The Washington Wine Shipment Report
Fourth Quarter 2017

Packaged Wine Shipments (000s of cases)

Vintage Economics
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About This Report

The Washington Wine Shipment Report is a quarterly publication that provides detailed metrics and analysis of shipments of packaged wines by Washington wineries as well as commentary on broader economic and market trends. The analysis is broken down by shipment channel and winery size class and individual total shipment metrics are provided for Washington’s top 50 wineries. The report delivers the most timely and complete coverage of Washington wine shipment trends available.

The primary data source used to construct the metrics is the Washington State Liquor and Cannabis Board (LCB), which requires all domestic wineries to report their shipment activity for regulatory purposes. The data is deemed to be complete and accurate to the extent that wineries are reporting correctly but is subject to revision because wineries sometimes file late (and very small wineries are only required to report annually) or amend their initial reports. The metrics for the most recent quarter are adjusted to compensate for late filings. Subsequent revisions are generally largest for the fourth quarter.

The metrics exclude product classified as cider and are stated in nine-liter case equivalents unless otherwise noted. Please review the descriptions at the end of the report for details on what is included in each category. The quarterly summary metrics can fluctuate due to the timing of large shipments. For this reason, the trailing six, nine, and twelve-month periods are generally more reliable indicators of trend shifts.

The winery metrics pertain to shipments by a specific trade name, except for companies that operate under multiple trade names, in which case company names and totals are given. The quarterly winery metrics can be volatile and potentially impacted by the spinoff of brands under new trade names (which are infrequent and noted when known) so caution is advised when interpreting them.

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Vintage Economics produces several additional reports on the Washington wine industry and can supply customized metrics to satisfy clients’ unique needs. See the Vintage Economics website for further information.