



OUR FIFTH-ANNUAL SURVEY RESULTS TELL THE STORY.

The votes are in and it's time to unveil the winners of Vineyard & Winery Management's fifth-annual Best Wine Industry Suppliers survey. This year, we received more than 700 responses from across the nation regarding our 25 categories, each with descriptive comments we'd like to share with you. A few of the categories had ties for runners-up this year,

one company came out on top in four categories, while other categories had only a difference between a handful of votes when it came to who was voted Best. Thus, everyone here deserves a nod for their hard work and excellent products and services.

The terms most often cited by survey respondents included quality, customer service, location and quick turn-

arounds. People also said they appreciate personalized relationships, often singling out their favorite sales reps by name. It's that sort of detail that makes reading the comments especially interesting and fun; and it shows how important it is for people to connect through their businesses.

Congratulations to everyone and thanks to our voters for participating in the survey.

Winery & Vineyard Equipment & Supplies

BEST ALTERNATIVE CLOSURE SUPPLIER

AMCOR (STELVIN)
www.amcor.com

The Stelvin aluminum closure dates back to 1960s Burgundy, France, where it was deemed to be the ideal closure for Chasselas, a Swiss white wine that was particularly subject to cork taint. It was later recognized as the best solution to Australia's cork shortage in the 1990s. Today, it's part of Australia's Amcor group. Survey respondents dubbed it "the future of bottling," noting it's an "innovator in the industry" with the "best quality in closures."



BEST BARREL SUPPLIER

SEGUIN MOREAU / SEGUIN MOREAU NAPA COOPERAGE
www.seguinmoreaunapa.com

Seguin Moreau's production team of coopers, classically trained in France and Scotland, crafts barrels ranging from Bordeaux- and Burgundy-style to 500 L. The oak is aged at the seasoning yards and then coopered to winemakers' specifications. Dating back to 1800s Cognac, France, the Seguin and Moreau companies joined forces in 1970 and expanded to Napa Valley in 1986. In 2010, it achieved CarbonNeutral status. Voters specifically noted its "personalized, high-quality service" and "consistent quality."



BEST BOTTLE SUPPLIER

TRICORBRAUN WINEPAK
www.tricorbraun.com/tricorbraun-winepak

Founded in 1982, TricorBraun WinePak prides itself on its vast array of wine bottle options and industry knowledge. With offices in California, Oregon, Washington state and British Columbia, it's known as the largest rigid packaging supplier in North America. Survey respondents described its "competitive prices," "range of choices," "delivery" and "high quality products." They also displayed enthusiasm surrounding its customer service, describing it as "dazzling," "outstanding" and "top notch."



BEST CORK SUPPLIER

M.A. SILVA

www.masilva.com

M.A. Silva USA was established in 2000 by Neil Foster and Manuel Alves Silva, founder of M.A. Silva Portugal, a family-owned company with a 44-year history. It offers a clean, reliable source for wine corks, working in long-term collaboration with growers for a 100% vertically integrated process, including maximized TCA removal. Voters like that it's a "green company" with "consistent, great-quality corks," "quick turnaround," and "excellent customer service"; all important, since "you can't compromise with cork."



MASILVA USA
THE PERFECT FIT FOR YOUR WINE

BEST FILTRATION SUPPLIES/EQUIPMENT PROVIDER; BEST VINEYARD SUPPLIES PROVIDER; BEST WINERY VINEYARD/ EQUIPMENT SUPPLIER; BEST WINEMAKING SUPPLIES PROVIDER

SCOTT LABORATORIES

www.scottlab.com

Scott Laboratories has earned an unprecedented four awards in this year's survey. Now with more than 80 years under its belt, the company began with lab services and yeast. It then added cellar supplies, packaging, processing and bottling equipment to its lineup, providing its customers with a vast array of products for their needs. Voters described its catalog as a "winemaking textbook" and said its service representatives are "quick and knowledgeable," "terrific help" and have "dependable stock availability."



BEST NURSERY

NOVAVINE

www.novavine.com

Novavine launched in 1996 to provide quality grapevines and create successful vineyards. The company prides itself on its high standard for plant material, environmentally sound production practices and diverse selection of clones. Its production team and viticulturist work hard to make this happen, and its knowledgeable sales representatives provide both support and follow through. Voters noted Novavine is "reliable, affable and intelligent," and were impressed by its "availability of quality products" and "selection."



BEST OAK ALTERNATIVES SUPPLIER

STAVIN

www.stavin.com

Alan and Steve Sullivan created StaVin in 1992 to produce hand-crafted, toasted oak integration products that would rival and, in some cases, replace oak barrels. The company sources its oak from premium forests and has expert coopers who oversee its three-year toasting process. Two Ph.D. chemists are on staff to assist customers with both selection and use, all in an effort to create outstanding wines. Respondents cited its "great customer service," "quality wood" and "good results."

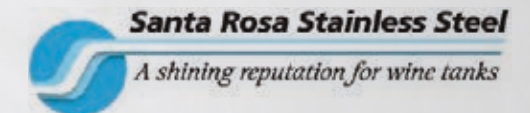


BEST TANK SUPPLIER

SANTA ROSA STAINLESS STEEL

www.srss.com

Santa Rosa Stainless Steel was founded in 1968 by Fred Ferronato and Charlie Levell, who built their first two tanks at the request of Fetzer Vineyards — and those tanks are still in use today. The family-owned company grew with the wine industry and has since added tanks for breweries, distilleries, water storage facilities and more. It's now created more than 20,000 tanks and continues to improve and impress. Multiple voters used the term "best quality" when describing the company.



BEST TASTING ROOM GIFTS/MERCHANDISE SUPPLIER

CHRIS'S STUFF

www.chrisstuff.com

Chris's Stuff began in 1991 when its founder was inspired to create wine-related apparel that reflected people's love of wine. "J'aime mon vin" and "Life is a Cabernet" were his first two designs. Today, the company offers everything from hand bags to napkins to jewelry (and so much more). It's no wonder voters cited its "great variety and availability." One even described a 15-year business relationship with "without a doubt my best moneymaker... and excellent customer service with a refreshing sense of humor."



BEST BANK/LENDER

FARM CREDIT

www.farmcreditnetwork.com

Farm Credit was established 100 years ago to support agricultural communities with reliable, consistent credit and financial services. The nationwide organization has nearly 75 independently owned and locally operated lenders, each with specific expertise within the region it serves. Combined, they provide more than one-third of the credit needed by U.S. agriculture. Voters said Farm Credit is "great to work with in all ways," "awesome," "responsive," and that its employees "truly understand the industry."



BEST BOTTLE DECORATOR

BERGIN GLASS IMPRESSIONS

www.berginglass.com

Mike Bergin founded his company in 1989 with a focus on increasing his clients' brand value by providing unique and cost-effective alternatives to paper wine labels. Screen printing offers ceramic paint designs that are permanently fused to the glass, while etching is a hand-crafted process that's ideal for large-format bottles. Survey respondents cited the company's "excellent workmanship and good price," "great customer service" and its "caliber of talent, professionalism and experience." In a nutshell, "Bergin rocks!"



BEST BUILDING CONTRACTOR

NORDBY CONSTRUCTION

www.nordby.net

Nordby Construction is noted for its wine caves, winery construction and signature homes. Its staff members work closely with the owner, designer and tradespeople on each project to build what's envisioned from inception to completion. The company was founded in 1978 and prides itself on quality construction and client relationships. Its first project was Flora Springs Winery in Napa Valley. Voters cited its "thorough process and follow through" as well as its employees' "excellent skills."



BEST FINANCIAL SERVICES PROVIDER

BPM

www.bpmcpa.com

Founded in 1986, BPM is one of the largest California-based accounting and consulting firms. With six offices across the San Francisco Bay Area, it serves emerging and mid-cap businesses as well as high-net-worth individuals in a broad range of industries, including wine and craft brewing. Voters commented on the "quick and accurate" abilities of this "amazing company," as well as its "quality and open-minded approach," and said "no one knows wine accounting better than BPM."



BEST BULK WINE/GRAPE SUPPLIER

TURRENTINE BROKERAGE

www.turrentinebrokerage.com

Founded in 1973 by Dan C. Turrentine, Turrentine Brokerage offers bulk wine and grape services, assisting grower and winery clients with supply challenges and opportunities backed by data-driven information and analysis. Its experienced team of brokers also helps customers with private label and special situation case goods. Survey respondents pointed out its "responsive and great customer service," and well as the fact that it "provides samples and data" and has "vast knowledge of the marketplace."



BEST LAB SERVICES PROVIDER

ETS LABORATORIES

www.etslabs.com

Since 1978, ETS Laboratories has prided itself on innovation, research and new technology to assist winemakers in attaining their best results throughout the winemaking process. Its proven analytical tools, knowledge and experience is renowned. Voters called it "exceptionally reliable," "fast and efficient," "always ahead of the trends" and "professional." One noted, "They're very helpful. Someone always picks up the phone to answer any level of question, judgement-free," while another called it the "Bentley of labs."



BEST LABEL PRINTER

TAPP LABEL
www.tapplabel.com

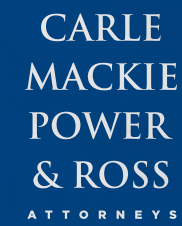
TAPP Label provides a multitude of label printing services for the wine industry, with a focus on customer service and crafting brands and styles that stand out from the rest. The company was founded in 1974 and remains committed to its mission of providing high-quality products and services, environmental responsibility and industry leadership. Survey respondents cited its "flexible and quick delivery," "great quality and wonderful people to work with" and "excellent client service."



BEST LEGAL SERVICES PROVIDER

CARLE, MACKIE, POWER & ROSS
www.cmprlaw.com

Located in the heart of Sonoma County, Calif., Carle, Mackie, Power & Ross offers a wide range of legal services. Its wine-focused practice area of "smart, responsive people" offers legal advice and assistance to wineries, growers, distributors, retailers, lenders and investors, with a goal of always providing clear and timely communication. The firm prides itself in its commitment to clients and community and is constantly seeking prompt, practical, functional and creative solutions.



BEST SOFTWARE SUPPLIER

VIN65
www.vin65.com

Vin65 powers winery websites and POS systems worldwide with a full range of services and a mission of enabling clients to sell the most wine possible, both on and offline. Its staff is constantly looking for ways to improve the e-commerce and POS experience, streamline the checkout process, remove friction points and provide a better customer experience. Voters especially appreciate its "great direct-to-consumer platform," "intuitive dashboard" and "ease of use."



BEST PUBLIC RELATIONS AGENCY/PROVIDER

J.A.M. PR
www.jam-pr.com

Founded in 2002, J.A.M. PR is well known for creating successful public relations campaigns and services for wineries. Survey respondents from both the winery and media industries commented extensively, including: "J.A.M. has high-quality, interesting clients. The press materials are well written, outreach is personalized and well-targeted. Requests are always dealt with immediately;" "They're professionally and personally invested and work tirelessly to make sure their clients succeed;" and they offer "quality of copy and attention to detail."



BEST WAREHOUSE/SHIPPING COMPANY

BIAGI BROS.
www.biagibros.com

Fred Jr. and Greg Biagi founded their supply chain management company in 1978 to provide services to growing businesses. They expanded into warehousing and third-party logistics in 1986, and now have 600+ employees, 270+ tractors, 750 trailers, and operate 3.5 million square feet of food-grade warehouse space and 20 distribution centers nationwide. Voters said, "They go above and beyond every single day," and cited "fast, clean, modern, efficient" equipment, "high inventory accuracy" and "great employees with positive attitudes."



BEST COMPLIANCE SERVICES PROVIDER

SHIPCOMPLIANT
www.shipcompliant.com

ShipCompliant is Sovos' flagship product. Launched in 2005, the Boulder, Colo., company was created so wineries could access up-to-date state regulations and tax rates for DTC shipments while simultaneously offering tracking capabilities throughout the process to ensure compliance. It also offers a wholesale-specific capability for work with distributors in the three-tier system and added a beer edition in 2014. Survey respondents noted it has "the best customer service," a "reasonable cost" and "ease of use."



BEST WINERY ARCHITECT

GOULD EVANS

www.gouldevans.com

Gould Evans was founded in Lawrence, Kan., in 1974 by Robert Gould and David Evans and has since expanded nationwide. Its goal is to create buildings that are in harmony with their surroundings, delight occupants, perform at the highest level and stand the test of time. Voters described its “stunning, modern architecture,” “amazing vision” and “insightful, contemporary design ideas that respond to the needs of the project owner and include a profound understanding of the site.”

gouldevans

RUNNERS-UP

The following companies were first runners-up in their categories.

WINERY & VINEYARD EQUIPMENT & SUPPLIES

- Best Alternative Closure Supplier – Maverick
- Best Barrel Supplier – Nadalie
- Best Bottle Supplier – M.A. Silva
- Best Cork Supplier – Scott Labs
- Best Filtration Supplies/Equipment Provider – Della Toffola
- Best Nursery (Tie) – Duarte, Sunridge
- Best Oak Alternatives Supplier – Nadalie
- Best Tank Supplier – Criveller
- Best Tasting Room Gifts/Merchandise Supplier (Tie) – Oenophilia, True Fabrications
- Best Vineyard Supplies Provider – Spec Trellising
- Best Winery/Vineyard Equipment Supplier – Carlsen & Associates
- Best Winemaking Supplies Provider – Enartis Vinquiry

BUSINESS SERVICES

- Best Bank/Lender – American AgCredit
- Best Bottle Decorator – Etched Images Inc.
- Best Building Contractor – Wright Contracting
- Best Bulk Wine/Grape Supplier – Ciatti Co.
- Best Compliance Services Provider – DH Wine Compliance
- Best Financial Services Provider – Moss Adams LLP
- Best Lab Services Provider – Enartis Vinquiry
- Best Label Printer – Collotype Labels
- Best Legal Services Provider – Dickenson, Peatman & Fogarty
- Best Public Relations Agency/Provider – Balzac Communications
- Best Software Supplier – Adaptive Insights
- Best Warehouse/Shipping Company – Wineshipping
- Best Winery Architect (Tie) – Alan B. Cohen, Hall & Bartley Architecture