

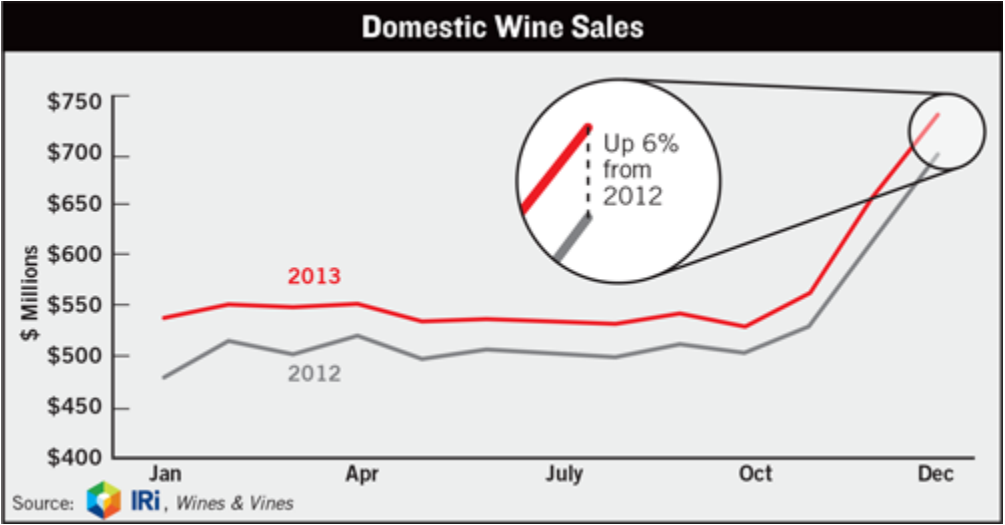
# Wine Industry Metrics - Off-Premise Sales - December 2013

Wines Vines Analytics

## Off-premise Domestic Wine Sales Reach \$7.34 billion

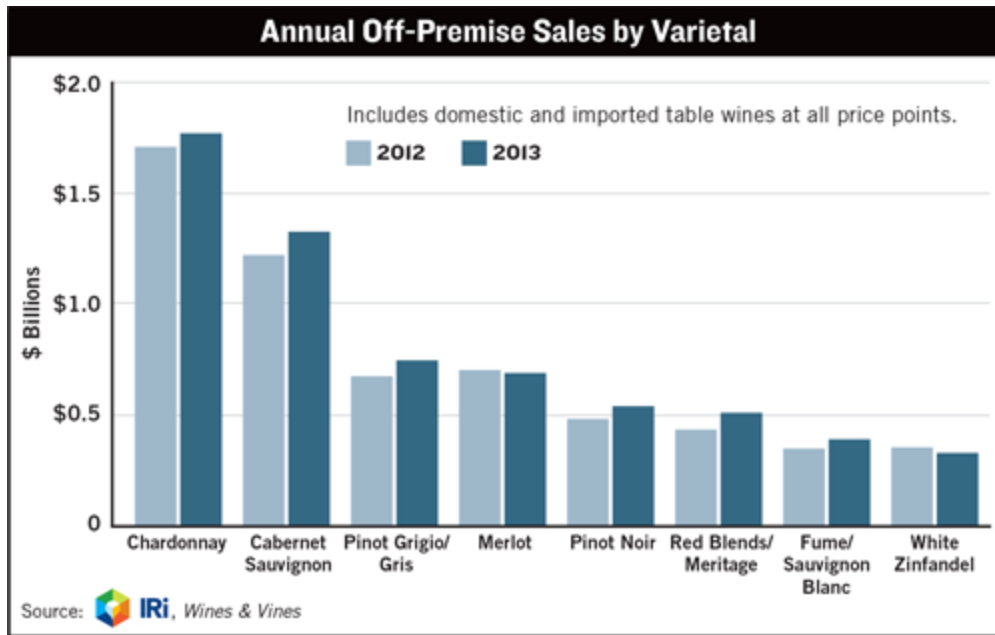
Off-premise sales of domestic wine grew by 7% in 2013, according to IRI, as sales reached an all-time high of \$7.34 billion. Volume in domestic table wine grew 3% to 98 million cases, while volume in domestic sparkling wine grew 7% to 3 million cases.

Off-Premise Sales IRI Channels »	Month		12 Months	
	December 2013	\$755 mil	\$7,470 mil	
	December 2012	\$702 mil	\$6,841 mil	



## 2013 Sales Were Biggest in December With \$742 Million

Sales of domestic wines grew 6% in December compared to December 2012, according to IRI, the Chicago-based market research firm, and analysis by Wines Vines Analytics. December was by far the biggest month of the year, with \$742 million in sales. Domestic table wines grew by 7% in December, but a 2% drop in domestic sparkling wine sales drew down the overall rate.



### Pinot Grigio/Gris Becomes No. 3 Varietal After Chardonnay and Cabernet

Chardonnay and Cabernet Sauvignon held their places as the No. 1 and No. 2 top-selling varietal wines off-premise in 2013. The No. 3 position shifted, however, as growing sales raised Pinot Grigio/Gris 11% to surpass Merlot sales, which declined 2%. The red blends/Meritage category grew fastest at 18%, followed by Fume/Sauvignon Blanc and Pinot Noir, both with 12% increases.

### About IRI Channels

Sourced from Chicago-based IRI, these figures cover sales in multiple-outlet and convenience store channels. These include grocery, drug, mass marketers, membership clubs, dollar and convenience stores. Liquor store sales are not included.

# WINES & VINES

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