

**Bell Wine Cellars**Hillary Cole ~ *Director of Sales*

Bell Wine Cellars has been a family-owned winery in Napa for over 30 years and has significantly shaped the region's viticulture. Our research into seven Cabernet Sauvignon clones has uncovered their application in modern winemaking to influence a wine's structure, optimal food pairings, and aging potential.

**Fior di Sole**Stefano Migotto ~ *Owner*

Born from Italian roots, Fior di Sole has successfully blended extensive winemaking expertise with advanced production facilities to deliver the highest quality private and retailer-exclusive brands, along with custom wine co-packing services.

**Williams Selyem**Jeff Mangahas ~ *VP, Director of Winemaking*

From our mature vineyards to our commitment to traditional winemaking techniques, Williams Selyem is capturing a purity of character and essence in its wines that sets it apart from a quality perspective.

**South West Wine Center**Michael Pierce ~ *Director of Viticulture and Enology*

At Yavapai College, wine students can embark on a practical-minded journey into viticulture. With South-west Wine Center's "grape camps" helping budding young—and not so young—winemakers understand the craft inside out, we're redefining Arizona's wine industry.

**VineOS**Jules Robbins ~ *CEO*

Delivering customer-centric excellence, VinesOS is redefining how wineries manage direct sales. As an all-in-one winery software platform, our primary objective is to help wineries increase profitability with a highly personalized platform for point of sale, clubs, ecommerce, and reservations.

**Foxx Equipment**Rob Beckley ~ *Sales Manager*

At Foxx Equipment, we like to think we're more than just a beverage dispensing supplier—we're a partner. And a great one. With unrivaled customer satisfaction and a scientific approach to system optimization, we're making the beverage industry an easier place for businesses to succeed in.

**Heaven's Door**Marc Bushala ~ *CEO*

Collaborating with legendary songwriter Bob Dylan, we created Heaven's Door—a brand that blends artistry with craftsmanship to offer a curated selection of exceptional whiskeys that capture unique characteristics and inspire exploration.

Project Director and Editor: **Victor Lanza**

Terlato Wine GroupBill Terlato ~ *President & CEO***Sustaining Excellence Across the Decades with the Terlato Wine Group**

With an 85-year history spanning four generations, the Terlato Wine Group stands as a testament to longevity in an often challenging industry. As a family-owned business that has remained an enduring feature of the wine and beverage landscape for so long, what's been the secret to its lasting success?

"We only partner with other family-owned businesses," explains Bill Terlato, President and CEO of the Group. "Family businesses make decisions measured in decades, not in financial quarters... which is how public companies think. When you focus on the long-term, you make far better decisions."

Better decisions indeed. From humble beginnings with a single wine shop in Chicago, the Terlato family gradually transitioned into distribution, importing Italian wines in the sixties, and later expanding their portfolio to include wines from around the globe. Recognizing the importance of proximity to the source, the company strategically sold its retail and distribution businesses to focus on owning brands and developing vineyards.

A key aspect of their enduring success is the meticulous attention given to their vineyards, boasting over a thousand acres worldwide. Owning the majority of their vineyards ensures optimal grape quality, allowing the wines to almost make themselves with minimal intervention for brands such as Chimney Rock, Rutherford Hill, and Sanford. This dedication to quality extends beyond wines, as evidenced by their entrance into spirits and non-alcoholic beverages, offering a curated portfolio to cater to diverse preferences.

Sustainability is a core value for Terlato. "Our vineyards are the most valuable assets we have," says Bill Terlato. "So you want to care for them the best you possibly can, to keep them healthy and sustainable for the future." With the family using sheep as natural lawnmowers in their vineyards, it's clear the family are looking for environmentally conscious solutions wherever they can.

In an industry often swayed by trends, Terlato remains focused on timeless quality. As they continue to expand, the Terlato Wine Group is standing strong thanks to its enduring partnerships, commitment to sustainability, and an evolving portfolio catering to an ever broader range of customers.

Heaven's DoorMarc Bushala ~ *CEO***The Spirits Beyond Heaven's Door. A glimpse into the craftsmanship behind Heaven's Door's premium whiskeys.**

When you think of Bob Dylan, you probably think of legendary songwriting. You may even think of painting and sculpture, both of which Dylan has proven himself remarkably gifted at. Many of you may not be aware, however, that he's also the talent behind a portfolio of American whiskeys that have won numerous awards, from "Whiskey of the Year" to "Best American Blended Limited Release."

"He's a perfectionist," says Marc Bushala, CEO of Heaven's Door. "What does he do when he creates a masterpiece? He creates another. He constantly pushes us to make everything better, different, and more interesting than it was before."

With Bushala having earned his wings with Angel's Envy, a unique bourbon that truly set the standard for secondary finishing, he collaborated with Dylan, sharing a mutual passion for crafting exceptional whiskeys. Merging Bushala's expertise with craft whiskeys with Dylan's artistic flair—showcased through metalwork sculptures on the bottle labels—the pair have created a selection of exceptional whiskeys that each have their distinct character and story.

The purchase of a Kentucky distillery signifies a monumental milestone for the brand's evolution. Now home to The Heaven's Door Distillery at Six Mile Creek, led by Master Distiller Ken Pierce, this venture is set to expand the Heaven's Door portfolio into new realms. Inspired by the restless spirit of Bob Dylan, the Heaven's Door lineup of core whiskeys and limited releases is propelling category growth and primed for expansion, offering enthusiasts globally a more intricate tapestry of whiskey experiences.

With the success of Heaven's Door, Bushala's vision now extends beyond whiskey to tequila and hard seltzers. Partnering again with unexpected names, like Playboy, Bushala has created the Play Hard Seltzer, using famous art from the 1960s and '70s to help capture the spirit of the drink. "We use Andy Warhol's bunny head for our first releases, which are the vodka seltzers," says Bushala.

One thing is for sure. As Heaven's Door continues to flourish and new brands emerge, one thing remains comfortably certain: in a world driven by trends, authentic craftsmanship and artistic spirit are alive and well, courtesy of Dylan, Bushala, and co.