

DISTRIBUTOR MARKET SERVICE

IDENTIFY, CONTACT AND MONITOR DISTRIBUTORS

Distributor Market Service is a web-based business intelligence tool that enables wineries to identify, contact, and monitor North American distributors.

Powered by the Wines Vines Analytics industry leading winery and distributor databases and IRi sales data.

KEY CAPABILITIES

- Search over 1,400 North American distributors.
- Identify distributors by market, name, or winery.
- Access distributor contact information.
- View distributor winery portfolios.
 - Number of wineries in portfolio
 - Annual case production of each winery
 - Average bottle price of each winery
 - Winery brands
- Find distributors that fit your winery's need.
- Analyze your off-premise sales.
- Download performance reports.
- Compare sales numbers to your distributor's overall sales.
- Compare sales data to your direct competitor's data.



	SALES LEVEL \$3,000/year + market fees	LINKED LEVEL \$3,000/year	SUMMARY LEVEL \$1,200/year
Distributor offices	✓	✓	✓
Distributor contacts	✓	✓	✓
Distributor parent company linkage	✓	✓	✓
Profile of wineries represented	✓	✓	✓
Distributor to Winery linkage	✓	✓	
Winery to Distributor linkage	✓	✓	
Market sales summaries	✓		
Off-Premise sales by winery, distributor and indexes	✓		
LARGE MARKETS (\$600/market/year): California, Florida, Texas Off-Premise sales data	✓		
SMALL MARKETS (\$300/market/year): Illinois, Nevada, Oregon, Washington Off-Premise sales data	✓		

