



## A NOTE FROM THE PRESIDENT: OUR TARIFF MITIGATION PLAN

Amidst the volatility in the marketplace, Wilson Daniels has been working tirelessly to remain proactive against the adversity impacting the wine business.

**We have made a significant investment to bring a majority of our annual inventory stateside pre-tariff. Today, we can confidently state that we have inventory and pricing stability in 2025, despite tariffs inflicted on the wine industry.**

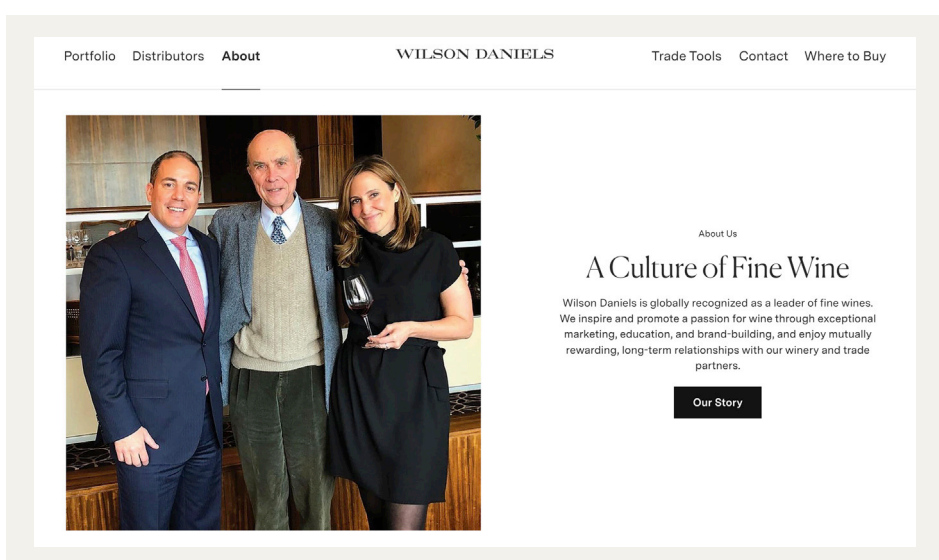
We recognize this is a turbulent time, and our goal is to alleviate concerns. Our team is here to answer any questions.

Rocco R. Lombardo, President

## BIG NEWS! We've Got a Brand-New Website!

Explore our portfolio like never before with a fresh look, seamless navigation, a one-stop Trade Tools shop, educational videos, Luxury Offering flipbooks, the latest news from WD, and more!

Check it out at [wilsondaniels.com](http://wilsondaniels.com)



2025 Catalogs Now Available  
Portfolio Edition  
Spring Luxury Offering

## Introducing our Spring Luxury Offering!

This spring, our team has been busy launching our 2025 initiatives with our distributor partners, planning the upcoming year's offerings with our trade partners, and tasting new vintages with our winery partners.

Read more about the exciting developments ahead in our annual [Spring Luxury Offering](#).

## Meet the Personalities Behind our Domestic Portfolio

Last month, the principals and winemakers that comprise our domestic portfolio hit the road for a multi-city tour with events in Chicago, New York City, Tampa Bay, and Los Angeles.

Rooted in our nearly 30-year relationship with the Davies family, owners of **Schramsberg Vineyards**, our domestic portfolio has expanded in recent years to include national representation of iconic biodynamic Willamette Valley producer **Bergström Wines** and exciting new projects from the de Villaine and Underwood families, with **Composition** and **Jonive**, respectively.

These additions complement our decade-long partnership with **Arista Winery** from the McWilliams family, and **Hyde de Villaine**, the joint venture of two iconic wine families united by marriage and decades of winemaking expertise.

In New York City, we caught up with Schramsberg Vineyards Proprietor Hugh Davies, Hyde de Villaine Winemaker Guillaume Boudet, Jonive Winemaker Vance Rose, Arista Winery Assistant Winemaker Gordon Miller, Bergström Vineyards Proprietors Josh and Caroline Bergström, and Composition Co-Director Katrina Rank. The group answered a round of rapid-fire questions diving into their winemaking philosophies and what they want consumers to experience in the glass.



### What has been the best lesson you've learned over the years?

"To allow the vineyard to do its thing. **The best wine is made from the best fruit, end of story.** If you don't have great fruit, you can't make great wine. There's nothing you can do in the cellar that's going to make a bad grape into a great wine. But if you have great grapes, and you let them do their thing, they will reward. It's all set up for success." — **Gordon Miller, Arista Winery**

"The greatest lesson I've ever learned is two-fold. **It's patience and it's humility.** It takes a long time to make wine, and you have to be patient for the long game. When you plant a vineyard, it takes several years before you taste the first wine. We're on our 27th vintage, living with 27 vintages and farming another one. And humility because we're working with Mother Nature. The culture of sharing our wines with the community and the people is the reward for what we do."

— **Josh Bergström, Bergström Wines**

"**Be very serious in your winemaking, but don't be upset when you make a mistake.** You can't predict what's going to be given in a vintage, but we work to achieve balance through our barrel selection. With our Chardonnay, it's very Burgundian in style. The front palate has that wide, overall covering of the tongue and the tannins give a little bite in the corners – it's just a delightful surprise and people always come back to the Chardonnay." — **Katrina Rank, Composition**



### Can you describe your winemaking philosophy?

"Simply put, as my parents set out to do this back in 1965, **they wanted to make world-class sparkling wines.** When they started out, there were only a few wineries in Napa Valley and not many people in the world taking it seriously, so they really wanted to make it unbelievably good. The idea is that you want people to get a sense of the passion and enthusiasm that we put into making these wines and hopefully they can taste that." — **Hugh Davies, Schramsberg Vineyards and Davies Vineyards**

"At Hyde de Villaine, we try to be as minimal in the winemaking as possible so **it's all about the terroir, the vintage, and the varietal.** I think it's also all about fun – you can have fun by yourself, you can have fun with friends and family through all kinds of experiences, events, and times of your life. This is what wine is all about!"

— **Guillaume Boudet, Hyde de Villaine**

"**I will always do as little to those grapes as I can** to get them to turn out great. Grapes are interesting creatures, because they do a lot of the work for themselves. Every wine I've ever made ferments and goes through secondary fermentation just fine on its own, without me getting in the way and adding a bunch of stuff to make it happen. So if it's going to do it on its own, why get it in its way?" — **Vance Rose, Jonive and RouteStock**

