



OREGON  
WINE  
BOARD

## Results of the Oregon/Washington Wine Fair 2014



WASHINGTON STATE WINE

Period: March 1, 2014 ~ April 30, 2014

The number of participants: 236 (Kanto Region: 172, Kinki Region 35, Hokkaido/Tohoku: 12, Chubu: 7, Chugoku/Shikoku: 4, Kyushu/Okinawa: 6)

Reports Collected: 174/236 (73.7%)

Total Sales: ¥120,179,585 (Oregon: ¥48,369,150 Washington: ¥71,810,435)

Total number of bottles: 40,491

2013 Oregon/Washington Wine Fair Results: # of participants 263, total sales ¥119,034,141, total # of bottles 40,654, Sales Report Collected 85.6%

The results are based on the reports submitted by the participants of the fair. The wines being purchased for the purpose of fair between the February 20<sup>th</sup> and April 30<sup>th</sup> will be counted in. All the bottle prices are calculated with the suggested retail prices given by importers. The number of seats used for the restaurant is the actual number of seats existing in the restaurant regardless of their use of the seats. The reports submitted by the top three in each category have been checked by related importers to confirm the results.

### Standards for Evaluation:

- ◆ For Retail Category: Purchase of Oregon/Washington wines per square meter for the promotion
- ◆ For Other Retail Category: Total Purchase of Oregon/Washington wines for the promotion
- ◆ For Restaurants/Bars: Purchase of Oregon/Washington wines per seat in each category



Sample of Award Certificate

Please see the homepage of Oregon Wine Board and Washington State Wine Commission Japan <http://www.oregonwine.jp> or <http://www.washingtonwine.jp> for more details.

### Ranking of the Fair Results:

**Grand Prix** Y'NS Tokyo Total Purchase: ¥ 10,641,500 2,351 bottles

\*Grand Prix Award is given to the store/restaurant with the largest purchase in value of Oregon/Washington wines among all the categories.

If selected as Grand Prix, the store/restaurant will be excluded from the other awards.

**Retail Category** (# of Participants: 22、 Total Purchase: ¥14,780,206、 Total # of bottles : 4,838)

Ranking	Name of Store	Location	m <sup>2</sup> for the wine section	Purchase made (JPY)	Purchase made (# of bottles)	Purchase per m <sup>2</sup>
1	DEAN&DELUCA ROPPONGI	Tokyo	28	2,739,572	827	97,842
2	Wine Store Wassy's	Osaka	66	6,046,540	1,904	91,614
3	DEAN&DELUCA SHINAGAWA	Tokyo	25	1,096,450	411	43,858
4	DEAN&DELUCA NAGOYA	Nagoya	25	867,850	302	34,714
5	BIG Senri	Osaka	50	583,644	267	11,673
6	Mejiro Tanakaya	Tokyo	66	665,520	276	10,084
7	Queen's Wine	Tokyo	45	380,280	114	8,451
8	Kinokuniya Saketen	Tokyo	20	168,000	51	8,400
9	Koda Wine House	Osaka	30	225,300	55	7,510
10	Wine Grocery	Kyoto	100	724,210	176	7,242

**Retail Other Category** (# of Participants: 18、 Total Purchase : ¥42,894,313、 Total # of bottles : 13,031)

Ranking	Name of Store	Location	Purchase made (JPY)	Purchase made (# of bottles)
1	Liquor Shop Ai	Tokyo	9,800,840	3,700
2	Vin du 268	Hyogo	8,065,092	2,476
3	IMAI SHOTEN&CO.,LTD	Hyogo	6,880,650	2,251
4	Online Wine Store Wassy's	Osaka	4,766,261	1,577
5	Dragee	Saitama	1,194,600	161
6	Kobushiya	Hokkaido	472,260	176
7	Yomo	Tokyo	345,780	87
8	Hasegawa Saketen	Tokyo	199,220	70
9	Liquor Shop Charme du VIN	Fukuoka	142,200	36
10	Hiraguchi Toyojiro Shoten	Tokyo	138,900	45

**Restaurant with more than 60 seats** (# of Participants: 47、 Total Purchase: ¥14,604,302、 Total number of bottles : 6,039)

Ranking	Restaurant Name	Location	# of seats	Total Purchase	Purchase per seat	Total # of bottles
1	New York Grill & Bar	Tokyo	138	2,819,200	20,429	866
2	/so/ra/si/o/ Shiodome	Tokyo	64	982,750	15,355	467
3	Tokyo Wine Club Raku	Tokyo	70	1,068,100	15,259	310
4	Stake Kaiseki Miyako Kasuga	Hiroshima	64	642,000	10,031	220
5	Union Square Tokyo	Tokyo	100	966,092	9,661	398
6	ANA Inter Continental The Stakehouse	Tokyo	143	1,188,400	8,310	536
7	Pizza&Rotisserie La Cocorico Shibuya	Tokyo	80	540,600	6,758	232
8	Echi Ponte Vecchio A Osaka	Osaka	76	493,800	6,497	288
9	Ristoranti Sabatini Aoyama	Tokyo	60	357,500	5,958	125
10	The Cosmopolitan	Osaka	156	873,040	5,596	374

**Restaurant with 30~60 seats** (# of participants: 55, Total Purchase: ¥21,719,268、 Total # of bottles : 7,732)

Ranking	Restaurant Name	Location	# of Seats	Total Purchase	Purchase per seat	Total # of bottles
1	conexion	Osaka	30	3,934,390	131,146	888
2	Jolly Jelly EZO BAR	Hokkaido	39	2,467,184	63,261	1,118
3	Endo Risaburou Shoten	Tokyo	56	3,494,730	62,406	1,227
4	Sakeno daimasu wine-kan	Tokyo	50	2,280,840	45,617	810
5	La BOMBANCE	Tokyo	30	447,100	14,903	93
6	DIGO	Tokyo	46	679,450	14,771	302
7	Bar et Ristrante TABLIER	Tokyo	32	445,570	13,924	208
8	Henry good seven	Tokyo	50	678,000	13,560	275
9	Grand Prince Hotel Takanawa Le Trianon	Tokyo	40	540,000	13,500	144
10	COTHAM GRILL	Tokyo	40	507,500	12,688	187

**Restaurant with less than 30 seats** (# of participants: 55, Total Purchase: ¥10,634,812、 Total # of bottles : 3,342)

Ranking	Restaurant Name	Location	# of Seats	Total Purchase	Purchase per seat	Total # of bottles
1	Wine Restaurant Dominus	Tokyo	22	2,729,100	124,050	635
2	Ristorante tono;4122	Tokyo	12	567,900	47,325	151
3	Le Coeur KOBE	Hyogo	24	815,500	33,919	208
4	Wine & dine MARC	Tokyo	11	291,680	26,516	136
5	Xiv Tateshina BonAccueil	Nagano	28	740,262	26,438	295
6	Mardi Gras	Tokyo	22	533,760	24,262	128
7	Shinsen Endo Risaburou Shoten	Tokyo	29	644,770	22,233	186
8	Ristorante CHAILLY	Tokyo	10	203,700	20,370	69
9	aizbar	Tokyo	8	156,320	19,540	65
10	Bar Aladi	Tokyo	16	262,500	16,406	52

**Bar Category** (# of participants : 39、 Total Purchase : ¥15,546,684、 Total # of bottles : 5,509)

Ranking	Bar Name	Location	# of Seats	Total Purchase	Purchase per seat	Total # of bottles
1	Soyokaze	Tokyo	20	3,752,180	187,609	1,367
2	Vintage Inn	Osaka	12	1,360,900	113,408	216
3	Le Cellier	Aichi	14	1,106,360	79,026	304
4	BAR SWITCH	Tokyo	17	1,068,560	62,856	282
5	WINE BAR INDIGO	Tokyo	26	1,025,334	39,436	385
6	ANA Inter Continental MIXX Bar&Lounge	Tokyo	144	4,899,900	34,027	1,997
7	COZU Bar	Hokkaido	11	311,400	28,309	102
8	Le Petit Comptoir	Hyogo	10	269,010	26,901	90
9	tree	Fukui	24	406,300	16,929	214
10	WINE BAR MOUTON	Hokkaido	20	267,400	13,370	149

**Importer Category** (# of participating companies : 21)

Ranking	Company Name	Points
1	Orca International K.K.	795.7
2	Village Cellars Ltd.	167.2
3	Filcon Service Inc.	94.7
4	FWINES Co.,Ltd.	87.9
5	Mikuni Wine Co.,Ltd.	63.7
6	KOBE International Inc.	45.4
7	Nakagawa Wine Co.,Ltd.	40.8
8	KYOWA Deveroping & Materials INC.	31.9
9	Sapporo Breweries Ltd.	21.3
10	Pieroth Japan K.K.	14.0

Calculation Method for the Points:

# of store/restaurant (\*1) introduced by the importer + Total Purchase (\*2) by participants/100,000

(\*1): Whenever the company name is listed on the application form from the participants, it has been counted.

(\*2): The number has been used from the report submitted by the participants.

## Oregon/Washington State Winery Tour 2014

Date: August 21 –30, 2014 (tentative)

Participants: Grand Award winner in each category and Grand Prix Award winner are invited to participate in the tour.

Summary of the tour: The tour is organized by the Oregon Wine Board and Washington State Wine Commission to invite the award winners to visit many wineries and vineyards in Oregon and Washington States to learn about the region, AVA and grape growing/wine making situations and taste a wide range of Oregon/Washington wines. The flights between Japan and Oregon/Washington, accommodations, meals and bus are included in the tour for Full Invitation while the international flights need to be covered by participants for partial invitation. Interpreter is available during the tour.

### Full Invitation:

Y'NS Tokyo (Grand Prix)

DEAN & DELUCA ROPPONGI (Retail Category)

Liquor Shop Ai (Retail Other Category)

New York Grill & Bar (Restaurant with more than 60 seats)

conextion (Restaurant with 30 - 60 seats)

Wine Restaurant Dominus (Restaurant with less than 30 seats)

Soyokaze (Bar Category)

### Partial Invitation:

Orca International K.K. (Importer)

Village Cellars ,Ltd. (Importer)

(Only person who has not participated in any tour organized by the OWB /WSWC in past 5 years can participate in the tour. )

### Contact Information:

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