
The Washington Wine Shipment Report

Third Quarter 2018

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 metrics are broken down by both sales channel and size class and individual metrics are provided for the state's top 100 wineries. The report delivers the most timely and comprehensive coverage of Washington wine industry trends available.

The primary source of the underlying data 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.

The metrics exclude cider shipments and are stated in nine-liter case equivalents unless otherwise noted. They pertain to shipments of packaged wine only as the LCB does not track bulk shipments. Please review the detailed descriptions at the end of the report for more information on what is included in each category. The quarterly totals can be volatile due to the timing of large shipments, particularly near the turn of the calendar year. For this reason, the trailing six, nine, and twelve-month periods are generally more reliable indicators of trend shifts.

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Vintage Economics also 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.

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