



FOR IMMEDIATE RELEASE
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CONTACT: Aaron Rummage
OFFICE: 615-741-7628

2021 Changes to Tennessee Wine Direct Shipment Laws

Two recently passed bills, HB1481 and HB0742, make changes to Tennessee law regarding sales and shipment of wine direct to Tennessee consumers. These changes are summarized below.

Licensure of Third-Party Fulfillment Companies

Effective January 1, 2022, third parties that take possession of wine from a winery direct shipper and provide logistical support before the wine is transferred to a common carrier for delivery into Tennessee must obtain a fulfillment house license. Fulfillment house license holders must submit quarterly reports detailing the wine they ship into Tennessee. A fulfillment house may not have an interest in a direct shipper license. A common carrier is not required to obtain a fulfillment house license.

Winery Reporting Requirements

Effective January 1, 2022, Winery direct shippers will be required to submit records on a quarterly basis showing information for each shipment of wine to Tennessee including information related to any fulfillment house and common carrier involved in each shipment.

Origination of Shipments

Effective January 1, 2022, shipments of wine may only originate from the address of the winery direct shipper license holder associated with its direct shipper license or a registered address of a licensed fulfillment house.

Brand Limitations

Effective immediately, a winery direct shipper may only ship their own wine brands into Tennessee and may not ship other wine brands. This includes wine produced at their winery, and certain wines produced exclusively for the winery.

Increased Volume Limits for Small Wineries

Currently, no direct shipper may ship more than a total of nine (9) liters of wine to any individual during any calendar month or more than twenty-seven (27) liters of wine to any individual in any calendar year. However, effective immediately, a winery direct shipper that produces or manufactures less than two hundred seventy thousand (270,000) liters of wine per calendar year may ship up to fifty-four (54) liters of wine to an individual per calendar year.

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