

Greg MaGill

MaGill Brokerage & Consulting Inc.

- Overall CA Wine, Raisin, and Generic Grape Crop. Estimated to come in around 4.2mt or less.
- Estimated that 120k tons left on the vine with no home.
- Wineries had no tank space because of sluggish sales and record harvest of 4.5 mt. in 2018.

Domestic Market

- Pullouts for Wine and Thompson seedless grapes could exceed 30k acres
- Constellation Brands Gallo Sale still in negotiations.
- Estimates are 24 million case equivalent of wine. Deal expected to close soon, Hopefully.

Domestic Market

- CA Table Grape Market.
- Very important to the WGJC market.
- 2018 was a record harvest with 115.6 million 19lb cartons harvested.
- 2019 HY should come in around 104-109 mb.

Pricing is up from \$15.-\$17. per box to around \$20-\$25 per box.

This number is down because of pullouts and lighter crop.

Global Outlook.

- Argentina: Still low price leader. Quality is always 2nd tier, Government unrest, High inflation rates. Shipping and Distribution issues. Pricing is in the \$6.50- \$7.00 E.D.D.P
- Chile: Political unrest. Port strikes. Civil unrest.
- Spain: Drought, Solid EU internal sales:
- Pricing is in the \$8.00 per gallon USD. Ex Plant.

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