

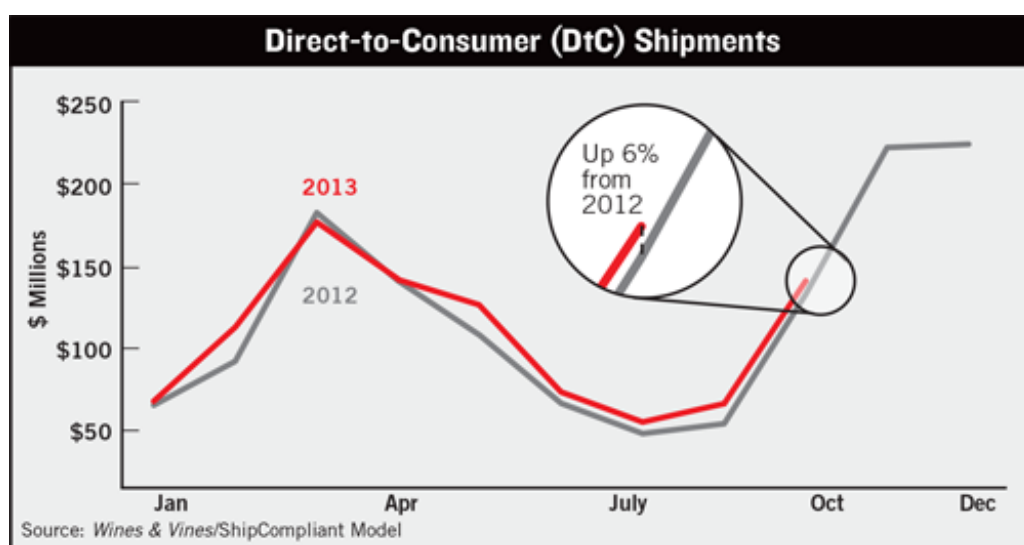
Wine Industry Metrics - Direct-to-Consumer - September 2013

Wines Vines Analytics

DtC Shipments Reach \$141 Million in September

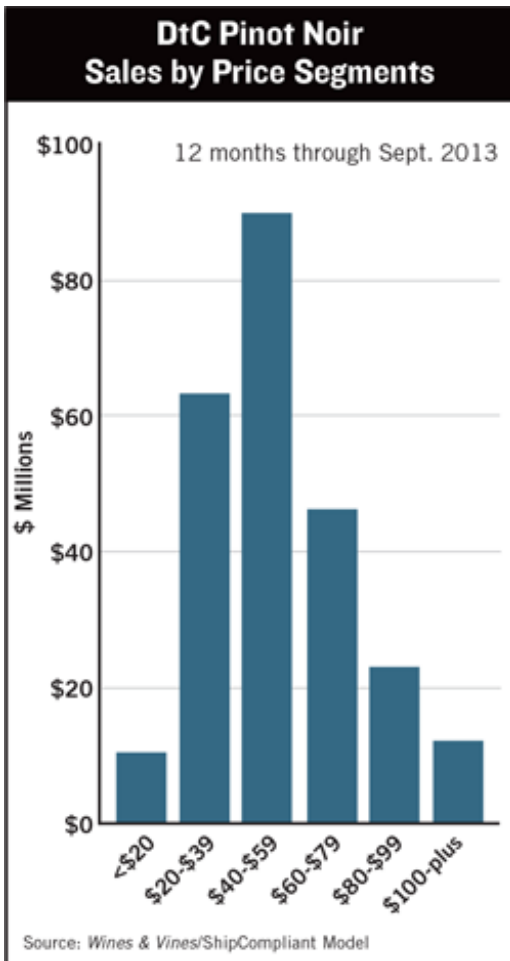
Direct-to-consumer shipments from U.S. wineries continued to climb in September, reaching \$141 million according to the Wines & Vines/ShipCompliant Model. This reflected an increase of 6% in value compared to September 2012. DtC shipments averaged 10% higher for the past 12 months. The volume of DtC shipments grew 7% in September.

Direct-to-Consumer Shipments »	Month	12 Months
September 2013	\$141 mil	\$1,538 mil
September 2012	\$133 mil	\$1,394 mil



Pinot Noir DtC Shipments Strongest in \$40-\$59 Price Segment

Pinot Noir sales in the DtC shipment channel were strongest in the price range of \$40-\$59 per bottle for the 12-month period through September. This segment yielded \$90 million, for 37% of the market share in value and 32% in case volume. Pinot Noirs from \$20 to \$39 accounted for 36% of volume and 36% of value.



[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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