

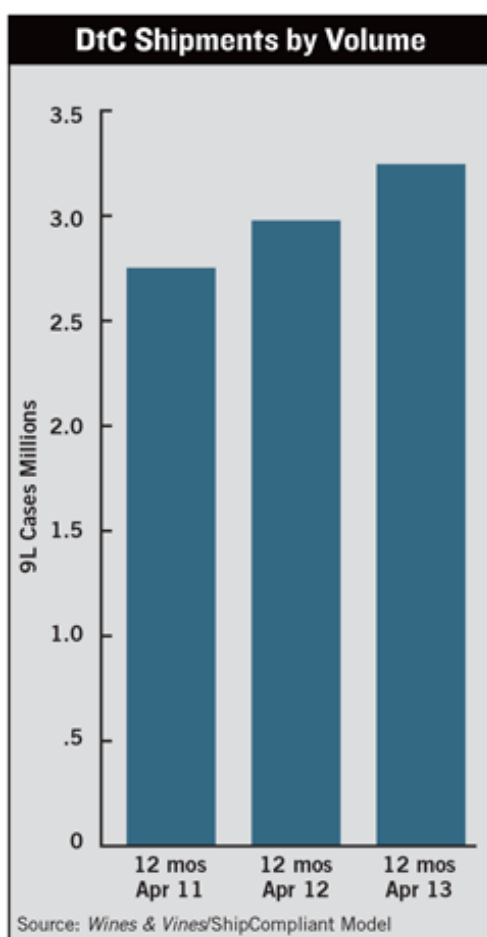
Wine Industry Metrics - Direct-to-Consumer - April 2013

Wines Vines Analytics

10% Growth Rate of DTC Shipments Continues

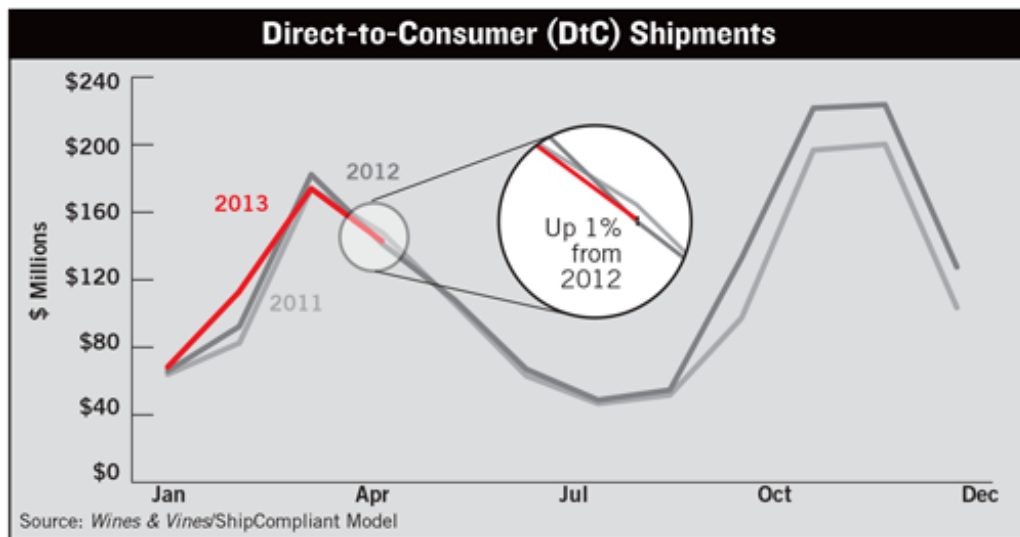
Direct-to-consumer shipments from domestic wineries maintained a 12-month growth rate of 10% in value through April. The value of shipments in April alone slowed to 1% growth over April 2012, but volume increased 7%. Wineries collected \$142 million.

Direct-to-Consumer Shipments »	Month	12 Months
April 2013	\$142 mil	\$1,484 mil
April 2012	\$141 mil	\$1,347 mil



12-Month Volume Grows to 3.25 Million Cases

The volume of direct-to-consumer shipments grew dramatically from April 2011 through April 2013, as seen in this graph that measures 12-month results going back three years. Volume grew by 8% from April 2011 through April 2012, and by 9% from April 2012 through April 2013, reaching 3.25 million cases.



[Download the Wines & Vines/Ship Compliant 2017 Direct to Consumer shipping report »](#)

WINES & VINES

866.453.9701 | 415.453.9700 | Fax: 415.453.2517 | 65 Mitchell Blvd., Ste. A San Rafael, CA 94903

info@winesandvines.com

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