

VINEXPO

THE WORLD OF WINE & SPIRITS

MARCH 4 & 5 2019

NEW YORK



CONFERENCE PREVIEW

Vinexpo New York's 2019 conference program will span two days of thought-provoking sessions on the top issues impacting the world of wine and spirits. Among the latest additions to the line-up:

- **Emerging Technologies in the Wine and Spirits Industry**

Erica Duecy, editor in chief of SevenFifty Daily will moderate a conference on the role B2B and B2C technological solutions play in helping brands navigate the ever-more-complex alcoholic beverage landscape. On hand to discuss the latest platforms and services will be panelists Cheryl Durzy of Liberation Distribution (LibDib), Andre Mack of Maison Noir Wines, Kelley Rochna of Vine Connections, and Aaron Sherman of SevenFifty.

- **Global Climate Change and the Wine Industry**

Among the biggest challenges facing today's wine growers is the growing impact of global climate on everything from grape quality to vineyard costs to shifting grape-growing borders. Leading the discussion will be international energy and climate change expert John P. Holdren, PhD. Holdren is Harvard University's Teresa & John Heinz Professor of Environmental Policy and a former senior advisor to President Obama.

- **Wine Spectator Presents**

Wine Spectator Executive Editor Thomas Matthews will moderate two sessions at this year's show.

The first, Monday's **Trends in the U.S. Wine Market**, will explore everything from the continued rise of rosé and sparkling wines to the potential impact of legal cannabis. On Tuesday, **Role of Imports in the U.S. Market** will investigate the impact of currency fluctuations and evolving consumer tastes on imported wine sales.

Find the full conference schedule and details on panelists [here](#).



A few more highlights of Vinexpo New York's 2019 Master Class program:

- Riedel North America's Anne Koziara will demonstrate how a glass's shape influences how one experiences the wine it holds in **See, Smell, Taste the Difference a Glass Makes**—a can't-miss class for sommeliers, beverage directors and mixologists.
- Award-winning journalist, international wine judge and *Decanter* contributor Elin McCoy will return this year to present a masterclass on **New Zealand Winners from the Decanter World Wine Awards**.
- **Champagne Growers, a Special Expertise, an Express of Champagne's Terroir, with its Multiplicity of Nuances** puts the spotlight on five exceptional Champagnes that are full of character and produced with meticulous attention to grape varieties, blends and dosage, in an exploration of how each reflects its terroir.

Find out more on our master class program [here](#).



The New York Wine & Grape Foundation

On Tuesday, March 5, look for the [New York Wine & Grape Foundation](#), which will host world-class wine producers from across New York State. This promises to be an eye-opening opportunity for attendees who want to know more about one of the world's premier regions for cool and cold-climate viticulture.

WSET Pop-Up Classes

Vinexpo New York has partnered with the Wine & Spirit Education Trust (WSET) to present a variety of [free educational sessions](#) delivered by industry experts. Sessions will include separate red and white grape wine tastings, a guide to food and wine pairing, and a first look at the new WSET Level 4 Diploma in Wines. Other intriguing topics include Exploring Climate: Napa Valley; Defining Quality: Chablis; Behind the Brand: The Rum Road; Mastering Maturation: Rioja; Creating a Winning Wine List; Simplifying Sake: Starting Your Professional Journey; and Upselling: Skills for Success. All will take place in the WSET Pop-Up Classroom in the exhibit hall.

Heard it Through the Grapevine

Martha Stewart will attend Vinexpo New York on Monday, March 4 with DRINKS in support of her Martha Stewart Wine Co. – an online direct-to-consumer wine store. Stewart will meet with her existing winery partners and look for new vintners to collaborate with—yet another sign that Vinexpo New York has become *the* place for U.S. buyers, decision-makers and influencers to source wine and spirits products.



Photo courtesy of Brandon Bibbins

One to Wine Meetings: Sign-up Opens Soon!

Don't miss out on Vinexpo New York's complimentary matchmaking service, which aligns attendees and exhibitors, and schedules on-site meetings in advance, so they can make the most of their time at the show. Enrolled exhibitors have access to the portal now, and enrolled attendees will gain access Feb. 13.



[Vinarství Krasna](#), a first-time exhibitor located in the WOW! Pavilion, is a biodynamic Czech Republic winery that was named Czech Winery of the Year at the New York International Wine Competition

[Bodegas Castillejo De Robledo](#), a Spanish winery comprised of 17 growers under the Silentium label, is bringing its Tempranillo and Verdejo wines to Vinexpo New York for the first time. This small village in the province of Soria, Castilla y León, boasts a winemaking heritage that dates back more than 1,000 years.

[Cantine Colomba Bianca](#), Sicily's largest wine cooperative, will exhibit for the first time in the WOW! Pavilion too, and will showcase a selection of its most important brands: Quarantanni, Resilience, Vitese, Principe di Granatey, and Lavi.

[Cantine Sgarzi Luigi SRL](#) returns to Vinexpo New York to launch its Pignoletto sparkling extra dry SL Selezione di Famiglia. Among the first to offer organic wines in recyclable containers, Cantine Sgarzi Luigi has expanded its products to include wine-based flavored beverages and non-alcoholic beverages based on dealcoholized wines.

[Crus Bourgeois du Médoc](#) returns this year to answer questions about its new hierarchical classification system: Cru Bourgeois, Cru Bourgeois Supérieur and Cru Bourgeois Exceptionnel. Attendees can sample wines from a selection of seven chateaux representing each of Crus Bourgeois's prestigious appellations.

Spain's [Exitalia De Eventos, S.L.](#) is a first-time exhibitor and will showcase vintages from five Spanish wineries: Mas Igneus, Bodegas Bagordi, Bodegas Milenium, Vinos del Bierzo and Bodegas LaTue. It will also present a new brand, RAW—Really Awesome Wine (For Really Awesome People), made from organic grapes and vegan wines.

Chile's [St. Stephen Organic Vineyards](#) will introduce two new artisanal, organic brands to the U.S. market in the WOW! Pavilion: Oda al Vino Brand, inspired by a Pablo Neruda poem, and Am Brand, from the Mapuche word for soul, or spirit.

Italy's [StraItalian Winemakers Group](#) returns with three new brands to appeal to millennials, and will also feature its Barbera d'Asti DOCG, which was awarded "Best in Class" and a Platinum medal in 2018.

[Wines & Winemakers by Saven](#) is a group of some of the most innovative wine producers and winemakers in Portugal. Attendees will have the opportunity to taste new vintages and wines with different styles from the Douro, Vinho Verde Tejo and Palmela regions.

France's [Selection Patrick Clerget](#) returns to Vinexpo New York, encouraged by the contacts it made in 2018. The family-run wine trading company has since added seven winemakers from Burgundy to its wine portfolio. They will showcase Bourgogne wines from five different appellations, as well as Loire Valley wines during the March exhibition.

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