

Year	Quarter	Winery	Appellation	Region	Cost Per Case	Cases Sold	Sales
1991	Q1	Beaulieu	Cabernet Sauvignon	North	\$165	450	\$74250
1991	Q2	Beaulieu	Cabernet Sauvignon	North	\$165	550	\$90750
1991	Q3	Beaulieu	Cabernet Sauvignon	North	\$165	575	\$94875
1991	Q4	Beaulieu	Cabernet Sauvignon	North	\$165	650	\$107250
1991	Q1	Beaulieu	Cabernet Sauvignon	South	\$165	320	\$52800
1991	Q2	Beaulieu	Cabernet Sauvignon	South	\$165	325	\$53625
1991	Q3	Beaulieu	Cabernet Sauvignon	South	\$165	330	\$54450
1991	Q4	Beaulieu	Cabernet Sauvignon	South	\$165	350	\$57750
1991	Q1	Beaulieu	Cabernet Sauvignon	East	\$165	350	\$57750
1991	Q2	Beaulieu	Cabernet Sauvignon	East	\$165	360	\$59400
1991	Q3	Beaulieu	Cabernet Sauvignon	East	\$165	370	\$61050
1991	Q4	Beaulieu	Cabernet Sauvignon	East	\$165	375	\$61875
1991	Q1	Beaulieu	Cabernet Sauvignon	West	\$165	230	\$37950
1991	Q2	Beaulieu	Cabernet Sauvignon	West	\$165	235	\$38775
1991	Q3	Beaulieu	Cabernet Sauvignon	West	\$165	240	\$39600
1991	Q4	Beaulieu	Cabernet Sauvignon	West	\$165	260	\$42900
1992	Q2	Beaulieu	Cabernet Sauvignon	North	\$165	625	\$103125
1992	Q4	Beaulieu	Cabernet Sauvignon	North	\$165	670	\$110550
1992	Q1	Beaulieu	Cabernet Sauvignon	South	\$165	310	\$51150
1992	Q2	Beaulieu	Cabernet Sauvignon	South	\$165	314	\$51810
1992	Q3	Beaulieu	Cabernet Sauvignon	South	\$165	324	\$53460
1992	Q4	Beaulieu	Cabernet Sauvignon	South	\$165	388	\$64020
1992	Q1	Beaulieu	Cabernet Sauvignon	North	\$165	620	\$102300
1992	Q1	Beaulieu	Cabernet Sauvignon	East	\$165	400	\$66000
1992	Q2	Beaulieu	Cabernet Sauvignon	East	\$165	411	\$67815
1992	Q3	Beaulieu	Cabernet Sauvignon	East	\$165	419	\$69135
1992	Q4	Beaulieu	Cabernet Sauvignon	East	\$165	423	\$69795
1992	Q1	Beaulieu	Cabernet Sauvignon	West	\$165	200	\$33000
1992	Q2	Beaulieu	Cabernet Sauvignon	West	\$165	213	\$35145
1992	Q3	Beaulieu	Cabernet Sauvignon	West	\$165	223	\$36795
1992	Q3	Beaulieu	Cabernet Sauvignon	North	\$165	650	\$107250
1992	Q4	Beaulieu	Cabernet Sauvignon	West	\$165	233	\$38445
1991	Q2	Beaulieu	Chardonnay	North	\$163	425	\$69275
1991	Q3	Beaulieu	Chardonnay	North	\$163	460	\$74980
1991	Q4	Beaulieu	Chardonnay	North	\$163	450	\$73350
1991	Q1	Beaulieu	Chardonnay	South	\$163	230	\$37490
1991	Q2	Beaulieu	Chardonnay	South	\$163	235	\$38305
1991	Q3	Beaulieu	Chardonnay	South	\$163	240	\$39120
1991	Q4	Beaulieu	Chardonnay	South	\$163	255	\$41565
1991	Q1	Beaulieu	Chardonnay	East	\$163	180	\$29340
1991	Q2	Beaulieu	Chardonnay	East	\$163	200	\$32600
1991	Q3	Beaulieu	Chardonnay	East	\$163	225	\$36675
1991	Q4	Beaulieu	Chardonnay	East	\$163	230	\$37490
1991	Q1	Beaulieu	Chardonnay	West	\$163	270	\$44010
1991	Q2	Beaulieu	Chardonnay	West	\$163	270	\$44010
1991	Q3	Beaulieu	Chardonnay	West	\$163	275	\$44825
1991	Q4	Beaulieu	Chardonnay	West	\$163	290	\$47270
1991	Q1	Beaulieu	Chardonnay	North	\$163	450	\$73350
1992	Q1	Beaulieu	Chardonnay	North	\$163	400	\$65200

1992Q2	Beaulieu	Chardonnay	North	\$163	411	\$66993
1992Q3	Beaulieu	Chardonnay	North	\$163	415	\$67645
1992Q4	Beaulieu	Chardonnay	North	\$163	419	\$68297
1992Q1	Beaulieu	Chardonnay	South	\$163	200	\$32600
1992Q2	Beaulieu	Chardonnay	South	\$163	201	\$32763
1992Q3	Beaulieu	Chardonnay	South	\$163	208	\$33904
1992Q4	Beaulieu	Chardonnay	South	\$163	220	\$35860
1992Q1	Beaulieu	Chardonnay	East	\$163	170	\$27710
1992Q2	Beaulieu	Chardonnay	East	\$163	175	\$28525
1992Q3	Beaulieu	Chardonnay	East	\$163	180	\$29340
1992Q4	Beaulieu	Chardonnay	East	\$163	175	\$28525
1992Q1	Beaulieu	Chardonnay	West	\$163	230	\$37490
1992Q2	Beaulieu	Chardonnay	West	\$163	232	\$37816
1992Q3	Beaulieu	Chardonnay	West	\$163	219	\$35697
1992Q4	Beaulieu	Chardonnay	West	\$163	225	\$36675
1991Q1	Beaulieu	Merlot	North	\$160	180	\$28800
1991Q2	Duckhorn	Merlot	North	\$148	660	\$97680
1991Q3	Duckhorn	Merlot	North	\$148	665	\$98420
1991Q4	Duckhorn	Merlot	North	\$148	670	\$99160
1991Q1	Duckhorn	Merlot	South	\$148	325	\$48100
1991Q2	Duckhorn	Merlot	South	\$148	329	\$48692
1991Q3	Duckhorn	Merlot	South	\$148	330	\$48840
1991Q4	Duckhorn	Merlot	South	\$148	341	\$50468
1991Q1	Duckhorn	Merlot	North	\$148	660	\$97680
1991Q3	Beaulieu	Merlot	West	\$160	350	\$56000
1991Q2	Beaulieu	Merlot	West	\$160	325	\$52000
1991Q1	Beaulieu	Merlot	West	\$160	320	\$51200
1991Q4	Beaulieu	Merlot	East	\$160	650	\$104000
1991Q3	Beaulieu	Merlot	East	\$160	625	\$100000
1991Q2	Beaulieu	Merlot	East	\$160	575	\$92000
1991Q1	Beaulieu	Merlot	East	\$160	550	\$88000
1991Q4	Beaulieu	Merlot	South	\$160	280	\$44800
1991Q3	Beaulieu	Merlot	South	\$160	230	\$36800
1991Q2	Beaulieu	Merlot	South	\$160	275	\$44000
1991Q1	Beaulieu	Merlot	South	\$160	270	\$43200
1991Q4	Beaulieu	Merlot	North	\$160	200	\$32000
1991Q3	Beaulieu	Merlot	North	\$160	195	\$31200
1991Q2	Beaulieu	Merlot	North	\$160	190	\$30400
1991Q2	Duckhorn	Merlot	East	\$148	481	\$71188
1991Q3	Duckhorn	Merlot	East	\$148	485	\$71780
1991Q4	Duckhorn	Merlot	East	\$148	499	\$73852
1991Q1	Duckhorn	Merlot	West	\$148	275	\$40700
1991Q2	Duckhorn	Merlot	West	\$148	280	\$41440
1991Q3	Duckhorn	Merlot	West	\$148	285	\$42180
1991Q4	Duckhorn	Merlot	West	\$148	289	\$42772
1991Q1	Duckhorn	Merlot	North	\$148	200	\$29600
Q2	Duckhorn	Merlot	North	\$148	206	\$30488
1991Q3	Duckhorn	Merlot	North	\$148	212	\$31376
1991Q4	Duckhorn	Merlot	North	\$148	220	\$32560
1991Q1	Duckhorn	Merlot	South	\$148	289	\$42772

1991Q2	Duckhorn	Merlot	South	\$148	287	\$42476
1991Q3	Duckhorn	Merlot	South	\$148	291	\$43068
1991Q4	Duckhorn	Merlot	South	\$148	301	\$44548
1991Q1	Duckhorn	Merlot	East	\$148	480	\$71040
1991Q4	Beaulieu	Merlot	West	\$160	370	\$59200
1992Q2	Duckhorn	Merlot	East	\$148	691	\$102268
1992Q1	Beaulieu	Merlot	East	\$160	620	\$99200
1992Q4	Beaulieu	Merlot	South	\$160	244	\$39040
1992Q3	Beaulieu	Merlot	South	\$160	234	\$37440
1992Q2	Beaulieu	Merlot	South	\$160	232	\$37120
1992Q1	Beaulieu	Merlot	South	\$160	230	\$36800
1992Q4	Beaulieu	Merlot	North	\$160	181	\$28960
1992Q3	Beaulieu	Merlot	North	\$160	178	\$28480
1992Q2	Beaulieu	Merlot	North	\$160	171	\$27360
1992Q1	Beaulieu	Merlot	North	\$160	170	\$27200
1992Q2	Beaulieu	Merlot	East	\$160	621	\$99360
1992Q3	Beaulieu	Merlot	East	\$160	655	\$104800
1992Q4	Beaulieu	Merlot	East	\$160	645	\$103200
1992Q1	Beaulieu	Merlot	West	\$160	310	\$49600
1992Q2	Beaulieu	Merlot	West	\$160	321	\$51360
1992Q3	Beaulieu	Merlot	West	\$160	315	\$50400
1992Q4	Beaulieu	Merlot	West	\$160	330	\$52800
1992Q1	Duckhorn	Merlot	East	\$148	690	\$102120
1992Q4	Duckhorn	Merlot	West	\$148	280	\$41440
1992Q3	Duckhorn	Merlot	West	\$148	275	\$40700
1992Q2	Duckhorn	Merlot	West	\$148	273	\$40404
1992Q1	Duckhorn	Merlot	West	\$148	270	\$39960
1992Q4	Duckhorn	Merlot	East	\$148	198	\$29304
1992Q3	Duckhorn	Merlot	East	\$148	195	\$28860
1992Q2	Duckhorn	Merlot	East	\$148	191	\$28268
1992Q1	Duckhorn	Merlot	East	\$148	190	\$28120
1992Q4	Duckhorn	Merlot	South	\$148	301	\$44548
1992Q3	Duckhorn	Merlot	South	\$148	295	\$43660
1992Q2	Duckhorn	Merlot	South	\$148	291	\$43068
1992Q1	Duckhorn	Merlot	South	\$148	290	\$42920
1992Q4	Duckhorn	Merlot	North	\$148	510	\$75480
1992Q3	Duckhorn	Merlot	North	\$148	508	\$75184
1992Q2	Duckhorn	Merlot	North	\$148	502	\$74296
Q1	Duckhorn	Merlot	North	\$148	500	\$74000
1992Q4	Duckhorn	Merlot	West	\$148	360	\$53280
1992Q3	Duckhorn	Merlot	West	\$148	344	\$50912
1992Q2	Duckhorn	Merlot	West	\$148	345	\$51060
1992Q1	Duckhorn	Merlot	West	\$148	340	\$50320
1992Q4	Duckhorn	Merlot	East	\$148	699	\$103452
1992Q3	Duckhorn	Merlot	East	\$148	695	\$102860