

## TOP WINERIES *by* TOTAL PRODUCTION 2013

(PROCESSED AT THE WINERY'S PRIMARY OREGON FACILITY)

### Big Players Perform

Top makers increase production

BY KARL KLOOSTER

There were three categories of winegrapes harvest during 2013. Those picked before the monsoons. Those picked during the monsoons. And those picked afterward.

Consequently, there will be notable differences among some 2013 Oregon wines, particularly in the more northerly regions of the state.

According to winemakers, the best of the 2013s are exceptional, perhaps as good as the 2012s. But, at their worst, they are still quite acceptable, once again proving how Oregon vintners adapt to adversity.

Ranked below by quantity of production are Oregon's 20 largest winery facilities and brands. In other words, some of the largest wineries are not necessarily home to the biggest brands.

At 2.02 million cases, the estimated total production of these 20 wineries represents roughly 65 percent of the state's total production for 2013, or 3.3 million cases.

How close this yardstick comes to actual production will have to await more definitive information. Last year it was 5.1 percent under.

There is a new *numero uno* in total production this year. A to Z Wineworks, on Highway 99W just west of Newberg, cranked out 298,000 cases for 2013, leaping over longstanding leader King Estate of Lorane.

However, King Estate retained its top spot as a brand with an estimated production of 346,000 cases carrying the name and related brand names from the 2013 vintage.

Both wineries tallied huge gains over 2012. A to Z's production soared from 119,300 cases to 298,000, an eye-popping expansion of 149.8 percent.

To retain its No. 1 brand ranking, King Estate jumped from 231,500 cases to 346,000 cases, tallying an impressive 49.5 percent increase.

The total production of the third place winery, 12th & Maple, is purely a matter of conjecture. Its former owner,

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RANK	WINERY	LOCATION	MANAGER	EST. CASES
1	A to Z / REX HILL	Newberg	Bill Hatcher	298,000
2	King Estate Winery	Eugene (Lorane)	Ed King III	268,000
3	12th & Maple Wine Co.	Dundee	Ken Johnstone	217,000*
4	NW Wine Company	Dundee	Laurent Montalieu	165,000*
5	Erath Vineyards	Dundee	Ste. Michelle Estates	140,000*
6	Wine By Joe	Dundee	Joe Dobbies, Jr.	126,400*
7	Willamette Valley Vineyards	Turner	Jim Bernau	122,000
8	Union Wine Company	Sherwood	Ryan Harms	99,700
9	Firesteed Cellars	Rickreall	Howard Rossbach	70,000*
10	Duck Pond Cellars	Dundee	Lisa Jenkins	62,000
11	Argyle Winery	Dundee	Rollin Soles	60,000
12	Eola Hills Wine Cellars	Rickreall	Tom Huggins	47,600*
13	Foris Vineyards	Cave Junction	Ted Gerber	45,000*
14	Adelsheim Vineyard	Newberg	David Adelsheim	45,000
15	Elk Cove Vineyards	Gaston	Adam Campbell	41,900
16	Bridgeview Vineyards	Cave Junction	René Eichmann	41,000
17	Ponzi Vineyards	Beaverton	The Ponzi Family	40,500
18	Stone Wolf Vineyards	McMinnville	Linda Lindsay	37,000
19	Sokol Blosser Winery	Dayton	Alex Sokol Blosser	32,300
20	Owen Roe Winery	Newberg	David O'Reilly	30,100

\*3. Industry Estimate; 100% for clients. 4. 49% for clients. 5. OWP Estimate. 6. 64.5% for clients. 9. OWP estimate. 12. 20.5% for clients. 13. 50% for clients.

## TOP WINERIES *by* BRAND/LABEL 2013

(INCLUDES ALL SOURCES OF FRUIT)

RANK	WINERY	LOCATION	MANAGER	EST. CASES
1	King Estate Winery	Eugene (Lorane)	Ed King III	346,000
2	A to Z Wineworks	Newberg	Bill Hatcher	290,000
3	Erath	Dundee	Ste. Michelle Estates	140,000*
4	Willamette Valley Vineyards	Turner	Jim Bernau	115,000
5	NW Wine Company	Dundee	Laurent Montalieu	84,200
6	Union Wine Company	Sherwood	Ryan Harms	79,900
7	Firesteed Cellars	Rickreall	Howard Rossbach	70,000*
8	Duck Pond	Dundee	Lisa Jenkins	62,000*
9	Argyle Winery	Dundee	Rollin Soles	61,400
10	Sokol Blosser	Dayton	Alex Sokol Blosser	58,000*
11	Adelsheim Vineyards	Newberg	David Adelsheim	45,000
12	Wine by Joe	Dundee	Joe Dobbies, Jr.	44,000
13	Elk Cove Vineyards	Gaston	Adam Campbell	41,900
14	Bridgeview Vineyards	Cave Junction	Rene Eichmann	41,000
15	Ponzi Vineyards	Beaverton	The Ponzi Family	40,500
16	Eola Hills Wine Cellars	Rickreall	Tom Huggins	38,000
17	Stone Wolf Vineyards	McMinnville	Linda Lindsay	37,000
19	Montinore Estate	Forest Grove	Rudy Marchesi	32,000
18	Owen Roe Winery	St. Paul	David O'Reilly	30,100*
20	Foris Vineyards	Cave Junction	Ted Gerber	22,500*

\*3. OWP Estimate (100% for clients). 7. OWP Estimate. 8. Oregon and Washington fruit. 10. Approx. 70% from California. 18. Oregon and Washington fruit. 20. Custom crush producer/others for own brands likely higher.