# TECHNOLOGY SYMPOSIUM

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# WINEDHRECT

# E-Commerce for the Modern Winery

Jeff Carroll
Avalara / Compli

Ingrid Cheng
Treasury Wine Estates

Camille Guimaraes

Bundschu Company



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# Amazon's share of the US ecommerce market is now 49%, or 5% of all retail spend



Ingrid Lunden @ingridlunden / 10:57 am MDT • July 13, 2018

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Amazon 
has already been in the crosshairs of the White House when it comes to threats of antitrust investigations, and while some say this is simply Trumpian bluster that has a slim chance of going anywhere, some new









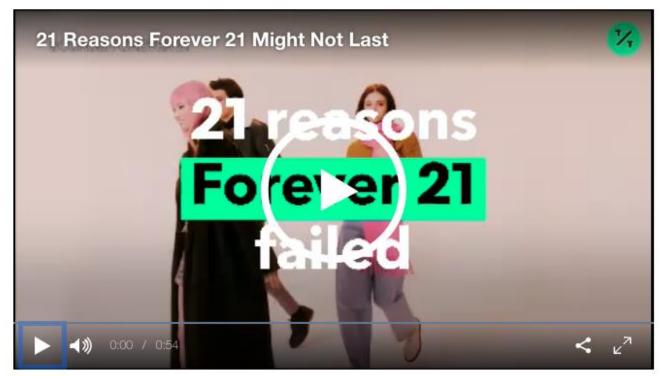
researchers at eMarketer could prove to be a fan to the

## Checkout

# Forever 21 Files for Bankruptcy, Adding to Retail Apocalypse

By <u>Eliza Ronalds-Hannon</u> and <u>Lauren Coleman-Lochner</u> September 29, 2019, 7:20 PM MDT Updated on September 30, 2019, 6:05 AM MDT

- ► Fast-fashion chain squeezed by heavy competition, high costs
- Potential closings could mean even more vacancies at malls





**■ NEWS** 

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Supreme Court Hands Total Wine, Other Out-Of-State Liquor Retailers A Big Win

 $\vee$ 

June 26, 2019 · 11:16 AM ET





The Wendell Smith's liquor store in Nashville, Tenn., pictured in 2013. The court struck down a Tennessee alcohol licensing residency requirement, opening up the pathway for big-box stores to enter the market.

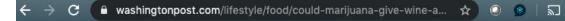


# Exclusive: RNDC And Young's Join Forces, Creating An \$11 Billion Powerhouse With A 32-Market Footprint

June 13, 2019

Republic National Distributing Co. (RNDC), the U.S. market's second-largest spirits and wine distributor, is joining forces with fourth-ranked Young's Market Co. Pending regulatory approval, the two sides will form a joint venture to operate in all markets where Young's is now present. The RNDC-Young's combination will create an \$11 billion wholesale giant with a 32-market footprint.

RNDC will lead operations in all 32 markets and become managing partner of the joint venture for the Young's states, which will continue to be called Young's Market Company. Key executives for the joint venture will be: president and CEO Tom Cole, COO Bob Hendrickson, and CFO Nick Mehall, all three holding the same titles at RNDC. A board of directors comprised equally of executives from both sides—including current Young's Market Co. CEO Chris Underwood—will oversee the joint venture. The other Young's Holdings companies, including Wilson Daniels and Infinium Spirits, aren't included in the deal.



Food

# Could marijuana give wine a run for its money?



A man smokes marijuana during the a 4/20 rally this year on Parliament Hill in Ottawa, Ontario. (LARS HAGBERG/AFP/Getty Images)

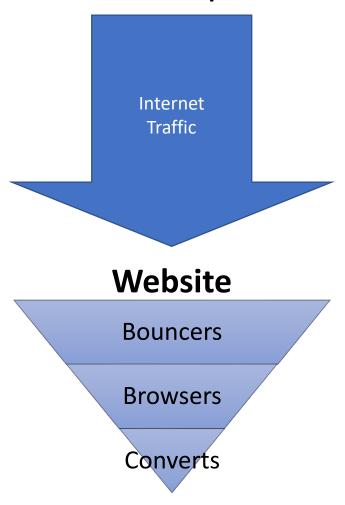
#### **By Dave McIntyre**

September 14, 2018

Is weed the new wine? Or at least, wine's new competitor?

As marijuana use — medicinal but especially recreational — becomes legal in more

# An oversimplified funnel



## Website traffic generated by:

- Emails
- Paid & earned media
  - Paid: SEM, SMM, Display ads

# **SEO**

#### Conversions include:

- Purchases
- Email signups (lead generation)



# **Email Marketing**

Mailchimp

## Reporting

Google Analytics
Sprout Social
VIP (iDIG)
Community Benchmark

**Lucky Orange** 

## **Social Media Management**

**Sprout Social** 

#### **Collaborative Tools**

Quip Slack

Dropbox

#### **Carts & CRM**

**AMS** 

Commerce 7

# **Design Tools**

**Adobe Suite** 

Pic Monkey

Canva

## **Web Hosting**

WordPress

Wix

**Square Space** 







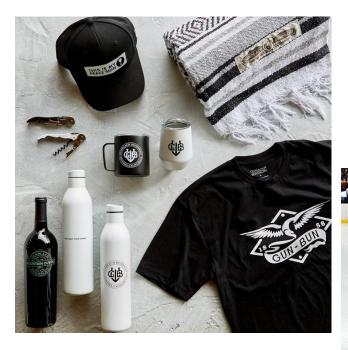




# GUNDLACH BUNDSCHU











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