

RESTAURANT WINE

The Full Service Guide to On Sale Beverage Profits



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FIRELAKE GRILL HOUSE

MINNEAPOLIS, MINNESOTA

KRISTIN VAN PUTTEN, GENERAL MANAGER

We pour 13 wines by the glass, 4 of them imports, and offer 64 wines on our wine list, 11 of them imports.

Imports account for 22% of our total wine sales, up from 20.5% a year ago. In the past 12 months, wines from New Zealand have increased the most in sales.

CURRENT BEST SELLERS

- Monkey Bay, 2004 Sauvignon Blanc, Marlborough, New Zealand \$7.50/glass, \$30/btl.
- Wynns, 2003 Shiraz, Coonawarra, Australia \$8.50/glass, \$34/btl.
- Sartori, 2004 Pinot Grigio, Venezia (IGT), Italy \$6.50/glass, \$26/btl.