

# WINE BUSINESS MONTHLY

## daily news EMAIL

Tuesday, August 27

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people news

### [Treasury Wines Estates appoints new leader for American operations](#)

Angus McPherson was appointed to the role of President - Americas and Global Sales, where he will lead the Americas business and drive sales strategies across TWE regions. He has been with the company for more than eight years, and has led TWE regions around the world including (Australia/New Zealand), Europe and (South East Asia, Middle East and Africa). He will be based in Oakland, California. He succeeds Victoria Snyder, who is left the company ...

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Aroma Test

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### More Industry News

ship compliant

### [Direct-to-Consumer Wine Shipping Report 2019 Mid-Year Update](#)

ShipCompliant and Wines Vines Analytics released mid-year updates on how the DtC channel is doing so far in 2019. Notably, channel growth is slowing with an overall volume shipped increase of 4.6 percent and value shipped increase of 7.1 percent - both smaller than last year's mid-year report and below a 7-year average, varietal popularity is changing with Rosé faltering, average bottle price is steadily increasing, and ship-to states have seen some rapid changes due to new regulations

reuters

### [Macron defuses French digital tax row, Trump coy on wine threat](#)

France and the United States reached a deal to end a standoff over a French tax on big internet companies, though U.S. President Donald Trump declined to say whether his threat of a retaliatory wine tax was off the table as a result.

wine business daily news

### [Winejobs.com Summit Session Preview: Upending Traditional Job Interviews](#)

David Newlin, president of Newlin & Associates, will discuss why traditional job postings don't work.

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The advertisement for ATP Group features a red-bordered box. On the left, a wine glass is shown with white wine being poured into it. To the right of the glass is the ATP Group logo, which consists of a stylized starburst icon followed by the text 'atp group' in a bold, sans-serif font. Below the logo is the tagline 'The science behind the craft'. Further down, a list of services is provided: 'Helping winemakers perform their magic from vineyard to bottle for over 28 years', 'Harvest Supplies', 'Enology Products', 'Production Equipment', 'Parts, Repairs, Service', 'Mobile Filtration', 'Cleaning Solutions', 'Glassware', and 'And More...'. At the bottom of the box, the phone number '(707) 836-6840' and the website 'www.ATPGroup.com' are listed.

**atp group**  
The science behind the craft

Helping winemakers perform their magic from vineyard to bottle for over 28 years

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Production Equipment  
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wine business daily news

### [Napa County Farm Bureau forms PAC to Oppose Cannabis Initiative](#)

Measure J would allow the cultivation of up to 1 acre of cannabis on a parcel of at least 10 acres in unincorporated areas zoned agricultural preserve and agricultural watershed. It would impose setbacks on school and residences and prohibit cultivation on winery properties. It would also impose a tax on commercial cannabis of \$1 per square foot on plants grown outdoor to \$2 per square foot on cannabis grown using artificial lighting. The Board of Supervisors on Aug. 20 faced two choices after reviewing a study of the initiative: adopt an ordinance with the provisions included in the initiative or place the measure on the March 3, 2020, ballot. The supervisors unanimously chose the latter

wine-searcher

### [Amazon Does Bare Minimum to Meet California Law](#)

Amazon just about follows Californian law with four-item liquor "stores"

press release

### [Bonterra Organic Vineyards Launches Young Red Nationwide, Driving Excitement for Chilled Reds](#)

Young Red balances the body and structure of a red wine with the dryness and refreshing profile of a white. Bonterra's newest introduction answers the resounding call for approachable, lighter-bodied reds and is

now available nationwide in both traditional 750ml bottles and four-packs of popular 250ml cans

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wine business daily news

### [Beck Family Estates Launches U.S. Sales and Import Company](#)

Beck Family Estates launches a new national sales company in the United States today, becoming the exclusive importer and sales arm for its wines from South Africa and Oregon.

komonews.com

### [16 wineries in Washington, including DeLille Cellars and Chateau St. Michelle in Woodinville, ship to China](#)

Washington State's wine export market isn't huge, but it's getting bigger

### [Hidden camera found in winery washroom, Kelowna man arrested](#)

Kelowna RCMP were called to Summerhill Pyramid Winery Friday after a witness reported seeing what they believed was a small camera concealed inside a staff washroom

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the drinks business

### [Woman from South Australia avoids prison after genuine attempts to pay back AU\\$250,000 she stole from Riverland Vine Improvement Committee](#)

District Court judge, Rauf Soulio, said: "Your offending escalated and you began making numerous transactions. You transferred money from the RVIC bank account to private accounts and to other unknown accounts."

the drinks business

### [Henkell Freixenet Following English Sparkling Wine And Rosé Prosecco Closely](#)

One year on from wrapping up the merger between two of the world's biggest sparkling wine producers, Andreas Brokemper, CEO of Henkell Freixenet, tells us what he thinks will be the next big thing in fizz

supplier news

### [Australian machines that pulverise weed seeds as crops are harvested have been shipped to North America where they are being trialled during this month's harvest.](#)

The machines are being trialled in Washington and Missouri, and in Saskatchewan, Canada.

wine-searcher

### [The Complete Guide to Cork Taint?](#)

A run of bad luck at Wine-Searcher staff tastings prompts Tom Jarvis to delve into the stinky world of cork taint?

qz

### [Yelp will now let you customize your app, whether you're vegan, keto, or have a dog](#)

Yelp is getting into the personalization game as it approaches its 15th birthday, releasing a new version of the app today (Aug. 27). It's an update the app probably needs amid in the face of massive competitors like Google and Facebook

fast company

### [Uh-oh: Silicon Valley is building a Chinese-style social credit system](#)

In China, scoring citizens' behavior is official government policy. U.S. companies are increasingly doing something similar, outside the law ... Many Westerners are disturbed by what they read about China's social credit system. But such systems, it turns out, are not unique to China. A parallel system is developing in the United States, in part as the result of Silicon Valley and technology-industry user policies, and in part by surveillance of social media activity by private companies

food and wine

### [Drink These 50 Wines to Be a French Wine Expert](#)

A bottle-by-bottle crash course in everything you'll ever need to know about French wine.

SVB On Wine Blog

### [How Much is Your Winery Worth Today?](#)

*from WB homepage, yesterday at 6:22 AM PDT*

In case you missed it. Rob McMillan updates his second most popular blog post of all time and includes a breakdown of average sales and EBITDA multiples of public wine companies as of August 2019. ... There are a lot of buyers and sellers in the market circling, and deals are stalling. Today there are still plenty of buyers but they are being a little more selective ...

nytimes

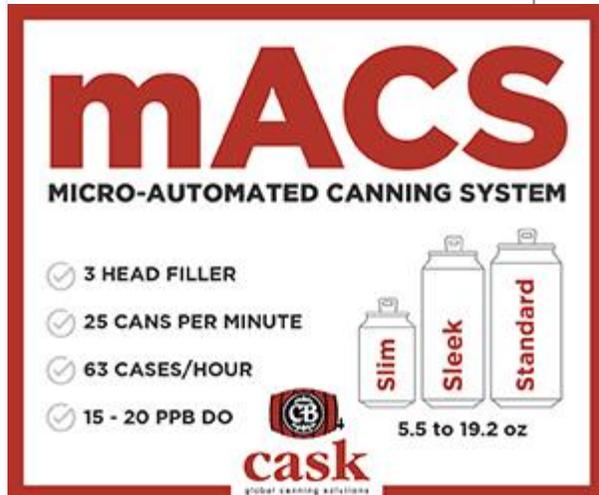
## [Do Plants Have Something to Say?](#)

Monica Gagliano says that she has received Yoda-like advice from trees and shrubbery

[View all of today's latest news](#)

[www.winebusiness.com](http://www.winebusiness.com)

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## Featured Blogs

### Merchant 23

(Aug 27) [4 Ways to Pre-Screen Retail Prospects, and Increase Wine Sales](#)

### On the Wine Trail in Italy

(Aug 27) [Regarding Wine, Writing and "Influencers"](#)

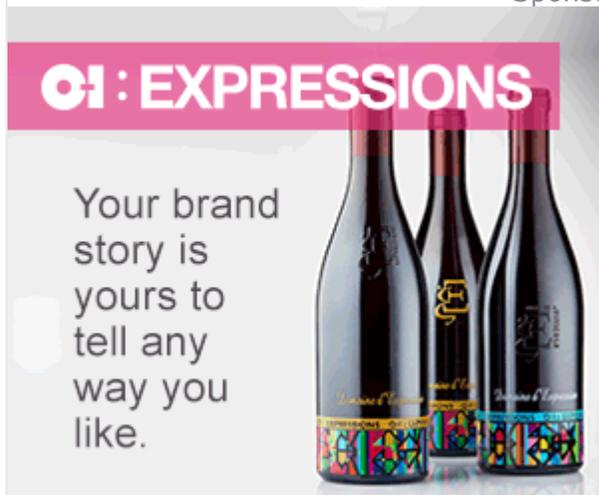
### Dallas Wine Chick

(Aug 27) [From A Career in Design to Kelly Fleming Wines: One Woman's Road to Happiness](#)

### Science and Wine

(Aug 27) [Organic and biodynamic wines quality and characteristics: the scientific point of view](#)

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## Local News

### Napa & Sonoma:

[Napa Valley's Arrow&Branch Winery Moves to Brasswood Cellars](#)

[A boutique producer in the Napa Valley has launched a new limited edition Cabernet Sauvignon, of just 300 magnums priced at US\\$3,500 each](#)

[Wine roots of Healdsburg exhibit, Ongoing](#)

**Central Coast:**

[Oaks in vineyards a 'win-win' for bats and growers](#)

**California:**

[The Drops of God Wine Salon Debuts in October with Series of Events](#)

[September is California Wine Month: Madera Wineries and Valley](#)

[Restaurants Celebrate](#)

[California counties maintain tradition of excluding value of legal cannabis production](#)

**Northwest:**

[New Winery, Tasting Room Proposed for Former Farm Store Property on Butteville Road](#)

[Great Northwest Wine: Canned wines gain in popularity and acceptance](#)

**Northeast:**

[Pio Cesare Launches New Barolo Mosconi](#)

[24th Annual Purple Foot Festival at Casa Larga Vineyards](#)

[Finger Lakes Named Top Wine Region in North America in USA Today's](#)

[Readers' Choice Poll for a Second Year in a Row](#)

**Southeast:**

[The 2020 Charleston Wine + Food schedule will be announced today](#)

To view more local news, click on your region below:

**California**

[Napa/Sonoma](#) [Other North Coast](#) [Central Coast](#) [Lodi](#) [Central Valley](#) [All](#)

**USA**

[Northwest](#) [Southwest](#) [The Plains](#) [Great Lakes](#) [Northeast](#) [Southeast](#)

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The advertisement features the Sartorius Stedim logo at the top left, consisting of a grid of orange dots followed by the text 'sartorius stedim'. Below the logo is a photograph of a complex industrial filtration system with various pipes, valves, and a large cylindrical tank. The tank has the 'sartorius' logo on it. Overlaid on the image are two white text boxes: the top one says 'Custom Engineered' and the bottom one says 'Filtration Solutions'. At the bottom left of the image is an orange button with the text 'Discover More'.

**Classifieds**

**Winejobs.com** - The Wine Industry's Leading Online Job Site

08/26:

[2019 Harvest Intern](#)

OR - Tualatin

08/27:

[Winemaker](#)

NY - Forestville

08/27:

[Sales Manager New York](#)

NY - Brooklyn

08/27:

[Wine Club Sales Manager](#)

OR - Sherwood

08/27:

[Wine Sales Consultant](#)

CO - Denver

[Click here for more winejobs.com listings](#)

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### **Grapes and Bulk Wine Exchange**

Grapes

08/26:

[Pinot Noir](#)

CA - Russian River Valley

08/21:

[Primitivo](#)

CA - Redwood Valley

08/21:

[Merlot](#)

CA - Redwood Valley

08/20:

[Cabernet Sauvignon](#)

CA - Sonoma Valley

Bulk Wine

08/26:

[Pinot Noir](#)

AK

[Click here for more grapes and bulk wine listings](#)

### **Used Barrel Board**

08/26:

[600, 900, 1200 gallon wooden tanks for sale \(Red Wine\)](#)

CA - Lompoc

08/26:

[2012-2014 \(350L/500L\) Used Red Barrels \(Red Wine\)](#)

CA - Paso Robles

08/26:

[2013-2015 \(225L/228L\) Used Red Barrels \(Red Wine\)](#)

CA - Paso Robles

08/23:

[2018 Red French Oak \(Red Wine\)](#)

CA - Arroyo Grande

08/23:

[2015-2018 White French Oak \(White Wine\)](#)

CA - Arroyo Grande

[Click here for more used barrel listings](#)

### **Used Equipment**

08/26:

[Gregoire Grape Harvester & Speedflow 1500 Sprayer](#)

OR - Dufur

08/26:

[Stainless Steel Tanks 5 Ton Open Top](#)

CA - Glen Ellen

08/26:

[Bottling Line GAI](#)

CA - Napa

08/26:

[Two Plate and Frame Filters with Yamada Pumps](#)

CA - Oakville

08/26:

[Jacketed Fermentation Tanks - 4.5 tons/1,256 g](#)

CA - San Miguel

[Click here for more used equipment listings](#)

### **Real Estate**

08/23:

[Paso Robles Properties for Sale](#)

CA - Willow Creek/Templeton Gap

08/26:

[Premium Vineyard And Hilltop Setting](#)

CA - Fairplay

08/26:

[Sonoma Vineyard Estate Setting](#)

CA - Carneros

08/26:

[True Sonoma Coast Pinot Noir Vineyard](#)

CA - Sonoma Coast

08/25:

[Winery, Custom Crush Business](#)

CA - Sonoma County

[Click here for more real estate listings](#)

### **Services & Supplies**

08/27:

[Quietly sell excess finished goods](#)

OR - Bend

08/23:

[Burgundy and Bordeaux glass](#)

CA - Monterey

08/23:

[2019 Custom Crush in Healdsburg](#)

CA - Healdsburg

08/22:

[Crush Services](#)

WA - Woodinville

08/22:

[Wine Equipment Rental](#)

WA - Woodinville

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**September 2019**

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