Northern California Winery Sales: Analysis and Optimization

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Abstract

Amid one of the largest, and most fruitful wine markets in the world, this Northern California winery is beginning to look into methods of analyzing and optimizing its sales mix and sales force. This paper looks through some of the basic summary statistics relevant to the sales of this Northern California winery, attempting to turn the data into actionable knowledge. Then, with some assumptions, models will be evaluated to try and determine how to optimize the winery’s future sales.

Keywords: Add keywords here. To replace this (or any) tip text with your own, just select it and then start typing. Don’t include space to the right or left of the characters in your selection.

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Globally, 25.7 million liters of wine was consumed in 2015, of which 3.3 million liters were consumed in the United States alone; which represents a 6.46% growth over 2013 (Trade Data and Analysis, 2017). This growing U.S. market is being served by 10,736 wineries, with 4,416 being in California, for the year of 2015 (The Wine Institute, 2017). The California wineries produce an average of about 85% of the U.S. wine production (The Wine Institute, 2017). Highly competitive markets, like this, have driven countless businesses to try to harness data analytics and optimization to increase their margins and profits. This paper conducts analytics and optimization on the sales of a Northern California winery, in an attempt to get a larger portion of this market.

# Analysis

The first two heading levels get their own paragraph, as shown here. Headings 3, 4, and 5 are run-in headings used at the beginning of the paragraph.

## Heading 21

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### **Heading 3.**

Include a period at the end of a run-in heading. Note that you can include consecutive paragraphs with their own headings, where appropriate.

#### ***Heading 4.***

When using headings, don’t skip levels. If you need a heading 3, 4, or 5 with no text following it before the next heading, just add a period at the end of the heading and then start a new paragraph for the subheading and its text. (Last Name, Year)

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To see this document with all layout and formatting, such as hanging indents, on the View tab of the ribbon, click Reading View.

# References

The Wine Institute. (2017, June 19). *Wine Institute Statistics*. Retrieved from Wine Institute: https://www.wineinstitute.org/resources/statistics/article124

The Wine Institute. (2017, July 12). *Wine Institute Statistics*. Retrieved from Wine Institute: https://www.wineinstitute.org/resources/statistics/article83

Trade Data and Analysis. (2017, 4 10). *files.* Retrieved from Wine Institute: http://www.wineinstitute.org/files/World\_Wine\_Consumption\_by\_Country\_2015.pdf

Footnotes

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Tables

Table 1

Table Title

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| Row Head | 789 | 789 | 789 | 789 |

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Figures

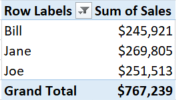
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Figure 1. Total Sales per sales representative

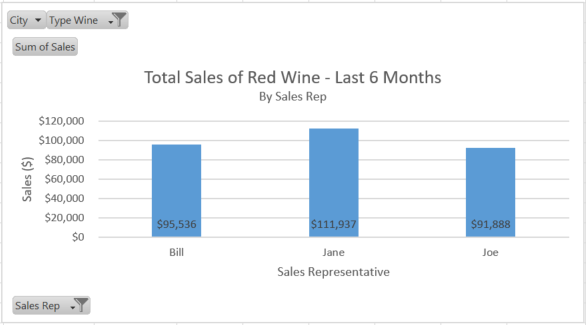


Figure 2. Total red wine Sales over the last 6 months

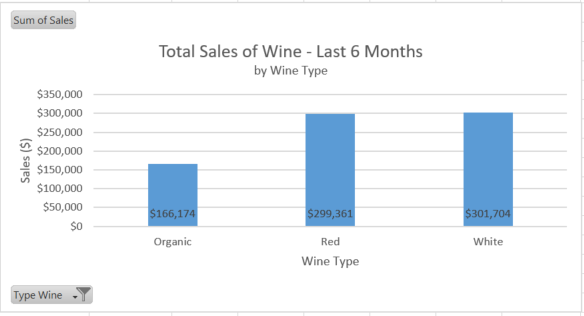


Figure 3. Total wine sales over the last 6 months.