



OREGON  
WINE  
BOARD

## Results of the Oregon/Washington Wine Fair 2013



WASHINGTON STATE WINE  
THE PERFECT CLIMATE FOR WINE™

Period: March 1, 2013 ~ April 30, 2013

The number of participants: 263 (Kanto Region: 201, Kinki Region 33, Hokkaido/Tohoku: 15, Chubu: 5, Chugoku/Shikoku: 5, Kyushu: 4)

Reports Collected: 225/263

Total Sales: ¥119,034,141 (Oregon:¥49,395,310 Washington:¥69,638,831)

Total number of bottles: 40,654 36% increase in total sales from the 2012

【2012 Enjoy Oregon Wine Fair: # of participants104, total sales¥36,230,000, total # of bottles 9,847】

【2012 Washington Wine Month Promotion: # of participants 170, total sales¥51,344,132、total# of bottles19,604】

The results are based on the reports submitted by the participants of the fair. 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. For the Retail and Group Categories, the top 3 has been identified based on total purchase of Washington wines made during the period between the February 22<sup>nd</sup> and April 30<sup>th</sup>, 2013 while the top 3 in restaurants/bar categories have been identified based on the purchase per seat.

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.

**Retail Category** (# of Participants: 48、 Total Purchase : ¥35,881,209、 Total # of bottles : 11,400)

Ranking	Name of Store	Location	Purchase made (JPY)	Purchase made (# of bottles)
1	Wine Store Wassy's	Osaka	6,587,166	2,338
2	Esprit du Vin YANAGIYA	Tokyo	5,617,264	1,518
3	Y' NS Tokyo	Tokyo	5,311,750	1,014
4	Kyobashi Wine Liquor Shop	Tokyo	3,961,520	880
5	Vin du 268	Hyogo	3,533,648	1,118
6	Grand Vin Cellar	Hokkaido	1,459,004	539
7	Wine Market Party	Tokyo	1,087,495	395
8	Cave de Relax	Tokyo	998,880	414
9	BIG Senri	Osaka	914,710	433
10	Sakaguchiya	Kanagawa	774,400	300



**Restaurant with more than 50 seats** (# of Participants: 53、 Total Purchase: ¥30,352,945、 Total number of bottles : 11,178)

Ranking	Restaurant Name	Location	# of seats	Total Purchase	Purchase per seat	Total # of bottles
1	ENDO RISABUROU SHOTEN	Tokyo	54	3,051,400	56,507	1,216
2	Grand Hyatt Tokyo The Oak Door	Tokyo	230	7,519,192	32,692	3,094
3	New York Grill & Bar	Tokyo	138	4,424,600	32,062	1,041
4	HIDORI	Tokyo	126	3,827,371	30,376	1,128
5	/so/ra/si/o/	Tokyo	50	1,151,500	23,030	557
6	Xiv Tateshina Italian Luccicore	Nagano	60	1,097,832	18,297	420
7	MANGETSU	Kochi	50	546,900	10,938	210
8	Tokyo Wine Club Raku	Tokyo	70	758,100	10,830	222
9	Roti Roppongi	Tokyo	72	772,800	10,733	247
10	The Pink Cow	Tokyo	55	427,500	7,773	312

**Restaurant with less than 50 seats** (# of participants: 128, Total Purchase: ¥27,762,266、 Total # of bottles : 10,143)

Ranking	Restaurant Name	Location	# of Seats	Total Purchase	Purchase per seat	Total # of bottles
1	Jolly Jelly EZO BAR	Hokkaido	39	3,207,567	82,245	1,189
2	ahill Nishiazabu	Tokyo	19	1,551,600	81,663	241
3	Ristorante tono;4122	Tokyo	12	809,440	67,453	208
4	Wassy`s Dining Souple	Osaka	46	2,212,255	48,093	682
5	Ristorante Amoroso	Tokyo	11	512,400	46,582	228
6	Teppanyaki&WINE Tajimaya	Osaka	35	1,429,380	40,839	527
7	Mardi Gras	Tokyo	22	852,950	38,770	218
8	Steak House Ushi no Matsuzaka	Hokkaido	15	520,050	34,670	148
9	Les Celebrities(Hotel Nikko Osaka)	Osaka	32	1,011,000	31,594	216
10	Wine & dine MARC	Tokyo	11	334,300	30,391	163

**Bar Category** (# of participants: 29、 Total Purchase: ¥14,518,101、 Total # of bottles: 3,800)

Ranking	Bar Name	Location	# of Seats	Total Purchase	Purchase per seat	Total # of bottles
1	Soyokaze	Tokyo	20	3,621,780	181,089	950
2	Vintage Inn	Osaka	12	1,946,200	162,183	306
3	conexion	Osaka	27	3,580,817	132,623	862
4	Le CELLIER	Aichi	14	1,257,000	89,786	354
5	BAR SWITCH	Tokyo	17	1,406,660	82,745	330
6	WINE BAR INDIGO	Tokyo	26	673,854	25,917	247
7	Wine Bar Wine Grocery	Kyoto	15	380,900	25,393	94
8	WINE BAR MOUTON	Hokkaido	20	359,200	17,960	165
9	Wine Bar M&M	Tokyo	7	116,270	16,610	36
10	Bar a Vin le chateau de chinon	Ishikawa	12	190,920	15,910	58

**Group Category** (# of participants: 5、 Total Purchased: ¥10,519,620、 Total # of bottles: 4,133 )

Ranking	Group Name	Location of HQ	# of outlets	Total Purchase	Total # of bottles
1	DEAN&DELUCA JAPAN CO., LTD.	Tokyo	3(Retail)	3,388,850	1,181
2	Ponte Vecchio	Osaka	5 (Restaurant)	2,395,320	828
3	GRAND CENTRAL OYSTER BAR & RESTAURANT	Tokyo	2 (Restaurant)	2,172,250	1,198
4	Swiss Hotel Osaka Nankai	Osaka	4 (Restaurant)	1,771,200	376
5	TONY ROMA'S	Tokyo	3 (Restaurant)	792,000	550

**Grand Prix** (The total purchase was the highest among all the categories above)

Grand Hyatt Tokyo The Oak Door Total Purchase: ¥7,519,192

**Importer Category** (# of participating companies: 22)

Ranking	Company Name	Points
1	Orca International K.K.	963.66
2	Village Cellars Ltd.	100.63
3	Sapporo Breweries Ltd.	57.15
4	Filcon Service Inc.	57.14
5	KOBE International Inc.	45.20

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 (Tentative Date: August 18 –27, 2013)**

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 Grand Award winners of the Retailer Award, Restaurant with 50+ Seats Award, Restaurant with less than 50 Seats Award, Bar Award, Group Award and the Grand Prix, will be awarded a full invitation to the Oregon/Washington State Winery Tour. The First Runner-up Award Winners of the aforementioned categories as well as the top 2 winners of the Importer Award are welcome to join the tour with partial invitation with the flight between Japan and U.S. paid by the participants. When the first runner-up decides not to participate in the tour, the second runner-up of the category can participate in the tour with the partial invitation.

### Full Invitation :

Wine Store Wassy's (Retail Category)  
DEAN & DELUCA JAPAN CO., LTD. (Group Category)  
ENDO RISABUROU SHOTEN (Restaurant with more than 50 seats)  
Jolly Jelly EZO BAR (Restaurant with less than 50 seats)  
Soyokaze (Bar Category)  
Grand Hyatt Tokyo The Oak Door (Grand Prix)

### Partial Invitation:

Esprit du Vin YANAGIYA (Retail Category)  
Ponte Vecchio (Group Category)  
Grand Hyatt Tokyo The Oak Door (Restaurant with more than 50 seats)  
ahill Nishiazabu (Restaurant with less than 50 seats)  
Vintage Inn (Bar Category)  
Orca International K.K. (Importer)  
Village Cellars ,Ltd. (Importer)

### Contact Information:

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