

# GROWTH BRANDS AT WSWA

The Beverage Information Group honors the suppliers whose wine and spirits brands won Growth Brand Awards this year at the recent WSWA Convention.

AT THE WSWA CONVENTION IN APRIL, the Beverage Information Group, *Beverage Dynamics'* parent company, recognized the 2014 Growth Brand Award winners in the wine and spirits categories. Growth Brand Award winners were recognized in four categories: Rising Stars, which must be less than five years old and have exhibited notable growth in the past few years; Fast Track, which must have exceeded 100,000 9-liter cases in 2013, with double-digit growth in each of the past four years; Established Growth, brands moving a minimum of 400,000

9-liter cases, with notable growth in the past few years; and the Comeback awards tier, honoring brands that have rebounded in sales to at least the previous level after a recent decline. The Growth Brand categories are designed to organize the wine and spirit brands demonstrating notable growth in a meaningful, quantifiable way to help retailers, restaurateurs and the industry at large discern existing and emerging trends. The article detailing the Growth Brands for 2014 appeared in the March/April 2014 issue of *Beverage Dynamics*.



1 Charlie Forman, left, *Beverage Dynamics'* Executive VP and Group Publisher, and Adam Rogers, Senior Research Analyst for the Beverage Information Group serve as co-presenters; 2 Chris Galante, Territory Manager for Suntory-Beam; 3 Barbara Dahl, Sales Director, Constellation Brands; 4 Robert Torkelson, President & COO, Trinchero; 5 Brett Scallan, VP of Marketing, Ste. Michelle; 6 Warren Bogle, President, Ryan Bogle, VP; and Chris Gatterton, VP, Sales Marketing, Bogle Vineyards; 7 Gianna Franzia, Marketing Director for Bronco Wine, and Charlie Forman.



8 Jean-Jacques Dubau, Managing Director, and Roy Danis, President, Campari America; 9 Jeff Dubiel, CMO, Wine Group; 10 Tony Gonzales, SVP Brand Management, Winebow; 11 Ryan Wycoff, Marketing Manager, Richard Zeller, COO, and Keith Casale, CFO, The Other Guys; 12 Michael Calleja, Partner COO, and Drew Adelman Founder CEO, Devotion Vodka; 13 Chris Indelicato, President CEO, DFV Wines; 14 Kate Latts, Director of Marketing, Heaven Hill Distilleries, and Bruce Kostic, Beverage Dynamics; 15 Keri Elisaon, Marketing Brand manager, and Ronald Dodge, President CEO, Hood River Distillers; 16 Timo Sutinen, VP Marketing, and Carolina Marino, Marketing Coordinator, Imperial Brands; 17 Jill Leslie, Regional Manager, Riondo; 18 Steve Lohr, Chairman CEO, and Lawrence Lohr, Director of Wine Education, J. Lohr Winery; 19 Steve Einig, CMO, Luxco; 20 Enore Ceola, CEO, Mionetto USA; 21 Nick James, VP of Marketing, Alain Riviere, Export Director, and Ken Jarecki, VP National Accounts, Shaw Ross; 22 Thomas Eisenberg, Area Manager, and Dennis Delaney, SVP Sales, Palm Bay; 23 Angele Motlagh, Associate Counsel, Patron Spirits.