	8,481	+++	4,680	55.2%	973	11.5%	2,828	33.3%
72	Rotie Cellars	8,330	(5,986)	-41.8%	2,844	34.1%	502	6.0%	4,985	59.8%
73	Va Piano Vineyards	8,254	(284)	-3.3%	2,818	34.1%	1,199	14.5%	4,237	51.3%
74	Oldfield Cellars	8,024	241	3.1%	145	1.8%	4,141	51.6%	3,739	46.6%
75	Sleight of Hand Cellars	8,013	1,040	14.9%	2,128	26.6%	2,472	30.8%	3,414	42.6%
76	Hyatt Vineyards	7,872	144	1.9%	5,487	69.7%	1,972	25.1%	413	5.2%
77	Revelry Vintners	7,681	(793)	-9.4%	4,231	55.1%	1,106	14.4%	2,345	30.5%
78	Thurston Wolfe	7,639	(77)	-1.0%	1,106	14.5%	4,987	65.3%	1,546	20.2%
79	Latah Creek Wine Cellars	7,621	(332)	-4.2%	443	5.8%	4,943	64.9%	2,236	29.3%
80	Proletariat Wine Company	7,552	28	0.4%	4,680	62.0%	2,797	37.0%	75	1.0%
81	Whitewood Cider	7,391	1,244	20.2%	0	0.0%	6,304	85.3%	1,087	14.7%
82	Leonetti Cellar	7,328	57	0.8%	1,014	13.8%	746	10.2%	5,568	76.0%

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83	Chandler Reach Vineyards	7,085	(1,098)	-13.4%	478	6.8%	4,094	57.8%	2,512	35.5%
84	Trailbreaker Cider	7,078	(399)	-5.3%	0	0.0%	3,197	45.2%	3,881	54.8%
85	Eleven Winery	6,695	43	0.6%	0	0.0%	602	9.0%	6,093	91.0%
86	Channel Marker	6,577	1,577	31.5%	0	0.0%	6,233	94.8%	345	5.2%
87	Oddstock Cider Co.	6,303	1,640	35.2%	514	8.1%	4,317	68.5%	1,473	23.4%
88	Gilbert Cellars	6,213	(614)	-9.0%	1,155	18.6%	2,631	42.4%	2,427	39.1%
89	Covington Cellars	6,151	(1,053)	-14.6%	1,513	24.6%	2,537	41.2%	2,102	34.2%
90	Gard Vintners	6,140	(928)	-13.1%	586	9.5%	1,303	21.2%	4,252	69.2%
91	Guardian Cellars	6,060	(1,247)	-17.1%	387	6.4%	1,200	19.8%	4,473	73.8%
92	Offset Ciderworks	6,052	2,573	73.9%	0	0.0%	5,948	98.3%	104	1.7%
93	Cairdeas Winery	5,932	(15)	-0.3%	24	0.4%	220	3.7%	5,688	95.9%
94	Mill Haus	5,925	866	17.1%	0	0.0%	1,651	27.9%	4,275	72.1%
95	Avaline	5,748	1,036	22.0%	1,512	26.3%	1,881	32.7%	2,355	41.0%
96	Cor Cellars	5,458	187	3.5%	1,369	25.1%	695	12.7%	3,393	62.2%
97	J M Cellars	5,380	(9,536)	-63.9%	0	0.0%	106	2.0%	5,274	98.0%
98	Secret Squirrel	5,364	(468)	-8.0%	2,747	51.2%	2,494	46.5%	123	2.3%
99	Pasek Cellars Winery	5,342	(1,231)	-18.7%	1,709	32.0%	3,075	57.6%	558	10.4%
100	Isenhower Cellars	5,334	(973)	-15.4%	676	12.7%	2,270	42.6%	2,388	44.8%
101	Sheridan Vineyard	5,097	(514)	-9.2%	3,855	75.6%	830	16.3%	412	8.1%
102	Okanagan Specialty Fruits	4,980	4,926	+++	0	0.0%	4,538	91.1%	442	8.9%
103	Woodward Canyon Winery	4,970	(808)	-14.0%	657	13.2%	926	18.6%	3,387	68.1%
104	Black Heron Spirits	4,859	(764)	-13.6%	248	5.1%	4,575	94.2%	36	0.7%
105	Desert Wind Winery	4,833	(1,075)	-18.2%	2,302	47.6%	1,198	24.8%	1,333	27.6%
106	Brian Carter Cellars	4,776	259	5.7%	0	0.0%	1,299	27.2%	3,477	72.8%
107	Balboa Winery	4,774	1,895	65.8%	636	13.3%	2,283	47.8%	1,855	38.9%
108	Pepper Bridge Winery	4,747	(215)	-4.3%	407	8.6%	486	10.2%	3,854	81.2%
109	Soundbite Cider	4,730	(830)	-14.9%	0	0.0%	3,973	84.0%	756	16.0%
110	Andrew Will Cellars	4,666	(352)	-7.0%	3,401	72.9%	746	16.0%	519	11.1%

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111	Darby Winery	4,597	(2,209)	-32.5%	230	5.0%	832	18.1%	3,534	76.9%
112	Ward Johnson Winery	4,515	(184)	-3.9%	0	0.0%	3,972	88.0%	542	12.0%
113	Hierophant Meadery	4,490	233	5.5%	225	5.0%	1,826	40.7%	2,440	54.3%
114	Cave B Estate Winery	4,489	(426)	-8.7%	0	0.0%	159	3.5%	4,331	96.5%
115	Syncline Wine Cellars	4,358	(247)	-5.4%	606	13.9%	937	21.5%	2,815	64.6%
116	Figgins Estate Toil Oregon	4,229	2,485	142.5%	922	21.8%	557	13.2%	2,750	65.0%
117	Cooper Wine Co.	4,115	155	3.9%	0	0.0%	686	16.7%	3,429	83.3%
118	Jacob Williams Winery	4,106	34	0.8%	318	7.7%	717	17.5%	3,071	74.8%
119	Anthony Cellars	3,961	(76)	-1.9%	527	13.3%	2,322	58.6%	1,113	28.1%
120	Sigillo Cellars	3,857	(60)	-1.5%	0	0.0%	236	6.1%	3,620	93.9%
121	Swiftwater Cellars	3,794	515	15.7%	0	0.0%	-	0.0%	3,794	100.0%
122	Winsome Ciderworks	3,657	1,753	92.1%	0	0.0%	3,586	98.1%	71	1.9%
123	Tagaris Winery	3,634	(12,220)	-77.1%	0	0.0%	1,741	47.9%	1,893	52.1%
124	Rocky Pond Winery	3,586	(1,244)	-25.8%	221	6.2%	666	18.6%	2,699	75.3%
125	Mela Brewing Co.	3,583	3,583	+++	0	0.0%	3,583	100.0%	-	0.0%
126	Westport Winery Garden Resort	3,581	(313)	-8.0%	0	0.0%	8	0.2%	3,573	99.8%
127	Tranche Cellars	3,579	(796)	-18.2%	91	2.5%	1,775	49.6%	1,713	47.9%
128	Longship Cellars	3,566	1,107	45.0%	197	5.5%	1,213	34.0%	2,157	60.5%
129	Wit Cellars	3,566	368	11.5%	73	2.0%	532	14.9%	2,961	83.0%
130	Tinte Cellars	3,544	173	5.1%	0	0.0%	60	1.7%	3,484	98.3%
131	Barrister Winery	3,521	(935)	-21.0%	16	0.5%	841	23.9%	2,664	75.7%
132	Elemental Cider Co.	3,467	(16,772)	-82.9%	837	24.2%	2,629	75.8%	-	0.0%
133	Tirriddis Sparkling Wines	3,327	139	4.3%	185	5.5%	1,999	60.1%	1,143	34.4%
134	Reininger Winery	3,290	(2,096)	-38.9%	66	2.0%	732	22.2%	2,492	75.7%
135	Silver Lake Winery	3,259	(876)	-21.2%	400	12.3%	2,719	83.4%	140	4.3%
136	Market Vineyards	3,246	(244)	-7.0%	0	0.0%	2,151	66.3%	1,095	33.7%
137	AniChe Cellars	3,237	(437)	-11.9%	9	0.3%	153	4.7%	3,075	95.0%
138	Snowdrift Cider Company	3,231	(1,506)	-31.8%	0	0.0%	2,943	91.1%	288	8.9%

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139	Benson Vineyards Estate Winery	3,220	(64)	-2.0%	0	0.0%	284	8.8%	2,936	91.2%
140	Cockrell Brothers Hard Cider	3,203	(351)	-9.9%	0	0.0%	1,118	34.9%	2,085	65.1%
141	Slightly Furry	3,168	3,168	+++	0	0.0%	3,168	100.0%	-	0.0%
142	Pomum Cellars	3,159	157	5.2%	553	17.5%	1,862	59.0%	744	23.5%
143	Thomas Clare Cellars	3,071	3,071	+++	0	0.0%	-	0.0%	3,071	100.0%
144	Republic Of Cider	3,065	(1,784)	-36.8%	0	0.0%	2,987	97.5%	78	2.5%
145	Sky River Meadery	3,060	(633)	-17.1%	1,742	56.9%	858	28.0%	460	15.0%
146	Echolands Winery	2,895	2,895	+++	508	17.6%	29	1.0%	2,358	81.4%
147	Pursued by Bear	2,880	(971)	-25.2%	1,085	37.7%	578	20.1%	1,217	42.2%
148	Valdemar Estates	2,844	369	14.9%	1,219	42.9%	350	12.3%	1,275	44.8%
149	ARV Wines	2,813	272	10.7%	0	0.0%	425	15.1%	2,388	84.9%
150	Rasa Vineyards	2,797	(924)	-24.8%	854	30.6%	189	6.8%	1,753	62.7%
151	Structure Cellars Winery	2,784	561	25.2%	0	0.0%	129	4.6%	2,655	95.4%
152	Hard Row to Hoe Vineyards	2,725	126	4.9%	0	0.0%	117	4.3%	2,609	95.7%
153	W Wine Project	2,608	255	10.8%	0	0.0%	-	0.0%	2,608	100.0%
154	Merry Cellars	2,606	283	12.2%	219	8.4%	497	19.1%	1,890	72.5%
155	Lost River Winery	2,566	239	10.3%	0	0.0%	1,514	59.0%	1,052	41.0%
156	Terramar	2,564	746	41.0%	0	0.0%	2,016	78.6%	548	21.4%
157	Icicle Ridge Winery	2,534	232	10.1%	0	0.0%	102	4.0%	2,432	96.0%
158	March Cellars Vital Wines	2,533	507	25.0%	360	14.2%	724	28.6%	1,450	57.2%
159	Frichette Winery	2,521	(341)	-11.9%	0	0.0%	-	0.0%	2,521	100.0%
160	Forgeron Cellars	2,511	(149)	-5.6%	25	1.0%	206	8.2%	2,280	90.8%
161	Gordon Estate	2,490	(2,501)	-50.1%	42	1.7%	1,811	72.7%	637	25.6%
162	Harbinger Winery	2,440	(420)	-14.7%	0	0.0%	737	30.2%	1,702	69.8%
163	Fielding Hills Winery	2,435	(153)	-5.9%	53	2.2%	211	8.7%	2,171	89.2%
164	Port Townsend Vineyard & Winery	2,378	(279)	-10.5%	0	0.0%	-	0.0%	2,378	100.0%
165	Camaraderie Cellars	2,336	(435)	-15.7%	100	4.3%	923	39.5%	1,313	56.2%
166	Grosgrain Vineyards	2,308	263	12.9%	399	17.3%	487	21.1%	1,423	61.6%

Includes Cider



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YTD Shipments by Top 200 Washington Wineries

Month of November 2024 -

Rank	Company	YTD	Change	% Chng	Out of State 9L	% to Out of State	WA Whls & Ret 9L	% WA to Whls & Ret	Consumers 9L	% to Consumers
167	Fletcher Bay Winery	2,162	(345)	-13.8%	0	0.0%	79	3.6%	2,084	96.4%
168	Palencia Wine Co.	2,157	(987)	-31.4%	216	10.0%	623	28.9%	1,317	61.1%
169	Fjellene Cellars	2,142	793	58.8%	0	0.0%	36	1.7%	2,106	98.3%
170	Passing Time Winery	2,130	(322)	-13.1%	0	0.0%	1,170	54.9%	960	45.1%
171	Ambassador Wines of Washington	2,126	(148)	-6.5%	0	0.0%	111	5.2%	2,014	94.8%
172	Five Star Cellars	2,114	(392)	-15.6%	200	9.5%	474	22.4%	1,440	68.1%
173	Truth teller	2,090	(178)	-7.8%	56	2.7%	513	24.5%	1,522	72.8%
174	Domaine Pouillon	2,060	182	9.7%	88	4.3%	503	24.4%	1,468	71.3%
175	Bartholomew Winery	2,056	189	10.1%	0	0.0%	300	14.6%	1,756	85.4%
176	Rio Vista Wines	2,047	722	54.5%	0	0.0%	41	2.0%	2,006	98.0%
177	Karma Vineyards	2,039	(298)	-12.7%	0	0.0%	610	29.9%	1,429	70.1%
178	S&T Wines LLC	2,019	975	93.3%	48	2.4%	583	28.9%	1,388	68.7%
179	Beaumont Cellars	2,019	106	5.6%	0	0.0%	635	31.5%	1,384	68.5%
180	Oppegaard Meadery	1,992	1,278	179.1%	0	0.0%	1,443	72.4%	549	27.6%
181	Reynvaan Family Vineyards	1,986	825	71.0%	1,316	66.3%	16	0.8%	654	32.9%
182	Pondera Winery	1,979	50	2.6%	245	12.4%	234	11.8%	1,500	75.8%
183	Mellisoni Vineyards	1,964	(207)	-9.5%	0	0.0%	149	7.6%	1,815	92.4%
184	Vashon Ciderworks	1,954	(585)	-23.0%	66	3.4%	1,440	73.7%	448	22.9%
185	Cougar Crest Estate Winery	1,952	(2,744)	-58.4%	(154)	-7.9%	383	19.6%	1,723	88.3%
186	Loop De Loop Wines	1,911	888	86.7%	924	48.4%	274	14.3%	713	37.3%
187	Union Hill Cider Co.	1,890	240	14.6%	0	0.0%	1,084	57.3%	806	42.7%
188	Three of Cups	1,881	634	50.8%	0	0.0%	460	24.5%	1,421	75.5%
189	Vin Du Lac	1,844	(350)	-15.9%	0	0.0%	347	18.8%	1,496	81.2%
190	Hightower Cellars	1,830	(159)	-8.0%	55	3.0%	870	47.5%	905	49.5%
191	Bergevin Lane Vineyards	1,797	(1,559)	-46.5%	487	27.1%	463	25.8%	847	47.1%
192	Tipsy Canyon Winery	1,789	(195)	-9.8%	0	0.0%	44	2.4%	1,745	97.6%
193	William Grassie Wine Estates	1,755	(564)	-24.3%	0	0.0%	98	5.6%	1,657	94.4%
194	Nocking Point Wines	1,753	(2,057)	-54.0%	0	0.0%	-	0.0%	1,753	100.0%

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195	Maison de Padgett Winery	1,742	(91)	-5.0%	0	0.0%	873	50.1%	870	49.9%
196	Silvara Cellars	1,733	(272)	-13.6%	0	0.0%	51	2.9%	1,682	97.1%
197	Chateau Faire Le Pont	1,733	(109)	-5.9%	0	0.0%	58	3.3%	1,675	96.7%
198	Otis Kenyon Wine	1,701	240	16.4%	686	40.3%	89	5.3%	926	54.4%
199	Bertelsen Winery	1,686	(118)	-6.5%	0	0.0%	-	0.0%	1,686	100.0%
200	Northwest Cellars	1,667	403	31.9%	0	0.0%	391	23.5%	1,276	76.5%
All Other Wineries		156,543	(64,500)	-29%	7,652	4.9%	35,288	22.5%	113,603	72.6%
Top 200 Wineries - % of Total		98%			100%		99%		85%	

Includes Cider



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