



## READERS NAME THEIR FAVORITES IN OUR SECOND ANNUAL SURVEY

**T**he results are in for Vineyard & Winery Management's second annual Best Wine Industry Suppliers Survey. We received 699 responses to the 2013 survey, and the 2014 ballot drew significantly more. Nearly 1,100 wine industry professionals voted in our online survey, which was expanded this year to include 20 major categories: Barrels, Corks, Bottles, Alternative Closures, Label Printing, Software, Financial Services, Banks/Lenders, Legal Services, Nurseries, Tanks, Lab Services, Winemaking Supplies, Bottle Decorators, Oak Alternatives, Grape/Wine Brokers, Warehouse/Shipping, Vineyard/Winery Equipment, Vineyard Supplies and Tasting Room Gifts/Merchandise.

When the votes were tallied on Jan. 24, the following companies emerged as the "readers' choice" favorites. Congratulations to the 2014 winners!

## BEST BARREL SUPPLIER

### SEGUIN MOREAU

This is the second year that Seguin Moreau has won the Best Barrel Supplier honor.

The company has a long history, dating to 1870 and 1838, respectively, when the individual Seguin and Moreau cooperages were founded. The two joined forces in 1972 under the auspices of brandy firm Rémy Martin. In 1986 Seguin Moreau established full-time representation in the Napa Valley, and in the mid-1990s, Seguin Moreau Napa Cooperage was established.

Research is an important element of Seguin Moreau's product development strategy. Since the 1980s, Seguin Moreau and the Faculty of Oenology of Bordeaux (known today as the Institut des Sciences de la Vigne et du Vin University of Bordeaux) have worked together to research wine-wood interaction, which has revealed information about the importance of grain tightness, toasting and proactive maturation. The cooperage has since partnered with universities worldwide to apply results to wineries' barrel programs.

Seguin Moreau operates a full-time laboratory on-site, and recently expanded its research and development team. The company is also committed to sustainability, from forestry management to cooperage practices.



## BEST CORK SUPPLIER

### PORTOCORK AMERICA

Portocork America, which supplies natural cork to the North American wine industry, was established in 1983 through a partnership of Portocork International, based in Portugal, and Fleming Packaging Group of Napa. The partnership continued until 1996, when Portocork International acquired Portocork America.

Portocork was a founding member of the Cork Quality Council (CQC), which was established in 1993 with the goal of increasing quality standards and awareness of the benefits of natural cork. Portocork continues as an active CQC member today.

The company has developed modern production facilities to process natural cork, which it sources from company-owned and leased natural forests that have existed in Portugal for decades.

Portocork controls the cork from the time it is harvested until it arrives at clients' wineries. To maintain quality and consistency, the company combines centuries-old natural practices and state-of-the-art production facilities, along with rigorous testing in the company's ISO-9002 certified Portuguese facilities and its Napa facility.

# Portocork

## BEST ALTERNATIVE CLOSURE SUPPLIER

### AMCOR

Amcor's history dates to the 1860s, when Victoria's first paper mill was established in Melbourne, Australia. For most of its life the company was known as APM - Australian Paper Manufacturers. In the 1970s and '80s, it added a diverse range of packaging interests to its traditional papermaking activities by creating new business partnerships and making strategic acquisitions. In 1986, APM became Amcor Limited.

Through innovation and a focus on customer service, Amcor expanded from its Australian heritage to serve markets around the globe. Profitable organic growth and strategic acquisitions and divestments continue to change the face of Amcor and reinforce its leadership position.

Created more than 40 years ago, Amcor's Stelvin is the original and leading screwcap wine closure. As a specialist in capsule manufacture and customization, the company's capsule business offers a broad range of products with printing and finishing options.

Amcor is dedicated to responsible packaging, applying art and science to enhance the products people use in everyday life. Its core values emphasize safety, integrity, teamwork, social responsibility and innovation.



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## BEST LABEL PRINTER

### COLLOTYPE LABELS

This is ColloTYPE's second year as the winner in the Best Label Printer category.

The wine and spirits arm of Multi-Color Corporation, ColloTYPE Labels was established in 1903 as a small print shop, and has grown to become the world's largest premium label printer.

The company printed its first wine and spirit labels in the 1920s, and has continued to drive many of the innovations that have seen labels evolve from basic product descriptions to miniature works of art and important marketing tools.

ColloTYPE has locations in premium wine-producing regions around the world, including Napa and Sonoma, and supports the expanding global wine market, specializing in premium labels for the wine and spirit industries.

ColloTYPE has also invested in research and development resulting in proprietary substrates and print embellishments to deliver the best value for quality.

The company's goal is to achieve the best printing efficiencies while delivering maximum shelf impact. To that end, ColloTYPE has invested in leading-edge print technologies that allow it to find the right fit for customers' projects.



## BEST BOTTLE SUPPLIER

### TRICORBRAUN WINEPAK

North America's largest wine bottle distributor, TricorBraun WinePak, has served the wine industry since 1982, from locations in California, Washington, Oregon and Canada.

Its parent company, TricorBraun, got its start in 1902 as the Northwestern Bottle Company, when founder Samuel Kranzberg distributed the first blow-molded glass bottles. The company has since grown to become one of the world's leading suppliers of bottles, jars and other rigid packaging components.

TricorBraun WinePak recently moved to a facility in Fairfield, Calif., which includes more than 160,000 square feet of warehouse space and a \$2 million repacking system designed to increase both speed and efficiency. In 2013, it launched its online store, WinePak Direct.

The company prides itself on providing great service, and aims to make planning and ordering packaging products faster and easier.

In addition to various styles of domestic and imported bottles, including custom designs, TricorBraun offers environmentally friendly, lightweight glass bottles. As a participant of the Sustainable Packaging Coalition, the company works to create effective packaging while reducing its environmental impact and ecological footprint.



## BEST SOFTWARE SUPPLIER

### eWINERY SOLUTIONS

Since Richard Kline founded the company in 2003, eWinery Solutions has provided innovative web content management, CRM, e-commerce, wine club and Internet marketing solutions to wineries and third-party marketers.

Over the years, Kline has met with hundreds of winery owners and has listened carefully to their needs. The result is a software platform designed exclusively for wineries of all production levels.

With the help of a team of programmers, Kline has built key integrations with other industry leaders in compliance, point-of-sale, tasting room reservations, fulfillment and sophisticated ERP (enterprise resource planning) systems.

The company attributes its success to hard work, insight into the global wine industry, creative web development and marketing techniques, and an emphasis on innovation and collaboration. eWinery Solutions' focus is on combining essential wine industry knowledge with leading technology to provide software solutions designed specifically for the wine industry.

eWinery Solutions strives to build strong relationships with clients and form strategic alliances with major players in the wine industry in order to increase clients' profitability.



# CA

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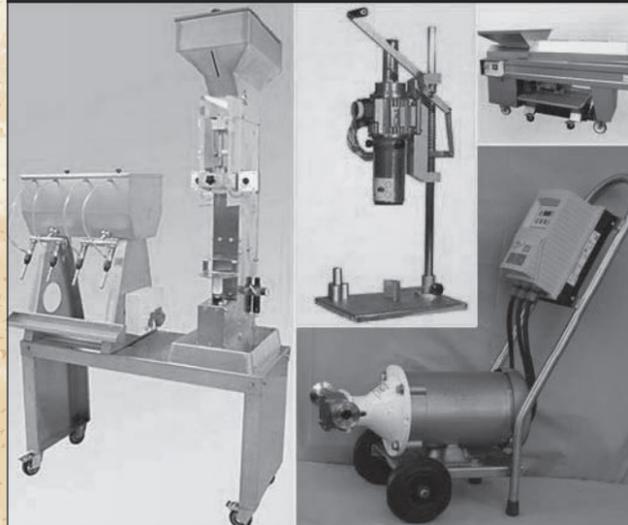
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## BEST FINANCIAL SERVICES PROVIDER

### MOSS ADAMS LLP

Moss Adams got its start in 1913, when John G. McIntosh opened an eponymous accounting firm in Seattle, Wash. After several changes in principals, it was renamed Moss Adams & Co. in 1938.

In the 1960s, Moss Adams opened offices in California, Oregon and Washington state. It added a consulting arm in 1972 to offer value-added services to its clients. In 1995, the company name was changed to Moss Adams LLP, and in 1999, Moss Adams Capital LLC was created to offer investment banking and strategic advisory services. In the early 2000s, the firm added a wealth management division. Moss Adams celebrated its 100th anniversary in 2013.

Today the company has 22 offices, including nine in California. A leader in assurance, tax, consulting, risk management, transaction and wealth services, Moss Adams serves numerous wine industry clients and has a deep understanding of how to grow and maintain a successful business.

The firm sees itself as a trusted advisor, and strives to help clients recognize the full potential of their business operations, as to preserve their wine legacies. Providing each client with top-level service is an important factor in the company's longevity and success.



## BEST BANK/LENDER

### WELLS FARGO

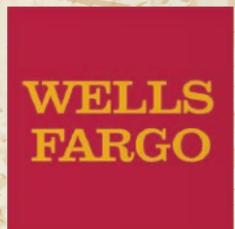
For the second year, Wells Fargo has been named Best Bank/Lender.

The company was founded in New York City in 1852 by Henry Wells, William Fargo and associates to conduct banking and express business in California. Wells Fargo & Company's Express transacted financial services by sailing ship, steamer, stagecoach, Pony Express and railroad.

Now the company's Beverage Finance division serves vintners and grapegrowers by offering financing and guidance for everything from streamlining day-to-day operations to developing long-term company strategies.

Wells Fargo's beverage specialists work with local relationship managers to provide clients with a mix of local business knowledge, industry insights and personalized service. In addition to financing, the bank's expertise includes territory and brand acquisitions; warehouse construction and expansion; debt refinancing and restructuring; general working capital; shareholder buyouts; and wealth and estate planning.

Wells Fargo Beverage Finance works at all levels of the industry and is well versed in the regulatory environment, supplier dynamics and existing competitive environment.



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## BEST LEGAL SERVICES PROVIDER



**CARLE, MACKIE, POWER & ROSS LLP**

Carle, Mackie, Power & Ross (CMPR) is an independent law firm based in Santa Rosa, Calif.

The company provides legal advice and assistance to wineries, growers, distributors, retailers, lenders and investors in multiple areas, including advertising and labeling, direct shipment and e-commerce, distribution agreements, seasonal labor, trademarks, water agreements, environmental regulations, grape contracts, mergers and acquisitions, and more.

CMPR prides itself on having extensive understanding of and experience in both strategic and day-to-day business and regulatory issues related to the wine industry.

The firm's goal is to find prompt, practical, functional and creative solutions for its clients, and to communicate in a clear and timely manner, no matter how complex the subject.

CMPR strives to provide clients with clear and prompt communication and to put clients first, every time.

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## BEST NURSERY



**NOVAVINE**

Founded in 1996 by two Sonoma County vineyard owners, Novavine has grown into a North American leader in high-quality, environmentally friendly grapevine propagation. The company has a 27-acre site in Sonoma County, including 45,000 square feet of greenhouse space, along with a 90-acre increase block in Yolo County.

In addition to developing new nursery techniques for healthier vines, Novavine advises clients in rootstock and clonal selections and provides guidance at planting time.

With a dedication to sustainable practices, the company implemented the first probiotic (non-chemical) techniques in 2004 to establish, grow and protect plants using inputs such as compost teas. Since then, it has developed many non-chemical methods to enhance plant growth and health. Also included in Novavine's sustainable program is a commitment to a nontoxic workplace that safeguards air, water, soil, wildlife and employees.

The company has strategic partnerships with Vivai Cooperativi Rauscedo (VCR) in Italy, the world's largest grapevine nursery; Herrick Grapevines, a boutique nursery in St. Helena, Calif., with access to one of the most sought-after French collections of clones; and Tablas Creek Nursery in Paso Robles, which offers one of the most comprehensive sources of Rhone varieties in the United States.

**novavine**  
INNOVATE. PROPAGATE. THRIVE.

## BEST TANK SUPPLIER



**SANTA ROSA STAINLESS STEEL**

Santa Rosa Stainless Steel was organized in 1968 by Fred Ferronato, in partnership with Rodney Strong. The company steadily grew to become a leading designer and producer of stainless steel tanks for the wine and brewing industries. The company is now operated by Fred's children, Michele and Mark, and his grandchildren.

Since the company's inception, it has built more than 25,000 tanks for more than 1,000 wineries and 50 breweries.

In addition to stainless steel tanks in many sizes and configurations, including portable and stackable models, Santa Rosa Stainless Steel offers harvest bins, fermenters, cooling and heating jackets, and aluminum catwalks.

The company focuses on creating custom projects made in the United States, and offers guaranteed on-time delivery. It strives to offer complete customer satisfaction with competitive pricing and expert craftsmanship.

Its products are warranted for one year and the company will repair or replace equipment that might fail under normal wear and storage conditions. With proper maintenance and service, SRSS tanks are made to last a lifetime.

**Santa Rosa Stainless Steel**  
*A shining reputation for wine tanks*

## BEST LAB SERVICES PROVIDER

### ETS LABORATORIES

ETS was established in 1978 by Gordon and Marjorie Burns to provide the rapidly expanding California wine industry with technical assistance and laboratory support. As the industry developed in size and complexity, they responded by investing in modern equipment and facilities, and hiring highly trained technicians and researchers who share their commitment to the principles of integrity and innovation.

To provide clients with fast, accurate results, ETS has implemented strong quality-control programs. In 1997, ETS became the first and only ISO17025 accredited independent, domestic laboratory serving the wine industry. The ISO17025 standard is different from most ISO certifications in that it measures performance and competency rather than just record-keeping.

The company continues to invest in research and development of new analytical methods, introducing new technologies to the wine industry. With the help of two full-time enologists/chemists, ETS conducts continuous development and evaluation of new analytical tools for its winery clients.

The company has relationships with wine laboratories and universities throughout the world, which provides a global view of wine industry problems and challenges.



## BEST WINEMAKING SUPPLIES PROVIDER

### SCOTT LABORATORIES

Scott Laboratories Inc. began as Berkeley Yeast Laboratory, founded in 1933 at the end of Prohibition. Fifty years later, the Scott family acquired the company, which was renamed Scott Laboratories.

Yeast and lab services were Scott Laboratories' first offerings, and over the years, the company portfolio expanded to include cellar supplies, packaging and machinery. Last year Scott served 5,000 customers in 50 states and 10 Canadian provinces. The Scott companies now have more than 85 employees directly servicing all North American winemaking regions.

Scott works collaboratively with its customers, learning their needs and suggesting or creating individualized solutions. A team comprised of enologists, microbiologists, chemists, engineers and hands-on production specialists provides a rich resource for the company and its customers. The team has experience with wineries of all sizes and products, ranging from fruit wines to ice wines. Staff members also receive factory training in Italy and experience product trials in Chile.

Clients are also said to benefit from the long tenure of the company's employees (the average is 11 years) combined with Scott's long-term supplier relationships.



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## BEST BOTTLE DECORATOR



### BERGIN GLASS IMPRESSIONS INC.

Bergin Glass Impressions was founded in 1989 as an etching and hand-painted bottle decorator. With two full-time print crews and two production lines at the company's 40,000-square-foot production and design facility in Napa, Bergin prints upwards of 60,000 bottles per day.

Its Screen Print Division was established in 1995 with one print machine, and has since expanded to include five Italian-built machines that can print up to nine colors, including precious metals such as 22-karat gold and platinum. The company's screen print operators collectively have more than 80 years of technical experience.

The company also provides artisan-quality etching and painting. Bergin employs 13 full-time etchers and painters, most of whom have been with the company more than 20 years.

Bergin is known for providing distinctive wine packaging solutions, and for offering elegant etched- and screen-printed wine bottle labeling.



## BEST OAK ALTERNATIVES SUPPLIER



### STAVIN

StaVin was founded 24 years ago by Alan and Steve Sullivan. The company began production in Sebastopol, Calif., then later moved to Cotati. StaVin has since grown to employ 30 people, and has its own production and finished goods warehouse facilities to meet the company's manufacturing specifications.

StaVin seasons all of its oak over a three-year period, offering multiple toast levels and products for many different winemaking applications. Its oak products are fire-toasted by hand in the traditional method, or, using a long-cycle convection oven.

To aid in its research efforts, the company has direct access to a full laboratory equipped with GCMS (gas chromatography-mass spectrometry) as well as HPLC (high performance liquid chromatography). It has two Ph.D-level scientists on staff who conduct applicable research and provide technical services for clients.

The company prides itself on going the extra mile to provide the best possible service, support and products, and to continue working on applicable research and development.



## BEST GRAPE/WINE BROKER



### TURRENTINE BROKERAGE

After 36 years with the Wine Institute and as head of the Wine Advisory Board, Dan C. Turrentine founded Turrentine Brokerage in 1973 to serve the wineries and growers of California.

The company continues to grow and currently has 23 employees, including nine brokers, and is recognized as a leading broker of California wine grapes and bulk wine from around the world.

Turrentine's inside knowledge of the wine business has given the company a long track record of predicting wine business trends. Turrentine's brokers use a personalized approach to tailor the company's exclusive proprietary information to each individual client, building long-term buyer and seller relationships based on trust.

The company's bulk wine sampling system gives clients quick access to fresh samples, and they can keep updated on current market information via the company's website and blog.

Turrentine prides itself on being a trusted and strategic advisor to the wine industry, delivering customized solutions for growers, wineries and financiers with demonstrated expertise and a reputation for integrity and confidentiality.



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## BEST VINEYARD/WINERY EQUIPMENT SUPPLIER

### CARLSEN & ASSOCIATES

For more than 25 years, Carlsen & Associates has provided the wine industry with functional, high-quality equipment, from crush pad equipment to pump systems to ozone machines.

The company uses quality components and materials, along with the latest in fabrication equipment to create its products. Rather than importing its offerings, Carlsen & Associates has the ability to build most of the equipment it sells, and takes care to make sure clients get the right equipment for their individual needs.

Owner Jim Carlsen believes that fine craftsmanship is most readily obtainable from people who are working at what they love to do, and with this in mind, Carlsen & Associates has worked to develop its products and staff with equal care.

The company's stated mission is to provide the highest-quality product and back it up with the highest level of service. In other words: Make a great product and stand behind it.



## BEST TASTING ROOM GIFTS/MERCHANDISE SUPPLIER

### TOPNEST DESIGNS

TopNest Designs is a multi-line manufacturer's representative company with more than 10 years of experience working with local artisans and importers to develop retail products specific to the wine industry. With an emphasis on promotional products and wine accessories, the company works directly with retailers nationwide to design products that reinforce their brands and create revenue through custom gifts.

TopNest aims to be the go-to company in the wine industry for high-quality, innovative, wine-focused promotional products that are delivered to the tasting room, wine club member and winery event participant on budget and on time.

Because each winery is different, the company strives to understand what mixture is currently working for each client and what they'd like to change, so it can make customized recommendations.

The majority of TopNest's suppliers are small, family-run, U.S.-based businesses, which enables the company to keep minimums low and delivery times short.



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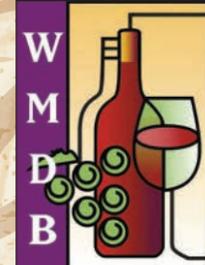
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## BEST VINEYARD SUPPLIES PROVIDER



### CENTRAL VALLEY BUILDERS

Central Valley Builders Supply (CVBS) began in 1955 with a small location on Main Street in St. Helena, Calif. In 1987 the company began offering vineyard and trellising products to augment its building supplies. Founded by Pat and Evy Patterson, the company is now run by the family's third generation, and has grown to include locations in Napa, Healdsburg, American Canyon and Woodland, Calif.

CVBS has a history of offering innovative products, such as Netafim drip irrigation in the late 1980s, designed to reduce water usage, and Profil Metal Stakes in 2012, a trellising application created to reduce labor and material costs. In addition to serving local customers, the company now ships its products throughout the United States and overseas.

Despite the company's growth, it prides itself on retaining the small-town values of keeping its promises and respecting both customers and employees. As a result, many of CVBS' employees have stayed with the company for years.



### CENTRAL VALLEY AGRICULTURE SUPPLY

Est. 1955

## BEST WAREHOUSE/SHIPPING PROVIDER



### CHEROKEE FREIGHT LINES

Cherokee Freight Lines was founded in 1966 by Gary Scannavino. Since the company's inception, it has been heavily involved in the transportation of bulk wine, glassware and case wine.

Cherokee's ability to adapt to the ever-changing needs of the wine industry, along with a high level of service and competitive pricing, has helped it build decades-long relationships with many of its customers.

The company takes pride in its ability to move large quantities of bulk wine quickly and efficiently, while providing personalized service.

### CHEROKEE FREIGHT LINES



## RUNNERS UP

The following companies were first runners up in the 2014 survey:

BEST BARREL SUPPLIER: **Saury USA**

BEST CORK SUPPLIER: **M.A. Silva**

BEST ALTERNATIVE CLOSURES SUPPLIER: **Maverick Enterprises**

BEST LABEL PRINTER: **Vintage 99 Label**

BEST BOTTLE SUPPLIER: **Encore Glass**

BEST SOFTWARE SUPPLIER: **VinTank**

BEST FINANCIAL SERVICES PROVIDER: **BPM Accountants & Consultants**

BEST BANK/LENDER: **Bank of the West**

BEST LEGAL SERVICES PROVIDER: **Dickenson, Peatman & Fogarty**

BEST NURSERY: **Quarte Trees & Vines**

BEST TANK SUPPLIER: **Spokane Industries**

BEST LAB SERVICES PROVIDER: **Scott Laboratories**

BEST WINEMAKING SUPPLIES PROVIDER: **Laffort**

BEST BOTTLE DECORATOR: **Etched Images**

BEST OAK ALTERNATIVES SUPPLIER: **Innerstave**

BEST GRAPE/WINE BROKER: **Kendall Farms**

BEST VINEYARD/WINERY EQUIPMENT SUPPLIER: **ConeTech/PolarClad**

BEST TASTING ROOM GIFTS/MERCHANDISE: **Denophilia**

BEST VINEYARD SUPPLIES PROVIDER: **Jim's Supply Co.**

BEST WAREHOUSE/SHIPPING PROVIDER: **Biagi Brothers**

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## BEEN THERE, DONE THAT



Over the past 40 years Phil and his team have attended more than 75 seminars on winemaking issues at UC Davis.

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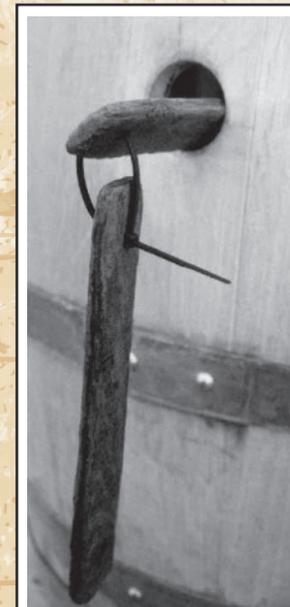
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These flavor profiles are available in powder, chips, mini-staves, barrel inserts and staves, all at jaw-dropping prices.

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