



WINE & SPIRITS WHOLESALERS OF AMERICA 2021 NEXTGEN SUMMIT SPONSOR INFORMATION



365WINETRADE

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Director of Sales

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365WineTrade by Western Computer is the all-in-one cloud ERP solution that provides a state-of-the-art solution that fits wine and spirits distributor's specific needs such as regulatory compliance and reporting, automated tax calculations, flexible customer pricing and discounts, sales order management, container import tracking, advanced inventory management, and more.

MORE INFORMATION AT: westerncomputer.com/365winetrade/about/



BRUSH CREEK DISTILLERY

Andrew Wason

Managing Director

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Brush Creek Distillery is located at The Farm at Brush Creek. Brush Creek Ranch is a working cattle ranch in the North Platte River Valley of south-central Wyoming, originally settled in 1884. Today it encompasses over 30,000 acres of rolling western wonder surrounded by breathtaking views of the Sierra Madre mountains & Medicine Bow National Forest.

We take great pride in the rich history of the land, legacy, and traditions of the early settlers. Like them, we are committed to bold, pioneering efforts that are equally visionary and innovative. At the heart of our vision is the desire to share the inspiration of the West with others.

We invite you to immerse yourself in our crafted Wyoming bourbon, rye, gin, and vodka to experience the True Spirits of the American West.

MORE INFORMATION AT: brushcreekdistillery.com



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CPG DATA

Tracy Neal

President and CEO

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CPG Data helps wine, spirits, and beer sales reps sell more cases by gamifying execution goals like in-store displays, points of distribution, and on-premise promotions. Founded in 2013 by industry veteran Tracy Neal, CPG Data has tracked over 250 million cases of products on displays across the US and Canada. Their platform uniquely integrates gamification as the driver for adoption and compliance while measuring real-time mobile results in chain store execution, incentives, and various on-premise goals like back-bar, wine by the glass, mixed feature menus, social media, POS, and competitive share. CPG Data is also known as “iSellBeer” in the beer industry network. As President/Founder of CPG Data, Tracy is an adjunct professor at California State University teaching Entrepreneurship. He lives in California with his wife and 4 sons and enjoys boating and traveling.

MORE INFORMATION AT: cpgdata.com



Dimensional
INSIGHT

DIMENSIONAL INSIGHT

Nancy Berkowitz

Industry VP

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Dimensional Insight’s Diver Platform provides integration, KPIs, and analytics to the beverage alcohol market. The technology is trusted by leaders in the industry – including 8 of the top 10 distributors – to help them get the right information to the right person at the right time—and on the right device. In the constantly changing beverage alcohol market, you need to be able to access your data when and where you need it to make more impactful decisions. Dimensional Insight has the right technology and a wealth of industry experience to help get you the results you need. Founded in 1989, Dimensional Insight has thousands of customer organizations worldwide.

MORE INFORMATION AT: dimins.com



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DMW&H

Michael Roe

Senior Account Executive

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DMW&H has been providing leading-edge, innovative material handling and warehouse control systems (WCS) software for Wine & Spirits and beverage companies for more than 25 years. We design, integrate, install, and support complex material handling systems that deliver complete, collaborative automation solutions to meet or exceed your fulfillment and distribution needs.

MORE INFORMATION AT: dmwandh.com



E&J Gallo Winery

E&J GALLO WINERY

From our humble beginnings, the hallmark of our company has been an unwavering commitment to quality. By taking the utmost care through each and every step of the grape growing and winemaking process, we are able to consistently deliver world-class wines, spirits, and other alcoholic beverages for every occasion. Today we are recognized as one of the leading global producers of these products, both in the art of grape growing and wine and spirits making and also in the distribution and marketing of these products in more than 100 counties around the globe.

MORE INFORMATION AT: gallo.com



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EFFICIENCY ENTERPRISES
Efficiency Keeps You Moving.

EFFICIENCY ENTERPRISES

Jack Berkeridge

President

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Efficiency Enterprises is the only nationwide company that offers all of the following:

Fleet Management Services, Truck Wraps, Full Service & Finance Leasing for both Trucks and Material Handling equipment, Over the road Maintenance Options.

We are your one stop shop for your fleet and facility.

MORE INFORMATION AT: efficiencytruckleasing.com



ENCOMPASS

Jake Sampson

Vice President of Sales & Marketing

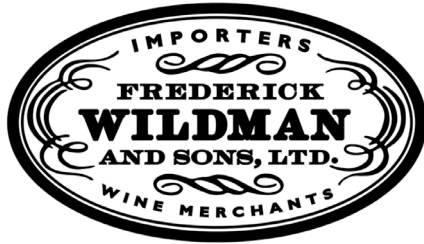
EMAIL: sales@encompass8.com

Encompass takes pride in working with more than 600 warehouses, hundreds of suppliers, and 22,000 retailers across the globe to empower business operations and create a network of comprehensive solutions that benefit the industry as a whole. The customizable, cloud-based ERP system is specifically built for the beverage industry and functions to fit unique business needs with products like warehouse management, sales execution, logistics, warehouse automation, supplier reporting, retailer ordering tools, and more.

MORE INFORMATION AT: encompass8.com



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FREDERICK WILDMAN AND SONS, LTD

Pursuing the vision of our namesake founder, Frederick Wildman and Sons, is dedicated to sourcing, distributing and marketing the world's finest wines and spirits to provide profit to our partner suppliers and distributors, a livelihood for our employees and pleasure to wine and spirit lovers throughout the United States.

MORE INFORMATION AT: frederickwildman.com



INVENTIV SOFTWARE

Jim Harris

Vice President of Sales

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Inventiv Software was founded in 1998 with a mission to simplify and streamline the wine and spirits industry for sales reps and sales managers. This market has served us well. In fact, as of September 2019, our company has been old enough to drink. With a host of software firsts under our belt, we continue to offer a powerful, intuitive platform that is the best in the market.

MORE INFORMATION AT: inventivapps.com



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JACKSON FAMILY WINES

We see possibility in a handful of earth. We've been family-owned and family-run since we planted our first vine in 1974. While our family of winegrowers has expanded over the years, one thing that has not changed is our family culture. Wine is our passion, and from this passion comes our multigenerational vision to grow wines of distinction, do business ethically and empower our people.

MORE INFORMATION AT: jacksonfamilywines.com



MILE HIGH SPIRITS

Wyn Ferrell

Partner

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Mile High Spirits was founded by three of Denver's most passionate spirits lovers. Inspired by dedication to the production of high-quality, properly-priced spirits, and driven by the desire to build community in their city, Wyn, Joe, and Chase opened their doors in 2011. With over a decade of prestigious awards and competitive accolades under its belt, Mile High Spirits has been praised as "Denver's best smelling distillery and tasting room" by local mailman Reginald "Bear Arms" McGuffin. Mile High Spirits is committed to living out their motto of taking their spirits seriously, but not themselves. You are encouraged to come and taste the spirits that they have been perfecting for the past decade in their downtown Denver tasting room that is truly like no other. Bring this card in for a drink on us! We recommend the Barrel Aged Old Fashioned or a classic Moscow Mule!

MORE INFORMATION AT: DrinkMHS.com



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Moët Hennessy USA **MOËT HENNESSY**

Moët Hennessy, the Wines and Spirits Division of LVMH, regroups twenty-five Maisons, many of which have been around for centuries, while others are just starting their journey.

Our vision is to lead the future of luxury Wines and Spirits from nature to communities.

Located in the most prestigious terroirs around the world, we have unique savoir-faire from winemaking to art de vivre, hospitality, and brick-and-clicks retail management to craft exceptional experiences for consumers.

For many years, with the ambition to pass on a better world to future generations, we have been committed to the Living Soils Living Together program structured around four key commitments: Regenerating our Soils, Mitigating our Climate Impact, Engaging society, and Empowering our People. Moët Hennessy is proud to promote a diverse, equitable and inclusive working environment for all.

MORE INFORMATION AT: mhusa.com

NIELSEN IQ

Danelle Kosmal

Vice President, Beverage Alcohol Practice

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NielsenIQ is the leader in providing the most complete, unbiased view of consumer behavior, globally. Powered by a ground-breaking consumer data platform and fueled by rich analytic capabilities, NielsenIQ enables bold, confident decision-making for the world's leading consumer goods companies and retailers. Using comprehensive data sets and measuring all transactions equally, NielsenIQ gives clients a forward-looking view into consumer behavior in order to optimize performance across all retail platforms. Our open philosophy on data integration enables the most influential consumer data sets on the planet. NielsenIQ delivers the complete truth. NielsenIQ, an Advent International portfolio company, has operations in nearly 100 markets, covering more than 90% of the world's population. For more information, visit NielsenIQ.com

MORE INFORMATION AT: nielseniq.com



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PROVI

Emily Goldman
Inside Sales Manager

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Founded in 2016 in Chicago, Provi is the fastest growing B2B eCommerce marketplace for the beverage alcohol industry. Currently active in 30 states, Provi's digital marketplace is a free platform that provides retailers with a robust and seamless beverage ordering solution. It enables users to quickly and easily place all of their beverage orders in a single cart, with a single click, improving communication and efficiency across the three tiered system.

MORE INFORMATION AT: provi.com



SAP

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SAP is the market leader in enterprise application software, helping companies of all sizes and in all industries run at their best: 77% of the world's transaction revenue touches an SAP system. Our machine learning, Internet of Things (IoT), and advanced analytics technologies help turn customers' businesses into intelligent enterprises. Our end-to-end suite of applications and services enables our customers to operate profitably, adapt continuously, and make a difference.

MORE INFORMATION AT: sap-erpcloud.com



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SEEDLIP
DISTILLED NON-ALCOHOLIC SPIRITS

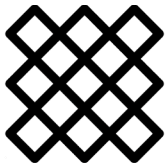
SEEDLIP

Launched in November 2015, Seedlip is the world's first distilled non-alcoholic spirits solving the dilemma of "what to drink when you're Not Drinking®."

Founded by Ben Branson, Seedlip was born from a passion to change how the world drinks. Ben was tired of drinking softs & sickly mocktails that didn't compliment the food he was eating or suit the occasion he was celebrating.

Inspired by a book called *The Art of Distillation*, published in 1651, Ben bought a small copper still & began to experiment with distillation in his kitchen in the woods using home-grown herbs from his garden. His tinkering led to the creation of three complex spirits. Seedlip Spice 94, Seedlip Garden 108 and Seedlip Grove 42.

MORE INFORMATION AT: seedlipdrinks.com



SevenFifty

SEVENFIFTY

Gianfranco Verga
President & Co-Founder

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Leading the digital transformation of the drinks business

SevenFifty brings innovative technology and data insights to the beverage alcohol industry with next-generation solutions that power the three-tier supply chain. The company's people-first approach to technology enables producers, distributors, importers, and buyers with the tools they need to connect with each other online—and do business in a modern world.

Our people-first approach to technology has facilitated expansion beyond the revolutionary SevenFifty Marketplace platform we launched in 2011—now the nation's leading online wholesale marketplace—with a suite of industry-specific software and services that span nearly every area of the business. These include marketing tools for alcohol brands, e-commerce platforms for retailers, business intelligence and white-label data solutions for distributors, and trade publications that showcase the people and ideas moving the industry forward. Founded by industry professionals, SevenFifty now operates in 46 U.S. markets.

MORE INFORMATION AT: go.sevenfifty.com



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SHAW-ROSS INTERNATIONAL IMPORTERS

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Managing Director

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Founded in 1968 as a boutique wine and spirit importer representing a handful of brands, Shaw-Ross has grown into one of the nation's leading importers representing over thirty suppliers from around the world whose brands enjoy full national distribution through a network of outstanding wholesalers.

By concentrating on building a balanced portfolio of wine and spirits that cover the spectrum from small boutique gems to powerhouse volume brands, Shaw-Ross is able to offer a wide range of interesting and unique products that are relevant in today's ever changing environment

MORE INFORMATION AT: shawross.com



SONIC PROMOS

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Sonic Promos is an award winning agency specializing in the design and use of promotional products and branded merchandise. Our focus on branding solutions, global sourcing and consultative marketing consistently delivers growth through shared knowledge, innovation and technology.

MORE INFORMATION AT: sonicpromos.com



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STUMPY'S SPIRITS

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Owner and Distiller

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From fresh limestone well water to grain grown on the land surrounding the distillery, we source nearly all of our ingredients from our 8th generation family farm in Columbia, Illinois. Having full control over the grain we grow allows us to do what others can't. We plant, harvest, mill, mash, ferment, and distill our spirits from grain to glass. This ensures that our products remain pure and unbroken from start to finish. Know that when you enjoy any of Stumpy's products, you are experiencing small-batch spirits at their finest.

MORE INFORMATION AT: stumpysspirits.com/us/



TITO'S HOMEMADE VODKA

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Tito's Handmade Vodka was founded by sixth-generation Texan, Bert "Tito" Beveridge. In the mid-nineties, inspired and driven to do something he loved, Tito obtained the first legal permit to distill in the state of Texas. On a plot of land in rural Austin, he built a one-room shack, rigged a pot still with spare parts, and created Tito's Handmade Vodka. Tito's corn-based vodka is certified gluten-free. Tito's Handmade Vodka is distilled and bottled by Fifth Generation, Inc. in Austin, Texas, and is available in Liter, 1.75L, 750ml, 375ml, 200ml, and 50ml sizes.

MORE INFORMATION AT: titosvodka.com