

# 2017 YEAR IN REVIEW

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# T O P

WINE INDUSTRY

# Leaders

36

A leader is someone who makes an impact or shapes how people act or how things occur—an agent of change. Making and selling wine is a multi-faceted endeavor led by those brave enough (or crazy enough) to pave a new way forward, inspiring generations to come. Some of the leaders on this list have discovered new ways of doing things: inventing new ways of marketing, tapping into trends and building brands, and sometimes defining what it means to be an entrepreneur in the wine industry. Others have developed a specific expertise, have found niches or rallied behind causes they believed in. Some of the influential people on this list are known to virtually anyone who follows the wine industry while others are influential yet fly “under the radar.” All of them are leaders in the North American wine business.

When *Wine Business Monthly* created this list, we wanted to acknowledge the multitude of leaders shaping the industry today. We have a general list of leaders as well as four trend-based category lists: Data, Mergers &

## TOP WINE INDUSTRY Leaders

Acquisitions, Labor and Retailers—these are the areas that have made a considerable impact on the wine industry in 2017. Mergers & Acquisitions was previously a category on this list, but this year there was a watershed moment: **E&J Gallo** purchased the **Stagecoach Vineyard** in Napa from **Jan Krupp**. The acquisition forced many wineries who were pursuing an asset-light strategy to rethink their approach. Data made the list for the first time this year. The ability for wineries to get retail sales data has been improving and in 2017 the industry took a leap forward with the introduction of daily pricing data by retailer by **Vermont Information Processing**.

The retail landscape has been changing as well. This year saw consolidation of important players and was memorable for **Amazon’s** purchase of **Whole Foods**. Retailers also expanded private labeling programs with **Sam’s Club** and others signaling their intentions to pursue private labeling more aggressively.

Here’s to *WBM’s* Top Leaders in the Wine Industry 2017!

## Mergers & Acquisitions

As the wine industry continued to consolidate in 2017, these are the men and women who made the purchasing and selling of vineyards and wineries possible.

### Jann Krupp

owner, Stagecoach Vineyard

#### For creating and ultimately selling Napa Valley’s Stagecoach Vineyard

After settling in the San Francisco Bay Area, **Jan Krupp**—an internist with a private medical practice—pursued winemaking as a hobby. While continuing to commute to his medical practice, Krupp moved to Napa in 1991 and over a period of many years developed what would become one of Napa’s most well-known vineyards, **Stagecoach Vineyard**, with more than 600 acres planted on Prichard Hill. Stagecoach was purchased by **E&J Gallo** in 2017.



### Tony Correia

president and owner, The Correia Co.

#### The most recognized agricultural appraiser in the wine business

It’s often said, “You can’t get the deal done without Tony.” **Tony Correia** specializes in the appraisal of large, complex agricultural properties and difficult appraisal assignments. He is a frequent instructor of appraisal courses and seminars throughout the nation, and a public speaker on agricultural, appraisal, taxation and estate planning issues, and the vineyard and wine industries.



### Dana Sexton Vivier

GI Partners

#### For her role in acquisitions with a leading private equity firm

**GI Partners** acquired **Duckhorn Wine Company** in 2007, and **Dana Sexton Vivier** joined the firm a few years later in conjunction with GI Partners’ appointment as manager of the **CalPERS**-owned vineyard portfolios. GI Partners built the management team and grew Duckhorn threefold, expanding the **Decoy** brand, extending the company’s estate holdings, acquiring winemaking facilities and establishing **Canvasback** on Washington state’s Red Mountain. GI Partners sold Duckhorn to **TSG Consumer Partners** last year.



### Barbara Banke

chairman and proprietor, Jackson Family Wines

#### Leading a wave of investment in and focus on quality

**Jackson Family Wines’** chairman and proprietor has spent the last two decades leading the company she co-founded with her late husband **Jess Jackson** while building and expanding some of the most beloved wineries in the nation. Jackson Family Wines is the leading supplier of Pinot Noir and Chardonnay. Banke takes a hands-on role in the development and promotion of various Jackson family wine estates. In 2017, the company purchased Central Coast icon winery **Brewer-Clifton**.



# Mergers & Acquisitions

## Mark Couchman

president, Silverado Premium Properties

### Bringing institutional money to the wine industry

Mark Couchman leads **Silverado Premium Properties**, an investment fund that oversees more than 10,000 acres of winegrapes in Napa Valley, Sonoma and the Central Coast regions of California and sells grapes to more than 85 wineries. Couchman founded Silverado Premium Properties with partner **David Freed** in 1997 and has been instrumental in bringing pensions, money funds and more to the wine business.



## David Duncan

president and CEO, Silver Oak Cellars

### Expanding an iconic winery's reach

**Silver Oak Cellars**, a powerful brand known for high standards and continuous improvement, has been expanding its reach, most recently with the purchase of **Ovid Napa Valley** in St. Helena. In 2017, Silver Oak purchased the 40-acre **Prince Hill Vineyard** in the Dundee Hills appellation of Oregon's Willamette Valley from Oregon pioneer **Dick Erath**. That followed the purchase of the 30-acre Crazy Creek Vineyard in Alexander Valley in late 2016.



## Roger Nabedian

senior vice president, premium wine division, E&J Gallo Winery

### Overseeing E&J Gallo's high-end expansion

**E&J Gallo**, the world's largest wine company, operates in 100 countries, focusing on all price tiers, from \$4 per bottle every-day wines to \$150-per-bottle vineyard-designates. **Roger Nabedian** runs the premium wine group, consisting of some 45 brands, and he's overseen Gallo's wide range of recent acquisitions of premium wineries and vineyards. Nabedian is also responsible for Gallo's consumer products insight group and the company's marketing services group.



## Garth Hankinson

senior vice president of corporate development, Constellation Brands

### For his role in acquisitions with the leading wine, beer and spirits group

Garth Hankinson has been instrumental in the growth of **Constellation Brands'** premium wine, beer and spirits business. The company has been making monster acquisitions in recent years, including the \$315 million **Meiomi** purchase in 2015, a \$285 million grab for **The Prisoner Wine Company** and the \$1 billion Ballast Point purchase in 2016. In October, the company purchased five of **Charles Smith Wines'** brands for \$120 million. Constellation's latest wine acquisition was Napa Valley's **Schrader Cellars**.



## Jeff Menashe

founder and chief executive officer, Demeter Group

### Advising some of the industry's most important mergers and acquisitions

Jeff Menashe has played an advisory role in some \$3.5 billion of deals, most recently including: **Copain Wines** in its sale to **Jackson Family Wines**; **The Ranch Winery** and **J Vineyards & Winery** in their sales to **E&J Gallo** winery; **St. Supéry** in its sale to **Chanel**; and **Benziger Family Winery** in a sale to **The Wine Group**. Menashe helped recognize other wine industry leaders too, supporting **Sonoma State's** Business of Wine Video Series and conceiving the Business of Wine Leadership Dinner.



## Robert Nicholson

principal, International Wine Associates

### Guiding some of the largest mergers and acquisitions deals in the wine industry

**Robert Nicholson** has completed more than 55 separate transactions for a combined value of more than \$1.2 billion, including sales of many well-known wine estates, vineyards and businesses, most recently Oregon's **Beaux Freres Vineyard** to **Maisons & Domaine Henriot** and **Ladera Vineyards'** sale to **Plumpjack Group**.



## Mergers & Acquisitions

### Mario Zepponi

founder, Zepponi & Co.

#### Helping premium wineries find appropriate buyers

Mario Zepponi's firm has served as a transaction advisor to several companies, most recently including **Willakenzie Estate** and **Penner-Ash Cellars** in their sales to **Jackson Family Wines**, **Kosta Browne's** purchase of **Cerise Vineyards**, **Robert Hall** in its sale to **O'Neill Vintners & Distillers**, **Orin Swift** in its sale to **E&J Gallo**, **Patz & Hall** in its sale to **Ste. Michelle Wine Estates** and **Meiomi** in its sale to **Constellation Brands**.



### David Adelsheim

co-founder and president, Adelsheim Vineyards

#### Leading the Oregon wine industry

David Adelsheim founded **Adelsheim Vineyard** in 1971. On behalf of the Oregon wine industry, he has led work on clonal importation, wine labeling regulations, establishing statewide and regional industry organizations, and creating the **International Pinot Noir Celebration** and **Oregon Pinot Camp**. As one of the founders of the Oregon wine industry, he's helped set standards of excellence. Adelsheim sold his interest in the winery to his long-time partner this year, but continues his involvement with the winery and the wine industry.



### Jean Arnold Sessions

executive director, Sonoma County Vintners

#### Promoting brand Sonoma and leading the region at a critical time

**Jean Arnold Sessions** has had a distinguished career working with independent family owned wineries dedicated to quality. Soon after retiring as president of **Hanzell Vineyards** and resuming her consulting business, Arnold Sessions was selected to lead **Sonoma County Vintners**. She has already implemented several initiatives, involving the organization's many events, promotion of brand Sonoma and critical outreach to the local community.



## Data

As wineries become more aggressive in the off-premise market, many are turning to data to better understand all aspects of the retail shelf.

### Ray Rouleau

Vermont Information Processing

#### For leading a "revolution" in sales data and depletions

Software and information provider **Vermont Information Processing** purchased **Beverage Data Network**, a supplier of wholesaler depletion data to the wines and spirits industry three years ago. This year, VIP purchased **TradePulse**, a depletions data provider focused largely on California wineries. The company is making daily transactional data for three-tier wine sales widely available to wineries, a breakthrough that stands to transform the way wineries track and manage depletion allowances. Invoice-based data from wholesalers can be downloaded daily.



### Jon Moramarco

managing partner, BW 166 LLC

#### Supplying critical sales data to the wine industry

**Jon Moramarco** has had an amazing career in wine, with stints as CEO of **Winebow, Inc.** and **Constellation International**, among others. In 2016, Moramarco partnered with the **Wine Communications Group** (owner of **Wine Business Monthly** and **Wines & Vines**) to acquire the publishing business of **Gomberg, Fredrikson & Associates**, publisher of **The Gomberg-Fredrikson Report**. The legacy of accurate, in-depth market research and reporting **Jon Fredrikson** established through Gomberg-Fredrikson continues with additional data and analytical resources.



### Danny Brager

senior vice president, beverage alcohol practice area, Nielsen

#### Nielson's leader for analysis of the alcoholic beverage industry

**Danny Brager** and his team provide the wine industry with information, analysis and insights focused on the U.S. retail environment and consumer. He is a frequent speaker at many client and industry events on alcoholic beverages and retail and consumer trends.



# Retailers

The decisions of these four men and women have created a new retail landscape. This year saw consolidation of a few important players and an expansion of private label programs.

## Annette Alvarez-Peters

chief wine buyer, beverage alcohol division, Costco

### Leading Costco's wine program

Costco realized \$3.9 billion in sales of wine, beer and spirits in 2016 with more than 700 locations worldwide with 506 in the U.S. The company has members in 49 million households. Costco has 12 wine buyers spread over all key regions of the U.S. Alvarez-Peters aims to select brands that will deliver the quality and low prices on which Costco has built its reputation.



## Chandra Holt

senior vice president, merchandising, Sam's Club

### Launching the Sam's Club private labels

While wineries often have mixed feelings about them, private labels are a reality of today's retail environment. Chandra Holt is a leading force behind overhauling private labels throughout Sam's Club, giving consumers the best possible bang for the buck. The private brand team travels the globe with seasoned buyers in nearly every category in search of quality. One of the categories is wine. Holt, previously in merchandising roles with Walgreens and Target, says Sam's "Member's Mark" wants to deliver "great wine and a great price." Holt has a diverse perspective on making collaboration with suppliers work.



## Phil Markert

sales manager, Safeway Southern California Division

### Building a new wine-in-store concept

Phil Markert's current job title is a mouthful: leader, perishables and non-perishables localization initiative and neighborhood marketing efforts, Safeway. He oversees wine and liquor sales in Southern California for Albertsons/Vons/Pavilions. He's been buying wine for Safeway and company for more than 30 years, eight of them nationally. Markert continues to develop the wine store within a grocery store concept—he basically created it—and has built connections with stores, wineries, winemakers and restaurants.



## Robert Trone

co-founder, Total Wine & More

### Building a retail wine juggernaut

Total Wine and More is an emerging company that has changed the wine retail game with a chain of "superstores" throughout the United States, featuring a large selection at all price points with low prices on items in wide distribution. A typical store carries 7,000 wine items. Brothers David and Robert Trone currently operate 171 stores and are continually adding more. They're now in 20 states, with \$2.7 billion in sales: 47 percent of that from sales of wine—\$1.3 billion in wine sales last year.



## Ted Baseler

chief executive officer, Ste. Michelle Wine Estates

### For leading Washington's preeminent wine company

Ted Baseler has dedicated his career to building Washington state into one of the world's top wine regions. He has led the expansion and acquisitions with a "string of pearls" strategy, a self-described collection of estate wineries whose vineyards produce some of the best wines in the world. This year, Sonoma's Patz & Hall was the latest winery to join SMWE's pearl necklace. Baseler has been committed to community service, serving on boards for several organizations, including the Wine Market Council.



## Andy Beckstoffer

vineyard owner, Beckstoffer Vineyards

### Leading the evolution of Napa Valley as a quality leader

One of the most important early leaders in the evolution of the Napa Valley's emergence as a world-class grape-growing region, Andy Beckstoffer, a founding director of the Napa Valley Grapegrowers association, has led a movement tying the price of grapes to retail bottle price. Among other things, he led the Napa Valley Grapegrowers in establishing the Winery Definition Ordinance, which requires 75 percent of grapes used in Napa Valley labeled wines to come from the appellation. Beckstoffer Vineyards owns and farms more than 3,600 acres.



# Labor

The labor market has been steadily shrinking over the last five years. These leaders have worked hard to create more opportunities and incentives for workers to entice them back to the vineyard.

## John Aguirre

president, California Association of Winegrape Growers

### Fighting for growers with legislation

John Aguirre oversees the general operation of the **California Association of Winegrape Growers (CAWG)** and manages its five-person staff. Aguirre is responsible for CAWG's board of directors, federal legislation, pests and disease programs, sustainability and trade policy. The organization has made strong efforts to bring in grower-friendly labor legislation.



## Steve McIntyre

proprietor, Monterey Pacific

### Effective spokesman and mentor for grape growers

A founding member of **Monterey Wine Company** and **Monterey Pacific**, Steve McIntyre farms 12,000 acres in the Central Coast Region of California. He has a unique perspective on what it takes to farm grapes successfully and has been an outspoken leader on farming for quality, environmental sustainability and on issues such as labor management.



## Karissa Kruse

president, Sonoma County Winegrowers

### Giving Sonoma County growers options

As part of the organization's efforts to bring 100 percent of Sonoma County's vineyards to sustainability, **Karissa Kruse** has spearheaded an initiative to create new farmworker housing developments, provide educational and financial opportunities for workers and hold workshops to address labor issues, best practices and grower concerns.



## Jennifer Putnam

chief executive officer and executive director, Napa Valley Grapegrowers

### Preserving and promoting Napa Valley's vineyards

The **Napa Valley Grapegrowers** work to ensure the sustainability and reputation of the Napa Valley appellation and are a key player in land use issues. Beyond that, though, the association conducts an annual wages and benefits survey, which gathers information on vineyard labor practices and compensation.



## Mike Benziger

founder, Benzinger Winery

### Leader of one of the most innovative small wineries

Mike Benziger has been a leader in the wine business for more than three decades. Having basically created the "fighting varietal" category, the **Benzigers** sold that business and downsized in the late 1980s. They spent two decades leading the way on sustainable farming, wines of place and on biodynamics. **Benziger Winery** was purchased by **The Wine Group** in 2015. He now runs a 50-plant biodynamic medicinal marijuana garden.



## Linda Bisson

professor, UC Davis Department of Viticulture and Enology

### A legacy of research in yeast genetics

Dr. Linda Bisson retired from the **UC Davis Department of Viticulture and Enology** this year after teaching a generation of winemakers around the world, researching fermentation and yeast, promoting extension and continuing education, and serving the **American Society for Enology and Viticulture** particularly as editor of their journal. Bisson's research in yeast genetics is a scientific legacy that will not be surpassed easily.



## Jean-Charles Boisset

president, Boisset Collection

### Always brainstorming, the most fashionable man in the U.S. wine biz

Jean-Charles Boisset's family established what became Burgundy's largest wine producer and France's third-biggest wine group. In the U.S. Boisset owns **DeLoach Winery**, **Raymond Vineyards**, **Buena Vista** and others. Innovation is continual for Boisset, with new ventures on the way, and his deep passion for fine wine, history and respect for the environment always shines.



## Gordon Burns

co-founder/technical director, ETS Laboratories

### Providing an analytic backbone to the premium wine industry

Gordon Burns and his wife Marjorie founded **ETS Laboratories** in 1978, and ETS has been a leader in wine analysis since. Burns has been continuously involved in the wine industry in leadership roles as a past chair of the **American Society of Enology and Viticulture Technical Projects Enology Committee**, and its **Technical Projects Analytical Quality Committee**, and with the **Wine Institute Technical Projects Committee**.



## Harvey Chaplin

chairman, Southern Glazer's Wine and Spirits

### Guiding the nation's largest wine wholesaler

**Southern Glazer's Wine and Spirits, LLC** completed a merger of **Southern Wine & Spirits of America** and **Glazer's** last year, making Southern Glazer's the largest North American wine and spirits distribution company. The company now distributes more than 150 million cases of wine and spirits annually, employs more than 20,000, with operations in 44 states, the District of Columbia, the Caribbean and Canada.



## Joe Ciatti

principal, The Zepponi Company

### The Godfather of bulk wine

Joe Ciatti has more than 40 years of industry experience, a deep network and a long track record. Ciatti's grandfather, **Guiseppe Bagnani**, owned Sonoma County's **Geyser Peak Winery** in Alexander Valley for several decades after Prohibition ended. Joe Ciatti established the **Joseph W. Ciatti Company**, which grew into the world's largest brokerage of grapes and bulk wines, with offices around the world. These days, Joe Ciatti is active in mergers and acquisitions as a principal with **Zepponi & Company**.



## Nat DiBuduo

president, Allied Grape Growers

### Advocacy on behalf of California grape growers

Nat DiBuduo is a native of the San Joaquin Valley, and his family was among the first to plant varietal winegrapes in the valley in the early 1970s. He's been with the **Allied Grape Growers** cooperative since 2000, representing 550 growers located throughout the San Joaquin Valley and North Coast, marketing some 200,000 tons of grapes each year to more than 60 customers.



## John Duarte

president, Duarte Nursery

### Standing up for farmers' rights

John Duarte leads **Duarte Nursery**, one of California's leading providers of grapevines and a source for almond, avocado, pistachio and walnut farmers. Duarte Nursery has been a leader on matters specific to grapevine production, but John Duarte gained added notoriety due to a legal battle with the **U.S. Army Corps of Engineers**. It's a long story; but when Duarte plowed an area to plant wheat, the Corps alleged he'd violated the Clean Water Act. Duarte challenged their authority in court, and they countersued, demanding draconian penalties, a case many saw as government overreach, which was settled earlier this year.



## Fred Franzia

co-founder, Bronco Wine Company

### The advocate for everyday wines

Calling **Fred Franzia** a colorful character would be an understatement: He's legendary. **Bronco**, the state's fourth-largest winery, changed the industry in 2002 by selling \$1.99 wines at **Trader Joe's** stores under the **Charles Shaw** label. It's now sold something like 1 billion bottles of "Two Buck Chuck." Franzia's company farms an estimated 30,000 acres and is the nation's fourth-largest wine company by volume.

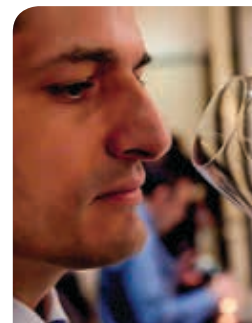


## Antonio Galloni

owner, Vinous Media

### Gaining influence as a critic and innovating with technology

Antonio Galloni was a critic with **Robert Parker's** publication **The Wine Advocate** from 2006 to 2013. In May 2013, he founded **Vinous**, and last year he struck a deal to acquire **Delectable**, a smartphone app where users pull up crowd-sourced wine reviews by snapping a photo of the label on the bottle. He's since expanded editorial content for Delectable users with articles and reviews from his website.



## John Gillespie

founder, Wine Market Council and Wine Opinions

### Helping the industry understand its consumers

John Gillespie is one of the wine industry's most prominent market research authorities. His career includes more than 30 years of leadership with the **Wine Market Council** and with **Wine Opinions**, a provider of wine market research. Wine Opinions offers quantitative and qualitative research services drawn from panels of wine consumers and members of the wine trade.



## Greg Jones

director of wine education and research climatologist, Linfield College

### Teaching the wine industry about climate

Greg Jones is a professor and research climatologist with an interest in climate change and its effects on growing winegrapes. He has given hundreds of international, national and regional presentations on climate and wine-related research. His family is also active in the wine industry with **Abacela**, in Southern Oregon. After 20 years with **Southern Oregon University**, Jones accepted a position with **Linfield College**, where he will also oversee the wine education program.



## Jordan Kivelstadt

CEO, Free Flow Wines

### Changing how wine is sold in restaurants

**Free Flow Wines**, a pioneer of premium wine on tap, has seen considerable success, making wine on tap a reality in leading restaurants. The company continues to expand, and one of its most recent initiatives involves wine in cans. The company installed a wine canning line at its facility in Napa.





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## Bill Newlands

president, wine and spirits division, Constellation Brands

### Guiding innovation and the wine division at Constellation

Throughout his career in the wine business, **Bill Newlands** has been an innovator with new products often emerging under his leadership. He's worked for a who's who of American wineries and was CEO of **wine.com** in the dot-com day. Newlands rejoined **Constellation** in 2015 in corporate strategy and business development heading up "new product development, and innovation" prior to being named president of the wine division.



## Dave Ramey

founder, Ramey Wine Cellars

### Calling attention to the role of oxygen transmission

After earning a graduate degree at **UC Davis**, with his thesis on how aromas evolve in wine, **David Ramey** worked for **Matanzas Creek**, **Chalk Hill**, **Dominus Estate** and **Rudd Estate**, then founded **Ramey Wine Cellars** and consulting. Through the years, he's emphasized artisan techniques, such as eliminating skin contact for whites, using oxidized juice in making white wine, sur lie aging whites in barrel, native yeast fermentations, eliminating acidification of reds and bottling without filtration. Ramey is keen on the continual use of wine trials to elevate quality and has also been outspoken on using closures to customize oxygen transmission in the bottle.



## Linda Reiff

president and chief executive officer, Napa Valley Vintners

### Steward of the Napa Valley brand

For the past 22 years, **Linda Reiff** has guided the evolution and extraordinary growth of the **Napa Valley Vintners** with a mission of promoting, protecting and enhancing the Napa Valley appellation. She not only guided the direction of the nation's leading wine auction but created **Premiere Napa Valley**, the nation's leading charity barrel auction.



## Stewart Resnick

president, CEO, The Wonderful Company

### Agribusiness mogul dabbles in wine business, emerges as largest grapevine supplier

**Stewart Resnick** owns major agribusinesses in the San Joaquin Valley and entered the wine business seven years ago, purchasing **Justin Winery**, **Landmark Vineyards** and, recently, **Hop Kiln Winery**. Resnick also purchased **Vintage Nurseries**, the largest grapevine nursery in North America, in addition to **Mercier California**, becoming the largest grower of grapevines in the U.S. Paso Robles area residents were outraged by an incident last year that involved the clear-cutting of oak trees at Resnick's property near Justin. He has since pledged to make things right.



## Marvin Shanken

publisher, *Wine Spectator*

### Showcasing wine as a lifestyle

**Wine Spectator**, the dominant magazine for wine consumers, celebrated its 40th year in 2016. In many ways the magazine's growth has mirrored that of the U.S. wine industry. *Wine Spectator* has helped the premiumization of wine by showcasing wine as a lifestyle. **M. Shanken Communications** also publishes trade journals, publications people in the wine business have come to rely on.



## Richard Smart

founder, Smart Viticulture

### Penning the bible on trellising systems

**Richard Smart** has been involved with viticulture since 1966. He studied agricultural science and sunlight use by vineyards in Australia before earning a Ph.D. from **Cornell University** and then a D.Sc. Agric. degree from the **University of Stellenbosch**, South Africa. He authored or co-authored more than 380 publications, including the internationally acclaimed book *Sunlight into Wine*, regarded as the reference on canopy management. He's helped popularize the role of viticulture in an industry where the limelight is usually given to winemakers.



## Charles Smith

founder, Charles Smith Wines

### A disrupter and non-conformist who found financial success

Originally from California, **Charles Smith** moved to Denmark and spent the next nine years managing rock bands and concert tours in Europe. In 1999, he moved to Walla Walla and released 330 cases of his first wine, the 1999 **K Syrah**, in 2001. Since then, he's built a highly successful wine company, launching brand after brand. Last year Charles Smith sold five brands—Kung Fu Girl Riesling, The Velvet Devil Merlot, Boom Boom! Syrah, Eve Chardonnay and Chateau Smith Cabernet Sauvignon—to **Constellation Brands** for approximately \$120 million in a deal that included no assets other than the brands.

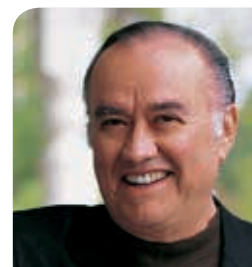


## Bob Trinchero

CEO, Trinchero Family Estates

### Retired CEO chairs second largest family owned winery

**Louis "Bob" Trinchero's** uncle bought the long-shuttered **Sutter Home Family Vineyards** in St. Helena in 1947, and the family business rose following the popularity of White Zinfandel and then the move toward higher-end wine. Now 81 and retired from running **Trinchero Wine Estates**—**Bob Torkelson** was promoted to CEO this year—Trinchero continues as chairman. Bob Trinchero and brother **Roger Trinchero** are not just known for building a sustainably minded wine company: they're also known for taking care of their employees and supporting their local communities.



## Leader Hall-of-Fame

No list of leaders would be complete without these names—those who have made incredible achievements, discoveries and contributions to the wine industry.

**Paul Draper**

Ridge Vineyards

**Frank Farella**

Farella Braun + Martel

**Jon Fredrikson**

Gomberg, Fredrikson & Associates

**David Freed**

Wine Industry Symposium Group

**Jerry Lohr**

J. Lohr Wines

**Norm McKibben**

Pepper Bridge Winery

**Robert Parker**

Wine Advocate

## Joe Wagner

owner, Copper Cane Wines & Provisions

### Face of transformation and heir to Napa wine powerhouse

After selling his Pinot Noir brand **Meiomi** to **Constellation** for a reported \$315 million, **Joe Wagner** is off and running, looking to build his next hit, launching brands and buying vineyards. He's separated from his father's company, the **Wagner Family of Wine**, and has quickly launched a slate of wine brands under his new company, **Copper Cane Wine & Provisions**. Among other things, he's making a bet on Southern Oregon.

[WBM](#)



## STAINLESS STEEL TANKS

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