

Wine Industry Metrics - Off-Premise Sales - June 2017

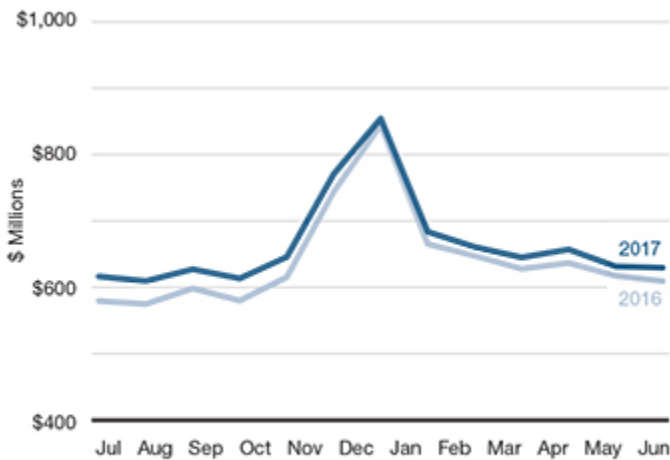
Wines Vines Analytics

Boxed Table Wines Rise 10% with Steady Off-Premise Growth

Off-premise sales through multiple-outlet and convenience stores tracked by Chicago, Ill.-based market research firm IRI topped \$640 million in June 2017, up 3% from June 2016. Domestic wine sales in the 52 weeks ended June 11, 2017 rose 4% to \$8.7 billion. Bottled table and sparkling wines rose 3% and 6%, respectively. Boxed table wine sales saw the strongest growth at 10%, while sparkling wine in cans fell 10%.

Off-Premise Sales IRI Channels »	Month		12 Months	
	June 2017	\$643 mil		\$8,742 mil
	June 2016	\$622 mil		\$8,422 mil

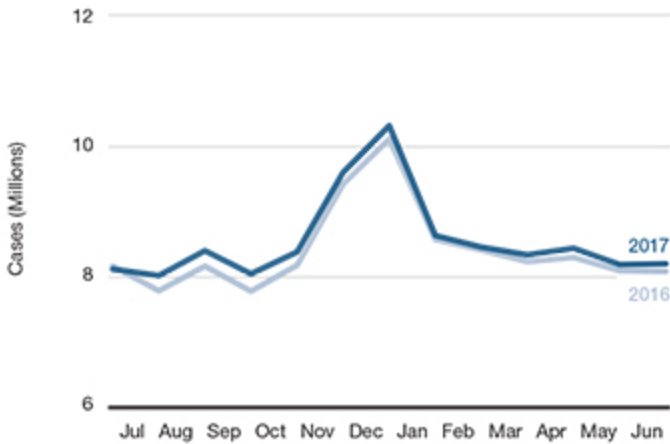
OFF-PREMISE SALES



Source:  IRI, Wines Vines Analytics. Domestic table and sparkling wine sales in multiple-outlet and convenience stores, four weeks ended June 11, 2017.

Off-premise sales totaled \$640 million in June 2017, up 3% from June 2016.

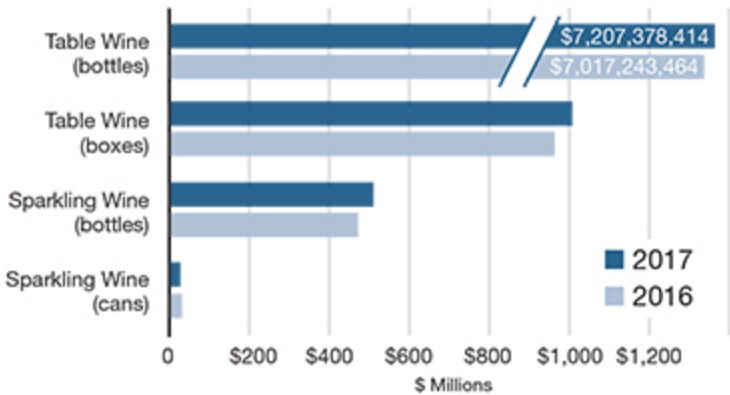
OFF-PREMISE VOLUME



Source: IRI, Wines Vines Analytics. Domestic table and sparkling wine sales in multiple-outlet and convenience stores, four weeks ended June 11, 2017.

IRI reported steady movement in case volumes for June 2017, with 8.3 million cases up 1% from June 2016.

OFF-PREMISE SALES BY PACKAGE TYPE



Source: IRI, Wines Vines Analytics. Table and sparkling wine sales in multiple-outlet and convenience stores; 52 weeks ended June 11, 2017.

Bottles remain the dominant packaging for table and sparkling wines, but boxes of table wine posted 10% growth in 2017 versus a year earlier.

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.

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