

**Best Export Markets  
For  
U.S. Wines, 2008**

**Best Export Markets for U.S Wines** was compiled by **Yasemin Aykan**, under the supervision of Maurice Kogon, Director of the El Camino College Center for International Trade Development (CITD) in Hawthorne, California. The report is based largely on 2008 Country Commercial Guides (CCGs) prepared by United States Commercial Service (USCS) posts abroad. All CCGs include a standard chapter “Leading Sectors for U.S. Exports.” This report drew from those CCGs which specifically recommended **Wine** as a best prospect for U.S. exports.

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## I. Export Market Brief

### A. Wine of fresh grapes and grape must, not over 2 liters -- HS 220421

This Market Brief provides an overview of the world market for U.S. wine falling within the HS 220421 category (**wines of fresh grapes and grape must, not over 2 liters**), based on the latest trade statistics and market research.

**Export growth:** U.S. exports of HS 220421 wines rose from \$640.9 million in 2004 to \$720.9 million in 2007, an increase of 12.5% over the four-year period.

**Leading Export Markets:** The UK and Canada were by far the leading markets for U.S. exports of HS 220421 wines in 2007 (UK: \$237.7 million, 33% of total; Canada: \$196.2 million, (27.2%). Other top markets (all valued above \$20 million) were: Japan (6.3%), Germany (4.2%), and Switzerland (3.1%). Other significant markets (above \$10 million) were: Netherlands (2.8%), Korea (2.2%), China (2.0%), France (1.8%), Denmark (1.6%), Sweden (1.5%), and Austria (1.4%).

**Fastest Growing Export Markets:** The leading markets with both high and sustained growth rates for U.S. exports of HS 220421 wines over the latest four years (2004-07 and 2006-07) were: Canada, Switzerland, Austria, China, and Korea.

**Leading Importing Countries:** The top foreign importers of HS 220421 wine in 2007 were United Kingdom (\$3.8 billion, or 21.6% of total), and Germany (\$1.7 billion, 9.8%). Other significant importers (all above \$500 million) were Canada (\$1.3 billion, 7.6%), Japan (\$844.6 million, 4.8%), Netherlands (\$831.3 million, 4.7%), Belgium (\$824.8 million, 4.7%), Switzerland (\$723.2 million, 4.1%), and Denmark (\$508.7 million, 2.9%).

**World Market Size & U.S. Share:** Total exports of HS220421 wine by major reporting countries reached \$17.6 billion in 2007, up from \$16.4 billion in 2006 (+7.63%). The U.S. was the 8<sup>th</sup> leading supplier with a 3.4% market share in 2007, topped by France (28.3%), Italy (20.1%), Australia (13.2%), Spain (7.3%), Chile (5.7%), Germany (3.8%), and Portugal (3.6%).

**Best Market Prospects:** The markets listed below appear to be particularly promising for U.S. exports of wine over the next two years, based on recommendations of in-country U.S. industry specialists. Specific U.S. export statistics on wine are available from the CITD for all countries, including those listed below. The CITD also has access to relevant trade contacts, trade opportunities and market research on each country:

Austria  
Canada  
Denmark

Germany  
Netherlands  
Russia

Switzerland  
Taiwan  
Thailand

## I. Export Market Brief

### B. Wines of fresh grapes and grape must with fermentation prevented, etc. By adding alcohol, containers holding over 2 liters – HS 220429

This Market Brief provides an overview of the world market for U.S. wine falling within the HS 220421 category (**wines of fresh grapes and grape must with fermentation prevented, etc. by adding alcohol, containers holding over 2 liters**), based on the latest trade statistics and market research.

**Export growth:** U.S. exports of HS 220429 wine rose from \$89.9 million in 2004 to \$161.5 million in 2007, an increase of 79.6% over the four-year period.

**Leading Export Markets:** Italy and the United Kingdom were by far the leading markets for U.S. exports of HS 220429 wine in 2007 (Italy: \$46.8 million, or 29.0% of total; UK: \$42.6 million, 26.4%). Other top markets (valued above \$10,000 million) were: Canada (10.1%) and Germany (10.0%).

**Fastest Growing Export Markets:** The leading markets with both high and sustained growth rates for U.S. exports of HS 220429 wine over the latest four years (2004-07 and 2006-07) were: Italy, Mexico, and Germany. Other significant and sustained growth markets over the 2004-07 periods were Canada, Denmark, France, Switzerland, Australia and China/Hong Kong.

**Leading Importing Countries:** The top foreign importers of HS 220429 wine in 2007 were Germany (\$462.5 million, or 21.2% of total), UK (\$318.5 million, 14.6%), and France (\$198.0 million, 9.1%). Other significant importers (all above \$100 million) were Sweden (\$170.4 million, 7.8%), Denmark (\$123.2 million, 5.7%), Italy (\$117.2 million, 5.4%), Belgium (\$107.1 million, 4.9%), and Switzerland (\$104.8 million, 4.8%).

**World Market Size & U.S. Share:** Total exports of HS220421 wine by major reporting countries reached \$2.18 billion in 2007, up from \$2.07 billion in 2006 (+5.4%). The U.S. was the 5<sup>th</sup> leading supplier with a 9.1% market share in 2007, topped by Italy (17.6%), France (17.5%), Spain (13.2%), and Australia (9.3%).

**Best Market Prospects:** The markets listed below appear to be particularly promising for U.S. exports of wine over the next two years, based on recommendations of in-country U.S. industry specialists. Specific U.S. export statistics on wine are available from the CITD for all countries, including those listed below. The CITD also has access to relevant trade contacts, trade opportunities and market research on each country:

Austria  
Canada  
Denmark

Germany  
Netherlands  
Russia

Switzerland  
Taiwan  
Thailand

## I. Export Market Brief

### C. Sparkling wine of fresh grapes – HS 220410

This Market Brief provides an overview of the world market for U.S. wine falling within the HS 220410 category (**Sparkling wine of fresh grapes**), based on the latest trade statistics and market research.

**Export growth:** U.S. exports of HS 220410 wine rose from \$13.6 million in 2004 to \$20.4 million in 2007, an increase of 53.6% over the four-year period.

**Leading Export Markets:** The leading markets for U.S. exports of HS 220410 wine in 2007 were Canada (\$4.95 million, or 24.2% of total), Japan (18.2%), Mexico (10.3%), Cayman Islands (7.7%), and United Kingdom (5.1%).

**Fastest Growing Export Markets:** The leading markets with both high and sustained growth rates for U.S. exports of HS 220410 wines over the latest four years (2004-07 and 2006-07) were: Russia, United Kingdom, and Australia. Other significant growth markets over the 2004-07 periods were Mexico and New Zealand.

**Leading Importing Countries:** The top foreign importers of HS220410 wine in 2007 were United Kingdom (\$872.9 million, or 19.4% of total) and Germany (\$500.9 million, 11.2%). Other significant importers (all above \$150 million) were Belgium (10.7%), Japan (8.1%), Italy (6.4%), Spain (4.3%), and Switzerland (3.8%).

**World Market Size & U.S. Share:** Total exports of HS220421 wine by major reporting countries reached \$4.49 billion in 2007, up from \$3.99 billion in 2006 (+12.47%). The U.S. was the 10<sup>th</sup> leading supplier with a .04% market share in 2007, topped by France (72.5%), Italy (10.4%), Spain (7.9%), Germany (2.0%), Australia (1.6%), UK (1.1%), Belgium, (.07%) and New Zealand (.04%).

**Best Market Prospects:** The markets listed below appear to be particularly promising for U.S. exports of wine over the next two years, based on recommendations of in-country U.S. industry specialists. Specific U.S. export statistics on wine are available from the CITD for all countries, including those listed below. The CITD also has access to relevant trade contacts, trade opportunities and market research on each country:

Austria  
Canada  
Denmark

Germany  
Netherlands  
Russia

Switzerland  
Taiwan  
Thailand

## II. Market Potential Indicators

**A. Top 25 U.S. Export Markets for Wines, by Country.** These tables show the leading and fastest growing markets for U.S. Wines in HS categories 220421, 220429, and 220410, over the past several years. Source: [www.wisetrade.org](http://www.wisetrade.org)

1. **Wine of fresh grapes and grape must, not over 2 liters (HS 220421)**
2. **Wine of fresh grapes and grape must, over 2 liters (HS 220429)**
3. **Sparkling wine of fresh grapes (HS 220410)**

**B. Top 25 World Exporters/Importers & U.S. Share: Wines, 2007, by Country.** This table shows the U.S. and competitor-country shares of total world exports and imports of Wines. Source: [www.wisetrade.org](http://www.wisetrade.org)

1. **Wine of fresh grapes and grape must, not over 2 liters (HS 220421)**
2. **Wine of fresh grapes and grape must, over 2 liters (HS 220429)**
3. **Sparkling wine of fresh grapes (HS 220410)**

## II. Market Potential Indicators

### II. A-1. Top 30 U.S. Export Markets 2004-2007

Wine of fresh grapes and grape must with fermentation prevented, etc. By adding alcohol, containers of not over 2 liters – HS 220421

Country	2004	2005	2006	2007	% Change	% Change	% Total
	<i>In 1,000 Dollars</i>				2004-07	2006-07	2007
United Kingdom	256,758	128,038	224,216	237,725	-7.4%	6.0%	32.97%
Canada	96,684	117,453	156,799	196,151	102.9%	25.1%	27.21%
Japan	42,916	52,678	57,966	45,666	6.4%	-21.2%	6.33%
Germany	22,971	20,182	35,223	29,984	30.5%	-14.9%	4.16%
Switzerland	13,692	11,051	13,891	22,469	64.1%	61.8%	3.12%
Netherlands	83,123	30,994	36,595	19,819	-76.2%	-45.8%	2.75%
Korea	6,638	8,641	10,088	15,991	140.9%	58.5%	2.22%
China	5,234	5,472	8,409	14,495	176.9%	72.4%	2.01%
France	10,245	9,435	18,529	12,869	25.6%	-30.5%	1.79%
Denmark	13,463	18,253	19,725	11,782	-12.5%	-40.3%	1.63%
Sweden	5,957	19,211	18,803	11,171	87.5%	-40.6%	1.55%
Austria	88	189	7,531	10,228	11522.7%	35.8%	1.42%
Singapore	3,393	2,954	4,888	7,711	127.3%	57.8%	1.07%
Taiwan	5,338	6,016	5,297	6,435	20.6%	21.5%	0.89%
Hong Kong	3,673	4,303	4,576	6,060	65.0%	32.4%	0.84%
Ireland	13,506	6,653	7,893	5,588	-58.6%	-29.2%	0.78%
Bahamas	1,792	2,980	3,374	5,295	195.5%	56.9%	0.73%
Russia	1,668	2,104	2,653	5,201	211.8%	96.0%	0.72%
Belgium	7,054	6,432	4,718	4,242	-39.9%	-10.1%	0.59%
Finland	3,377	5,068	4,638	4,159	23.2%	-10.3%	0.58%
Philippines	5,308	5,677	3,788	3,880	-26.9%	2.4%	0.54%
Mexico	5,348	6,341	6,388	3,791	-29.1%	-40.7%	0.53%
Bermuda	1,888	2,488	2,850	3,312	75.4%	16.2%	0.46%
Italy	5,710	4,308	886	2,506	-56.1%	182.8%	0.35%
United Arab Emirates	1,489	1,807	1,191	2,106	41.4%	76.8%	0.29%
Cayman Is	1,036	1,589	1,783	2,026	95.6%	13.6%	0.28%
Netherlands Ant	2,041	1,724	1,973	1,987	-2.6%	0.7%	0.28%
Thailand	952	1,279	1,388	1,885	98.0%	35.8%	0.26%
Panama	690	1,087	2,266	1,856	169.0%	-18.1%	0.26%
Australia	3,600	3,915	2,633	1,838	-48.9%	-30.2%	0.25%
<b>Subtotal :</b>	<b>625,632</b>	<b>488,322</b>	<b>670,958</b>	<b>698,228</b>	<b>11.6%</b>	<b>4.1%</b>	<b>96.85%</b>
<b>All Other:</b>	<b>15,267</b>	<b>19,691</b>	<b>19,201</b>	<b>22,714</b>	<b>48.8%</b>	<b>18.3%</b>	<b>3.15%</b>
<b>Total</b>	<b>640,899</b>	<b>508,013</b>	<b>690,159</b>	<b>720,942</b>	<b>12.5%</b>	<b>4.5%</b>	<b>100.0%</b>

## II. Market Potential Indicators

### II. A-2. Top 30 U.S. Export Markets 2004-2007

Wine of fresh grapes and grape must with fermentation prevented, etc. By adding alcohol, containers over 2 liters – HS 220429

Country	2004	2005	2006	2007	% Change	% Change	% Total
	<i>In 1,000 Dollars</i>				2004-07	2006-07	2007
Italy	6,749	38,163	45,865	46,854	594.2%	2.2%	29.02%
United Kingdom	41,572	20,625	42,115	42,591	2.5%	1.1%	26.38%
Canada	14,000	13,333	13,926	16,299	16.4%	17.0%	10.09%
Germany	3,326	5,459	6,327	16,177	386.4%	155.7%	10.02%
Japan	7,114	5,046	5,530	6,359	-10.6%	15.0%	3.94%
Macao	0	0	500	4,808	NA	862.0%	2.98%
Mexico	102	212	504	4,487	4299.0%	789.4%	2.78%
Denmark	511	500	909	3,922	667.5%	331.3%	2.43%
France	2,053	155	862	3,217	56.7%	273.3%	1.99%
Switzerland	195	52	117	2,167	1011.3%	1747.0%	1.34%
Australia	45	124	298	1,797	3893.3%	502.2%	1.11%
Belgium	6,158	4,837	2,929	1,452	-76.4%	-50.4%	0.90%
Hong Kong	261	310	865	1,184	353.6%	36.9%	0.73%
China	99	420	736	968	877.8%	31.5p%	0.60%
Singapore	558	215	603	858	53.8%	42.2%	0.53%
Jamaica	0	8	223	785	NA	251.2%	0.49%
Netherlands	2,447	2,901	1,209	628	-74.3%	-48.0%	0.39%
Philippines	309	153	351	582	88.3%	65.7%	0.36%
Finland	962	385	480	510	-47.0%	6.3%	0.32%
St Lucia Is	20	3	171	473	2265.0%	176.3%	0.29%
Malaysia	110	170	205	445	304.5%	117.3%	0.28%
Taiwan	68	567	839	370	444.1%	-55.9%	0.23%
Thailand	74	0	57	331	347.3%	480.2%	0.20%
Bahamas	150	103	467	331	120.7%	-29.2%	0.20%
Dominican Rep	211	385	249	321	52.1%	28.6%	0.20%
Barbados	119	0	0	318	167.2%	N/A	0.20%
Brazil	19	271	74	309	1526.3%	316.4%	0.19%
Austria	0	0	0	241	NA	N/A	0.15%
Guyana	0	0	8	224	NA	2662.0%	0.14%
Norway	41	91	0	185	351.2%	N/A	0.11%
<b>Subtotal :</b>	<b>87,273</b>	<b>94,488</b>	<b>126,419</b>	<b>159,193</b>	<b>82.4%</b>	<b>25.9%</b>	<b>98.59%</b>
<b>All Other:</b>	<b>2,615</b>	<b>3,352</b>	<b>3,491</b>	<b>2,276</b>	<b>-13.0%</b>	<b>-34.8%</b>	<b>1.41%</b>
<b>Total</b>	<b>89,888</b>	<b>97,840</b>	<b>129,910</b>	<b>161,469</b>	<b>79.6%</b>	<b>24.3%</b>	<b>100.0%</b>

## II. Market Potential Indicators

### II. A-3. Top 30 U.S. Export Markets 2004-2007

#### Sparkling wine of fresh grapes – HS 220410

Country	2004	2005	2006	2007	% Change	% Change	% Total
	<i>In 1,000 Dollars</i>				2004-07	2006-07	2007
Canada	2,881	3,276	4,174	4,952	71.9%	2.2%	24.23%
Japan	4,469	1,878	1,390	3,714	-16.9%	1.1%	18.17%
Mexico	865	1,202	348	2,104	143.2%	17.0%	10.29%
Cayman Is	414	491	778	1,576	280.7%	155.7%	7.71%
United Kingdom	184	1,153	2,208	1,041	465.8%	15.0%	5.09%
Netherlands	124	453	806	807	550.8%	862.0%	3.95%
Germany	85	95	248	645	658.8%	789.4%	3.16%
Korea	400	436	134	482	20.5%	331.3%	2.36%
France	876	3	109	449	-48.7%	273.3%	2.20%
Russia	6	6	18	351	5750.0%	1747.0%	1.72%
Jamaica	288	277	286	350	21.5%	502.2%	1.71%
China	53	22	108	339	539.6%	-50.4%	1.66%
Taiwan	51	60	115	309	505.9%	36.9%	1.51%
Colombia	105	127	250	272	159.0%	31.5%	1.33%
Hong Kong	108	44	85	232	114.8%	42.2%	1.13%
Aruba	335	409	239	229	-31.6%	251.2%	1.12%
Australia	17	99	82	225	1223.5%	-48.0%	1.10%
Haiti	33	154	20	191	478.8%	65.7%	0.93%
Switzerland	106	10	39	181	70.8%	6.3%	0.89%
Trin & Tobago	11	43	22	175	1490.9%	176.3%	0.86%
Costa Rica	0	22	83	170	NA	117.3%	0.83%
Panama	23	30	0	126	447.8%	-55.9%	0.62%
Slovenia	0	0	0	106	NA	480.2%	0.52%
Netherlands Ant	177	333	112	103	-41.8%	-29.2%	0.50%
Bahamas	116	94	57	92	-20.7%	28.6%	0.45%
New Zealand	31	0	0	91	193.5%	N/A	0.45%
Honduras	49	694	55	74	51.0%	316.4%	0.36%
Philippines	21	122	48	72	242.9%	N/A	0.35%
Greece	28	0	11	71	153.6%	2662.0%	0.35%
Belgium	84	387	112	70	-16.7%	N/A	0.34%
<b>Subtotal :</b>	<b>11,940</b>	<b>11,920</b>	<b>11,937</b>	<b>19,599</b>	<b>64.1%</b>	<b>25.9%</b>	<b>95.9%</b>
<b>All Other:</b>	<b>1,626</b>	<b>1,549</b>	<b>1,367</b>	<b>842</b>	<b>-48.2%</b>	<b>-34.8%</b>	<b>4.12%</b>
<b>Total</b>	<b>13,566</b>	<b>13,469</b>	<b>13,304</b>	<b>20,441</b>	<b>50.7%</b>	<b>24.30%</b>	<b>100.0%</b>

## II. Market Potential Indicators

### II. B. 1. 25 World Exporters/Importers & U.S. Share, 2007

**Wine of fresh grapes and grape must fermentation prevented, etc.  
By adding alcohol, containers of not over 2 litres – HS 220421**

Exporting Countries	2007	%share 2007	Importing Countries	2007	%share 2007
All Countries	\$17,612,605,510	100.00%	All Countries	\$17,612,605,510	100.00%
France	\$4,979,522,206	28.30%	United Kingdom	\$3,809,301,810	21.63%
Italy	\$3,535,378,479	20.10%	USA	\$3,804,461,011	21.60%
Australia	\$2,333,869,373	13.30%	Germany	\$1,730,689,280	9.83%
Spain	\$1,285,614,840	7.30%	Canada	\$1,332,874,038	7.57%
Chile	\$1,008,513,520	5.70%	Japan	\$844,578,186	4.80%
Germany	\$674,232,220	3.80%	Netherlands	\$831,293,540	4.72%
Portugal	\$635,970,116	3.60%	Belgium	\$824,835,400	4.68%
USA	\$591,213,084	3.40%	Switzerland	\$723,242,698	4.11%
New Zealand	\$552,657,059	3.10%	Denmark	\$508,650,520	2.89%
South Africa	\$529,207,969	3.00%	France	\$481,388,260	2.73%
Argentina	\$364,981,357	2.10%	Sweden	\$368,450,900	2.09%
United Kingdom	\$277,921,220	1.60%	Ireland	\$338,730,930	1.92%
Belgium	\$115,877,839	0.70%	Australia	\$203,854,627	1.16%
Netherlands	\$107,635,186	0.60%	Hong Kong	\$184,659,127	1.05%
Austria	\$93,418,212	0.50%	China	\$184,132,019	1.05%
Switzerland	\$70,734,853	0.40%	Poland	\$158,434,030	0.90%
Greece	\$58,779,653	0.30%	Brazil	\$156,310,070	0.89%
Denmark	\$58,646,368	0.30%	Austria	\$151,985,930	0.86%
Hungary	\$54,955,214	0.30%	Finland	\$137,315,870	0.78%
Bulgaria	\$44,414,748	0.30%	Czech Rep.	\$95,971,710	0.54%
Moldova	\$20,091,388	0.10%	New Zealand	\$93,116,897	0.53%
Israel	\$18,737,121	0.10%	Spain	\$87,349,110	0.50%
Luxembourg	\$14,714,573	0.10%	Taiwan	\$87,199,148	0.50%
Czech Rep.	\$12,497,997	0.10%	Italy	\$72,786,820	0.41%
Canada	\$12,361,937	0.10%	Luxembourg	\$71,247,450	0.40%

## II. Market Potential Indicators

### II. B.2. Top 25 World Exporters/Importers & U.S. Share, 2007

**Wine of fresh grapes and grape must with fermentation prevented, etc.  
By adding alcohol, containers holding over 2 liters – HS 220429**

Exporting Countries	2007	%share 2007	Importing Countries	2007	%share 2007
<b>All Countries</b>	\$2,177,190,285	100.00%	<b>All Countries</b>	\$2,177,190,285	100.00%
Italy	\$383,749,000	17.60%	Germany	\$462,464,250	21.20%
France	\$381,745,964	17.50%	United Kingdom	\$318,538,610	14.60%
Spain	\$287,235,855	13.20%	France	\$198,040,970	9.10%
Australia	\$201,826,498	9.30%	Sweden	\$170,374,320	7.80%
USA	\$198,778,100	9.10%	Denmark	\$123,214,210	5.70%
Chile	\$181,829,485	8.40%	Italy	\$117,167,880	5.40%
South Africa	\$145,007,739	6.70%	Belgium	\$107,113,340	4.90%
Germany	\$59,931,240	2.80%	Switzerland	\$104,843,859	4.80%
United Kingdom	\$54,923,181	2.50%	USA	\$92,135,746	4.20%
Macedonia	\$48,325,201	2.20%	Canada	\$63,445,157	2.90%
Argentina	\$43,905,158	2.00%	China	\$60,498,960	2.80%
Portugal	\$39,163,927	1.80%	Czech Rep.	\$51,327,750	2.40%
Denmark	\$28,067,593	1.30%	Finland	\$43,244,780	2.00%
Hungary	\$22,567,211	1.00%	Netherlands	\$39,459,230	1.80%
Austria	\$17,085,490	0.80%	Portugal	\$36,310,940	1.70%
New Zealand	\$10,188,838	0.50%	Japan	\$31,730,686	1.50%
Slovakia	\$9,632,380	0.40%	Bulgaria	\$21,727,550	1.00%
Morocco	\$8,674,120	0.40%	Austria	\$13,226,260	0.60%
Romania	\$7,590,123	0.30%	Romania	\$12,214,560	0.60%
Greece	\$7,249,700	0.30%	Slovakia	\$11,734,530	0.50%
Belgium	\$5,336,588	0.20%	Spain	\$11,646,450	0.50%
Luxembourg	\$5,291,525	0.20%	New Zealand	\$11,125,121	0.50%
Bulgaria	\$3,531,198	0.20%	Croatia	\$9,943,834	0.50%
Cyprus	\$3,075,512	0.10%	Hungary	\$8,160,540	0.40%
Czech Rep.	\$1,987,136	0.10%	Luxembourg	\$6,945,620	0.30%

## II. Market Potential Indicators

### II. B. 3 Top 25 World Exporters/Importers & U.S. Share, 2007

#### Sparkling wine of fresh grapes – HS 220410

Exporting Countries	2007	%share 2007	Importing Countries	2007	%share 2007
<b>All Countries</b>	<b>\$4,490,404,899</b>	<b>100.00%</b>	<b>All Countries</b>	<b>\$4,490,404,899</b>	<b>100.00%</b>
France	\$3,256,140,067	72.50%	United Kingdom	\$872,781,360	19.40%
Italy	\$465,050,576	10.40%	USA	\$727,348,023	16.20%
Spain	\$355,964,399	7.90%	Germany	\$500,938,140	11.20%
Germany	\$87,889,057	2.00%	Belgium	\$480,946,580	10.70%
Australia	\$73,570,710	1.60%	Japan	\$365,958,733	8.10%
United Kingdom	\$50,525,054	1.10%	Italy	\$287,225,220	6.40%
Netherlands	\$45,227,621	1.00%	Spain	\$191,150,890	4.30%
Belgium	\$30,198,868	0.70%	Switzerland	\$171,817,648	3.80%
New Zealand	\$18,802,219	0.40%	Netherlands	\$130,514,600	2.90%
USA	\$17,183,548	0.40%	Australia	\$114,531,256	2.60%
Luxembourg	\$12,467,246	0.30%	Canada	\$87,715,720	2.00%
Hungary	\$9,099,666	0.20%	Austria	\$66,113,170	1.50%
Singapore	\$8,206,281	0.20%	Sweden	\$62,792,440	1.40%
South Africa	\$6,208,529	0.10%	France	\$53,480,900	1.20%
Switzerland	\$5,627,107	0.10%	Denmark	\$46,880,730	1.00%
Denmark	\$5,542,416	0.10%	Ireland	\$32,181,340	0.70%
Austria	\$5,419,995	0.10%	Finland	\$30,711,240	0.70%
Ukraine	\$4,610,261	0.10%	Luxembourg	\$27,268,980	0.60%
Chile	\$4,056,209	0.10%	New Zealand	\$27,000,281	0.60%
Argentina	\$3,889,887	0.10%	Portugal	\$25,767,000	0.60%
Portugal	\$2,501,933	0.10%	Greece	\$19,889,500	0.40%
Czech Rep.	\$2,291,905	0.10%	Poland	\$18,757,050	0.40%
Panama	\$2,034,290	0.00%	Hong Kong	\$18,406,575	0.40%
Lithuania	\$1,993,844	0.00%	Brazil	\$18,323,408	0.40%
Latvia	\$1,773,664	0.00%	Latvia	\$14,996,100	0.30%

### **III. Best-Prospect Market Assessments**

Following are overviews of “best prospect” markets for Wines, based on observations of U.S. Commercial Service (USCS) posts in each country. The countries appear in alphabetical order. For more detailed market research on Wines in these and other specific markets, see relevant Market Research Reports listed in Section V. For general commercial and economic information on individual countries, see the relevant Country Commercial Guides (CCGs).

#### **AUSTRIA**

Austria’s average wine output is about 2.5 million hectoliters/year, which corresponds roughly to annual domestic wine consumption. Large quantities of wine are imported and exported. The predominant suppliers are Italy, France, Germany, and Spain, which supply mostly red wines. The import duty for non-EU wines is high. However, there is a niche market for California wine, particularly high quality red wine. Demand for good quality, inexpensive U.S. wine priced from \$5-\$10 dollar a bottle is increasing. The main competitors for U.S. wines are Chilean and Australian wines. A large share of California wines is imported through German wholesalers and does not appear as a U.S. import in the official trade statistics. The numbers below show only wines imported directly into Austria.

#### **CANADA**

Imports account for approximately 70% of the total Canadian wine market, which Statistics Canada reports was valued at \$3.5 billion during 2006, a figure based on sales by Canadian liquor authorities and their sales agents, but not including the value of served beverages by other business establishments. Despite strong competition from French, Australian and Italian wines, U.S. wines captured approximately 13% of total Canadian imported retail wine sales during 2006. Red wine is the most popular import, accounting for about 80% of imported wines. The increased purchasing power of the Canadian dollar and general economic prosperity in the most populated provinces resulted in an increased consumer demand for wine. In fact, in Alberta, the energy sector-related economic boon vaulted total wine sales in that province by almost 30% above the year earlier level. According to a recent study by Statistics Canada, the value of total wine sales in Canada surpassed spirit alcohol sales for the first time during 2005. Red wines accounted for 54% of all sales of wines in Canada, while white wines captured 32% of the market. The balance was vermouth, champagne, etc. The statistical agency also reported that in terms of volume, wine sales were up 5.9%, twice the rate of growth of 2.9% in the volume of spirits.

#### **DENMARK**

In a steadily expanding market, the U.S. market share has increased considerably for wine in comparison to a decade ago. U.S. wine is now well-recognized, and the market share is expected to continue to grow, potentially up to 7-8% in a few years. Smaller importers are constantly looking for suppliers of small quantities, and larger importers are constantly looking for exporters who can supply amounts of about 250,000 liters/year. Currently, many “up-market”

smaller producers are selling their wines in Denmark along with the larger producers; each has found a market here.

## **GERMANY**

Germany is the world's largest importer of wine. In 2006, German wine imports were valued at more than \$2.4 billion. Italy, France and Spain are the leading suppliers of wine to Germany, with a combined import market share of nearly 79%. U.S. wines, together with other “new-world” wines, have developed an increasingly good reputation for quality in the German market. In 2006, the value of Germany's imports of U.S. wines totaled approximately \$54 million.

## **NETHERLANDS**

The Netherlands is a net importer of wines. The domestic commercial wine production is growing but still very small. The wine market is doing well and is expected to continue to grow, driven by a growing per capita consumption of wines. Especially the market for new world wines is growing. Industry sources expect that sales of wines from these countries will overtake sales of wines from traditional countries by 2010. This development provides an opportunity for the U.S. industry, although it faces tough competition from other countries. The Dutch consumer and HRI industry has to be educated about the quality and diversity of U.S. wines. For more information about the Dutch wine sector please visit the website of the Product Board of Wine at: <http://www.wijninfo.nl>.

## **RUSSIA**

In 2006, Russian wine imports dipped slightly, to \$540 million, due to import bans on Moldova and Georgia, but rebounded in 2007. As of September 2007, wine imports were up 60% over year-previous levels, but the U.S. remained underrepresented, with only \$1.8 million (0.3%) of sales in 2006 and sales up by about 19% in 2007. The major competitors are EU countries, especially France and Bulgaria, which enjoy geographic advantage and historic trade ties in this market. Aggressive marketing of U.S. wines, including promotional events at the U.S. Ambassador's residence, has yielded results.

## **SWITZERLAND**

U.S. wines continue to show a strong shelf presence against tough world and local competition in the retail outlets. There is good demand for higher quality wines, at higher prices, in the restaurant and hotel sector. Distribution of U.S. wines is relatively well established throughout Switzerland. Swiss imports of U.S. wine remained strong at approximately \$25 million in 2005.

## **TAIWAN**

The Taiwan market for wine and spirits has roots that run long and deep. Like many markets in East Asia, Taiwan consumers have long been familiar with grain-based alcoholic drinks - both fermented and distilled. Although the United States (especially California) is recognized as one of the world's top wine producing areas and has been well accepted in Taiwan in the past few

years, it is facing increased competition from both old and new world wines. The low pricing strategy in recent years from the hypermarkets has exacerbated the competition and lots of cheap entry level wines from Chile and France have flooded the wine markets in both the foodservice and retail sectors. In spite of the decreasing volume of U.S. wine exports to Taiwan in the past two years, the total value of imported U.S. wine is gradually increasing.

## **THAILAND**

The major players in the Thai wine import market are Australia, France, Italy, Chile and the United States. The value of imported wines has grown 51% from \$17 million in 2006 to \$25 million in 2007. Australia leads with 34% market share, followed by France with 31%, Italy with 12%, and Chile with 7%. The U.S. is currently ranked as the fifth largest supplier with a 5% market share.

Wine consumption in Thailand is forecasted to gradually increase annually due to its popularity among an affluent minority of Thai consumers. Wine consumption remains limited due to high tariffs, excise taxes and other tax burdens on imported wines. Consequently Thai consumers perceive U.S. wines as expensive, and for the high-end market. Meanwhile, Australian, Italian and Chilean wines are viewed as more affordable. Although consumers now enjoy a greater variety of wine available on the shelves in hypermarkets, supermarkets and wine shops, price is still key in purchasing a bottle of wine. In Thailand, red wine accounts for 82% of the total wine market and the balance goes to other wines. The most popular varieties for red wines are Cabernet Sauvignon, Shiraz, and Merlot. There is potential growth in the market segments of dry white, sweet, and dessert wine. Chardonnay and Sauvignon Blanc are well known in the white wine category.

## IV. Trade Events

Trade events, such as trade shows, trade missions and catalog shows, offer excellent opportunities for face-to-face interaction with foreign buyers and distributors. Of the many U.S. and international events held throughout the year, some are vertical (single industry theme) and some horizontal (many industries represented). The events organized or approved by the U.S. Departments of Commerce and Agriculture can be especially useful for first-time or infrequent participants – they require less lead time to register and typically involve more handholding.

The Trade-Event Scheduling Web sites listed below allow selective searches for upcoming events by industry, location, type and date. They typically provide the event organizer, event descriptions and costs, and people to contact for more information. To find upcoming events for U.S. wines, use industry search terms relating to **Wine, Beverages, Alcoholic Beverages, or Processed Food**.

### **Schedules for U.S. Government Organized or Sponsored Events**

**Domestic USDOC Events:** [http://www.export.gov/comm\\_svc/us\\_event\\_search.html](http://www.export.gov/comm_svc/us_event_search.html)

**International USDOC Events:** [http://www.export.gov/comm\\_svc/us\\_event\\_search.html](http://www.export.gov/comm_svc/us_event_search.html)

**USDA (Food & agriculture) Events:**  
<http://www.fas.usda.gov/scripts/agexport/EventQuery.asp>

### **Schedules for Commercially Organized Events**

**TSNN** (<http://www.tsn.com/>)

**ExpoWorldNet** (<http://www.expoworld.net/>)

**Exhibition Center - Foreign Trade Online** (<http://www.foreign-trade.com/exhibit.htm>)

**BizTrade Trade Show Directory** (<http://www.biztradeshows.com/>)

**Exhibitor Online Trade Show Directory** (<http://www.exhibitoronline.com/shows/>)

## V. Available Market Research

### Wine

The reports listed below are country-specific market surveys relating to wine written by resident U.S. agricultural attaches in each country. Many of these reports analyze demand trends, the competition, business practices, distribution channels, promotional opportunities, and trade barriers.

All the reports can be obtained at no cost from the USDA/Foreign Agricultural Service Website:  
<http://www.fas.usda.gov/scriptsw/attacherep/default.asp>

or from:

CENTER FOR INTERNATIONAL TRADE DEVELOPMENT  
 13430 Hawthorne Blvd, Hawthorne, California 90250 USA  
 Phone: (310) 973-3173 Fax: (310) 973-3132 E-mail: [mkogon@elcamino.edu](mailto:mkogon@elcamino.edu)

<b>Argentina</b>	<b>Annual Highlight:</b> Marketing year (MY) 2009/2010 grape production is forecast to increase as younger vineyards will enter into production. The Argentine wine industry continues to grow domestically and internationally. Domestically, the consumption of fine/premium wines continues to increase and in MY 2007/2008 overall domestic consumption increased for the first time in 20 years. Internationally, Argentine wine exports continue to expand. Imports continue to be negligible due to the high cost of imported products, and the preference of the Argentine consumer for local wine.	<b>May 1 2008</b>
<b>Australia</b>	<b>Annual Highlight:</b> The Australian wine industry has continued to grapple with the serious issues of drought, low prices and high stock levels. Total wine grape production for the 2007/08 vintage is forecast at 1,500 TMT. Despite the forecast improvement in production, a vintage of 1,500 TMT would be considered an average size crop. Total exports for 2007/08 are forecast at a record 8,400 THL (840 million liters), up over five percent on the 7,970 THL estimated for the previous year	<b>Mar 4 2008</b>
<b>Belarus</b>	<b>Wine Trade and Consumption Habits: Highlight:</b> The most popular alcoholic drinks in Belarus have traditionally been vodka, vodka-based beverages, beer and fortified berry and fruit wine. However, consumption of grape wine is growing and quality imported grape wine can now be found in almost every store that sells alcohol.	<b>Oct 9 2007</b>
<b>Bulgaria</b>	<b>EU accession impact on the wine market Highlight:</b> Bulgarian wine industry is progressing well with increased exports and new investments in vine production and wine manufacturing. Wine imports in 2006 were record high at about USD 10.0 million with a growing share of bottled wines.	<b>May 14 2007</b>
<b>Canada</b>	<b>Exporting Wine to Canada Highlight:</b> Alcoholic beverages can only be imported into Canada through a liquor board/commission in the province where the product will be consumed. Provincial liquor/boards/commissions control the sale of alcoholic beverages in Canada but the market structure can vary considerably from province to province. The structures and processes are similar for most provinces except Alberta. The Liquor Control Board of Ontario is the largest single purchaser of alcoholic beverages in the world and the second largest wine-buying province after Quebec. The Quebec provincial liquor board is the largest single purchaser of wine in the world.	<b>Feb 21 2007</b>

<b>Chile</b>	<b>Annual Highlight:</b> Wine production is expected to expand again in 2008 mainly due to favorable weather conditions. Exports are also expected to expand in volume. In the coming years, industry sources have indicated that as new areas come into production, output will keep expanding and wineries will have to invest in new processing and storage facilities to absorb the annual additional output.	<b>Mar 5 2008</b>
<b>Chile</b>	<b>Annual Highlight:</b> A slightly smaller wine production is expected in 2007 mainly due to unfavorable weather conditions. But exports are expected to expand in volume. In the coming years, industry sources have indicated that as new areas come into production, output will keep expanding and wineries will have to invest in new processing and storage facilities to absorb the annual additional output.	<b>Jun 19 2007</b>
<b>China</b>	<b>Shanghai's Specialty Retail Wine Shops Highlight:</b> Shanghai's specialty retail wine shops are a new phenomenon in Shanghai and are unique alternatives to traditional state-owned tobacco and liquor shops and other retail outlets. These shops have found a niche in the retail market due to their unique marketing strategies, educational events, and store locations.	<b>Jan 14 2008</b>
<b>Colombia</b>	<b>Changing Wine Market in Colombia Highlight:</b> Colombian wine consumption has tripled in the last five years due to intensive market promotions, increased demand and preferential tariffs for selected suppliers.	<b>Mar 13 2007</b>
<b>Czech Republic</b>	<b>Market Brief Highlight:</b> Czech wine consumption is growing annually reaching 4.7 gallons (18 liters) per capita. About 40% of total wine consumption is of domestic origin, the remaining 60% is imported. Major exports of wine are Italy, France, Spain, Hungary and from the New World Chile, and Australia. U.S. wine market share is growing, however, it is lacking promotion, which other countries heavily provide.	<b>Apr 26 2007</b>
<b>France</b>	<b>Annual Report 2006 Highlight:</b> France is the world's number one wine producer with 53.3 million hectoliters (MHL) in 2005 and 2006 production currently estimated at 53.4 MHL. Per capita French wine consumption has dropped dramatically since the early 60's. In 2005 French exports dropped two percent in volume from 2004 levels, as France continued to lose market share to New World wines. Proposed reforms to the European Community Market Organization (CMO) initiated in June 2006 should provide more market balance in wine production and help avoid crisis management measures such as distillation of wine for ethanol production.	<b>Feb 7 2007</b>
<b>Germany</b>	<b>ProWein 2007 Highlight:</b> U.S. wine exporters report an ongoing recovery of sales in Germany since mid 2006. However, sales yet have to reach pre-2006 levels. ProWein trade show remains an important international event for the U.S. wine industry.	<b>Apr 2 2007</b>
<b>Germany</b>	<b>Annual Highlight:</b> American winemakers are shipping increasing volume to Germany. Part of this is for bottling and re-export to other European countries. After a stress period for American sales to the German market in the first half of 2006 due to denigrating statements about U.S. wines in German media retail sales of U.S. wines in Germany are increasing again. The German consumer generally associates high quality with American wines despite a period of denigrating statements by German politicians and media about American wines.	<b>Jan 30 2007</b>

<b>Hong Kong</b>	<b>U.S. Wine Exports Poised To Set New Record</b> <i>Highlight:</i> The Hong Kong Government (HKG) abolished its 40% excise tax on wine on February 27, 2008. This is the second major reduction since the HKG reduced the excise tax on wine from 80% to 40% in February 2007. The reduction is expected to stimulate Hong Kong into the region's wine hub, presenting an excellent market opportunity for U.S. wine exports. The abolishment resulted in some retailers announcing price reductions immediately. The new policy, as well as positive economic growth, and fast-paced expansion of its neighbors, China and Macau, are expected to stimulate Hong Kong's imports of U.S. wine by over 40% this year. Given the weakened U.S. dollar, and anticipated increase in tourists as a result of the Olympic Games in the fall, traders expect overall imports of wine from the world will nearly double to US\$400 million in 2008, compared to \$204 million in 2007. France is the leading supplier with a market share of 47%, followed by Australia at 15% and the U.S. with a market share of 5% in 2007 (representing US\$9 million in value and 3.6 million liters in volume).	<b>Mar 28 2008</b>
<b>Italy</b>	<b>Annual</b> <i>Highlight:</i> The EU is the world's largest wine producer, consumer, exporter and importer. Total EU-27 wine production in 2007/08 dropped 9 percent due to adverse weather, especially in France and Italy. EU exports grew by over 25 percent in 2006/07, with Russia and the U.S. as major markets. While total EU imports keep rising, shipments from the U.S. are increasingly represented by bulk wine bottled locally for distribution within the EU. Last December the EU passed a major reform of the wine sector.	<b>Mar 12 2008</b>
<b>Japan</b>	<i>Highlight</i> Japan wine imports were stable for the second consecutive year after several years of declines that ended in 2005. Overall, the value of wines increased due to marketing efforts to increase the \$15 per 750ml bottle or higher priced market and the strong yen. U.S. wine import volumes were stable for 2007, but the total value increased 9.5% above 2006 figures to reach \$71 million and the unit price increased 23% to \$6.04 per liter.	
<b>Jordan</b>	<b>Wine Promotion in Jordan:</b> <i>Highlight:</i> Post held a wine promotion event to introduce consumers in Jordan to U.S. wines.	<b>Jul 24 2007</b>
<b>Korea</b>	<b>Annual Market Brief</b> <i>Highlight:</i> Overall wine imports in the first half of 2007 saw a remarkable growth of 75 percent. Although imports from the United States also showed a significant growth of 33 percent during the same period, American wines lost 2 percent of market share to competitors. While the Korean market presents growing opportunities for American wines, competition from both old and new world competitors is expected to also rise.	<b>Oct 23 2007</b>
<b>New Zealand</b>	<b>Annual Report on Wine Industry</b> <i>Highlight:</i> The New Zealand wine industry continues to exhibit impressive growth with exports increasing ten-fold over the past decade. Ideal climatic conditions resulted in an excellent harvest in early 2008, up 39% over the previous year.	<b>Jul 8 2008</b>
<b>Romania</b>	<b>Wine Market Overview</b> <i>Highlight:</i> Romania is among the top ten wine producers in the EU, with a 2007 domestic market value of 450 million Euro. Annual per capita wine consumption is around 30 liters. According to the Romanian Wine Producers and Exporters Association (APEV), although wine imports declined in the first half of 2007 by 26.6%, total 2007 imports were twice the value of exports. Imports come primarily from Italy, Spain and France.	<b>Jul 7 2008</b>

<b>Russian Federation</b>	<b>Winnaya Karta Open 2007 - Wine and Spirits Competition</b> <i>Highlight:</i> Several Californian wines were awarded medals at the Moscow Vinnaya Karta Open, held on April 23, 2007. The international competition featured wines from several countries, although jurors complained that Moldovan and Georgian wines were not available as a result of a ban in Russia. This event highlighted the quality of American wines, and promoted these products in the Russian market.	<b>Jun 5 2007</b>
<b>Russian Federation</b>	<b>Wine and spirits: New bank guarantee requirement limits import growth</b> <i>Highlight:</i> Russia's requirement for a full-advanced credit guarantee for payment of customs duty, VAT, and excise duty is limiting the growth of the market. New health-label deadline allows producers and importers of alcoholic beverages to sell the majority of products if produced before February 1, 2007. After August 1, all alcohol products must carry an additional health warning. Russia is considering new regulations on the definitions for natural wine. Russia's demand for high-quality imported wines and spirits is so great that despite these market difficulties, importers report bright prospects with spirits and wine sales rising rapidly.	<b>Apr 25 2007</b>
<b>Russian Federation</b>	<b>Russian wine and spirits regulations updated</b> <i>Highlight:</i> Russia has engaged in a flurry of new rulemaking with wine and spirits. March 6, the Government resolved a long term conflict in law that made using new excise and customs labels on wines imported before July 1, 2006, very difficult. It may soon take steps defining natural wines' regulation and changing excise taxes. Some government steps establish different rules for imported versus domestic wine. The wine and spirits market is still growing in Russia due to the economic boom.	<b>Mar 14 2007</b>
<b>Russian Federation</b>	<b>New health label required for wine and spirits</b> <i>Highlight:</i> As of February 1, Russia requires a new health label for wine and spirits. The situation has been confusing to market players, as the Ministry of Health, Ministry of Justice, and Ministry of Economic Development and Trade have each issued instructions on what the label should contain and when the new law will be implemented. Exporters are advised to contact their importers and be prepared to affix new Russian language health warning stickers.	<b>Feb 16 2007</b>
<b>Russian Federation</b>	<b>Imported wine and spirits restamping deadline to be extended</b> <i>Highlight:</i> The wine and spirits market in Russia looked brighter at the end of 2006, as the Russian Government took steps to avoid a crisis. A deadline to restamp imported product passed Dec. 29, but should be extended by the Federal Customs Service to March 30 quickly after Russia's New Year holiday ends. As well, Russia's Ministry of Finance has taken steps to ensure that despite the deadline's lapse no alcohol set for restamping will be confiscated by the Tax Service. Conflicts in instructions for the restamping process must still be resolved. The market is functioning normally for newly imported products, at present, after last year's crisis and the Agricultural Trade Office (ATO) forecasts a pickup in most exported wine and spirits to Russia from the United States in 2007.	<b>Jan 11 2007</b>

<b>South Africa</b>	<b>Annual Highlight:</b> South Africa's 2007/08 wine grape production is expected to increase slightly by 1 percent from last year to 1.365 million metric tons (MT) because of cool weather conditions and excellent rains during the growing season. Grape wine is also expected to increase slightly by 0.3 percent from 7.378 million hectoliters (HL) in 2006/07 to reach 7.401 million hectoliters (HL) in 2007/08. South African wine exports are expected to remain unchanged at 3.1 million HL in 2007/08.	<b>Mar 7 2008</b>
<b>Spain</b>	<b>Annual Highlight:</b> The European Commission (EC) and the Government of Spain (GOS) are currently debating potential wine production, marketing, and trade policy reform measures, as the EC attempts to modernize one of the most protected and antiquated sectors of European Agriculture. Some parts of the current dizzying conglomeration of EC/GOS production and trade policies date back to the very beginning of the European Union (EU) and Spain's entry into the EU.	<b>Jan 23 2007</b>
<b>Taiwan</b>	<b>Wine and Spirits Market Update Highlight:</b> The market for wine and spirits in Taiwan, still an important trendsetter for the Greater China market, has grown significantly since 2001. Distilled spirits continue to dominate sales (54% of total volume), with whiskey representing the largest (65%) component of such. While the United States continues to gain ground for its grape wines among Taiwan consumers, distilled spirits continue to be dominated by premium suppliers from the U.K. and France. Although U.S. suppliers lack the cultural cache essential to break into the high-end spirits market, the market offers significant potential if the U.S. spirits industry were to take an interest in developing into this very lucrative market	<b>Jun 18 2007</b>
<b>United Kingdom</b>	<b>Marketing Annual Report Highlight:</b> The outlook for US wine exports to the UK market is extremely bright due to several factors. These factors include declining sales of French wine in the UK, and an increase in UK consumers' appetites for wines from non-EU suppliers. According to UK Customs trade data, the UK imported almost \$3.6 billion of still light wine in 2005, and 10 percent of that total was US wine. ACNielsen retail expenditure data for 2006 shows a 16 percent retail market share for the US. It also predicts that sales of US wine will surpass those of French wine in UK retail outlets by mid-2007. This would put the US at number two in the UK retail market, Australia is currently the largest supplier.	<b>Jan 23 2007</b>

## VI APPENDIX

### Products in Wine Industry, by Schedule B Code HS 2204: 7 Items & others: 3 Items

<b>Schedule B Code</b>	<b>Description</b>
<b>2204100000</b>	Sparkling Wine Of Fresh Grapes
<b>2204212000</b>	Effervescent Wine Of Fresh Grapes In Containers Holding 2 Liters Or Less
<b>2204214000</b>	Wine Of Fresh Grapes, Nesoi, Of An Alcoholic Strength By Volume Of Not Over 14% Vol, In Containers Holding 2 Liters Or Less
<b>2204217000</b>	Wine Of Fresh Grapes, Nesoi, Of An Alcoholic Strength By Volume Of Over 14% Vol, In Containers Holding 2 Liters Or Less
<b>2204290020</b>	Wine Of Fresh Grapes, Nesoi, Of An Alcoholic Strength By Volume Not Over 14% Vol, In Containers Holding Over 2 Liters
<b>2204290040</b>	Wine Of Fresh Grapes, Nesoi, Of An Alcoholic Strength By Volume Over 14% Vol, In Containers Holding Over 2 Liters
<b>2204300000</b>	Grape Must With Fermentation Prevented Or Arrested By The Addition Of Alcohol, Other Than That Of Heading 2009
<b>2205100000</b>	Vermouth And Other Wine Of Fresh Grapes Flavored With Plants Or Aromatic Substances, In Containers Holding 2 Liters Or Less
<b>2205900000</b>	Vermouth And Other Wine Of Fresh Grapes Flavored With Plants Or Aromatic Substances, In Containers Holding Over 2 Liters
<b>2208200000</b>	Spirits Obtained By Distilling Grape Wine Or Grape Marc (Grape Brandy)