



FORT SYSTEMS



FORT SHIP

Take control of your wine shipments









Shipping solutions for the wine industry

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## Redefine Efficiency with FORT Ship – Revolutionizing Wine Shipping!

FORT Ship is the ultimate wine shipping solution, crafted exclusively for wineries and wine shippers. Say goodbye to manual headaches and embrace a seamless, efficient, and wine-smart shipping process.

-  **Making the Complex Simple:** Experience the ease of managing your shipments effortlessly. Our intuitive interface simplifies the entire shipping process, from order creation to tracking, ensuring a smooth journey for every bottle.
-  **Comprehensive Tracking:** Real time carrier tracking updates, and FORT's innovative Package Life Cycle shows all scans, attempts, and even includes a detailed list of all products in each package.
-  **Mobile Accessibility:** Stay in control wherever you go! Fully responsive and mobile-accessible, manage shipments, track deliveries, and access real-time analytics at any time. Whether you're at the vineyard, the warehouse, or on the move, FORT Ship keeps you connected.
-  **Seamless Printing Options:** Easily print thermal labels, or utilize FORT's IPS format for laser printers, and customize with logos, gift messages, and more.
-  **Data-Driven Insights:** Optimize your shipping strategy with actionable insights. FORT Ship provides comprehensive analytics, helping you make informed decisions to enhance your winery's shipping efficiency and reduce costs.
-  **Seamless Integration:** Integrate FORT Ship seamlessly into your existing systems. The FORT platform is designed to work harmoniously with your current setup and major wine industry platforms, minimizing disruptions and maximizing efficiency.

Join the wineries that have already embraced a new era of shipping excellence. With FORT Ship, you'll stop chasing efficiency, and start controlling it.



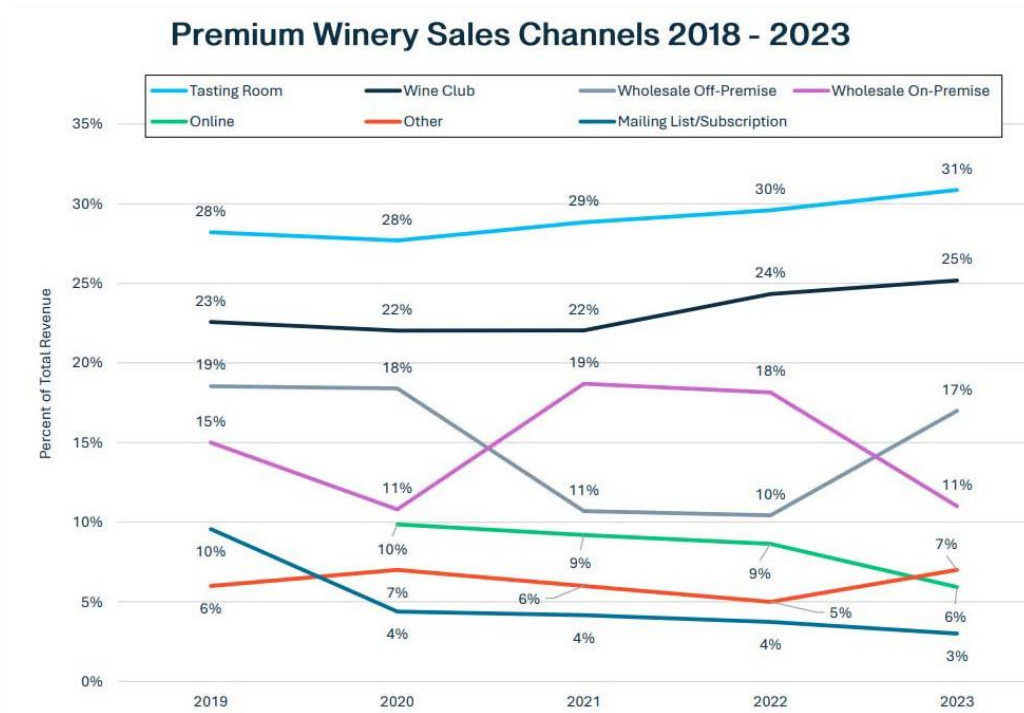
Reach out today! [info@fortship.com](mailto:info@fortship.com)

As a winery, you've probably seen your D2C business grow over the last several years. While that is genuinely something to be excited about, like most steps forward, it comes with a few new challenges.



The wine business has become more customer-focused than ever before, and overall, that's a good thing. Stronger relationships and better customer service usually mean increased sales and greater loyalty. Virtually all successful wineries today understand that direct relationships with customers have become critical for survival.

For wineries, one of the pillars of a strong customer connection—in addition to building relationships at your winery and tasting room—is shipping your wine directly to your customers. Whether you're a boutique

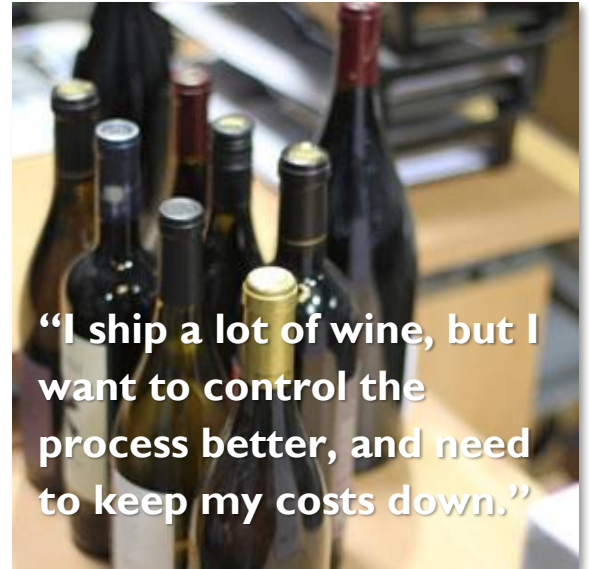


producer of 500 cases, or a megabrand of 500,000, shipping your wine to your customer's door is now a keystone in the overall customer building and retention strategy, and it plays a vital role in the overall health of your

brand. This is especially true today, as wine consumption levels off or even drops, and bottle prices continue to rise.

Direct shipping of wine is deep in FORT's DNA. We began to focus on shipping and fulfillment many years ago, back when the major problem facing wine shippers was "non-reciprocal" states, or states that did not allow interstate shipment of alcohol. Since then, we've continued to build and enhance the platform with multiple tools to make wine shipments more efficient, and to make it easier to pursue effective shipping strategies within the patchwork of the D2C market.

From the very beginning, FORT's platform took into consideration many factors other shipping platforms do not, such as wine-specific containerization, product-specific shipment eligibility, configurable dashboards, carrier label requirements for alcohol by state, TTB data, and much more.



Shipping costs continue to rise across the board, and costs related to shipping—labor, packaging, inserts, returns, etc.—are no exception. For this reason among others, wineries often consider moving fulfillment in-house. Saving money is one thing—and certainly very important—but as soon as you start shipping more than a few dozen packages every month, it becomes clear that there is a lot more to shipping wine than just printing out carrier labels.



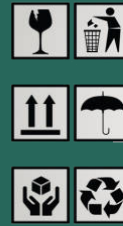


Costs are rising.



Labeling and reporting are becoming more complex.

This is where FORT Ship comes in.



Even in this environment, there is great news for wine shippers!

Despite rising costs and complex regulations, wine shipments are easily manageable with FORT Ship, our streamlined app built specifically for wineries and other wine shippers.

The FORT engine was built with a focus on Third Party Logistics facilities (3PLs), who store and ship wine for hundreds of winery clients. That single-minded focus allowed us to build in literally hundreds of fields and functions that are specific to wine shipping. With FORT Ship, we have streamlined that same engine and made it available to companies shipping wine to their own customers. Industrial power at a shipping app price.

No other shipping app will provide you with all the tools you need to efficiently and compliantly manage your wine shipments. State-specific labeling requirements. AVA designations. All wine varietal categories. Wine shipper containerization logic. Sales and excise tax. State reporting tools for direct shippers. The list goes on and on.

FORT Ship is an ideal solution for those focused first and foremost on shipping wine to their own customers.

Let's take a look at how some of the FORT Ship features compare against the more general shipping apps available today.



 <b>FORT SHIP vs Standard Shipping Apps</b>	FORT Ship	Shipping apps
<b>Admin add order capability</b>	✓	✗
<b>Alcohol-specific fields: TTB Product Type, Vintage, varietal, ABV, etc.</b>	✓	✗
<b>Comprehensive help desk</b>	✓	✓
<b>Comprehensive package life cycle report</b>	✓	limited
<b>Comprehensive tracking including contents</b>	✓	✗
<b>Configurable dashboard preferences</b>	✓	limited
<b>Containerization (configurable Cubing for wine and other products)</b>	✓	limited
<b>Customer/Recipient Customizable Emails for all order and package statuses</b>	✓	✗
<b>Customer/Recipient Email failure report</b>	✓	✗
<b>Customizable Insurance options including UPS Insure Shield able</b>	✓	limited
<b>Customizable shipping services</b>	✓	✗
<b>D2C and B2B options</b>	✓	✓
<b>Direct shipping permit/license management</b>	✓	✗
<b>FedEx Hold-at-Location</b>	✓	limited
<b>Integrated address check option</b>	✓	✗
<b>Integration with UPS, FedEx, GLS (UPS Ready, FedEx Compatible Service Provider (CSP), GLS Partner)</b>	✓	✗
<b>Integrations with major wine industry platforms</b>	✓	✗
<b>Kitting / combo functionality</b>	✓	✗
<b>Multiple brand management function</b>	✓	✗
<b>Package stats dashboard</b>	✓	limited
<b>Permit/license expiration notification</b>	✓	✗
<b>Pick sheet format options (product, recipient, package) customizable both for laser and thermal printing</b>	✓	✗
<b>Returns analytics dashboard</b>	✓	✗
<b>Returns management</b>	✓	✗
<b>Scanning</b>	✓	✓
<b>Shipping preference settings by state including Auto-inserts (icepacks, tissue wrap, gift wrap, temp control, etc.)</b>	✓	✗
<b>State compliance reports</b>	✓	✗
<b>State-specific label capability</b>	✓	✗
<b>Unlimited users</b>	✓	✗

## FORT Ship is the Only Tool of its Kind

For virtually any company that ships wine—whether a winery, retailer, or other licensee—FORT Ship provides the most comprehensive set of tools available.

FORT Ship takes all the exceptions and complications of shipping wine, and incorporates them into a single, streamlined, easily-manageable shipping app that was built from the ground up in the wine industry.



Shipping to a few different states, and one of those states requires special language on the label? No problem, it's built into FORT Ship.



Click on a tracking number but need more information on what happened before the order was shipped, and what specific products are in the package? It's built into FORT Ship.



You ship in pulp shippers, except to a few states, and need to manage that manually? FORT Ship automates it for you.

FORT spent years developing its powerful WMS engine for major wine fulfillment warehouses (3PLs). It then took that same engine, streamlined it, and created FORT Ship. With its power, wine-smart functionality, and deep integrations with major wine industry platforms, there is simply no shipping platform that compares to it for wineries today.

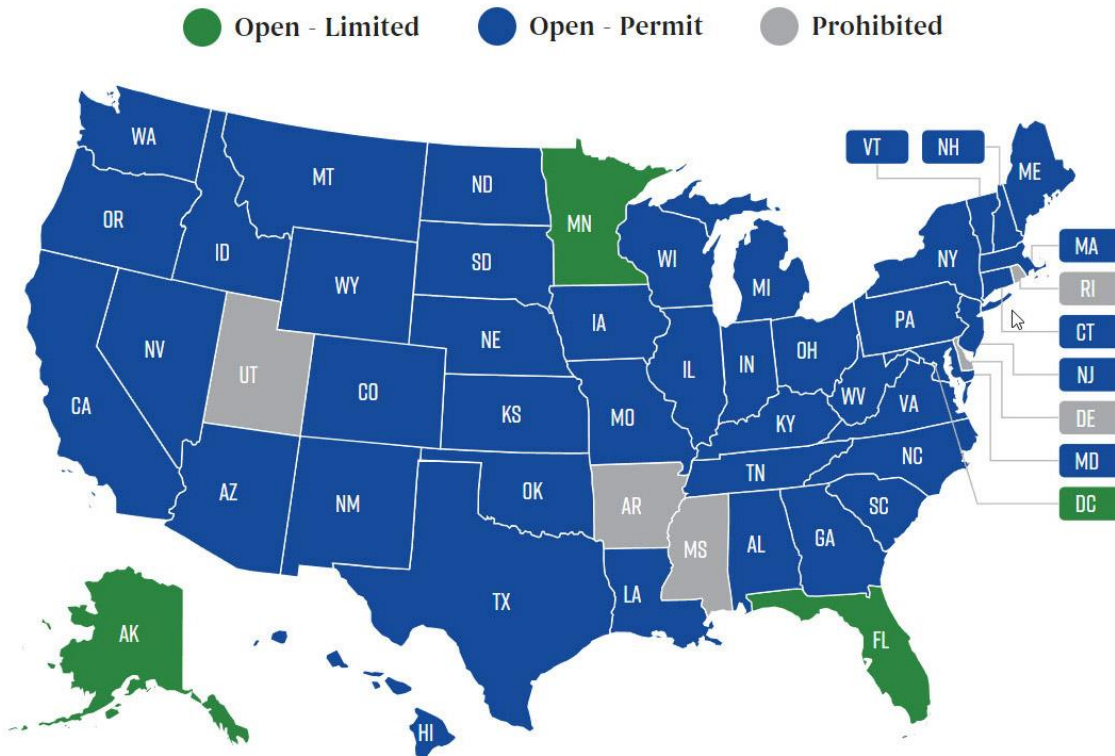
FORT Ship is redefining shipping for the wine industry.





*THE DIRECT-TO-CONSUMER (DTC) MODEL CONTINUES TO POSITIVELY EVOLVE AND IS DOING SO AT AN ACCELERATING PACE. IT'S AMAZING TO THINK THAT JUST A DECADE AGO, DIRECT-TO-CONSUMER SALES WERE ONLY ABOUT HALF THE SALES OF AN AVERAGE WINERY. NOWADAYS, DTC SALES ARE ALMOST 75% OF THE AVERAGE WINERY'S SALES*

SVB ANNUAL WINE INDUSTRY REPORT, 2022



What gives FORT Ship its unique power? Here's a look at some of the functionality.

Detailed order search page including searchable fields like scheduled ship date, depletion date, sort groups, manifest number, and much more.

**Order Search**

Seller: Best Wine Company Order Type: All Order Number: <input type="text"/> <input type="checkbox"/> Range System Order ID: <input type="text"/> To: <input type="text"/> Order Date: 12/26/2021 - <input type="text"/> Upload Date: 12/26/2021 - <input type="text"/> From: 00:00 To: 24:00 <input type="checkbox"/> Display Requested Ship Date (RSD): <input type="text"/> Print Date: <input type="text"/> <input type="checkbox"/> Display Scheduled Ship Date: <input type="text"/> Depletion Date: <input type="text"/> <input type="checkbox"/> Display Status: All Auto Status Check: Any Reshipped: Any	Mktg Name: All Subtype: All Shipment Type: Direct Shipment Date: N/A Package: Sort Group: <input type="text"/> <input type="checkbox"/> Show Sort Group Sort Group Size Limit: <input type="text"/> Item Qty: > <input type="text"/> <input type="checkbox"/> Show Qty. Package ID: <input type="text"/> Urgent: Any	Product: Product ID: Only <input type="text"/> Product Name: <input type="text"/> Kits: Any Product Type: Any Product Vol.: <input type="text"/>
Tracking: Carrier - Service Level: Any Tracking #: <input type="text"/> Manifest #: <input type="text"/> <input type="checkbox"/> Display	Recipient: First Name: <input type="text"/> <input type="text"/> State: <input type="text"/> <input type="checkbox"/> Exclude States Email: <input type="text"/> <input type="checkbox"/> Display Last Name: <input type="text"/> Show <input type="checkbox"/> Zip: <input type="text"/> Company: <input type="text"/>	Customer (Bill To): First Name: <input type="text"/> Email: <input type="text"/> <input type="text"/> Last Name: <input type="text"/> Company: <input type="text"/>

Special Instructions: Any    Delivery Instructions: Any    Comments: Any

Sort by:     Sort by:     Sort by:     Display: by Order    Number of records per page: 100

Saved Searches: --SELECT--

State-by-state listing of wine shipping licenses and permits, including expiration notifications.

										Run	Export All Company Licenses
State	County/Province	Country	Name	Product Type	Type	Number	Description	Start Date	Expiration Date		
AL		US	Direct Wine Shipper License	Wine	DSL	test1					
AR		US	Wine Shipping Permit			test2					
AZ		US	Alcohol Beverage License	Wine	DSL	test3					
CA		US	Direct Shippers Permit	Wine	DSL	test4					
CO		US	Winery Direct Shipper's Permit	Wine	DSL	test5					
CT		US	Out-of-State Shipper's Permit			test6					
GA		US	Wine Special Order Shipping	Wine	DSL	test7					
HI	Hawaii	US	Direct Wine Shipment Permit	Wine	DSL	test9					
HI	Honolulu	US	Direct Wine Shipment Permit	Wine	DSL	test10					
HI	Kauai	US	Direct Wine Shipment Permit	Wine	DSL	test11					
HI	Maui	US	Direct Wine Shipment Permit	Wine	DSL	test12					
HI		US	Direct Wine Shipper's Permit	Wine	DSL	test8					
IA		US	Wine Direct Shipper Permit	Wine	DSL	test13					
ID		US	Direct Shipper Permit	Wine	DSL	test14					
IL		US	Wine Shipper	Wine	DSL	test15					
IN		US	Direct Wine Seller Permit	Wine	DSL						
KS		US	Special Order Shipping License	Wine	DSL						
KY		US	Direct Shipper License	Wine	DSL						
LA		US	Alcohol: Direct Wine Shipper Manufacturer	Wine	ASL						
LA		US	Authority for Direct Shipments of Sparkling and Still Wine	Wine	DSL						
MA		US	Direct Wine Shipper License	Wine	DSL						
MD		US	Direct Wine Seller Permit	Wine	DSL						

## Customizable shipping preferences by state, by carrier, by service level

All States	Carrier	Service Level		Change All				
	FedEx	FedEx Home Delivery® (FEH)						
State	Dry Ice	Gift Card	Gift Wrap	Ice Pack	Labeling	Styrofoam	Temp Control	Tissue Wrap
	Change	Change	Change	Change	Change	Change	Change	Change
AK	...	..	..	...	...	...	...	..
AL	...	..	..	...	...	...	...	..
AR	...	..	..	...	...	...	...	..
AS	...	..	..	...	...	...	...	..
AZ	...	..	..	...	...	...	...	..
CA	...	..	..	...	...	...	...	..
CO	...	..	..	...	...	...	...	..
CT	...	..	..	...	...	...	...	..
DC	...	..	..	...	...	...	...	..
DE	...	..	..	...	...	...	...	..
FL	...	..	..	...	...	...	...	..
FM	...	..	..	...	...	...	...	..
GA	...	..	..	...	...	...	...	..
GU	...	..	..	...	...	...	...	..
HI	...	..	..	...	...	...	...	..
IA	...	..	..	...	...	...	...	..
ID	...	..	..	...	...	...	...	..
IL	...	..	..	...	...	...	...	..
IN	...	..	..	...	...	...	...	..
KS	...	..	..	...	...	...	...	..
KY	...	..	..	...	...	...	...	..
LA	...	..	..	...	...	...	...	..

## Fast, informative dashboards and analytics

Orders
Products
Reports
Scan
Metrix
Admin
Support

### Unshipped Packages

Packages	Rejected	Uploaded / Pend. App	Unprinted / Unpacked	On Hold	Printed / Unpacked	Packed / Unprinted	Printed / Packed	Total Unshipped
Club	0	0	290	2	3	0	1	296
Other	3	41	2,283	0	215	12	21	2,575
Trade	0	0	1	0	0	0	0	1
<b>Total</b>	<b>3</b>	<b>41</b>	<b>2,574</b>	<b>2</b>	<b>218</b>	<b>12</b>	<b>22</b>	<b>2,672</b>

### Shipped Packages

Packages	Transfer In	Transfer Out	Crossdock Received	Crossdock Sent	Scanned	Attempted	Exception	Delivered / Consigned	Returned
Club	0	0	0	0	3	0	0	0	0
Other	0	0	0	0	84	9	0	0	0
Trade	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>87</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>0</b>

Shipping Dashboard

Company: All

Location: All

Depletion: Last 120 Days

Ship Type: All

Service Level: Any

Order#: Starts with (3 chars m)

Track#: Starts with (5 chars m)

Go

**NEWS**

Everyone (FORTship test) 06/16/2022

Everyone except FORTship 06/16/2022

Everyone old data - fortship n 06/16/2022

Everyone old data - fortship y 06/16/2022

FedEx Temp Control FXTC Export 05/31/2022

Gift Message Stat Notification 05/16/2022

Process Ready Status 04/23/2022

Display Gift Message 03/17/2022

Illinois Logistics Report 2/1 02/01/2022

### Performance & Scheduling

Packages	5+ days Late	1-4 days Late	Today	Tomorrow	2-4 days	5-10 days	11+ days
Club	288	0	8	0	0	0	0
Other	335	0	2,232	0	0	0	8
Trade	0	1	0	0	0	0	0
<b>Total Unshipped</b>	<b>623</b>	<b>1</b>	<b>2,240</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8</b>
Uploaded / Pend. Approval	0	0	41	0	0	0	0
Unprinted / Unpacked	603	1	1,962	0	0	0	8
On Hold	2	0	0	0	0	0	0
Printed / Unpacked	13	0	205	0	0	0	0
Packed / Unprinted	3	0	9	0	0	0	0
Printed / Packed	2	0	20	0	0	0	0
Shipped Today	0	0	0	0	0	0	0
<b>Total Scheduled</b>	<b>623</b>	<b>1</b>	<b>2,237</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8</b>
% Shipped	0%	0%	0%	0%	0%	0%	0%

### Process Ready

### Today's Shipments

### Stagnant Packages

Returns: 255

Shipments: 3,758

Returns/shipment: 2.45%

Management Status

Reshipped: 65 (35.56%)

Returned to Supplier: 2 (0.84%)

Restocked (100%): 13 (5.44%)

Restock Issues Closed: 20 (8.37%)

Restock Issues Open: 10 (4.18%)

Unprocessed: 109 (45.61%)

Company: All

Depletion date: 1/20/2017 - 12/30/2023

Dept. Location: All

Destination: All

Order type: All

Carrier: All

Service level: All

Return Cause: All

Returns by Year

Returns as % of Total Shipments by Year

Returns by Service Level

Returns by Close

Returns by Bit vs. Res

Returns by Destination

Returns by State

Returns by Company

### Package Stats Report

Packages: 9,730

Liters: 32,292.34

Orders: 9,068

Items: 45,709

% Liters by Order Type

% Packages by Carrier

Liters/Pack: 3.21

Packs/Order: 1.07

Items/Pack: 4.70

Items/Order: 5.03

Packs by Order Type

Club: 4,209

Other: 5,491

Trade: 38

Volume Trends: Packages and Orders

Package Volume by Carrier

Volume Trends: Liters

Package Stats Trends

## Robust scanning and printing functionality.



104125

Clear

Submit

Location 123:123-A-2-2 (Mobile)

Nesting Structure: [A-03](#)[123-A-2-2]

Pick / Move

Cycle Count

Adjust

A-03 (Pallet)



Scan Nesting location

Print Options

Laser

Format

Horizontal

Quantity of Labels

1

Show Description Show Billable Show Tax Status 

Print