

# CRAFT SPIRITS

THE ART, SCIENCE AND BUSINESS OF DISTILLING

# CRAFT SPIRITS YEARBOOK 2024



A PUBLICATION OF THE AMERICAN CRAFT SPIRITS ASSOCIATION

*American*  
CRAFT SPIRITS  
ASSOCIATION



# TONIC

## A TONIC FOR EVERY SPIRIT

A sleek design with subtle details and a compact shape provide the TONIC model with all the ingredients to become a must-have for super premium spirits in the future. Its mid-sized minimalist shape has been designed to make it easier and more comfortable to grip. Its contours are shaped by small details: a delicate rounded wide-lipped opening mirrors the punt mark in the glass base and creates a harmonious interplay of reflections. And since details are what make the design, a slight pinching in the body gives TONIC its unique character. The resulting creative label panel allows it to be customised for all spirits.



# CONTENTS

2024 CRAFT SPIRITS  
YEARBOOK



13

13  
**ACSA ANNUAL REPORT**

26  
**CRAFT SPIRITS SUPPLIER  
SHOWCASE**

**FEATURES**

72  
**Staving Off a Barrel Crisis**

78  
**Building a Global Brand**

82  
**DISTILLING DESTINATIONS**  
**Spirits Riding High in Denver**



82

86  
**WHAT'S STIRRING**  
**Drinks to Savor from ACSA Members**

90  
**LEGAL CORNER**  
**Minding Compliance**

92  
**MATURATION**  
**Cask Sizes**

94  
**PACKAGING**  
**Paper Trail**

98  
**RETAIL: ON-PREMISE**  
**Reaching the Bar**

100  
**LEW'S BOTTOM SHELF**  
**Shout About Agriculture**



86

Cover photography: Shane O'Donnell



#### CRAFT SPIRITS MAGAZINE

CEO, AMERICAN CRAFT SPIRITS ASSOCIATION | Margie A.S. Lehrman, [margie@americancraftspirits.org](mailto:margie@americancraftspirits.org)

EDITOR IN CHIEF | Jeff Cioletti, [jeff@americancraftspirits.org](mailto:jeff@americancraftspirits.org)

SENIOR EDITOR | Jon Page, [jon@americancraftspirits.org](mailto:jon@americancraftspirits.org)

ART DIRECTOR | Michelle Villas

MEDIA SALES REPRESENTATIVE | Annette Schnur, [sales@americancraftspirits.org](mailto:sales@americancraftspirits.org)

CONTRIBUTORS | Lew Bryson, John Holl, Andrew Kaplan, Jason Parker, Erika Rietz and Teri Quimby

#### AMERICAN CRAFT SPIRITS ASSOCIATION

IT STRATEGIST & TECHNOLOGY IMPLEMENTATION MANAGER | Akshay Anikhindi, [akshay@americancraftspirits.org](mailto:akshay@americancraftspirits.org)

EDUCATION MANAGER | Kirstin Brooks, [kirstin@americancraftspirits.org](mailto:kirstin@americancraftspirits.org)

DIRECTOR OF MARKETING & MEMBERSHIP | Anna Kleinbaum, [anna@americancraftspirits.org](mailto:anna@americancraftspirits.org)

ADMINISTRATIVE ASSISTANT | Albab Melaku, [albab@americancraftspirits.org](mailto:albab@americancraftspirits.org)

DIRECTOR OF MEETINGS & EVENTS | Stephanie Sadri, [stephanie@americancraftspirits.org](mailto:stephanie@americancraftspirits.org)

#### ACSA ADVISORS

STRATEGIC COMMUNICATIONS | Alexandra S. Clough, GATHER PR

LEGAL | Ryan Malkin, Malkin Law, P.A.

PUBLIC POLICY | Jim Hyland, The Pennsylvania Avenue Group

STATE POLICY | Michael Walker, The Walker Group, LLC

#### ACSA BOARD OF DIRECTORS, 2023-2024

PRESIDENT | Gina Holman, J. Carver Distillery (MN)

VICE PRESIDENT | Kelly Woodcock, Westward Whiskey (OR)

SECRETARY/TREASURER | Jessica J. Lemmon, Cart/Horse Distilling (PA)

#### EAST

Jordan Cotton, Cotton & Reed (DC)

Becky Harris, Catoctin Creek Distilling Co. (VA)

Jessica J. Lemmon, Cart/Horse Distilling (PA)

Tom Potter, New York Distilling Co. (NY)

Colin Spoelman, Kings County Distillery (NY)

Jaime Windon, Windon Distilling Co. (MD)

#### CENTRAL & MOUNTAIN

Gina Holman, J. Carver Distillery (MN)

Colin Keegan, Santa Fe Spirits (NM)

Amer Pollock, Backwards Distilling Company (WY)

Mark A. Vierthaler, Whiskey Del Bac (AZ)

Thomas Williams, Delta Dirt Distillery (AR)

#### PACIFIC

Lucy Farber, St. George Spirits (CA)

Jeff Kanof, Copperworks Distilling Co. (WA)

Kelly Woodcock, Westward Whiskey (OR)

#### EX OFFICIO

Thomas Jensen, New Liberty Distillery (PA)

#### ACSA PAST PRESIDENTS

2020-2023 | Becky Harris, Catoctin Creek Distilling Co.

2018-2020 | Chris Montana, Du Nord Craft Spirits

2017-2018 | Mark Shilling, Genius Liquids/Big Thirst

2016-2017 | Paul Hletko, FEW Spirits

2014-2016 | Tom Mooney, House Spirits

#### ACSA PAC

Jordan Cotton, Cotton & Reed (DC)

#### CRAFT SPIRITS MAGAZINE EDITORIAL BOARD

Lew Bryson, Alexandra S. Clough, Sly Cosmopoulos, Kamilah Mahon, Prof. Dawn Maskell and Teri Quimby

For advertising inquiries, please contact [sales@americancraftspirits.org](mailto:sales@americancraftspirits.org).

For editorial inquiries or to send a news release, contact [news@americancraftspirits.org](mailto:news@americancraftspirits.org).

P.O. Box 470, Oakton, VA 22124

© 2024 CRAFT SPIRITS magazine is a publication of the American Craft Spirits Association.



# Packaging solutions that keep your spirits high!

PROVIDING PACKAGING COMPONENTS SINCE 1980

Roots in the packaging industry stretching back nearly 100 years

Custom design and a variety of material options to help you achieve your perfect packaging by working with materials such as glass, ceramics, plastics, metals and wood.



Phoenix

(514) 487-6660 | phoenixpackaging.com

# THANK YOU, SPONSORS!

The American Craft Spirits Association would like to thank all of our annual sponsors and our key supporters of education. We are grateful for all of your support throughout the year. Interested in becoming a sponsor?

Visit [americancraftspirits.org/sponsors](http://americancraftspirits.org/sponsors) or contact [membership@americancraftspirits.org](mailto:membership@americancraftspirits.org).

## CASK STRENGTH SPONSORS

---





# SINGLE BARREL SPONSORS





# GO BIG

## We Accelerate Sales for Craft Spirits



Reach more consumers with the beverage industry's most comprehensive sales and marketing company.

A one-stop shop to fast-track growth with an e-commerce solution, marketing services, and operations consulting.

Contact us today. [success@bigthirst.com](mailto:success@bigthirst.com)

**BIG**  
THIRST







# WHAT'S IN YOUR BOTTLE?

36 YEARS OF UNMATCHED SERVICE AND CONSISTENT QUALITY



# J. C. Ribeiro

WWW.JCRIBEIRO.COM  
1415 BARDSTOWN RD 6  
LOUISVILLE, KY 40204-1418  
+1 (502) 337 3966



# GRAB A DRINK WITH US

## PINNACLE DISTILLERS YEAST

AB Biotek — with 30+ years of global experience supplying and collaborating with top distillers — now offers Pinnacle Yeast, high quality, customized distillers yeast solutions backed by superior technical support. Learn more about Pinnacle Yeast by visiting [abbiotek.com](http://abbiotek.com).

Now Available Through



A business division of AB MAURI

[abbiotek.com](http://abbiotek.com)







# BOURBON & RYE WHISKEY

---

# NEW FILL & AGED BARRELS

CONTRACT DISTILLING



[SouthernDistilling.com](http://SouthernDistilling.com)

704-978-7175

Pete & Vienna Barger, Co-Founders

[ContractDistilling@SouthernDistilling.com](mailto:ContractDistilling@SouthernDistilling.com)



*American*  
**CRAFT SPIRITS**  
ASSOCIATION

**WE ARE CRAFT**



**The American Craft Spirits Association (ACSA) is the only national association of craft distillers created and governed by craft distillers**

Our mission is to elevate and advocate for the community of craft spirits producers.

**WHY JOIN?**

- Build long-term relationships and enhance industry connections
- Help cultivate a competitive landscape for craft distillers
- Learn from industry thought leaders
- Join in our fight to increase market access
- Be part of a member-led craft spirits organization

**TAKE ADVANTAGE OF MEMBERSHIP-ONLY OPPORTUNITIES BY**

**JOINING TODAY!**

**[americancraftspirits.org](http://americancraftspirits.org)**

**Email us at [membership@americancraftspirits.org](mailto:membership@americancraftspirits.org)**

**WE ARE SOCIAL**







*American*  
**CRAFT SPIRITS**  
ASSOCIATION

**2023**  
**ANNUAL**  
**REPORT**



# ACSA Board of Directors, 2023-2024

## PRESIDENT

**Gina Holman**

J. Carver Distillery (MN)

## VICE PRESIDENT

**Kelly Woodcock**

Westward Whiskey (OR)

## SECRETARY/TREASURER

**Jessica J. Lemmon**

Cart/Horse Distilling (PA)

## EAST

**Jordan Cotton**

Cotton & Reed (DC)

**Becky Harris**

Catoctin Creek Distilling Co. (VA)

**Jessica J. Lemmon**

Cart/Horse Distilling (PA)

**Tom Potter**

New York Distilling Co. (NY)

**Colin Spoelman**

Kings County Distillery (NY)

**Jaime Windon**

Windon Distilling Co. (MD)

## CENTRAL & MOUNTAIN

**Gina Holman**

J. Carver Distillery (MN)

**Colin Keegan**

Santa Fe Spirits (NM)

**Amber Pollock**

Backwards Distilling Co. (WY)

**Mark A. Vierthaler**

Whiskey Del Bac (AZ)

**Thomas Williams**

Delta Dirt Distillery (AR)

## PACIFIC

**Lucy Farber**

St. George Spirits (CA)

**Jake Holshue**

Spirit Works Distillery (CA)

**Jeff Kanof**

Copperworks Distilling Co. (WA)

**Kelly Woodcock**

Westward Whiskey (OR)

## EX OFFICIO

**Thomas Jensen**

New Liberty Distillery (PA)

## EXECUTIVE STAFF

**Margie A.S. Lehrman**

Chief Executive Officer

**Akshay Anikhindi**

IT Strategist & Technology Integration Manager

**Kirstin Brooks**

Education Manager

**Jeff Cioletti**

Editor in Chief

**Anna Klainbaum**

Director of Marketing & Membership

**Albab Melaku**

Administrative Assistant

**Jon Page**

Senior Editor

**Stephanie Sadri**

Director of Meetings & Events

## COMMITTEE CHAIRS

### ACSA PAC

**Jordan Cotton**

Cotton & Reed (DC)

### MEMBERSHIP

**Jeff Kanof**

Copperworks Distilling Co. (WA)

**Becky Harris**

Catoctin Creek Distilling Co. (VA)

### CONVENTION

**Lee Wood**

Wood's High Mountain Distillery (CO)

### JUDGING

**Colton Weinstein**

Corsair Artisan Distillery (TN)

**Jeff Wuslich**

Cardinal Spirits (IN)

### TECHNOLOGY

**Mike Blaum**

Blaum Bros. Distilling Co. (IL)

**Molly Troupe**

Freeland Spirits (OR)

### ELECTIONS

**Renee Bemis**

Driftless Glen Distillery (WI)

### EDUCATION

**Courtney McKee**

Headframe Spirits (MT)

**Amber Pollock**

Backwards Distilling Co. (WY)

**Lucy Farber**

St. George Spirits (CA)

## ETHICS

**Thomas Jensen**

New Liberty Distillery (PA)

## GOVERNMENT AFFAIRS

**Becky Harris**

Catoctin Creek Distilling Co. (VA)

## STATE GUILDS

**P.T. Wood**

Wood's High Mountain Distillery (CO)

**Gina Holman**

J. Carver Distillery (MN)

## FINANCE

**Jessica J. Lemmon**

Cart/Horse Distilling (PA)

## DEVELOPMENT

**Tom Mooney**

Westward Whiskey (OR)

## SAFETY

**Colton Weinstein**

Corsair Artisan Distillery (TN)

## DTC

**Dan Farber**

Osocalis Distillery (CA)

**Becky Harris**

Catoctin Creek Distilling Co. (VA)

## MENTORSHIP

**Jake Holshue**

Spirit Works Distillery (CA)

## ADVISORS

### STRATEGIC COMMUNICATIONS

**Alexandra S. Clough**

GATHER PR

### LEGAL

**Ryan Malkin**

Malkin Law, P.A.

### MEDIA SALES

**Annette Schnur**

Next Level Sales and Marketing

### PUBLIC POLICY

**Jim Hyland**

The Pennsylvania Avenue Group

### STATE POLICY

**Michael Walker**

The Walker Group, LLC

ACSA is grateful to its many volunteers who offer their time, talent and resources to advance the craft spirits industry. We are also thankful to the many committee members not listed on these pages who regularly provide thought leadership to address the concerns of small producers of craft spirits throughout the U.S.



# The Year in Review

## Who We Are

The American Craft Spirits Association is the only registered national nonprofit trade group representing the U.S. craft spirits industry. Members vote for the 15 democratically elected representatives who make up the Board of Directors, and this Board collectively works to govern the ACSA in a transparent, responsive manner and in accordance with our bylaws. As we celebrated 10 years of working towards small business opportunities, we invite you to read this 2023 Annual Report and let us know what you think. We still have much to do to allow us to prosper.

## Member Owned

Membership in ACSA is open to anyone, although Voting Members must be independent licensed distillers with a valid DSP, subscribe to ACSA's Code of Ethics, have no more than 50% of the DSP owned (directly or indirectly) by a producer of distilled spirits whose combined annual production of distilled spirits from all sources exceeds 750,000 proof gallons removed from bond, and annually produce fewer than 750,000 proof gallons removed from bond (the amount on which excise taxes are paid).

In case terms, 750,000 proof gallons is 315,451 9-liter cases (12 750 ml bottles) of 100-proof spirit. A DSP may not be a Voting Member if another producer of distilled spirits whose combined annual production of distilled spirits from all sources exceeds 750,000 proof gallons removed from bond and directly or indirectly holds an ownership interest of greater than 50% of the DSP.

## Celebrating the Distillers' Decade

This year, ACSA celebrated its 10th anniversary and we honored the milestone with exciting events and programs each month. Here's a quick review of some of the highlights:

**January:** Episodes of The Craft Spirits Podcast featured a special series of conversations with some of the founding members and first board members of ACSA.

**February:** ACSA held its 10th Annual Distillers' Convention and Vendor Trade Show in Portland, Oregon. All attendees received a printed issue of *CRAFT SPIRITS* magazine that included a timeline of the past 10 years.

**March:** We celebrated RTD Month

**April:** We featured a Spring Cocktail Showcase, with member recipes

**May:** We celebrated Craft Spirits & Food Month

**June:** We released "The ACSA Guide to Starting and Operating a Distillery" e-book

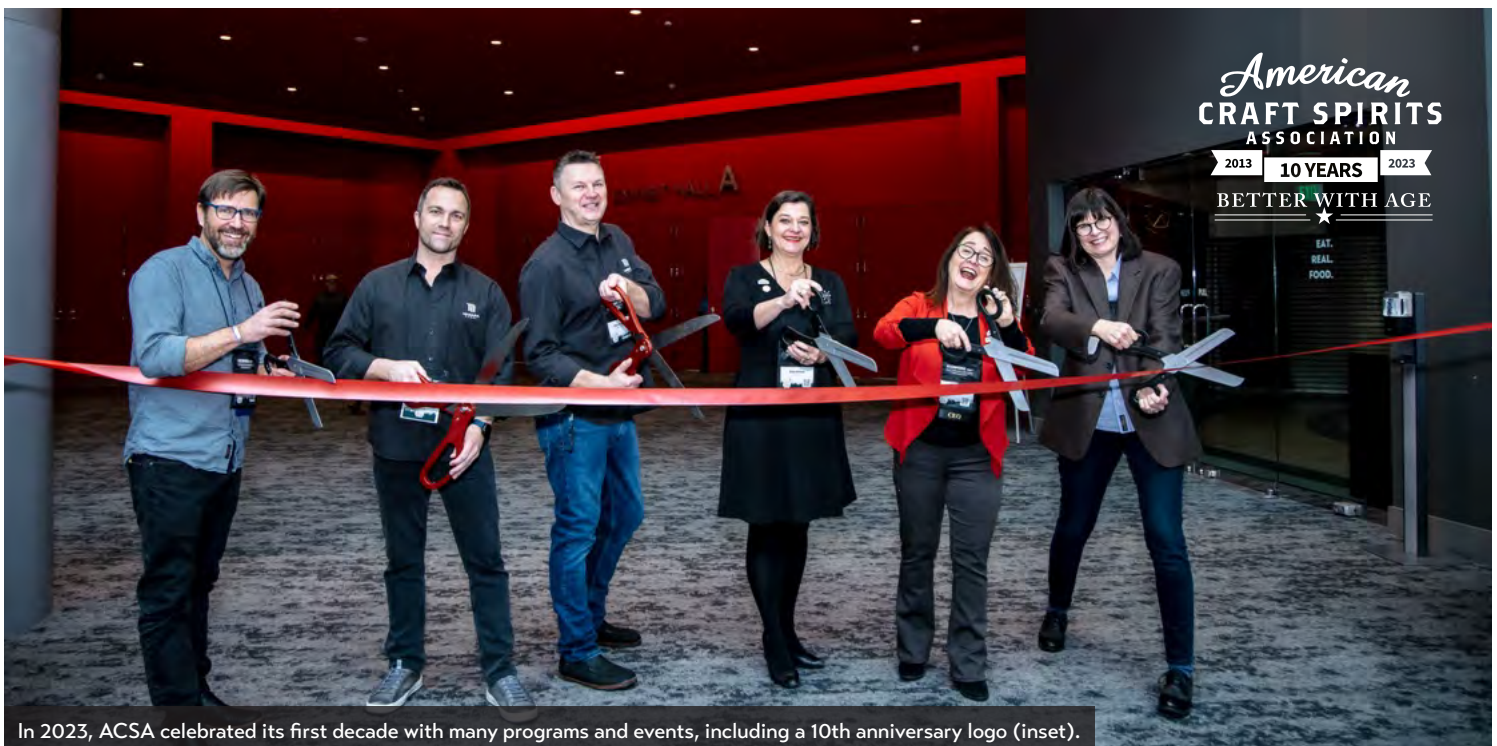
**August:** We held and announced the medalists from the Heartland Whiskey Competition. Judging took place early that month at Still 630 in St. Louis.

**October:** The country's top craft spirits producers poured for consumers and select members of the trade during the first-ever American Craft Spirits Festival at Binny's Beverage Depot in Chicago.

**November:** Forty of the country's craft spirits producers and industry partners ascended Capitol Hill to engage legislators on key federal priorities during ACSA's Legislative Fly-In in Washington, D.C.

**December:** On Dec. 5, we celebrated the 90th anniversary of the passing of the 21st Amendment in a virtual toast via Zoom. Many thanks to our toastmasters Lew Bryson (author, "Tasting Whiskey" and "Whiskey Master Class"), Gina Holman (J. Carver Distillery, ACSA board president) and Amy Stewart (author, "The Drunken Botanist").

As we begin ACSA's second decade, we are thankful to all of our members, advisors, staff and volunteers who have helped build our foundation over the past 10 years.



In 2023, ACSA celebrated its first decade with many programs and events, including a 10th anniversary logo (inset).



# 2023 Craft Spirits Data Project

ACSA and Park Street revealed that the number of operating craft distilleries in the U.S. increased to 2,753 (as of August 2023). That was among the many data points in the latest edition of the Craft Spirits Data Project (CSDP), an ongoing, joint effort between ACSA and its hand-picked partner, Park Street.

In 2022, the craft spirits category experienced a normalizing of volume and value growth post-pandemic. The craft spirits category reached more than 14 million cases and \$7.9 billion in sales. At a value growth rate of 5.3% and volume growth of 6.1%, craft continues to outperform the larger spirits category in the U.S. market.

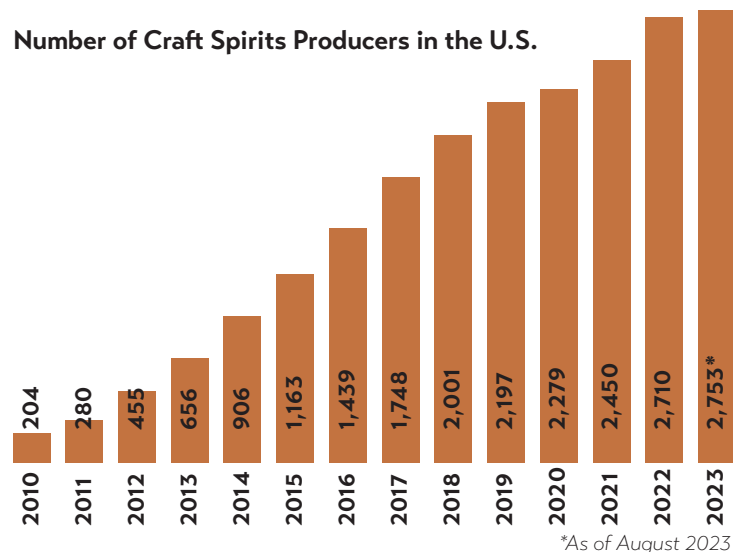
As a whole, craft spirits sales remain evenly split between the home state (47.4%) and other states (52.6%) in 2022. However, post-pandemic, craft spirits sales in the home state have slightly increased share of total craft spirit sales (+1.4 pp) while sales outside the home state have slightly decreased as a percentage of total craft sales (-1.3% pp).

Large craft producers shifted resources to focus on sales in their respective home states as well as exports. Medium-sized craft producers lead growth on nearly all fronts as this segment is the fastest growing within craft spirits. Small craft producers focused primarily on increasing home state sales, with this channel gaining share of sales accordingly.

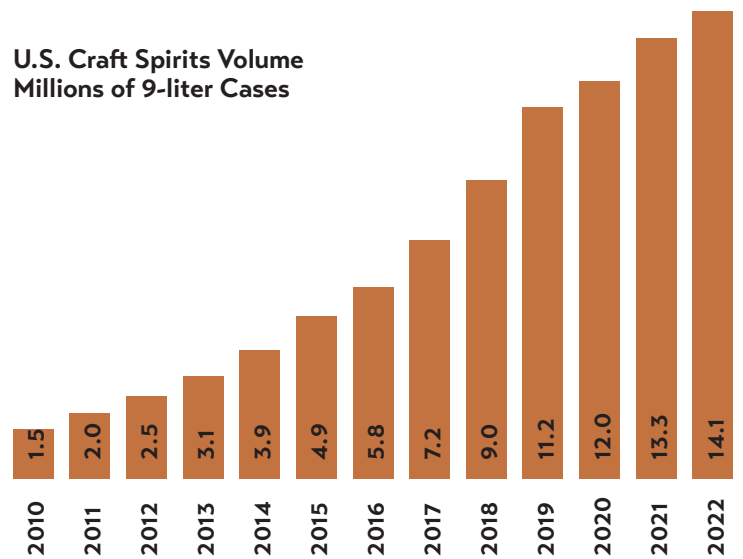
Despite economic headwinds, craft producers have consistently found value in reinvesting in their businesses. The total amount invested in the U.S. craft spirits segment increased by 6.5% year-over-year to \$880 million.

While the craft spirits industry continued to fight to retain its economic stability, there is lots to be done to ensure profitability for our small business producers.

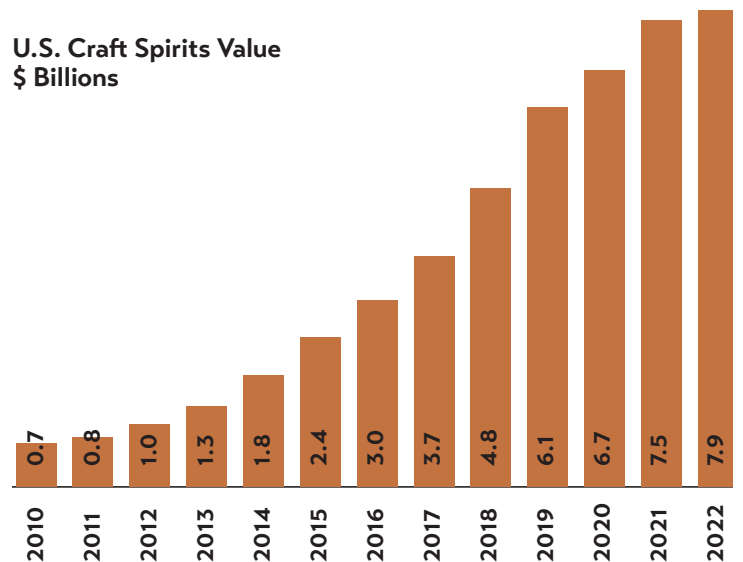
Number of Craft Spirits Producers in the U.S.



U.S. Craft Spirits Volume  
Millions of 9-liter Cases



U.S. Craft Spirits Value  
\$ Billions



# 10th Annual Distillers' Convention and Vendor Trade Show

In early February, hundreds of members of the distilling community gathered in Portland, Oregon, to learn, network and celebrate the craft spirits industry at ACSA's 10th Annual Distillers' Convention and Vendor Trade Show. Together, we celebrated a decade of ACSA; explored a trade show floor bubbling with energy; learned countless tips and strategies to help craft distillers thrive during our educational sessions; mingled and made new friends at various networking events; and so much more! Here are a few highlights from the experience in and around the Oregon Convention Center.

On the trade show floor, more than 140 exhibitors displayed their latest offerings and products designed for producers of craft spirits. We opened the trade show floor one day before kicking off our educational sessions to give attendees ample time to visit booths.

Our educational sessions featured more than 30 hours of learning, covering a wide range of topics for everyone from a novice to the most seasoned attendees. The three main tracks included sessions on technical/production, sales/marketing and business/compliance. Prior to the convention, we also held a 1.5-day Distillery Startup 101 class.

Our agenda also included panels for Women of the Vine & Spirits and the U.S. Alcohol and Tobacco Tax and Trade Bureau (TTB), which conducted both a boot camp and a Q&A session over breakfast titled Rise and Regulate: Coffee and Conversation with TTB.

On the first evening of the convention, we welcomed some of ACSA's key founders and past presidents for a spirited conversation on the association's past, present and future. Then-ACSA president Becky Harris moderated a panel that included Ralph Erenzo, co-founder of Tuthilltown Spirits; Paul Hletko, founder of FEW Spirits; Ted Huber, co-owner of Starlight Distillery; Pennfield Jensen, ACSA's inaugural executive director; Tom Mooney, founder and CEO of Westward Whiskey; and Mark Shilling, founder of ShillingCrafted and partner in Big Thirst Consulting.

During lunch on the final day of the convention, ACSA CEO Margie A.S. Lehrman presided over a town hall meeting. Mooney introduced keynote speaker and renowned bar industry personality Jeffrey Morgenthaler, who shared his story and offered advice on how craft distillers can work with bartenders. During the town hall, attendees heard from a wide range of ACSA board members, committee chairs, advisors and partners who provided updates on ACSA's strategic plan, the Craft Spirits Data

Project, education initiatives, ACSA's PAC, potential legislation affecting craft spirits producers and much more.

During a reception at Westward Whiskey for members of ACSA's PAC, we raised our glasses to support our continuing efforts to strengthen the business environment for craft spirits producers. Special thanks to our guest speakers U.S. Rep. Suzanne Bonamici and Oregon Rep. Rob Nosse!

Throughout the course of the convention, we offered numerous opportunities for attendees and exhibitors to network over drinks, hors d'oeuvres, singing and dancing. On our pre-convention distillery tour, we visited New Deal Distillery, McMenamins Edgefield Distillery, Westward Whiskey, Freeland Spirits, Stone Barn Brandyworks and Pilot House Distilling.

Near the end of the first day of the trade show, attendees enjoyed a happy hour hosted by the Oregon Distillers Guild where they could grab hors d'oeuvres, chat with our exhibitors and enjoy spirits from the Beaver State, with contributions from multiple Oregon distilleries.

To wrap up the first day, we hosted a hospitality suite where we sampled spirits that medaled in ACSA's Judging of Craft Spirits Competition in 2020—the year we were originally supposed to be in Portland. We were thrilled to give those medalists the moment in the sun—and in our glasses—that a nascent pandemic unfairly denied them. Thanks again to the Oregon Distillers Guild for helping us ensure our event was fully in compliance with all local laws and regulations. We also enjoyed hearing our attendees sing karaoke!

At the legendary McMenamins Crystal Ballroom, we toasted to 10 years of ACSA as popular Portland-based singer/songwriter Ruby Friedman performed a private concert to mark the milestone.

To close the convention, we enjoyed rounds of ping pong and a Super Bowl party at Pips & Bounce, followed by a closing reception at Rogue Eastside Pub & Pilot Brewery where we celebrated all things craft spirits!

To help commemorate our 10th anniversary, a group of Oregon-based producers collaborated to concoct Crabby Snacks, an RTD riff on a classic Canadian Caesar, combining jalapeño lime-flavored vodka, crab juice and natural flavorings. Special thanks to everyone who made this happen, including Freeland Spirits, Pilot House Distilling, Rogue Spirits, Aimsir Distilling, Straightaway Cocktails, 503 Distilling and the Oregon Distillers Guild.





# STEPUP Foundation Holds Inaugural Graduation, Welcomes Second Class of Interns and Announces Third Class

In 2023, the Spirits Training Entrepreneurship Program for Underrepresented Professionals (STEPUP Foundation) held a graduation for its inaugural class of interns; welcomed its second class of interns, mentors and participating distilleries; and announced its third class, along with several new funding partners for 2024.

Honored at STEPUP's first graduation ceremony during the ACSA's 10th Annual Distillers' Convention and Vendor Trade Show in February, Erin Lee and Yaktoro "Yaki" Udoumoh are now working as full-time distillers, Lee at FEW Spirits in Evanston, Illinois, and Udoumoh at Sagamore Spirit Distillery in Baltimore.

In September, 2023 interns Amy Salter and Ashley Grayson completed their internships, which included time at Glacier Distilling in Coram, Montana; New Riff Distilling in Newport, Kentucky; Republic National Distributing Co. (RNDC) in Dallas; and Sagamore Spirit Distillery. We look forward to celebrating their achievements at a graduation ceremony in February of 2024.

In December, STEPUP was proud to announce its 2024 class.

## 2024 Interns

Alexcia Pugh hails from Birmingham, Alabama, where she started a career in research and development in the solubility division with a focus in oncology. A graduate of Dillard University, Pugh is thrilled to use her skillset, passion for formulation, and her wish to add a different outlook to the craft spirits industry to turn her hobbyist interest in spirits into a career.

Erica Paul's journey into craft spirits started with a sensory evaluation and urban planning course at Alabama A&M University. Following internships and employment opportunities with leading food manufacturers and more, she has a plan to merge agriculture and food science with craft spirits. She aims to use alternative farming methods to craft a sustainable spirit that embodies the intricacies of her journey.

## 2024 Distilleries

Returning once again as a host distillery, Baltimore-based Sagamore Spirit Distillery is driven to craft the world's best rye whiskey. As a champion of American rye whiskey and inspired by Maryland rye, its mission is to establish Sagamore Spirit as the premier distiller of the modern American spirit.

Black Button Distilling of Rochester, New York, was founded in 2012 by master distiller Jason Barrett and was the first distillery to operate in "The Flour City" since Prohibition. As a grain-to-glass craft spirits producer, Black Button is a licensed New York State farm distillery and uses nearly 100% New York State-grown ingredients that come from within 50 miles of the distillery.

## 2024 Mentors

Melinda Maddox, production manager for Old Elk Distillery, has more than two decades of management in the hospitality industry under her belt and is working toward a decade of operations and production management. Maddox is currently on the path to becoming Old Elk's master blender. She was a finalist in the 2023 Women of Whiskey Awards for Production Manager of the Year.

Formerly a master distiller and general manager at Bently Heritage Estate Distillery & Public House, Johnny Jeffery is now utilizing his wealth of experience in the spirits industry as an independent consultant with Feiba Peveli LLC. Jeffery is a former ACSA board member, Good Deeds co-founder, contributor to the STEPUP curriculum, and a



Ashley Grayson, Erin Lee, Amy Salter and Yaktoro "Yaki" Udoumoh

member of the first STEPUP Selection Committee.

## 2024 Distributor

As a top wine and spirits distributor in the nation, RNDC's national reach helps suppliers by building strategic relationships with on- and off-premise customers to elevate their brands and reach their target consumers. RNDC currently operates in the District of Columbia and 39 states across the United States.

## 2024 Donor Partners

The STEPUP internship program is primarily funded through Cornerstone Partners and other major donors. As the program gears up for its third year, the organization welcomes a host of generous new donations from partners across all tiers of the industry and distillers small and large. Newly added donors at the Bricklayer level in 2023 include: DuNord Foundation, Sagamore Spirit Distillery, Catoctin Creek Distilling Co., Michter's Fort Nelson Distillery, Westward Whiskey and Prestige-Ledroit Distributing Co. These new contributors join STEPUP's existing donors like Diageo North America, which served as a Cornerstone Partner and has made a \$1.2 million commitment over three years.

To learn more about STEPUP and its leadership, visit [stepupinternship.org](http://stepupinternship.org).



Spirits Training  
Entrepreneurship Program  
for Underrepresented Professionals

✕ @stepupinterns  
📷 @stepupinternship  
f STEPUPinternship  
in stepup-foundation



# Craft Spirits Producers Return to Capitol Hill

With an eye toward equitable shipping practices, agritourism, an efficient regulatory structure and sustainable forestry and oak-sourcing practices, 40 of the country's craft spirits producers and industry partners ascended Capitol Hill in November to engage legislators on key federal priorities during the American Craft Spirits Association's Legislative Fly-In.

It's the first time since 2019 that ACSA was able to host an in-person Legislative Fly-In, as the most recent editions had been conducted virtually.

"As distillers, I think I can look at everyone in this room and say we're storytellers," said Gina Holman, founding partner of J. Carver Distillery (Waconia, Minnesota) and President of the ACSA Board of Directors. "And here's the deal: if we're not telling our stories, we're closed."

In 2023, advocacy efforts focused on four major initiatives: the USPS Shipping Equity Act, adequate funding for the U.S. Alcohol and Tobacco Tax and Trade Bureau (TTB), the Agritourism Act and the White Oak Resilience Act. ACSA Public Policy Counsel Jim Hyland and State Policy Advisor Michael Walker coached attendees on how to engage their members of Congress on these issues.

"This work matters because this is how we make change, by showing up, year after year and telling our stories to folks and not letting them forget us, because it's easy to be forgotten among the press of all the other things that people are asking for on the Hill," said Catoctin Creek Distilling Co. (Purcellville, Virginia) president and head distiller Becky Harris, chair of the ACSA Government Affairs Committee and Immediate Past President of the ACSA Board of Directors. "And showing up, putting our faces in front of people, matters. And that way we're saying 'We care and we're not going away!'"

ACSA CEO Margie A.S. Lehrman noted that ACSA members have been able to influence significant changes in government policy because they refuse to be told "never."

"I recently had a conversation where I said, 'We're at a crossroads right now. We can either stay inside the guardrails or we can start knocking them down, piece by piece of the highway,'" Lehrman said. "So you're all here to make that happen."



Sen. Tim Kaine (D-VA)



Margie A.S. Lehrman, Rep. Andy Barr (R-KY) and Gina Holman

---

## Election Results: 100% Women-led Board Steers ACSA for Second Straight Year

In March, ACSA announced the election of Gina Holman of J. Carver Distillery (MN) as the President of the Board of Directors. She has served as a member of the organization's Board of Directors since 2020, and as Vice President since 2022. Kelly Woodcock of Westward Whiskey (OR) was also elected as the organization's Vice President and Jessica J. Lemmon of Cart/Horse Distilling (PA) was re-elected as Secretary/Treasurer.

The elections ushered in the second consecutive year during which an all-women-identifying-led board would steer the national trade association. Additionally, women currently make up more than half of the elected Board members. ACSA was also proud to announce the results of its national election for Board of Director members, adding four new members with one returning.

The newest members of the Board include Colin Spoelman (Kings County Distillery, NY), Jaime Windon (Windon Distilling Co., MD), Thomas Williams (Delta Dirt Distillery, AR) and Jordan Cotton (Cotton & Reed, D.C.).



Gina Holman



Jessica J. Lemmon



Kelly Woodcock



## ACSA Announces 2023 Heartland Whiskey Competition Awards

In late August, ACSA announced the top medalists in the 2023 Heartland Whiskey Competition, which was open to craft whiskeys from all 50 states that incorporate corn in their mash bill (the mix of grains used to make whiskey). In this fourth, biennial blind-judging event, whiskeys from 20 “Heartland” states competed for Best of Show, Best of State and Top Farmer-Distiller, along with entries from all 50 states that competed in traditional whiskey categories (e.g., rye, bourbon, etc.).

The competition, generously sponsored by state corn marketing associations, took place in early August, in St. Louis. ACSA facilitated the judging process and its recent board president Chris Montana—owner of Du Nord Social Spirits in Minnesota—served as Judging Director. Judges selected from the Missouri and Illinois spirits industry by ACSA were chosen for their knowledge of craft whiskey.

Best of Show was captured by Casey Jones Distillery from Hopkinsville, Kentucky, for its Casey Jones Single Barrel Original 4 Grain Wheated Kentucky Straight Bourbon, which also earned the top score in the Four Grain Whiskey category.

Top Farmer-Distiller, a new category for the 2023 competition, was captured by Tobacco Barn Distillery of Hollywood, Maryland, for its Single Barrel Bourbon. Tobacco Barn is owned by Scott Sanders, Sean Coogan and Dan Dawson, the latter of whom operates the farm—family-owned for more than 100 years—where all of the corn for their winning bourbon is grown. Many corn farmers own and operate craft distilleries and have won top honors in previous Heartland Whiskey Competitions.

In December, Maryland Gov. Wes Moore, U.S. Congressman and former House Majority Leader Steny Hoyer (D-MD) and Maryland Secretary of Agriculture Kevin M. Atticks joined ACSA CEO Margie A.S. Lehrman in formally honoring Tobacco Barn Distillery at its tasting room in Hollywood, Maryland. Tobacco Barn received a custom wooden plaque produced by Thousand Oaks Barrel Co. of Manassas, Virginia.

The 2023 competition saw significant growth in the number of participating states and entries, which greatly increased competition for medals. Only 12 whiskeys were awarded a gold medal, while 74 received silver, and 47 bronze.



## ACSA Hosts Inaugural American Craft Spirits Festival

On October 26, the country’s top craft spirits producers poured for consumers and select members of the trade during the first-ever American Craft Spirits Festival at Binny’s Beverage Depot in Chicago. The event was just one of the many ways that ACSA celebrated its 10th anniversary.

The event—generously hosted by Binny’s Beverage Depot with a part of the proceeds going to the STEPUP Foundation—featured education by industry leaders as well as an opportunity for sponsors to connect with distilleries during trade-only festival hours. An exclusive ACSA-published cocktail booklet featuring recipes from participating distilleries was also distributed to attendees.

We are grateful to all of the craft spirits producers who joined us and to all of our sponsors! We look forward to making this an annual event to further demonstrate the innovation in our industry to the trade and consumers alike.



ACSA CEO Margie A.S. Lehrman with Brett Pontoni of Binny’s Beverage Depot





## DtC Efforts Continue

ACSA continues to actively fight for modernizing the spirits marketplace by advocating for increased market channel access, including direct-to-consumer (DtC) shipping of distilled spirits. In October, the release of the 2023 Direct-to-Consumer Spirits Shipping Report—from global tax compliance technology leader Sovos and ACSA—underscored a continued increase in the percentage of regular craft spirits drinkers who want to legally purchase their beverages of choice via DtC shipping.

The report found an increase in regular craft spirits drinkers who want to legally purchase their favorite spirits products and have them shipped directly to their homes—87% versus 80% in 2022. And 81% of those likely to purchase spirits DtC say if they could purchase craft spirits DtC, they would do so at least once a month or more. More than four in five (82%) regular craft spirits drinkers believe U.S. laws should be updated to make it legal to ship spirits DtC in more states. For the 2023 report, The Harris Poll conducted an online survey among 598 regular craft spirits drinkers (U.S. adults ages 21+ who drink craft spirits once a month or more often) on behalf of Sovos and its ShipCompliant business.

“With today’s limited spirits shipping laws, a majority of Americans are unable to purchase their favorite spirits products,” said Margie A.S. Lehrman. “As consumers continue to demand choice and convenience, states will need to take action in order to provide spirits producers with enhanced ability to satisfy and grow their customer base. State laws will need to change to support consumers and American businesses. It’s a win-win for all.”

To download the full report, visit [dtcspiritsreport.com](https://dtcspiritsreport.com).



## New PAC Chair

ACSA was excited to announce that Jordan Cotton of Washington, D.C.-based Cotton & Reed is the new chair of the ACSA political action committee (PAC). Cotton has worked closely in ACSA governance, serving on the government affairs committee, and we look forward to his energy, vision and guidance.

We are also extremely grateful to our outgoing PAC chair Stephen Johnson, who served as chair since the PAC’s inception in 2018.

ACSA’s public policy advocacy on behalf of its members is critical to making sure our community’s voice is heard on Capitol Hill and in state legislatures. A crucial piece of this strategy is a strong PAC. ACSA created a PAC years ago to make sure the voice of our small businesses in an emerging industry is heard.

To learn more, go to our website and log in.

Should you have any questions about ACSA’s PAC, or ACSA’s public policy initiatives, please write to [acsapac@americancraftspirits.org](mailto:acsapac@americancraftspirits.org).



## ‘The ACSA Guide to Starting and Operating a Distillery’ E-Book

As part of our 10th anniversary celebration, we were thrilled to release our e-book, “The ACSA Guide to Starting and Operating a Distillery.”

The peer-reviewed guide is a comprehensive compendium of expert insights detailing all of the tools and techniques that new distilleries need to get their businesses up and running and help ensure a prosperous future.

The e-book also serves as:

- A textbook for craft spirits producers in their first one to three years in operation
- An invaluable resource for onboarding new members of your team
- A reference for existing staff to gain a more holistic view of how a distillery operates

The e-book is available for purchase at [americancraftspirits.org](https://americancraftspirits.org) with a discount to ACSA members.

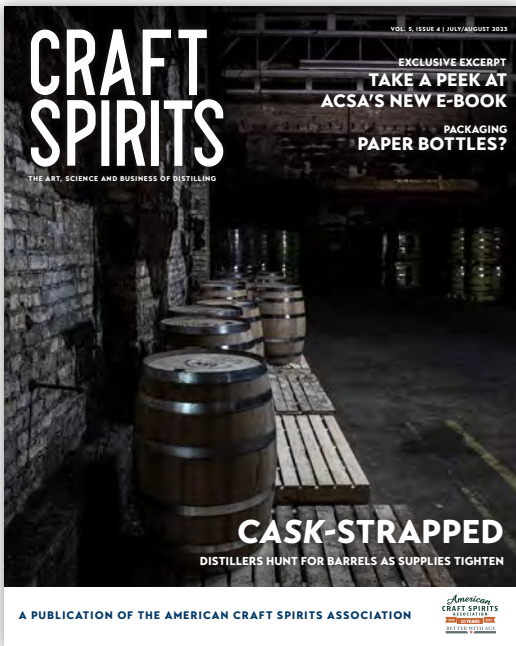


## Craft Spirits Classroom: Quenching Your Thirst for Knowledge

In collaboration with the Education Committee, ACSA continued to build upon our foundation of educational programming by hosting eight webinars in 2023. Some of this year’s most popular webinars included:

- Changes to California’s Beverage Container Recycling and Litter Reduction Act
- Proofing & Gauging: What You’re (Probably) Doing Wrong, What It’s Costing You, and How to Do it Better
- From Vines to Orchards & Everything in Between: Innovations in American Brandy

These and all of our webinars are free to ACSA members. To see upcoming webinars and access archived webinars, visit [americancraftspirits.org/education/webinars](https://americancraftspirits.org/education/webinars).



## CRAFT SPIRITS Magazine Enters Fifth Year

The February 2023 issue of *CRAFT SPIRITS* magazine marked a milestone for ACSA's official publication. It was the first printed regular edition of the otherwise digital magazine, which has been published bi-monthly since August 2019. The special print edition was distributed to everyone in attendance at ACSA's 10th Annual Distillers' Convention and Vendor Trade Show, and it featured a timeline celebrating ACSA's first decade.

The magazine also introduced some new departments, including Technology & E-Commerce, Data Distilled—featuring exclusive category-specific data and analysis from SipSource and Nielsen—and The Sipping Scene, which showcases craft-spirits-friendly bars across the country and around the world.

Other top features from the year included the following:

- March/April: "Packaging Perfection," spotlighting all of the medalists in the Third Annual Craft Spirits Packaging Awards
- May/June: "The Agave Dilemma," on the obstacles and opportunities in crafting agave-based spirits in the U.S.
- July/August: "Staving Off a Crisis," examining the shortage of barrels
- September/October: "The Fruit Stand," detailing why brandy makers stay in such a challenging category
- November/December: "Ready to Can," exploring the challenges of packaging ready-to-drink cocktails

In the summer we welcomed a new member of the *CRAFT SPIRITS* magazine Editorial Board. Kamilah Mahon, inclusion & diversity program manager at Distill Ventures, joined the board, which also includes spirits author Lew Bryson, Alexandra Clough of Gather Public Relations, Sly Cosmopoulos of RNDC, Prof. Dawn Maskell of Heriot-Watt University, and former state alcohol regulator Teri Quimby.

On the audio front, the Craft Spirits Podcast finished its third successful year with its 43rd episode.

All current and back issues of *CRAFT SPIRITS* magazine are available digitally at [craftspiritsmag.com/](https://craftspiritsmag.com/) archives.

## ACSA Holds Staff Retreat in Maryland

In early June, ACSA staff (joined by media sales consultant Annette Schnur and STEPUP Foundation program manager Sharli Ward) broke bread and savored a cocktail along the shores of the Chesapeake Bay at Herring Bay in Deale, Maryland. The retreat was themed "Efficient Exceptional Execution" and focused on why and how we, as staff, can better serve our community. A tour and tasting at Lyon Rum in St. Michaels, Maryland, home to ACSA Board of Directors member Jaime Windon, added both education and fun to the retreat.



## Third Annual Craft Spirits Packaging Awards

In February, ACSA and *CRAFT SPIRITS* magazine announced the medalists of their third annual Craft Spirits Packaging Awards, which celebrates the best in craft spirits labels and packaging.

The awards, which are sponsored by the Glass Packaging Institute (GPI), were announced during a ceremony at ACSA's 10th Annual Distillers' Convention and Vendor Trade Show at the Oregon Convention Center in Portland, Oregon. *CRAFT SPIRITS* magazine editor in chief Jeff Cioletti emceed the awards and Scott DeFife, president of GPI, announced that Best of Show honors went to James Ownby Reserve, a bourbon produced by Ole Smoky Distillery of Gatlinburg, Tennessee.

The third annual competition drew 130 entries from 80 companies. The complete list of medalists is available on ACSA's website, and photos of each medalist were published in the March/April issue of *CRAFT SPIRITS* magazine.



## ACSA Statement of Financial Activities 2023

	(\$) 2022	(\$) 2023	(\$) 2023 Budget
<b>INCOME</b>			
<b>MEMBERSHIP/SPONSORSHIP</b>	515,348	526,970	597,313
<b>PROGRAM INCOME</b>	850,662	868,998	937,129
<b>TOTAL INCOME</b>	1,366,010	1,395,968	1,534,442
<b>EXPENSES</b>			
<b>PROGRAM EXPENSES</b>	840,372	733,549	912,474
<b>OPERATIONAL EXPENSES</b>	452,250	590,031	549,522
<b>TOTAL EXPENSES</b>	1,292,622	1,323,580	1,461,996
<b>EXCESS INCOME OVER EXPENSES</b>	73,388	72,388	72,446

# Thank You to Our Sponsors!

We would like to express our sincere gratitude to all of our annual sponsors, whose generous support enables us to move the craft spirits industry forward.

**ABM Equipment**  
**Amoretti**  
**The Barrel Mill**  
**Berlin Packaging**  
**Blue & Co.**  
**Briess Malt & Ingredients Co.**  
**BSG**  
**Chevalier Casks**  
**CIE**  
**Craft Spirits & Distilling**  
**Deutsche Beverage + Process**  
**Export-Import Bank of the United States**  
**Fermentis**

**FIVE x 5**  
**Glencairn**  
**Harvest Hosts**  
**Independent Stave Co.**  
**ISTS**  
**Kraftwork**  
**Lallemand Biofuels & Distilled Spirits**  
**Malkin Law**  
**MGP**  
**Moonshine University**  
**Park Street**  
**Saverglass**  
**Sovos ShipCompliant**

**Specific Mechanical Systems**  
**Steric Systems**  
**Sterling Cut Glass**  
**The Strategic Sourcing Hub**  
**Supercap**  
**Tapi**  
**Thousand Oaks Barrel Co.**  
**True Essence Foods**  
**Ultra Pure/Signature Spirits**  
**Whalen Insurance**  
**WV Great Barrel Co.**



*American*  
**CRAFT SPIRITS**  
**ASSOCIATION**

## A Toast to 2024

As we start our second decade, we are eager to band together to continue to modernize the craft spirits industry. Our mission to elevate and advocate for the community of craft spirits producers has never been more important. Together, we will secure a profitable economic climate, ripe with American innovation.

[americancraftspirits.org](http://americancraftspirits.org)  
X @CraftSpiritsUS  
@CraftSpiritsUS  
f AmericanCraftSpiritsAssociation  
in american-craft-spirits-association-acsa  
AmericanCraftSpiritsAssociation



# EDUCATIONAL WEBINARS FREE TO MEMBERS



Quench your thirst for knowledge in ACSA's Craft Spirits Classroom.

For more information or to register, visit our website at [americancraftspirits.org/education/webinars](http://americancraftspirits.org/education/webinars).

*American*  
**CRAFT SPIRITS**  
ASSOCIATION

**KNOWLEDGE IS POWER**





# CRAFT SPIRITS SUPPLIER SHOWCASE

A directory of vendors and more for the craft spirits community





## ANALYZING/ QUALITY CONTROL EQUIPMENT

### Anton Paar USA

(See also: Lab Equipment)

### DraughtLab Sensory Software

draughtlab.com  
Contact: Lindsay Barr  
Email: lindsay@draughtlab.com  
Phone: (530) 902-4704

### FWC Vision LLC

fwcvision.com  
Contact: Peter Fuller  
Email: seamscope@fwcvision.com  
Phone: (617) 699-2201

### Gusmer Enterprises

1165 Globe Ave.  
Mountainside NJ 07092  
gusmerdistilling.com  
Email: sales@gusmerdistilling.com  
Phone: (866) 213-1131

### Hartwick College Center for Craft Food and Beverage

1 Hartwick Dr.  
Oneonta, NY 13820  
hartwick.edu/about-us/  
center-for-craft-food-and-beverage  
Contact: Harmonie Bettenhausen  
Email: bettenhauseh@hartwick.edu  
Phone: (607) 431-4232

### Montana State University

(See also: Education)

## ARCHITECTS

### Dalkita

40 W. Littleton Blvd., Ste. 210-233  
Littleton, CO 80120  
dalkita.com  
Contact: Scott Moore  
Email: scott@dalkita.com  
Phone: (303) 765-1295

### HDA Architects

16150 Main Circle Dr.  
Suite 100  
St. Louis, MO 63017  
hdai.com  
Contact: Patrick Holleran  
Email: pholleran@hdai.com  
Phone: (314) 780-1204

### Joseph & Joseph + Bravura Architects

550 S. 4th St.  
Louisville, KY 40202  
josephandjoseph.net  
Contact: C.M. (Cash) Moter IV  
Email: c.moter@josephandjoseph.net  
Phone: (502) 583-8888

### The Koetter Group

(See also: Safety Equipment/Systems)

### Luckett & Farley

737 South 3rd St.  
Louisville, KY 40202  
luckett-farley.com  
Contact: Jeffrey Moneypenny  
Email: jmoneypenny@luckett-farley.com  
Phone: (502) 585-4181

### OPA Design Studio Inc.

7010 Easy Wind Dr., Ste. 200  
Austin, TX 78752  
designopa.com  
Contact: Stephen Oliver  
Email: admin@designopa.com  
Phone: (512) 899-3100

### POD Architecture & Design

210 N. Columbia St.  
Chapel Hill, NC 27514  
podand.com  
Contact: Doug Pierson  
Email: doug@podand.com  
Phone: (919) 246-6466

### Soderstrom Architects

1331 NW Lovejoy St. #775  
Portland, OR 97209  
sdra.com  
Contact: Wayne van Loon  
Email: waynev@sdra.com  
Phone: (503) 228-5617

## BACK OFFICE SOLUTIONS

### American Spirits Exchange

408 E 4th Street, Ste. 209,  
Bridgeport, PA 19405

americanspiritsltd.com

Contact: Philip Kolodziej

Email:

philip@americanspiritsltd.com

Phone: (215) 240-6020

American Spirits Exchange is a complete distillery and spirits importing program for alcoholic beverages that lets you focus on your craft and sales: the only things that matter. We do the rest: permitting, PO processing, invoicing and compliance. We do it faster, more efficiently and less expensively than doing it yourself. We can also support you with warehousing and transportation, as needed. A

single per-case fee covers all spirits services.



### Crafted ERP/Doozy Solutions

(See also: Software)

### Overproof

(See also: Software)

### Park Street

1000 Brickell Avenue, Ste. 915  
Miami, FL 33131  
parkstreet.com  
Contact: Emily Pennington  
Email: epennington@parkstreet.com  
Phone: (305) 967-7440

### Time and Tasks

3223 Open Meadow Loop  
Oviedo, FL 32766  
timeandtasks.com  
Contact: Donald Snyder  
Email: donald@timeandtasks.com  
Phone: (815) 382-0021

## BARREL SUPPLIERS/ COOPERAGES

### Adirondack Barrel Cooperage

1005 Williams Rd.  
Remsen, NY 13438  
adirondackbarrelcooperage.com  
Contact: Joe Blazosky  
Email: sales@adirondackbarrelcooperage.com  
Phone: (315) 939-3741

### The Barrel Mill

640 Chinook Ave. SW  
Avon, MN 56310  
thebarrelmill.com  
Contact: Richard Hobbs  
Email: richard@thebarrelmill.com  
Phone: (320) 356-7125

### Chevalier Casks

chevaliercasks.com  
Contact: Coby Adkins  
Email: coby@chevaliercasks.com  
Phone: (859) 608-5889

### Creative Oak

531 Stone Rd.  
Benicia, CA 94510  
creativeoak.com  
Contact: Rob Rasmussen  
Email: rasmussen@harv81usa.com  
Phone: (510) 693-1714

**Devil's Cask**

640 Taylor St. Ste. 1200 #A150  
Fort Worth, TX 76102  
devilscask.com  
Contact: Stella Amador  
Email: stella@devilscask.com  
Phone: (817) 382-5001

**Foeder Crafters of America**

10844 Indian Head Industrial Blvd.  
Olivette, MO 63132  
foedercrafters.com  
Contact: Corey Johnson  
Email: corey@foedercrafters.com  
Phone: (804) 617-9532

**Gainesville Cooperage**

456 Industrial Boulevard  
Gainesville, GA 30501  
gainesvillecooperage.com  
Contact: Lee Arnold  
Email: gainesvillecooperage@gmail.com  
Phone: (770) 443-9300

**Hall-Woolford Tank Co., Inc.**

(See also: Fermenting Tanks)

**H&A Barrel Management**

1225 E. MacArthur Street  
Sonoma, CA 95476  
ha-barrelmanagement.com  
Email: contact@ha-barrelmanagement.com  
Phone: (707) 523-1112

**Independent Stave Co.**

109 Orr St.  
Columbia, MO 65201  
independentstavecompany.com  
Contact: Teri Smith  
Email: teri.smith@independentstavecompany.com  
(573) 442-5707

**Innerstave**

21660 8th Street East Ste. B  
Sonoma, CA 94576  
innerstave.com  
Contact: Cody Ewers  
Email: sales@innerstave.com  
Phone: (707) 996-8781

**Kelvin Cooperage**

1103 Outer Loop  
Louisville, KY 40219  
kelvincooperage.com  
Contact: Britney Wimsatt  
Email: britney@kelvincooperage.com  
Phone: (502) 366-5757

**Kentucky Bourbon Barrel**

1661 West Hill St. #400  
Louisville, KY 40210  
kentuckybourbonbarrel.com  
Contact: Noah Steingraeber  
Email: noah@kentuckybourbonbarrel.com  
Phone: (502) 916-6781

**Mio Vigneto Products, INC**

(See also: Fermenting Tanks)

**Midwest Barrel Co.**

1110 Aries Dr.  
Lincoln, NE 68512  
midwestbarrelco.com  
Contact: Ben Loseke  
Email: ben@midwestbarrelco.com  
Phone: (402) 904-3132

**Nadalié USA**

1401 Tubbs Ln  
Calistoga, CA 94515  
nadalie.com  
Contact: Sarah Brown  
Email: info@nadalie.com  
Phone: (707) 942.9301

**Nobile Oenologie**

nobile-oenologie.com  
Contact: Jonathan Frost  
Email: jon.frost@nobile-oenologie.com  
Phone: (707) 494-0512

**Northeast Barrel Co.**

751 Maple Ave.  
Lansdale, PA 19446  
northeastbarrelcompany.com  
Contact: Pat Tramontano  
Email: pat@northeastbarrelcompany.com  
Phone: (215) 402-7700

**Oak Solutions Group**

oaksolutionsgroup.com  
Contact: Amy LaHue  
Email: alahue@oaksolutionsgroup.com

**Premier Wine Cask**

1710 Soscol Ave., Ste. 5  
Napa, CA 94559  
premierwinecask.com  
Contact: Eric B. Mercier  
Direct email: eric@premierwinecask.com  
General email: office@premierwinecask.com  
Main: (800) 227-5625  
Mobile: (707) 290-2321

**Seguin Moreau Napa Cooperage**

151 Camino Dorado  
Napa, CA 94558  
seguinmoreaunapa.com  
Contact: Christopher Hansen  
Email: info@seguinmoreau.com  
Phone: (707) 252-3408

**Speyside Cooperage Kentucky**

805 North Buckman Rd.  
Shepherdsville, KY 40165  
speysidecooperageky.com  
Contact: Gina Ray  
Email: gina@speysidecooperageky.com  
Phone: (502) 543-3101

**TN Coopers**

21481 8th St. East Ste. 20C

Sonoma, CA 95476  
tncoopers.com  
Contact: Sol Sanchez  
Email: soledad@tncoopers.com

**Thousand Oaks Barrel Co.**

9113 Euclid Ave.  
Manassas, VA 20110  
1000oaksbarrel.com  
Contact: Bryan Weisberg  
Email: bryan@1000oaksbarrel.com  
Phone: (508) 577-6867

**Tonnellerie Ô**

531 Stone Raod  
Benicia, CA 94510  
Tonnellerieo.com  
Contact: Rob Rasmussen  
Email: rasmussen@harv81usa.com  
Phone: (510) 693-1714

**The Vintner Vault**

(See also: Equipment Dealers)

**WV Great Barrel Co.**

546 Mountain Home Dr.  
Caldwell, WV 24925  
wvgbc.com  
Contact: Bob Mikolajczyk  
Email: miko@wvgbc.com  
Phone: (419) 467-1101

**ZAK Cooperage**

9372 Bardstown Rd.  
Hodgenville, KY 42748  
zakcooperage.com  
Contact: Zach Zimlich  
Email: zach.zimlich@gmail.com  
Phone: (502) 549-9663

**BARWARE****Barfly Mixology Gear**

dba Mercer Culinary  
1860 Smithtown Ave.  
Ronkonkoma, NY 11779  
barflybymercer.com  
Contact: Joe Flaherty  
Email: jflaherty@mercerculinary.com  
Phone: (773) 844-7256

**Cocktail Kingdom**

31 West 8th St., 2nd Floor  
New York, NY 10011  
cocktailkingdom.com  
Contact: Josh Terrill  
Email: josh@cocktailkingdom.com  
Phone: (978) 808-9199

**Kulero (Sustainable Cocktail Straws)**

Rodeweg 20  
37081 Göttingen  
Germany  
kulero.de  
Contact: Juliane Schöning  
Direct email: juliane.schoening@kulero.de



General email: sales@kulero.de  
Main: +49 0551 27071380  
Direct: +49 01517 5864185

#### Paio Straws

Hiss Reet GmbH  
Am Kurpark 29  
23843 Bad Oldesloe  
Germany  
paio.com  
Email: info@paio.com  
Phone: +49 (0) 4531 - 70 10

#### PlastDiversity

Rua dos Alentejeiros, No. 136  
Apartado 4  
3091-902 Marinha das Ondas  
Portugal  
Contact: Fernanda Catarino  
Email: fernanda.catarino@plastdiversity.com  
Phone: +351 233 959 490

#### Sterling Cut Glass

(See also: Glassware)

#### Urban Bar

Sandbar AP Ltd  
The Glasshouse, Highfields Business Park  
Kneesworth, Royston  
Hertfordshire SG8 5JT UK  
Netherlands Address:

Merelhoven 150  
2902 KM Capelle a/d  
IJssel, Netherlands  
urbanbar.com  
Contact: Maarten de Kok  
Email: maarten@urbanbar.com  
Main: +44 (0) 1763 244 473  
Mobile: +31 (0)6 48 9696 08

## BITTERS

#### Bittermens LLC

101 Magazine St.  
New Orleans, LA 70130  
bittermens.com  
Email: info@sazerac.com

#### Bitter Queens

thebitterqueens.com  
Contact: Greg Robles  
Email: greg@thebitterqueens.com  
Phone: (408) 623-7394

#### The Bitter Truth

Wolfratshauer Str. 21e  
82049 Pullach i. Isartal  
Germany  
the-bitter-truth.com  
Contact: Stephan Berg  
Direct email: s.berg@the-bitter-truth.com

General email: info@the-bitter-truth.com  
Phone: +49 89 88984755

#### Boot Hill Distillery

(See also: Bulk Spirits/Contract Distilling)

#### Copper & Kings Old Fashioned Bitters

1121 E Washington St.  
Louisville, KY 40206  
copperandkings.com  
Phone: (502) 561-0267

#### Dashfire

(See also: Bulk Spirits/Contract Distilling)

#### Dunrobin Distilleries

10 Terry Fox Dr.  
Vankleek Hill, ON, Canada K0B1R0  
dunrobindistilleries.com  
Contact: Adrian Spitzer  
Email: adrian@dunrobindistilleries.com  
Phone: (613) 832-4747

#### 18.21 Bitters

4585 River Pkwy., Apt. C  
Atlanta, GA 30339  
1821bitters.com  
Email: drink@1821bitters.com  
Phone: (912) 220-1878



**AGED, BARRELED &  
BULK SPIRITS.**  
FROM SOURCING & PROCUREMENT,  
TO BOTTLING & SHIPPING, WE'RE HERE TO HELP.

We specialize in sourcing, procurement,  
and logistics of high quality spirits  
for emerging brands.



**THE STRATEGIC  
SOURCING HUB**

www.StrategicSourcingHub.com  
(585) 479-3855 • Cheers@StrategicSourcingHub.com

**Fee Brothers**

453 Portland Ave.  
Rochester, NY 14605  
feebrothers.com  
Email: info@feebrothers.com  
Phone: (585) 544-9530

**Hella Cocktail Co.**

P.O. Box 1707  
Long Island City, NY 11101  
hellacocktail.co  
Contact: Tobin Ludwig  
Direct email: tobin@hellacocktail.co  
Main email: hello@hellacocktail.co  
Phone: (646) 854-8004

**King Floyds Inc.**

102 Hamilton Dr.  
Novato, CA 94949  
kingfloyds.com  
Contact: Joshua Burks  
Email: josh@kingfloyds.com  
Phone: (209) 662-4683

**San Francisco Herb Co.**

(See also: Ingredients and Flavors)

**BOILERS**

**Allied Boiler & Supply, Inc.**

419 S Front St.

Murfreesboro, TN 37129  
alliedboiler.com  
Contact: DJ Baughman  
Email: dj@alliedboiler.com  
Phone: (615) 890-5385

**Rite Engineering & Manufacturing Corp.**

5832 Garfield Ave.  
Commerce, CA 90040  
riteboiler.com  
Contact: Jack Coe  
Email: jackc@riteboiler.com  
Phone: (562) 862-2135

**BOTANICALS**

**American Mercantile Corporation**

1270 Warford St.  
Memphis, TN 38108  
americanmercantile.com  
Contact: Damon Arney  
Direct email: dsa@memphi.net  
General email: amc@memphi.net  
Phone: (901) 454-1900

**BSG**

(See also: Grain and Malt)

**Filter Process & Supply**

(See also: Filtration)

**Horner International**

(See also: Ingredients and Flavors)

**Mueggenburg Farms**

12623 SW Green Dr.  
Culver, OR 97734  
mueggenburgfarms.com  
Contact: Olivia Molloy  
Email: olivia@mueggenburgfarms.com  
Phone: (541) 848-0046

**San Francisco Herb Co.**

(See also: Ingredients and Flavors)

**The Spiritual Machine**

(See also: Consultants)

**BOTTLE CLOSURES**

**ACIC Cork & Closure**

60 Devlin Rd  
Napa, CA 94558  
aciclosures.com  
Email: info@aciclosures.com  
Phone: (707) 603-1380

**Actega North America Technologies, Inc.**

(See also: Label Suppliers/Designers)

**Ancor Flexibles**

5425 Broadway Street



**SPIRITED  
PACKAGING  
THAT PERFORMS**



Berlin Packaging helps spirits brands succeed with superior, affordable packaging delivered on time and within budget. As the world's largest Hybrid Packaging Supplier®, we have a huge selection of in-stock bottles, vast network of global suppliers, award-winning design and innovation capabilities, global supply chain expertise, and more. We provide world-class packaging that wins with consumers and grows our customers' bottom lines.

At Berlin Packaging, Anything is Possible®

**BerlinPackaging.com**  
**1.800.2.BERLIN**





American Canyon CA 94503  
amcor.com  
Contact: Anita Birus  
Email: anita.birus@amcor.com  
Phone: (450) 469-0777

**Amorim Cork America, Inc.**  
360 Devlin Rd.  
Napa, CA 94558  
amorimcorkamerica.com  
Contact: Pedro Fernandes  
Email: pedro.fernandes@amorim.com  
Phone: (707) 266-5808

**Anomatic**  
8880 Innovation Campus Way  
New Albany, OH 43054  
anomatic.com  
Contact: Beth Wicker  
Email: emewry@gmail.com  
Phone: (220) 235-0167

**APHOLOS Metal Labels & Closures**  
(See also: Label Suppliers/Designers)

**Berlin Packaging**  
(See also: Bottles)

**Bostocap**  
(See also: Mobile Apps)

**Cork Supply USA**  
531 Stone Rd.  
Benicia, CA 94510  
corksupply.com  
Email: info@corksupplyusa.com  
Phone: (707) 746-0353

**Danforth Bottle Stoppers**  
Danforth Pewter  
52 Seymour St.  
Middlebury, VT 05753  
danforthpewter.com  
Email: info@danforthpewter.com  
Phone: (800) 222-3142 Ext. 249

**EnoPlastic USA**  
2601 Maxwell Way  
Fairfield, CA 94534  
enoplastic.com  
Contact: Elizabeth Green  
Email: e.green@enoplastic.com  
Phone: (707) 207-7904

**Flow-Design**  
(See also: Label Suppliers/Designers)

**Fusion Glassworks**  
(See also: Bottles)

**Glassland**  
(See also: Bottles)

**Global Package LLC**  
(See also: Bottles)

**G3 Enterprises**  
(See also: Label Suppliers/Designers)

### J.C. Ribeiro USA, LLC

1415 Bardstown Rd.  
Louisville, KY 40204  
jcribeiro.com

Contact: Larry Coomes  
Email: info@jcribeiro.com  
Phone: 502-337-3966

J.C. Ribeiro has supplied the global spirits industry with consistent quality and service since 1987. We supply the highest quality natural and microgranulate cork stoppers. Our product development group helps customers bring creative, functioning designs to market on a regular basis. We deliver quality that our customers depend on time after time. New for 2024: We are introducing a stock program from our Louisville, Kentucky-based warehouse. Contact us to see the difference JCR brings to our partners.



J. C. Ribeiro

**Lafitte Cork and Capsule**  
45 Executive Ct.  
Napa, CA 94558  
lafitte-usa.com  
Contact: Max Hautala  
Email: max@lafitte-usa.com  
Phone: (707) 258-2675

**Liquor Bottle Packaging International**  
(See also: Bottles)

**NimbleJack Partners**  
8450 Glen Lake Dr.  
Cumming, GA 30028  
nimblejackpartners.com  
Contact: Heinz Heidenreich  
Email: heinz@nimblejackpartners.com  
Phone: (707) 486-5699

**Packaging Logistics Inc.**  
(See also: Packaging/Secondary)

**Phoenix Packaging**  
(See also: Packaging/Secondary)

**Reed Wax**  
167 Pleasant St.  
Reading, MA 01867  
reedwax.com  
Contact: Peter Griffin  
Email: peter@reedwax.com  
Phone: (781) 944-4640

**SealLux Labels & Seals/Intercap Capsules**  
(See also: Label Suppliers/Designers)

**The Spearhead Group**  
(See also: Packaging/Secondary)

**Supercap Srl**  
Via Cairo, 83  
Mombaroccio (PU), Italy, 61024  
supercap.it/en  
Contact: Marco Fiorelli  
Email: m.fiorelli@supercap.it  
Phone: +39 0721 470507

**TALIS**  
531 Stone Rd.  
Benicia, CA 94510  
talisbartops.com  
Contact: Rob Rasmussen  
Email: rasmussen@harv81usa.com  
Phone: (510) 693-1714

**Tapi USA**  
1020 East Main St.  
Norristown, PA 19401  
tapiusa.com  
Contact: Dan Markle  
Email: dan@tapiusa.com  
Phone: (215) 648-3854

**Universal Packaging**  
(See also: Bottles)

**Veritiv, dba All American Containers**  
(See also: Bottles)

**Vinoseal/Vinolok**  
vinoseal.us  
Contact: Jiri Gajdos  
Email: jiri.gajdos@vinolok.com  
Main: +420 488 111 747  
Mobile: +420 739 520 266

**Walsen International**  
7 Trade Zone Dr.  
Lake Ronkonkoma, NY 11779  
Contact: Gregory Mitchko  
Email: gm@smokin-stogies.com  
Phone: 631-467-6800

## BOTTLES

**Anchor Hocking**  
1600 Dublin Road, East Building  
Ste. 200

Columbus, Ohio 43215  
theoneidagroup.com  
Phone: (740) 681-2500

**Anfora**

anfora.com  
Contact: Clara Allaman  
Email: custombottles@anfora.com  
Phone: (771) 716-3100

**Ardagh Group S.A.**

56 rue Charles Martel  
L-2134 Luxembourg  
Luxembourg  
Phone: +352 26 25 85 55

**Arglass**

One Arglass Rd.  
Valdosta, GA 31601  
arglass.us  
Contact: Jose Arozamena  
Phone: (229) 466-1200

**Berlin Packaging**

525 W Monroe St.

Chicago, IL 60661

berlinpackaging.com

Contact: Elizabeth Ziola

Email: elizabeth.ziola

@berlinpackaging.com

Phone: (773) 980-5231

Berlin Packaging has provided packaging solutions to spirits manufacturers and brand owners for decades. We supply glass and plastic bottles, aluminum cans, closures, stoppers, secondary packaging, decorating and so much more. We help brands succeed in the marketplace with superior, affordable packaging delivered on time and within budget. From market insights to sustainability strategies, stock options to custom design, Berlin Packaging has the experience and expertise to help companies build their bottom line.



**Delos Glass**

100 King St. W. Ste. 5700  
Toronto, ON, M5X 1C7  
Canada  
delosglass.com  
Email: info@delosglass.com  
Phone: (833) 433-6533

**Estal**

C/Taper, 23  
Poligono Industrial Bujonis  
17220 Sant Feliu de Guixols (Girona)  
Spain  
P.O. Box 274  
Contact: Anna Julia  
estal.com  
ajulia@estal.com  
Phone: +34 618 654 886

**Evergreen Resources**

evergreenresources.com  
Contact: Aileen G. Chang  
Direct email: aileenc@us-eri.com  
General email: info@us-eri.com  
Phone: (650) 868-9066

**Flow-Design**

(See also: Label Suppliers/Designers)

**Fusion Glassworks**

1405 Sellix Grove  
Colorado Springs, CO 80915  
fusion-glassworks.com  
Contact: Tommy Skinner  
Email: tommy@fusion-glassworks.com  
Phone: (989) 506-9844

**Gamer Packaging**

330 2nd Ave. South #895  
Minneapolis, MN 55401  
gamerpackaging.com  
Contact: Sarah Swansen  
Email: sswansen@gamerpackaging.com  
Main: (612) 788-4444  
Direct: (612) 238-7431

**Glassland**

Glassland.de  
Contact: Maria Heming  
Email: maria.heming@glassland.de  
Phone: +49 176 248 395 60

**Glencairn Crystal**

(See also: Glassware)

**Global Package LLC**

2793 Napa Valley Corporate Dr.  
Napa, CA 94558  
globalpackage.net  
Contact: Erica Harrop  
Email: eharrop@globalpackage.net  
Phone: (707) 224-5670

**Imperial Packaging**

(See also: Packaging/Secondary)

**Liquor Bottle Packaging International**

5218 Huntington Woods Rd.  
Frankfort, KY 40601  
liquorbottle.net  
Contact: Jimmy Owens  
Email: jimmyowens@liquorbottle.net  
(212) 922-2813

**Loggerhead Deco**

1640 La Dawn Dr.  
Portage, WI 53901  
loggerheaddeco.com  
Contact: Steve Gilbertson  
Email: steve@loggerheaddeco.com  
Phone: (608) 320-2846

**NimbleJack Partners**

(See also: Bottle Closures)

**Nouvel**

Gral Agustin Millan 10  
Naucalpan, Mexico 53500  
nouvel.glass  
Email: dades@nouvel.glass  
Phone: (786) 931-5626

**O-I Glass**

728 East Fairy Chasm Road  
Bayside, WI 53217  
o-i.com  
Contact: Tom Noble  
Email: thomasnoble1962@yahoo.com  
Phone: (469) 443-1279

**Packaging Logistics Inc.**

(See also: Packaging/Secondary)

**Pavisa Glass - Nouvel Studio**

337 Kent Rd.  
New Milford, CT 06776  
pavisa.com.mx/en/  
Contact: Brooke Baxter  
Email: btbaxter@pavisaglass.com  
Phone: (860) 350-5485

**Phoenix Packaging**

(See also: Packaging/Secondary)

**Saverglass**

2950 Cordelia Rd.

Fairfield, CA 94534

saverglass.com

Contact: Tonya Edwards

Email: ton@saverglass.com

Phone: (707) 500-0920

Founded in the Haute-de-France region in 1897, Saverglass specializes in the design, fabrication and decoration of high-end glass bottles for luxury spirits and wines. For many years we have been contributing to



our customers' success by highlighting and presenting their products through innovative designs, technical excellence and sustainable processes. Saverglass offers case corrugate and has repacking facilities in Kentucky, California and Washington.



**Saxco**  
1855 Gateway Dr., Ste. 400  
Concord, CA 94520  
saxco.com  
Contact: Hunter Adams  
Direct email: hadams@saxco.com  
General email: sales@saxco.com  
Main: (877) 641-4003  
Mobile: (512) 297-3627

**The Spearhead Group**  
(See also: Packaging/Secondary)

**SRI Ohio**  
1061 Mill Park Dr.  
Lancaster, OH 43130  
serigraphierichford.com  
Contact: Cedric Copin  
Email: ccopin@srimtl.com  
Phone: (514) 696-7474

**Stoelzle Glass**  
5 Penn Plaza, 23rd Floor  
New York, NY 10001  
stoelzle.com  
Contact: Carter Ridenour  
Email: carter.ridenour@stoelzle.com  
Phone: (443) 972-0681

**Tatricia Glass**  
Tatricia.com  
Contact: Lindsay Shao  
Email: lindsay@tatricia.com  
Phone: (020) 629 22657

**TricorBraun**  
6 City Place Dr., 1000  
St. Louis, MO 63141  
tricorbraun.com  
Contact: Becky Manukyan  
Email: bmanukyan@tricorbraun.com

Phone: (800) 325-7782

**United Bottles & Packaging**  
1400 Dagenais West Blvd.  
Laval, QC, Canada H7L5C7  
unitedbottles.com  
Contact: Arek Froudjian  
Email: arek.froudjian@unitedbottles.com  
Phone: (877) 762-1867

**Universal Packaging**  
1810 Kosmina Rd.  
Vernon, BC, Canada V1T8T2  
thinkuniversal.com  
Contact: Amy Haselman  
Direct email: amy@thinkuniversal.com  
General email: info@thinkuniversal.com  
(866) 549-1323

**Verallia USA**  
370 Chadbourne Rd., Ste. C  
Fairfield, CA 94534  
us.verallia.com  
Contact: Corey Henrio  
Email: corentin.henrio@verallia.com  
Phone: (707) 419-7200

**Veritiv, dba All American Containers**  
206 Finley Rd.  
Belle Vernon, PA 15012  
allamericancontainers.com

**LALLEMAND  
DISTILLING**

**SCIENCE**

**ART**

**WHERE SCIENCE MEETS ART**

**Lallemand Distilling** is your partner in the production of distinctive and unique spirits. Spirits are our passion, your success, our motivation.

Knowing that fermentation is the corner stone of outstanding spirits production, Lallemand Distilling is committed to providing you with the highest quality **Yeasts, Nutrients, Enzymes and Bacteria**, backed by expert technical support and industry-leading educational programs to help elevate your creations to new levels.

At Lallemand Distilling, we don't just supply ingredients; **we forge enduring partnerships.**

[www.lallemanddistilling.com](http://www.lallemanddistilling.com)  
[www.lbds.com](http://www.lbds.com)

✉ [distilledspirits@lallemand.com](mailto:distilledspirits@lallemand.com)  
 in [@Company/Lallemand-Biofuels-&-Distilled-Spirits](https://www.linkedin.com/company/lallemand-biofuels-&-distilled-spirits)  
 @ [LallemandDistilling](https://www.instagram.com/LallemandDistilling)

Contact: Denise Sztrouin  
Email: dsztrouin@allamericcontainers.com  
Phone: (724) 929-2070

#### **Vetzeria Etrusca**

50056 Montelupo Fiorentino  
Florence, Italy  
vetzeriaetrusca.it  
Contact: Lorena Meroni  
Email: lorena.meroni@vetzeriaetrusca.it  
Phone: +39 0571 7551

#### **VetroElite**

Via Primo Maggio, 4  
31024 Ormelle, TV, Italy  
vetroelite.com  
Contact: Daniele Cortese  
Email: d.cortese@vetroelite.com  
Phone: (216) 280-8816

#### **Vitro Glass Packaging**

324 S. Service Rd., #111  
Melville, NY 11747  
vitropackaging.com  
Contact: Chris Kegan  
Email: ckegan@vitro.com  
Main: (631) 824-1500  
Mobile: (203) 561-4081

#### **Xilong Glass Products Co., Ltd.**

668 Xinzhuan Road  
Caohejing Development Zone  
Songjiang, Shanghai, China 201612  
xilong-glass.com  
Contact: Paul Chen  
Email: chenchenqi@xilong-glass.com  
Phone: +86 21 67626086

## BOTTLING EQUIPMENT

#### **APS Packaging**

2224 Northpoint Pkwy  
Santa Rosa, CA 95407  
aps-pack.com  
Contact: Dan Bock  
Email: Dan@aps-pack.com  
Phone: (707) 320-3403

#### **Briggs of Burton, Inc.**

(See also: Engineering Equipment/Services)

#### **CDA USA**

(See also: Labeling Machines)

#### **Cru Bottling Systems**

1027 Congress Valley Rd.  
Napa, CA 94558  
crusystems.com  
Contact: Debbie McGarvey  
Email: debbie@crusystems.com  
Phone: (408) 805-1904

#### **DTM Packaging & Custom Automation**

150 Recreation Park Dr. #4  
Hingham, MA 02043

dtmpackaging.com  
Contact: Russell Schlager  
Email: rschlager@ideal-pak.com  
Phone: (608) 630-2461

#### **Filamatic**

4119 Fordleigh Rd.  
Baltimore, MD 21215  
filamatic.com  
Email: info@filamatic.com  
Phone: (866) 258-1914

#### **Fogg Filler**

3455 John F Donnelly Dr.  
Holland, MI 49424  
foggfiller.com  
Contact: Jay Langejans  
Email: jay.langejans@promachbuilt.com  
Phone: (616) 738-0265

#### **FT System**

(See also: Engineering Equipment/Services)

#### **GEA North America**

9165 Rumsey Road  
Columbia MD 21045  
gea.com  
Phone: (844) 432 2329

#### **IC Filling Systems Inc.**

3558 Round Barn Blvd., Ste. #200  
Santa Rosa, CA 95403  
icfillingsystems.com  
Contact: Giovanni Solferini  
Direct email: giovanni@icfsgroup.com  
General email: sales@icfsgroup.com  
Phone: (707) 236 6353

#### **KHS USA, Inc.**

880 Bahcall Ct.  
Waukesha, WI 53187-1508  
khs.com  
Contact: Alcides Vieira  
Email: alcides.vieira@khs.com  
Main: (262) 797-7200  
Mobile: (262) 527-7365

#### **Krones USA**

9600 S. 58th St.  
P.O. Box 321801  
Franklin, WI 53132-9107  
krones.com/en  
Email: sales@kronesusa.com  
Phone: (414) 409-4000

#### **Liquid Packaging Solutions**

3999 East Hupp Road, R-43  
LaPorte, IN 46350  
liquidpackagingsolution.com  
Contact: Erik Arndt  
Email: erik@liquidpackagingsolution.com  
Phone: (219) 393-3600

#### **Malek Brautech**

Industriestrasse 76  
42551 Velbert, Germany

malek-brautech.de  
Contact: Andreas Marz  
Direct email:  
andreas.marz@malek-brautech.de  
General email: info@malek-brautech.de  
Main: +49 (0) 20 51 30581-13  
Mobile: +49 (0) 162 188 00 28

#### **MBF North America**

429 First St.  
Ste. 120/220  
Petaluma, CA 94952  
mbfnorthamerica.com  
Contact: Kevin Catherman  
Direct email: kevin@mbf-na.com  
General email: sales@mbf-na.com  
Phone: (844) 711-8182

#### **Mio Vigneto Products, INC**

(See also: Fermenting Tanks)

#### **Newmapak Ltd.**

325 Chemin St-Francois-Xavier  
Delson, Quebec, Canada J5B 1X8  
newmapak.com  
Contact: Michael Kucey  
Email: mkucey@newmapak.com  
Phone: 514-866-5572

#### **Pack Leader USA**

(See also: Labeling Machines)

#### **Prospero Equipment Corp.**

(See also: Still Manufacturers)

#### **Shemesh Automation**

8501 Gleneagles Ct.  
McKinney, TX 75072  
shemeshautomation.com  
Contact: Bob Green  
Email: bob.g@shemeshautomation.com  
Phone: (214) 326-5662

#### **TCW Equipment**

(See also: Equipment Dealers)

#### **US Bottlers Machinery Co.**

11911 Steele Creek Rd.  
Charlotte, NC 28273  
usbottlers.com  
Contact: Emil Popa  
Email: em@usbottlers.com  
Phone: (704) 517-3740

## BRANDING/MARKETING/ ADVERTISING AGENCIES

#### **3x3**

712 Fifth Ave., Floor 7  
New York, NY 10019  
3x3.us  
Contact: Juan Reffregre  
Email: juan@3x3.us  
Phone: (305) 962-2509



**Americano**

americano.com  
 Contact: Charlie Poulson  
 Email: charlie@americano.design

**Balzac Communications & Marketing**

1200 Jefferson Street  
 Napa, CA 94559  
 balzac.com  
 Contact: Mike Wangbickler  
 Email: mwangbickler@balzac.com  
 Phone: (707) 255-7667

**Birch Grove Branding**

100 Cummings Center 428C  
 Beverly, MA 01915  
 birchgrovebranding.com  
 Contact: Justin Burkinshaw  
 Email: sales@birchgrovebranding.com  
 Phone: (978) 998-4816

**Burch Partners**

(See also: Consultants)

**Caliber Creative**

501 S 2nd Ave, Ste B108  
 Dallas, TX 75226  
 calibercreative.com  
 Contact: Brandon Murphy  
 Email: murphy@calibercreative.com  
 Phone: (214) 741-4488

**CF Napa Brand Design**

2787 Napa Valley Corporate Dr.

Napa, CA 94558

cfnapa.com

Contact: David Schuemann

Email: info@cfnapa.com

Phone: (707) 265-1891

For nearly 50 years, CF Napa Brand Design has set the standard for alcohol beverage branding. Led by owner and creative principal David Schuemann for the past 22 years, we focus on translating brand ethos visually to connect with consumers, driving and increasing sales. Our capabilities include brand strategy, story development, naming, logos, packaging, custom bottles, print materials and digital assets.

**CFNAPA**  
*brand design*

**Chisholm+Cyr**

1200 Manati Avenue  
 Coral Gables, FL 33146  
 cyrcreative.com  
 Contact: Alfred Chisholm  
 Email: al@chisholmcyr.com  
 Phone: (786) 208-8230

**Contagious**

Anderson House  
 4 Breadalbane Street  
 Edinburgh, Scotland, U.K. EH6 5JR  
 contagious.co.uk  
 Contact: Jason Dobson  
 Email: jd@contagious.co.uk  
 +44 7966925742

**The Crafty Cask**

350 Broderick St., Unit 219  
 San Francisco, CA 94117  
 marketing.thecraftycask.com  
 Contact: Suzanne Henricksen  
 Email: suzanne@thecraftycask.com  
 Phone: (510) 316-4251

**Element 502**

110 Daventry Ln., Suite 300  
 Louisville, KY 40223  
 element502.com  
 Email: hello@element502.com  
 Phone: (502) 267-0999

**Flow-Design**

(See also: Label Suppliers/Designers)

**Gatto Rivera Branding**

828 School St. #A  
 Napa, CA 94559  
 gattorivera.com  
 Email: hello@gattorivera.com  
 Phone: (707) 341-2788

**Golden Creative LLC**

69 Lincoln Blvd, A-291  
 Lincoln, CA 95648  
 goldencreativdesign.com  
 Contact: Al Golden  
 Email: al@goldencreativdesign.com  
 Phone: (916) 985-3800

**Go Social**

15351 W. 49th Ave.  
 Golden, CO 80403  
 goforthbesocial.com  
 Contact: Courtney Sandora  
 Email: csandora@goforthbesocial.com  
 Phone: (502) 424-9406

**High-Proof Creative**

1017 SW Morrison St. #510  
 Portland, OR 97217  
 highproofcreative.com  
 Contact: Karen Locke  
 Email: karen@highproofcreative.com  
 Phone: (503) 957-4473

**Hired Guns Creative**

414 Pine St.  
 Nanaimo, BC, Canada V9R 2C2  
 hiredgunscreative.com  
 Contact: Leif Miltenberger  
 Email: leif@hiredgunscreative.com  
 Phone: (250) 591-6965

**IGNITE Beverage Branding**

8485 SW Canyon Rd.  
 Portland, OR 60062  
 ignitebeverage.com  
 Contact: Dave Bourne  
 Email: dave@ignitebeverage.com  
 Phone: (503) 201-4350

**Nerve Collective**

1915 Sils Ave.  
 Louisville, KY 40205  
 nervecollective.com  
 Contact: Jim Beatty  
 Email: jamesbeatty@nervecollective.com  
 Phone: (502) 553-7217

**OEC Graphics**

(See also: Point-of-Sale Displays/Marketing)

**Orange Mountain Marketing**

140 Saint Andrews Way  
 Etters, PA 17319  
 orangemountainmarketing.com  
 Contact: Rick Stambaugh  
 Email: rs@orangemountainmarketing.com  
 Phone: (717) 503-0643

**PRUF Creative**

1330 Michigan Ave.  
 Alexandria, VA 22314  
 prufcreative.com  
 Contact: Erica Marros  
 Email: erica@prufcreative.com  
 Phone: (703) 895-0508

**Punch Design**

punchdesign.co  
 Contact: Joshua Berman  
 Email: josh@punchdesign.co

**Solomon Group**

825 Girod St.  
 New Orleans, LA 70113  
 solomongroup.com  
 Contact: Raena Mayhew  
 Email: raena.mayhew@solomongroup.com  
 Phone: (503) 282-1643

**Spirits Consulting Group**

(See also: Consultants)

**Thoroughbred Spirits Group**

(See also: Consultants)

**TIPXY**

411 Hackensack Ave., Ste. 200  
 Hackensack, NJ 07601  
 tipxy.com

Contact: Mayer Koenig  
 Email: mayer@tipxy.com  
 Phone: (917) 545-4940

**Toorank**  
 (See also: Contract Packaging)

**Triad Design Group**  
 5766 Guilford Pl., Ste. 200  
 Bluffton, SC 29910  
 triaddesign.com  
 Contact: Rob Lembo  
 Email: rob@triaddesign.com  
 Phone: (843) 706-3320

**Tucker Creative**  
 1601 Corporate Cir., #5807  
 Petaluma, CA 94954  
 tuckercreative.com  
 Contact: Jose Ruiz  
 Email: jose@tuckercreative.com  
 Phone: (469) 867 3715

**Victory Spirits Development**  
 (See also: Bulk Spirits/Contract Distilling)

**Weston Heights**  
 45 September Ln.  
 Weston, CT 06883  
 westonheights.com  
 Contact: JC Forster

Email: jcf@westonheights.com  
 Phone: (203) 544-3945

**Whisky Education Foundation**  
 168 Park Bolton Pl.  
 San Jose, CA 95136  
 whiskyedu.org  
 Contact: Douglas Smith  
 Email: doug@whiskyedu.org  
 Phone: (408) 799-6242

## BULK SPIRITS/ CONTRACT DISTILLING

**American Whiskey Capital**  
 (See also: Financial Institutions/Investing)

**Aurum Sierra Inc.**  
 5050 Robert J Mathews Pkwy  
 El Dorado Hills, CA 95762  
 drydigings.com  
 Contact: Erica Steller  
 Email: erica.drydigings@gmail.com  
 Phone: (530) 313-4000

**Bardstown Bourbon Co.**  
 1500 Parkway Dr.  
 Bardstown, KY 40004  
 bardstownbourbon.com  
 Contact: Susie Garvin

Email: contact@bardstownbourbon.com  
 Phone: (502) 233-4769

**Barrelhead Distillery**  
 5317 Lomas Dr.  
 Carlsbad, NM 88220  
 barrelheaddistillery.com  
 Contact: Lance Moore  
 Email: lancem@barrelheaddistillery.com  
 Phone: (806) 292-1078

**Big Dog Distillery**  
 307 S. 3rd St.  
 Bismarck, ND 58504  
 heartriverspirits.com  
 Contact: Scott Beierle  
 Email: scott@heartriverspirits.com  
 Phone: (701) 751-TIKI

**Blackbird Barrel Brokers**  
 1701 West End Avenue, Ste. 400  
 Nashville, TN 37203  
 bbirdbarrel.com  
 Contact: Prentiss Nelson  
 Direct email: prentiss@bbirdbarrel.com  
 General email: info@bbirdbarrel.com  
 Phone: (615) 873-1612





**Blended Family Liqueurs**

115 Oak St, Bldg 1  
Roswell, GA 30075  
blendedfamilyspirits.com  
Contact: Scott Mayer  
Email: scott@blendedfamilyspirits.com  
Phone: (786) 282-4994

**Boot Hill Distillery LLC**

501 W Spruce St.  
Dodge City, KS 67801  
boothilldistillery.com  
Email: info@boothilldistillery.com  
Phone: (620) 371-6309

**Cardinal Spirits**

922 S Morton St  
Bloomington, IN 47403  
cardinalsprits.com  
Contact: Jeff Wuslich  
Email: hello@cardinalsprits.com  
Phone: (812) 202-6789

**Cayuga Ingredients**

2185 Town Line Rd.  
King Ferry, NY 13081  
cayugaingredients.com  
Contact: Eduard Zaydman  
Email: eduard@narenrenewableenergy.com  
Phone: (315) 515-9598

**CIE**

2955 W. Delphi Pike  
Marion, IN 46952  
cie.us  
Contact: Jason Drook  
Email: jdrook@cie.us  
Phone: (765) 384-4001

**ClearSource**

4141 Bates Rd.  
Medina, NY 14103  
clearsourceus.com

Contact: Mallory Giambra

Email: mgiambra@wnyenergy.com

Phone: (585) 769-6695

ClearSource is a premier supplier of high-purity alcohol products specializing in grain neutral spirits made from corn, located in Medina, New York. Distilled seven times through nearly 600 feet of distillation, our world-class distillation system produces alcohol products that contain virtually no impurities and no detectable organoleptic characteristics. ClearSource's technology and scale provide a

consistent, high-quality product while maintaining a cost-effective rate. Whether you are looking to increase your production, grow your operation, or hone in on your craft, partnering with us gives you a clear advantage.

**Corsair Distillery**

601 Merritt Ave.  
Nashville, TN 37203  
corsairdistillery.com  
Contact: Darek Bell  
Email: darek@corsairartisan.com  
Phone: (615) 351-9442

**Dancing Goat Distillery**

909 Vineyard Dr.  
Cambridge, WI  
dancinggoat.com  
Contact: Sean Dotson  
Email: info@dancinggoat.com  
Phone: (608) 400-5289

**Dashfire**

1620 Central Avenue NE, Ste. 152  
Minneapolis, MN 55413  
dashfire.us  
Contact: Lee Egbert  
Email: lee@dashfire.us  
Phone: (612) 229-8593

**Driftless Glen Distillery**

300 Water St.  
Baraboo, WI 53913  
driftlessglen.com  
Contact: Abby Brennan  
Email: info@driftlessglen.com  
Phone: (608) 356-4536

**East Coast Crush & Co-Pack**

(See also: Contract Packaging)

**Endless West**

1200 Oakman Blvd.  
Detroit, MI 48238  
endlesswest.com  
Email: sales@endlesswest.com

**Filter Process & Supply**

(See also: Filtration)

**Florida Caribbean Distillers**

530 Dakota Ave.  
Lake Alfred, FL 33850  
floridadistillers.com  
Contact: Latisha George  
Email: latisha.george@floridadistillers.com  
Phone: (863) 956-1116

**Glacial Grain Spirits, LLC**

270 20th St. NW  
Benson, MN 56215  
glacialgrainspirits.com  
Contact: Claire Goff  
Email: cgoff@cvec.com  
Phone: (320) 842-3255

**Golden Beaver Distillery**

13464 Browns Valley Dr.  
Chico, CA 95973  
goldenbeaverdistillery.com  
Contact: Kris Koenig  
Phone: (530) 965-7281

**Good Time Beverages**

9234 Hall Rd.  
Downey, CA 90241  
goodtimebeverages.com  
Contact: Robert Whyte  
Email: bob@goodtimebeverages.com  
Phone: (562) 291-6291

**Green River Spirits**

10 Distillery Rd.  
Owensboro, KY 42301  
greenriverspirits.com  
Contact: Jacob Call  
Email: jacob.call@greenriverspirits.com  
Phone: (270) 691-9001

**Griffo Distillery**

1320 Scott St., Ste. A  
Petaluma, CA 94954  
griffodistillery.com  
Contact: Will Maroun  
Email: will@griffodistillery.com  
Phone: (707) 879-8755

**J.B. Thome & Co., Inc.**

1110 Boca Ciega Isle Dr.  
St. Petersburg, Florida 33706  
bulksprits.com  
Contact: Heather Thome-Polansky  
Email: heather@bulksprits.com  
Phone: (727) 642-0588

**Los Angeles Distillery**

8650-B Hayden Pl.  
Culver City, CA 90232  
ladistillery.com  
Contact: Lewis Harsanyi  
Email: lh@ladistillery.com  
Phone: (310) 228-0905

**MB Roland Distillery**

6534 Pembroke-Oak Grove Rd.  
Pembroke, KY 42266  
mbroland.com  
Email: unfiltered@mbroland.com  
Phone: (270) 640-7744

**MGP Ingredients**

100 Commercial St.  
P.O. Box 130  
Atchison, KS 66002

mgpingredients.com  
 Contact: Matt Krusemark  
 Email: m.krusemark@mgpingredients.com

**Midwest Custom Bottling**  
 (See also: Contract Packaging)

**New Age Renewable Energy**  
 2185 Genoa Venice Town Line Rd.  
 King Ferry, NY 13081  
 narenewableenergy.com  
 Contact: Eduard Zaydman  
 Email: eduard@narenewableenergy.com  
 Phone: (917) 754-6052

**Next Century Spirits**  
 8601 Six Forks Rd.  
 Ste. 260, Forum 1  
 Raleigh, NC 27615  
 nextcenturyspirits.com  
 Contact: Yolanda Castillo  
 Email: yocastillo@nextcenturyspirits.com  
 Phone: (919) 324-1932

**OOLA Distillery**  
 4755 Colorado Ave. S Ste. B  
 Seattle, WA 98134  
 ooladistillery.com  
 Contact: Kirby Kallas-Lewis  
 Email: kirby@ooladistillery.com  
 Phone: (206) 709-7909  
 Ever dreamed of owning your own spirits brand? OOLA Contract Distilling can make it happen! We can source the complete package, recipe development, distilling, bottling, TTB government compliance and so much more. Contact us at: info@ooladistillery.com and let's make your dreams a reality.



**Royal Mash Limited**  
 La Qualite,  
 St Lawrence,  
 Jersey, Channel Islands  
 UK JE3 1GA  
 royalmash.com  
 Contact: Rachel de Caen  
 Email: rdc@royalmash.com  
 Phone: +44 7797750436

**Southern Distilling Co.**  
 211 Jennings Rd.  
 Statesville, NC 28625  
 southerndistilling.com  
 Email: cheers@southerndistilling.com  
 Phone: (704) 978-7175

**The Strategic Sourcing Hub**  
 1344 University Ave.  
 Rochester, NY 14607  
 strategicsourcinghub.com  
 Contact: Jason Barrett  
 Email: jasonb@blackbuttondistilling.com  
 Phone: (585) 730-4512  
 The Strategic Sourcing Hub specializes in sourcing aged, barreled and bulk spirits as well as logistics, contract packaging and brand development for emerging brands in the beverage alcohol industry. Far more than just a spirit broker, The Strategic Sourcing Hub consults with growing distilleries to plan their roadmap to success as they build their brands.

## THE STRATEGIC SOURCING HUB

**Tennessee Distilling Group**  
 1929 Ridgecrest Dr.  
 Columbia, TN 38401  
 tndistilling.com  
 Contact: Rob Bourdon  
 Email: rfbourdon@tndistilling.com  
 Phone: (315) 750-6074

**Ultra Pure LLC**  
 Signature Spirits Division  
 50 Old Kings Highway North  
 Darien, CT 06820  
 ultrapure-usa.com  
 Contact: Jennifer Pond  
 Direct email: jennifer@ultrapure-usa.com  
 General email: beverage@ultrapure-usa.com  
 Phone: (203) 662-9761

**Victory Spirits Development**  
 1447 Peachtree St., NE, Suite 700  
 Atlanta, GA 30309  
 victoryspirits.com  
 Contact: Michael Shoer  
 Email: michael@victoryspirits.com  
 Main: (678) 578-7204  
 Mobile: (502) 754-7294

**White Dog Trading and Storage**  
 P.O. Box 150  
 Frankfort, KY 40602  
 whitedogllc.com  
 Contact: Mark Harris  
 Email: charris@whitedogllc.com  
 Phone: (859) 321-2049

**Wood Hat Spirits**  
 489 Booneslick Rd.  
 New Florence, MO 63363  
 woodhatspirits.com  
 Contact: Gary Hinegardner  
 Email: gary@woodhatspirits.com  
 Main: 573-835-1000  
 Direct: 573-216-3572  
 If you want to make a unique whiskey, start with a unique corn! Wood Hat Spirits will have some extra to share this year. Call or text Gary Hinegardner at 573-216-3572.



## CAN CARRIERS

**Gamer Packaging**  
 (See also: Bottles)

**PakTech**  
 1680 Irving Rd.  
 Eugene, OR 97402  
 paktech-opi.com  
 Contact: Elizabeth Kouns  
 Direct email: elizabeth.kouns@paktech-opi.com  
 Main: (541) 461-5000  
 Direct: (541) 743-4057  
 Mobile: (541) 517-6762

**Pratt Industries**  
 (See also: Packaging/Secondary)

**Roberts PolyPro**  
 5416 Wyoming Ave.  
 Charlotte, NC 28273  
 robertspolypro.com  
 Email: robertspolypro@promachbuilt.com  
 Phone: (800) 269-7409

## CANNING EQUIPMENT

**American Canning**  
 (See also: Can Suppliers)



## The Barrel Master



### Features

Wide footprint  
Stacks 8 high  
Forkliftable from four sides  
Efficient storage  
Distillery sizes:  
30 to 53 gallon

### Durable

Stainless steel  
Powder coated  
Double primer

[westernsquare.com](http://westernsquare.com)

209.944.0921

Proudly manufactured in Stockton, CA

COPA  
drinks



*Copa Drinks is a free mobile app to uncover the stories behind spirits.  
Download now to elevate your drinking experience!*



**BOSTOCAP**  
Bottle Stoppers & Capsules

powered by Bostocap



## The Clear Choice for Your Grain Neutral Spirit Needs

Whether you are looking to **increase your production, grow your operation, or hone in on your craft**, ClearSource's world-class technology will give you a consistently high-quality product at a cost-effective rate.

We allow our customers to focus on what they do best - creating unique craft spirits that make their brand stand out.

**Contact us today for a sample.**

**ClearSource**  
Alcohol. The right way.

**ClearSourceUS.com**

[sales@clearsourceus.com](mailto:sales@clearsourceus.com) | 585.798.6695

Medina, New York

**BevCorp.**

37200 Research Dr.  
Eastlake, OH 44095  
bevcorp.com  
Contact: Eileen Bewley  
Email: ebewley@bevcorp.com  
Main: (440) 530-2132  
Mobile: (216) 559-1413

**Cask Global Canning Solutions**

(See also: Can Suppliers)

**Chart Inc.**

46441 Landing Parkway  
Fremont, CA 94538  
chartdosers.com  
Contact: John Sherman  
Email: john.sherman@chartindustries.com  
Phone: (404) 858-0195

**CODI Craft Canning Systems**

14352 West 44th Ave  
Golden, CO 80403  
codimfg.com  
Email: sales@codimfg.com  
Phone: (303) 277-1542

**FT System**

(See also: Engineering Equipment/Services)

**FWC Vision LLC**

(See also: Analyzing/Quality Control Equipment)

**Iron Heart Canning Co.**

200 Perimeter Rd, Ste. 2  
Manchester, NH 03103  
ironheartcanning.com  
Contact: Roger Kissling  
Email: roger@ironheartcanning.com  
Phone: (908) 619-5449

**KHS USA, Inc.**

(See also: Bottling Equipment)

**Krones USA**

(See also: Bottling Equipment)

**Palmer Beverage Systems**

4043 N. Ravenswood, Ste. 220  
Chicago, IL 60613  
palmerbeverage.systems  
Contact: Anthony Rio  
Email: tony@palmerbeverage.systems  
Phone: (773) 895-4551

**Pneumatic Scale Angelus**

4485 Allen Rd.  
Stow, OH 44224  
hpsangelus.com  
Contact: Gigi Lorence  
Email: gigi.lorenc@bwpackaging.com  
Phone: (234) 888-5613

**Prospero Equipment Corp.**

(See also: Still Manufacturers)

**Twin Monkeys Beverage Systems, Inc.**

5105 E. 39th Ave.  
Denver, CO 80207  
twinmonkeys.net  
Contact: Garrett Lockhart  
Email: garettl@twinmonkeys.net  
Main: (888) 315-7462 Ext. 33  
Mobile: (770) 354-5808

**Wild Goose Filling**

633 CTC Boulevard, Ste. 100  
Louisville, CO 80027  
wildgoosefilling.com  
Contact: Elle Wood  
Email: ewood@wildgoosefilling.com  
Main: (720) 406-7442 ext. 112  
Mobile: (540) 416-3579

**CAN SUPPLIERS**

**Actega North America Technologies, Inc.**

(See also: Label Suppliers/Designers)

**American Canning**

americancanning.com  
Contact: Melody Gregson  
Email: melody.gregson@americancanning.com  
Phone: (512) 355-0068

**Ardagh Group S.A.**

(See also: Bottles)

**SafSpirit™**  
**RANGE**

**GIVE YOUR RUM  
THE YEAST IT DESERVES**

**SafSpirit™**  
**C-70**  
A **multipurpose strain**, very popular with rum producers for making premium Rums

**SafSpirit™**  
**HG-1**  
The **number one choice** for every high gravity fermentation, ideal for light Rums

**SafSpirit™**  
**M-1**  
The **most traditional yeast** for scotch and single malt whiskies, to produce heavily aromatic Rums

Available in **500g & 10kg** packets

More details?  
Visit **our app**  
or **fermentis.com**

 **Fermentis**  
by **Lesaffre**



**Ball Global Beverage Packaging**

9300 West 108th Cir.  
Westminster, CO 80021  
ball.com  
Contact: Shelby Terrill  
Email: skscott@ball.com  
Main: (303) 460-4302  
Mobile: (720) 646-7496

**Berlin Packaging**

(See also: Bottles)

**BSG**

(See also: Grain and Malt)

**CanCraft**

A Division of BSG  
330 Laird Rd. Unit #10  
Guelph, ON N1G 3X7 Canada  
bsgcraft.com  
Contact: Johanna Lee-Travis  
Email: jleetravis@bsgcancraft.com  
Phone: (800) 234-8191

**CanSource**

cansource.com  
Contact: Togo Debellis  
Email: togo.debellis@cansource.com  
Phone: (315) 730-1314

**Cask Global Canning Solutions**

5100 64 Ave. SE  
Calgary, AB, Canada  
cask.com  
Contact: B.H. Jamison  
Email: bh.jamison@cask.com  
Phone: (403) 640-4677

**Fast Track Packaging**

545 Speedvale Ave. W  
Guelph, ON, Canada N1K 1E6  
ftpackaging.ca  
Contact: Mike Bedrosian  
Email: mike@ftpackaging.ca  
Phone: (519) 835-8381

**Gamer Packaging**

(See also: Bottles)

**Packaging Logistics Inc.**

(See also: Packaging/Secondary)

**Vessel Packaging Co.**

8250 Borden St.  
Vancouver, BC, V5P 3E7  
vesselpackaging.com  
Contact: Evan Singer  
Email: evan.singer@vesselpackaging.com  
Phone: (877) 959-CANS ext. 1104

**CASE PACKERS**

**APS Packaging**

(See also: Bottling Equipment)

**Douglas Machine Inc.**

1705 34th Ave. W  
Alexandria, MN 56308  
douglas-machine.com  
Email: sales@douglas-machine.com  
Phone: (320) 763-6587

**Newmapak Ltd.**

(See also: Bottling Equipment)

**Prospero Equipment Corp**

(See also: Still Manufacturers)

**CHILLERS/  
TEMPERATURE CONTROL**

**Fluid Chillers Inc.**

3005 Alpha Access St.  
Lansing, MI 48910  
fluidchillers.com  
Email: info@fluidchillers.com  
Phone: (517) 484-9190

American  
CRAFT SPIRITS  
ASSOCIATION

**WE ARE  
CRAFT  
SPIRITS**

Join us at [americancraftspirits.org](http://americancraftspirits.org).

Quick-Turn and Eco-Friendly  
Beverage Displays and Packaging

KRAFTWORK

Find out more at [Kraftwork.com](http://Kraftwork.com) or shoot us an email  
for a quote request at [Sales@Kraftwork.com](mailto:Sales@Kraftwork.com)

**4 Elements Oilfield Services LLC**

1400 W. Darrick Rd  
Carlsbad, NM 88220  
4elementsoilfieldservices.com  
Contact: Lance Moore  
Email: lance.moore@4elementsoilfield.com  
Phone: (806) 292-1078

**G&D Chillers, Inc.**

130 E 1st Ave  
Eugene, OR 97448  
gdchillers.com  
Contact: Scott Timms  
Email: scott@gdchillers.com  
Phone: (800) 555 0973

**Pro Chiller Systems**

Pro Refrigeration Inc.  
326 8th St  
Auburn WA 98001  
prochiller.com  
Email: sales@prorefrigeration.com  
Phone: (253) 735-9466

**Wisner Controls**

(See also: Engineering Equipment/Services)

**CLEANING PRODUCTS/SERVICES**

**Five Star Chemicals**

6870 W. 52nd Pl., Ste. #205  
Arvada, CO 80002  
fivestarchemicals.com  
Contact: Erin Hamrick  
Email: ehamrick@fivestarchemicals.com  
Phone: (800) 782-7019

**Maroon Group, HI&I Division**

Barentz US  
1390 Jaycox Rd.  
Avon, OH 44011  
barentz-na.com  
Contact: Rosado Schuyler  
Email: schuyler@jtechsales.com  
(561) 995-0070

**CLEAN-IN-PLACE EQUIPMENT**

**Birko Corporation**

(See also: Safety Equipment and Services)

**Briggs of Burton, Inc.**

(See also: Engineering Equipment/Services)

**Dixon Sanitary**

N25 W23040 Paul Rd.  
Pewaukee, WI 53072  
dixonvalve.com  
Email: sanitariesales@dixonvalve.com  
Phone: (800) 789-1718

**Fogg Filler**

(See also: Bottling Equipment)

**JCS Process & Control Systems**

(See also: Engineering Equipment/Services)

**Liquid Packaging Solutions**

(See also: Bottling Equipment)

**Newmapak Ltd.**

(See also: Bottling Equipment)

**CLIMATE CONTROL SYSTEMS**

**Big Ass Fans**

2348 Innovation Dr.  
Lexington, KY 40511  
bigassfans.com  
Email: sales@bigassfans.com  
Phone: (877) BIG-FANS

**Craft Automation**

(See also: Engineering Equipment/Services)

**4 Elements Oilfield Services LLC**

(See also: Chillers/Temperature Control)

**Super Duty Fans**

P.O. Box 1119  
Pilot Point, TX 76258  
superdutyfans.com  
Contact: Robert Hignite  
Email: rob@superdutyfans.com  
Phone: (469) 934-6633

**COCKTAIL MIXERS**

**Avec Drinks**

avecdrinks.com  
Contact: Rebecca Robinson  
Email: rebecca@avecdrinks.com

**Dashfire**

(See also: Bulk Spirits/Contract Distilling)

**East Imperial Beverage Corp.**

Suite 700, 1680 Michigan Ave  
Miami Beach, FL 33139  
eastimperial.com  
Email: contact+us@eastimperial.com

**Fava Bibite**

22066 Mariano Comense  
Via Per Novedrate, 111  
Como, Italy  
Contact: Alessandro Fava  
Email: alessandro.fava@favabibite.it  
Phone: +39 031 745282

**Green Grove**

greengrovemixers.com  
Contact: Marianna Sicheri Mazzoleni  
Email: hello@greengrovemixers.com  
Phone: +39 349 523 2399

**Liquid Alchemist**

liquid-alchemist.com  
Contact: Randy Tarlow

Email: rtarlow@liquid-alchemist.com  
Phone: (310) 904-8973

**King Floyds Inc.**

(See also: Bitters)

**Mistelhain GmbH & Co. KG**

Straubinger Str. 81  
93055 Regensburg, Germany  
mistelhain.com  
Contact: Alena Mehringer  
Email: a.mehringer@mistelhain.com  
Main: +49 (0) 941 784472-0  
Mobile: +49 (0) 160-5547166

**Pilot House Distilling**

1270 Duane Street  
Astoria, OR 97103  
pilotousedistilling.com  
Contact: Christina Cary  
Email: christina@pilotousedistilling.com  
Phone: (615) 598-2238

**Thomas Henry GmbH**

Bessemerstrasse 22  
12103 Berlin, Germany  
thomas-henry.com  
Contact: Oliver Schmidt-Rehfeldt  
Email: o.schmidt-rehfeldt@thomas-henry.de  
Phone: +49 (0) 151 195 064 55

**Thousand Oaks Barrel Co.**

(See also: Barrel Suppliers/Cooperages)

**COMPLIANCE**

**American Spirits Exchange**

(See also: Back Office Solutions)

**Crafted ERP/Doozy Solutions**

(See also: Software)

**The Digest of Wine and Spirits Law**

54476 Mariah Rd.  
Myrtle Point, OR 97458  
wineandspiritslaw.com  
Contact: Dyana Nedra  
Email: digest@wineandspiritslaw.com  
Phone: (800) 400-1353

**Distillery Compliance**

2465 Centreville Rd., Ste. J17-732  
Herndon, VA 20171  
distillerycompliance.com  
Contact: Kevin Anderson  
Email: kevin@alcoholconsulting.com  
Phone: (703) 593-9936

**Time and Tasks**

(See also: Back Office Solutions)

**CONSULTANTS**

**Alcohol Tax Consultants, Inc.**

P.O. Box 1595, Madison Square Station



New York, NY 10159-1595  
alcoholtax.com  
Contact: Matt Zuckerman  
Email: info@alcoholtax.com  
Phone: (917) 771-9906

**Allied Beverage Tanks**  
(See also: Fermentating Tanks)

**Aurum Sierra Inc.**  
(See also: Bulk Spirits/Contract Distilling)

**BEC Network**  
New York, NY  
Contact: Brie Conway  
Email: lady@brieconway.com  
Phone: (347) 451-7918

**Big Thirst, Inc.**  
(See also: E-commerce)

**BKM Next**  
Tower1/504, Parsvnath Planet, Vibhuti Khand,  
Gomtinagar  
Lucknow, Uttar Pradesh, India 226010  
maitin.org  
Contact: Binod Maitin  
Email: binod@maitin.org  
Phone: +9 (198) 450-7398

**Blue & Co.**  
blueandco.com  
Contact: Tom Harper  
Email: tharper@blueandco.com

**Booth Hill Distillery**  
(See also: Bulk Spirits/Contract Distilling)

**Brewing and Distilling Analytical Services LLC**  
1141 Red Mile Rd., Ste. 202  
Lexington, KY 40504  
alcbevtesting.com  
Contact: Gary Spedding  
Email: gspedding@alcbevtesting.com  
Phone: (859) 278-2533

**Briggs of Burton, Inc.**  
(See also: Engineering Equipment/Services)

**Brindiamo Group**  
3610 Richland Ave.  
Nashville, TN 37205  
brindiamogroup.com  
Contact: Jeff Hopmayer  
Email: jeff@brindiamogroup.com  
Phone: (615) 668-7696

**BT Alcohol Consulting, LLC /  
Gray-Robinson Law Firm**  
460 N Winnebago Dr.  
Lake Winnebago, MO 64034

gray-robinson.com  
Contact: Dave Bateman  
Email: davebateman@att.net  
Phone: (816) 876-6416

**Burch Partners**  
31 E. 8th St., Ste. 200  
Holland, MI 49423  
burchpartners.com  
Contact: Brian Burch  
Email: brian@burchpartners.com  
Phone: (616) 828-9813

**The Business Development Partnership**  
London, UK  
Contact: Dan Gasper  
Email: dangasper01@gmail.com  
Phone: +44 7949 801 001

**Dalkita**  
(See also: Architects)

**Distillery Compliance**  
(See also: Compliance)

**Distillery Now Consulting Inc.**  
Granbury, Texas  
distillery-now.com  
Contact: Kris Bohm

“

I would absolutely recommend using Crisp Heavy Peated malt. From the high quality of the malt to the diverse flavor profile it can create, it will be the perfect addition to a recipe giving depth and smoky character to the final product.

I'm glad we made the switch, because our product would not be what it is today without Crisp Heavy Peated Pot Still Malt.

**BSG**  
SALES@BSGCRAFT.COM  
855.819.3950

**LORNA CONRAD**  
CORSAIR ARTISAN DISTILLERY  
NASHVILLE, TN



Email: [distillerynow@gmail.com](mailto:distillerynow@gmail.com)

Phone: (916) 223-1459

We offer a wide range of services and assistance to distilleries including facility design, equipment selection, equipment moving and startup, troubleshooting, product recipes, distillery cat selection and spirits blending. Distillery Now Consulting can help guide you to the right answers.



#### Downslope Distilling Inc.

6990 South Dawson Cr., Ste. 400  
Centennial, CO 80112  
[downslopedistilling.com](http://downslopedistilling.com)  
Contact: Mitchell T. Abate  
Email: [mitch.abate@gmail.com](mailto:mitch.abate@gmail.com)  
Phone: (303) 693-4300

#### Export-Import Bank of the U.S. (EXIM)

(See also: Import/Export Services)

#### Ferm Solutions

(See also: Yeast/Fermentation)

#### 4 Elements Oilfield Services LLC

(See also: Chillers/Temperature Control)

#### 1st West Mergers & Acquisitions

1202 Bergen Parkway, Ste. 107  
Evergreen, CO 80439  
[1stwestma.com](http://1stwestma.com)  
Contact: Martin W Saylor  
Email: [m.saylor@1stwestma.com](mailto:m.saylor@1stwestma.com)  
Phone: 303-915-2134

#### Figgins Craft Spirits Group Ltd.

115 E 4th Ave., Ste. 208  
Ellensburg, WA 98926  
[figginscraft.com](http://figginscraft.com)  
Contact: Rusty Figgins  
Email: [md@figginscraft.com](mailto:md@figginscraft.com)  
Phone: (509) 398-3221

#### Fisher & Co.

126 River Ranch Rd.  
McCall, Idaho 83638  
Contact: John Fisher  
Email: [fisherco@earthlink.net](mailto:fisherco@earthlink.net)  
Phone: (650) 400-3396

#### Flavorman

(See also: Ingredients and Flavors)

#### Griffo Distillery

(See also: Bulk Spirits/Contract Distilling)

#### High-Proof Creative

(See also: Branding/Marketing/Advertising Agencies)

#### High Spirits Enterprise LLC

4844 Chenault Bridge Rd.  
Danville, KY 40422  
[highspiritsenterprise.com](http://highspiritsenterprise.com)  
Contact: Dave Scheurich  
Email: [bourbondave@gmail.com](mailto:bourbondave@gmail.com)  
Phone: (859) 536-2369

#### Mezcal Educational Excursions of Oaxaca

Sierra Nevada 164, Col. Loma Linda  
Oaxaca, Mexico 68024  
[mezcaleducationaltours.com](http://mezcaleducationaltours.com)  
Contact: Alvin Starkman  
Email: [mezcaleducationaltours@hotmail.com](mailto:mezcaleducationaltours@hotmail.com)  
Phone: 52 (951) 505-7793

#### MK Wine & Spirits Contract & Consulting

5356 Buffalo River Rd.  
Earlsville, VA 22936  
[linkedin.com/in/getmarikelly](http://linkedin.com/in/getmarikelly)  
Contact: Mari Kelly  
Email: [getmarikelly@gmail.com](mailto:getmarikelly@gmail.com)  
Phone: (434) 987-1717

#### Montana State University

(See also: Education)

#### Moonshine University

(See also: Education)

#### MV Performance LLC

7213 Edmonson Pl.  
Prospect, KY 40059  
Contact: Michael Vaughn  
Email: [mvperformance1@gmail.com](mailto:mvperformance1@gmail.com)

#### Northeast Sales

840 Ronald Wood Rd.  
Winder, GA 30680  
[nesdi.com](http://nesdi.com)  
Email: [dblack@nesdi.com](mailto:dblack@nesdi.com)  
Phone: (678) 963-7700

#### OOLA Distillery

(See also: Bulk Spirits/Contract Distilling)

#### Paradise Brands LLC

4888 Bocaire Blvd.  
Boca Raton, FL 33487  
Contact: Mark J. Reese  
Email: [markjreese@gmail.com](mailto:markjreese@gmail.com)  
Phone: (404) 242-1924

#### Park Street

(See also: Back Office Solutions)

#### The Pennsylvania Avenue Group

1200 Pennsylvania Ave., Box 4188  
Washington, DC 20044  
[pennsylvaniaavenuegroup.com](http://pennsylvaniaavenuegroup.com)

Contact: Jim Hyland

Email: [jim@pennsylvaniaavenuegroup.com](mailto:jim@pennsylvaniaavenuegroup.com)

Phone: (202) 756-7745

#### Tess Posthumus

Flying Dutchmen Cocktails  
Singel 460.  
1817AW Amsterdam, Netherlands  
[tessposthumus.com](http://tessposthumus.com)  
[flyingdutchmencocktails.com](http://flyingdutchmencocktails.com)  
Email: [info@flyingdutchmencocktails.com](mailto:info@flyingdutchmencocktails.com)  
Phone: +31 619 812 2716

#### Quixotic King Bar

290 9th Ave.  
New York, NY 10001  
[qkb.services](http://qkb.services)  
Contact: Adrien Lefort  
Email: [info@qkb.services](mailto:info@qkb.services)  
Phone: (917) 673-6986

#### Robin Robinson, LLC

50 Roosevelt Ave.  
Westwood, NJ 07675  
[robinrobinsonllc.com](http://robinrobinsonllc.com)  
Contact: Robin Robinson  
Email: [robin@robinrobinsonllc.com](mailto:robin@robinrobinsonllc.com)  
Phone: (201) 527-7733

#### Sales Systems Development, Inc.

(See also: Sales Tools)

#### SalesTier

Norfolk, VA  
[salestier.com](http://salestier.com)  
Contact: John Hannon  
Email: [john@salestier.com](mailto:john@salestier.com)  
Phone: (434) 202-5873

#### Shilling/Crafted

(See: Big Thirst, Inc.)

#### Shrout Tate Wilson Consulting Engineers

(See also: Engineering Equipment/Services)

#### Solomon Group

(See also: Branding/Marketing/Advertising Agencies)

#### Spirits Consulting Group

110 East 59th St., 22nd Floor  
New York, NY 10022  
[spiritsconsulting.com](http://spiritsconsulting.com)  
Contact: Susan Mooney  
Email: [smooney@spiritsconsulting.com](mailto:smooney@spiritsconsulting.com)  
Phone: (212) 324-3029

#### The Spiritual Machine

Piazza Teresa Noce 17/D  
Torino, Italy 10155  
[thespiritualmachine.it/en](http://thespiritualmachine.it/en)  
Contact: Matteo Fornaca  
Email: [teo@thespiritualmachine.it](mailto:teo@thespiritualmachine.it)  
Phone: +39 3403077404

#### The Strategic Sourcing Hub

(See also: Bulk Spirits/Contract Distilling)



**Thoroughbred Spirits Group**

4479 Lawn Ave. #629  
Western Springs, IL 60558  
tbspirits.com

Contact: Liz McGillis  
Email: info@tbspirits.com  
Phone: (312) 809-8202

Thoroughbred Spirits Group is dedicated entirely to helping new and established spirits companies flourish. We work hand-in-hand with entrepreneurs and leadership teams in building distilleries and brands entirely from the ground up and revamp established companies for growth or acquisition. Whether you're looking to start or looking to grow, we can help. Go/No-Go Decision Process | Strategic Planning | Packaging Design | Distillery Engineering | Master Blender Services | Route-to-Market | Valuation + Investment Presentations | Recruiting + Team Cultural Development



**Time and Tasks**  
(See also: Back Office Solutions)

**Tucker Creative**  
(See also: Branding/Marketing/Advertising Agencies)

**Verstill**  
252 Nassau St.  
Princeton, NJ 08542  
verstill.com  
Contact: Matan Edvy  
Email: matan@verstill.com  
Phone: (609) 285-7869

**Victory Spirits Development**  
(See also: Bulk Spirits/Contract Distilling)

**The Walker Group**  
1300 First St. Ste. 368  
Napa, CA 94559  
walkergroupus.com

Contact: Michael Walker  
Email: michael@walkergroupus.com  
Phone: (415) 601-6559

**Whisky Education Foundation**  
(See also: Branding/Marketing/Advertising Agencies)

**Zepponi & Co.**  
200 Fourth St., Ste. 250  
Santa Rosa, CA 95401  
zepponi.com  
Email: info@zepponi.com  
Phone: (707) 542-7500

**CONTRACT PACKAGING**

**Aurum Sierra Inc.**  
(See also: Bulk Spirits/Contract Distilling)

**Bluegrass Bottling**  
1065 Hwy 78 E.  
Stanford, KY 40484  
bluegrassbottling.com  
Contact: Lisa Strevels  
Email: bluegrassbottling@gmail.com  
Phone: (859) 329-8877

**DS Bottling/Mango Bottling**  
mangobottling.com  
Contact: Jared Shammah  
Email: jared@mangobottling.com  
Phone: (800) 552-2799 ext. 25

**Dashfire**  
(See also: Bulk Spirits/Contract Distilling)

**East Coast Crush & Co-Pack**  
52 West Ave.  
Naples, NY 14512  
crushandcopack.com  
Contact: Dave Fitch  
Email: dave.fitch@crushandcopack.com  
Phone: (585) 374-9700  
(See also: Ingredients, Contract Distiller)

**Florida Caribbean Distillers**  
(See also: Bulk Spirits/Contract Distilling)

**Imperial Packaging**  
(See also: Packaging/Secondary)

**Midwest Custom Bottling**  
N27W23921 Paul Rd.  
Pewaukee, WI 53072  
bottlingllc.com  
Contact: Matthew Kastern  
Email: matt@bottlingllc.com  
Phone: (262) 522-6939

**OOLA Distillery**  
(See also: Bulk Spirits/Contract Distilling)

**The Strategic Sourcing Hub**  
(See also: Bulk Spirits/Contract Distilling)

**Toorank**  
Edisonstraat 80, 6902 PK  
Zevenaar, The Netherlands  
toorank.com  
Contact: Peter Rombaut  
Email: peter.rombaut@toorank.com  
Phone: (305) 495-7330

**CORN GROWERS/SUPPLIERS**

**Glacial Grain Spirits, LLC**  
(See also: Bulk Spirits/Contract Distilling)

**Root Shoot Malting**  
(See also: Grain and Malt)

**Rovey Seed Co.**  
(See also: Grain and Malt)

**DRAINAGE SYSTEMS**

**Slot Drain Systems**  
100 McPhillips St.  
Winnipeg, MB R3E 2J7 Canada  
slotdrainsystems.com  
Contact: Holden Bunko  
Email: hbunko@slotdrainsystems.com  
Phone: (855) 497-7508

**E-COMMERCE**

**accelPay**  
accelpay.io  
Contact: Joshua Walker  
Email: josh@accelpay.io  
Phone: (818) 294-2093

**Activ8 Commerce**  
(See also: Software)

**Andavi Solutions**  
andavisolutions.com  
Contact: Kelly Malloy  
Email: kelly.malloy@andavisolutions.com  
Phone: (610) 883-0451  
(See also: Software)

**Big Thirst, Inc.**

2101 Elton Ln.  
Austin, TX 78703

bigthirst.com

Contact: Matt McGinnis

Email: success@bigthirst.com

Phone: (512) 553-2128

Big Thirst accelerates sales for beverage brands. Reach more consumers with the spirits industry's most comprehensive sales and marketing company. Big Thirst is a one-stop

shop to accelerate growth with an e-commerce sales solution, distribution management and sales consultancy, marketing services, operations consulting, analytics, customer service, and retailer partners for three-tier compliant order fulfillment to more than 40 states. Contact us at [success@bigthirst.com](mailto:success@bigthirst.com).

## BIG THIRST

### DSDLink

(See also: Software)

### Handoff

[handofftech.com](http://handofftech.com)  
Contact: Tommy Riley  
Email: [tommy@handofftech.com](mailto:tommy@handofftech.com)  
Phone: (719) 371-0350

### Provi

1 North Dearborn, Ste. 700  
Chicago, IL 60602  
[provi.com](http://provi.com)

### ReserveBar

426 Main St.  
Ridgefield, CT 06877  
[reservebar.com](http://reservebar.com)  
Contact: Derek Correia  
Email: [derek@reservebar.com](mailto:derek@reservebar.com)  
Phone: (914) 980-9841

### Scoular Co.

(See also: Ingredients and Flavors)

### Speakeasy Co.

7 E. West St.  
San Diego, CA 92101  
[speakeasyco.com](http://speakeasyco.com)  
Contact: Josh Jacobs  
Email: [josh@speakeasyco.com](mailto:josh@speakeasyco.com)  
Phone: (978) 973-5507

### Spirit Hub

6428 N Ridgeway Ave.  
Lincolnwood, IL 60712  
[spirithub.com](http://spirithub.com)  
Email: [cgoldman@spirithub.com](mailto:cgoldman@spirithub.com)  
Phone: (224) 251-8459

### Spirits Consulting Group

(See also: Consultants)

### Thirstie

1740 Broadway, 15th Floor  
New York, NY 10019  
[thirstie.com](http://thirstie.com)  
Contact: Kelley McGann  
Email: [kelley@thirstie.com](mailto:kelley@thirstie.com)  
Phone: (845) 494-3784

## EDUCATION

### A-B Technical Community College- Brewing, Distillation, and Fermentation

340 Victoria Rd.  
Asheville, NC 28801  
[abtech.edu/programs/academic/brewing-distillation-and-fermentation](http://abtech.edu/programs/academic/brewing-distillation-and-fermentation)  
Contact: Jeff Irvin  
Email: [jeffreymirvin@abtech.edu](mailto:jeffreymirvin@abtech.edu)  
Phone: (828) 398-7191

### The Academy Drinks

220 Weston Rd.  
Weston, CT 06883  
[theacademydrinks.com](http://theacademydrinks.com)  
Contact: Jessica Spector  
Email: [jspector@theacademydrinks.com](mailto:jspector@theacademydrinks.com)  
Phone: (203) 623-6665

### American Rum Report

5904 B Carl Pl.  
Nashville, TN 37209  
[americanrumreport.com](http://americanrumreport.com)  
Contact: Will Hoekenga  
Email: [arr@americanrumreport.com](mailto:arr@americanrumreport.com)  
Phone: (615) 440-0863

### Artisan Spirit Magazine

P.O. Box 31494  
Spokane, WA 99223  
[artisanspiritmag.com](http://artisanspiritmag.com)  
Contact: Ashley Monroe  
Email: [ashley@artisanspiritmag.com](mailto:ashley@artisanspiritmag.com)  
Phone: (509) 991-8112

### Craft Spirits & Distilling

[spiritsanddistilling.com](http://spiritsanddistilling.com)

### CRAFT SPIRITS magazine

P.O. Box 470  
Oakton, VA 22124  
[craftspiritsmag.com](http://craftspiritsmag.com)  
Contact: Jeff Cioletti  
Email: [jeff@americancraftspirits.org](mailto:jeff@americancraftspirits.org)  
Phone: (732) 310-3328

CRAFT SPIRITS magazine is the unparalleled resource for in-depth insight and intelligence for the entire craft spirits universe. The bi-monthly digital magazine from ACSA features the information and

analysis that small, independent spirits producers and allied businesses need to operate.

## CRAFT SPIRITS

### Eastern Michigan University

541 Mark Jefferson  
Ypsilanti, MI 48197  
[emich.edu/chemistry/programs/undergraduate-programs/fermentation.php](http://emich.edu/chemistry/programs/undergraduate-programs/fermentation.php)  
Contact: Cory Emal  
Email: [cemal@emich.edu](mailto:cemal@emich.edu)  
Phone: (734) 487-0305

### Export-Import Bank of the U.S. (EXIM)

(See also: Consultants, Import/Export Services, Insurance Agencies)

### Montana State University

119 Plane Bioscience  
Bozeman, MT 59717  
[montana.edu/barleybreeding](http://montana.edu/barleybreeding)  
Contact: Hannah Turner  
Email: [hannah.turner2@montana.edu](mailto:hannah.turner2@montana.edu)  
Phone: (406) 599-2189

### Moonshine University

801 South 8th St.  
Louisville, KY 40203  
[moonshineuniversity.com](http://moonshineuniversity.com)  
Contact: Lindsey Davis  
Email:

[registrar@moonshineuniversity.com](mailto:registrar@moonshineuniversity.com)  
Phone: (502) 373-6689

The nation's premier educational distillery, bringing together specialists from every facet of the industry to provide education, training and professional services to startups and existing companies. Moonshine University is housed next door to sister company Flavorman, an international custom beverage development company.





**STEPUP Foundation**

stepupinternship.org  
 Contact: Sharli Ward  
 Email: info@stepupinternship.org  
 Phone: (407) 391-5047

**Time and Tasks**

(See also: Back Office Solutions)

**TIPS**

Health Communications Inc.  
 1501 Wilson Blvd., Ste. 500  
 Arlington, VA 22209  
 gettips.com  
 Contact: Trevor Estelle  
 Email: estellet@gettips.com  
 Phone: (800) GET-TIPS

**Whisky Education Foundation**

(See also: Branding/Marketing/Advertising Agencies)

**Wine & Spirit Education Trust (WSET)**

WSET Americas  
 71 Raymond Rd.  
 West Hartford, CT 06107  
 wsetglobal.com  
 Contact: Rob McCaughey  
 Email: rmccaughey@wsetglobal.com  
 Phone: (609) 433 7912

**ENGINEERING EQUIPMENT/  
SERVICES****APS Packaging**

(See also: Bottling Equipment)

**Bonded Lightning Protection**

(See also Safety Equipment and Services)

**Briggs of Burton, Inc.**

8900 Greenway Commons Pl., Ste. 200  
 Louisville, KY 40220  
 briggsplc.com  
 Contact: Annemarie McCloud  
 Email: annemarie.mcloud@briggsplc.com  
 Phone: (585) 426-2460

**Carl Artisan Distilleries and Brewing Systems**

(See also: Still Manufacturers)

**Chain-Vey (A Division of MPE)**

(See also: Grain Handling/Storage)

**Craft Automation**

5348 N. Riverview Dr.  
 Kalamazoo, MI 49004  
 craftautomation.com  
 Contact: Ryan Stockinger  
 Email: ryans@craftautomation.com  
 Phone: (269) 459-9440

**C&I Engineering**

Watterson Tower  
 1930 Bishop Ln., Ste. 800

Louisville, KY 40218  
 cieng.com  
 Email: info@CIEng.com  
 Phone: (502) 451-4977

**Dalkita**

(See also: Architects)

**Fogg Filler**

(See also: Bottling Equipment)

**FT System**

30 Corporate Park Dr., Ste. 230A 02359  
 Pembroke, MA 02359  
 ftsystem.com  
 Contact: Joe Aleszczyk  
 Email: joe.aleszczyk@ftsystm.com  
 Phone: (781) 336-6959

**JCS Process & Control Systems**

172 Metro Park  
 Rochester, NY 14623  
 jcs.com  
 Contact: Yamille Mendieta  
 Email: ymendieta@jcs.com  
 Phone: (585) 943-0109

**Kason Corporation**

(See also: Material Handling Equipment)

**Luckett & Farley**

(See also: Architects)

**Malek Brautech**

(See also: Bottling Equipment)

**Modern Process Equipment Corp.**

(See also: Grain Handling/Storage)

**MXD Process**

(See also: Fermenting Tanks)

**Newmapak Ltd.**

(See also: Bottling Equipment)

**Reardon Fire Consulting P.C.**

(See also: Safety Equipment and Services)

**Shrout Tate Wilson Consulting Engineers**

118 East Main St., Ste. 101  
 Louisville, KY 40202  
 stweng.com  
 Contact: Ronnie Flerlage  
 Email: ronnie.flerlage@stweng.com  
 Phone: (502) 819-7484

**Siemens Industry, Inc.**

siemens.com  
 Contact: Alissa Fono Nixon  
 Email: alissa.nixon@siemens.com  
 Phone: (281) 644-9010

**Thoroughbred Spirits Group**

(See also: Consultants)

**VITOK Engineers LLC**

1900 Plantside Dr.  
 Louisville, KY 40299  
 vitok.com  
 Contact: Nick Willison  
 Email: nbw@vitok.com  
 Phone: (502) 426-7770

**Wisner Controls**

1204 Main Street  
 Sebastian, FL 32958  
 wisnercontrols.com  
 Contact: Rick Wisner  
 Email: rick@wisnercontrols.com  
 Phone: (800) 262-7210

**EQUIPMENT DEALERS****ABE Equipment**

2001 SW 6th St  
 Lincoln, NE 68522  
 abeequipment.com  
 Email: info@ABEEquipment.com  
 Phone: (402) 475-2337

**Allied Beverage Tanks**

(See also: Fermenting Tanks)

**Chart Industries**

2200 Airport Dr. Ste. 100  
 Ball Ground, GA 30107  
 chartindustries.com  
 Contact: Christine Marrick  
 Email: christine.marrick@chartindustries.com  
 Phone: 970-301-1186

**Deutsche Beverage + Process**

deutschebeverage.com  
 Contact: Fred Nixon  
 Email: fnixon@deutschebeverage.com

**G&D Chillers, Inc.**

(See also: Chillers/Temperature Control)

**RMS Roller-Grinder**

27271 Ironworks Ave.  
 Harrisburg, SD 57032  
 rmsroller-grinder.com  
 Phone: (605) 368-9007

**TCW Equipment**

2975 Dutton Ave., Bldg. C  
 Santa Rosa, CA 95407

tcwequipment.com

Contact: Michael Caviness

Email: hello@tcwequipment.com

Phone: 707-963-9681

TCW proudly provides distillers with pumps, bottle fillers, filtration systems, hoses, tanks, kegs, filters and much more. We are a family business operating out of Sonoma

County, California. Our brand promise is to sell high-quality, fairly priced and inventive equipment in a straightforward and simplified way. In working with us, you will find that we care about the success of your craft and your operations.



**The Vintner Vault**  
3230 Riverside Ave., Ste. 140  
Paso Robles, CA 93446  
thevintnervault.com  
Contact: Andrew Berg  
Email: info@thevintnervault.com  
Phone: (805) 226-8100

## EXPERIENTIAL MARKETING & TOURISM

**Harvest Hosts**  
harvesthosts.com  
Contact: Jamie Tyma  
Email: jamie.tyma@harvesthosts.com

**RVOvernights.com**  
24 Spring Hill Rd.  
Annandale, NJ 08801  
rvoovernights.com  
Contact: Rob Case  
Email: rob@rvoovernights.com  
Phone: (908) 219-9119

## FERMENTING TANKS

**Allied Beverage Tanks**  
1751-D Howard St., No. 200  
Chicago, IL 60626  
alliedbeveragetanks.com  
Contact: Alan Dikty  
Email: info@alliedbeveragetanks.com  
Phone: (773) 465-7285

**Bavarian Breweries & Distilleries**  
(See also: Still Manufacturers)

**Brewmation**  
19 Donovan Dr.  
Hopewell Jct, NY 12533  
brewmation.com  
Contact: John Kalinowsky  
Direct email: jkalinowsky@brewmation.com  
General email: sales@brewmation.com  
Main: (845) 765-8395 Ext. 412

Mobile: (845) 447-3012

**Briggs of Burton, Inc.**  
(See also: Engineering Equipment/Services)

**Custom MetalCraft**  
P.O. Box 10587  
Springfield, MO 65808-0587  
custom-metalcraft.com  
Contact: Nikki Holden  
Email: nikkih@custom-metalcraft.com  
Phone: (417) 862-0707

**Deutsche Beverage + Process**  
(See also: Equipment Dealers)

**Filter Process & Supply**  
(See also: Filtration)

**Hall-Woolford Tank Co., Inc.**  
5500 N. Water St.  
Philadelphia, PA 19120  
woodtank.com  
Contact: Jack Hillman  
Email: 5500 N. WATER ST.  
Phone: (215) 329-9022

**Mio Vigneto Products, INC**  
8075 Wayland Rd.  
Loomis, CA 95650  
miovigneto.com  
Contact: Dwight Busalacchi  
Email: dwightb@miovigneto.com  
Phone: (415) 531-6450

**MXD Process**  
4650 Middle Rd.  
Jeffersonville, IN 47130  
mxdprocess.com  
Contact: Luke Filipiak  
Direct email: luke.filipiak@mxdprocess.com  
General email: sales@mixr.odoo.com  
Main: (812) 202-4047  
Direct: (503) 308-0134

**Silver State Stainless**  
12 Industrial Pkwy., Ste. E1  
Mound House, NV 89706  
silverstatestainless.com  
Contact: Richard Sharke  
Email: sales@silverstatestainless.com  
Phone: (775) 246-1180

**Spokane Stainless Technologies**  
3808 N Sullivan Rd., Bldg. 4H  
Spokane Valley, WA 99216  
spokanestainless.com  
Contact: Rick England  
Email: rengland@spokanestainless.com  
Main: (509) 921-8852  
Mobile: (509) 570-6932

Custom stainless steel tanks and fermenters from Spokane Stainless Technologies are used by craft distilleries across North America to produce award-winning whiskeys, vodkas, gins and other craft spirits. We have become one of the most trusted manufacturers of craft distilling tanks. Rely on Spokane Stainless Technologies to craft and deliver a distillery tank that will produce spirits you will be proud of! We are certified to engineer and build UL-142 tanks, too!



**StillDragon**  
(See also: Still Manufacturers)

**TCW Equipment**  
(See also: Equipment Dealers)

**Vendome Copper & Brass Works**  
(See also: Still Manufacturers)

**The Vintner Vault**  
(See also: Equipment Dealers)

**Wisner Controls**  
(See also: Engineering Equipment/Services)

## FILTRATION

**Allied Beverage Tanks**  
(See also: Fermenting Tanks)

**Bouncer**  
P.O. Box 148  
Raleigh, NC 27602  
bouncer.beer  
Contact: Doug Kline  
Email: doug@bouncer.beer  
Phone: (910) 620-3594

**Cru Bottling Systems**  
(See also: Bottling Equipment)

**Filter Process & Supply**  
45 Stouts Ln., Unit 3  
Monmouth Junction, NJ 08852  
filterprocess.com  
Contact: Peter Wojnarowicz  
Email: sales@filterprocess.com  
Phone: (732) 329-2500



**Gusmer Enterprises**

(See also: Analyzing/Quality Control Equipment)

**Russell Finex Inc.**

625 Eagleton Downs Dr.  
Pineville, NC 28134  
russellfinex.com  
Email: inquiries@russellfinex.com  
Phone: (70) 588-9808

**Scott Laboratories**

(See also: Yeast & Fermentation)

**FINANCIAL INSTITUTIONS/  
FINANCING/INVESTMENT**

**American Whiskey Capital**

269 S Beverly Dr., Ste. 635  
Beverly Hills, CA 90212  
snlcapital.com  
Contact: Volker Schauz  
Email: volker@snlcapital.com  
Phone: (310) 395-2700

**CaskX**

9720 Wilshire Blvd., Ste. 204  
Beverly Hills, CA 90212  
caskx.com  
Phone: (310) 807-5060  
Email: sales@caskx.com

**Dimension Funding**

dimensionfunding.com  
Contact: Matthew Thomas  
Email: mthomas@dimensionfunding.com  
Phone: (949) 383-5511

**EXIM: Export-Import Bank of the United States**

(See also: Import/Export Services)

**First Beverage Group**

firstbev.com  
Contact: Kristen Bareuther  
Direct email: kristen@firstbeveragegroup.com  
General email: info@firstbev.com  
Phone: (310) 481-5100

**Fisher & Co.**

(See also: Consultants)

**H&A Barrel Management**

(See also: Barrel Suppliers/Cooperages)

**InvestBev**

414 N Orleans #403  
Chicago, IL 60654  
investbev.com  
Email: investments@investbev.com

**Live Oak Bank**

100 B St., Ste. 100  
Santa Rosa, CA 95401

liveoakbank.com

Contact: Tracy Sheppard  
Direct email: tracy.sheppard@liveoak.bank

**North Star Leasing**

747 Pine St., Ste. 201  
Burlington, VT 05401  
northstarleasing.com  
Contact: Jay Conder  
Email: jay@northstarleasing.com  
Phone: (844) 805-3273

**South Central Bank**

386 Waller Ave., Ste. 110  
Lexington, KY 40504  
southcentralbank.com  
Contact: Coby Adkins  
Email: coby.adkins@southcentralbank.com  
Phone: (859) 608-5889

**Truist Bank**

1878 Connemara Dr.  
Atlanta, GA 30341  
truist.com  
Contact: Joseph Goode  
Email: joseph.goode@truist.com  
Phone: (770) 851-1190

**Victory Spirits Development**

(See also: Bulk Spirits/Contract Distilling)



**Production Process**



**UPC**



**Co-Pack**

## DREAM OF OWNING YOUR OWN VODKA OR GIN BRAND?



Make your dream a reality with **Contract Distilling** from **OOLA Distillery**

You control the vision. We provide the support.

*Sourcing • Ordering • Distilling  
Bottling • Shipping • Compliance*

**Contact us today!** [info@ooladistillery.com](mailto:info@ooladistillery.com)



**TTB Cola Certification**



**TTB Formula Approval**



**Design**

## FLOORING

**Brew Floors**

805 Lehigh Ave.  
Union, NJ 07083  
brewfloors.com  
Email: info@brewfloors.com  
Phone: (833) 273-9235

**Cascade Floors Inc.**

P.O. Box 250  
Sublimity, OR 97385  
cascadefloors.com  
Contact: Christopher Kleiin  
Email: chris@cascadefloors.com  
Phone: (503) 769-6823

**Dex-O-Tex**

3000 E. Harcourt St.  
Rancho Dominguez, CA 90221  
dex-o-tex.com  
Phone: (310) 886-9100

**Düraamen Engineered Products Inc.**

116 W. 23rd St.  
New York, NY 10011  
duraamen.com  
Phone: (212) 386-7609

**Sika USA**

201 Polito Ave.  
Lyndhurst, NJ 07071  
usa.silka.com  
Phone: (201) 933-8800

## FORKLIFTS

**BYD Motors LLC**

1800 S. Figueroa St.  
Los Angeles, CA 90015  
en.byd.com/forklift  
Email: info.na@byd.com  
Phone: (213) 748-3980

**Crown Equipment Corp.**

44 S. Washington St.  
New Bremen, OH 45869  
crown.com  
Phone: (419) 629-2311

**Hyster-Yale Materials Handling, Inc.**

5875 Landerbrook Dr., Ste. 300  
Cleveland, OH 44124  
hyster-yale.com  
Phone: (800) 531-3964

**Hyundai Material Handling**

6100 Atlantic Blvd.  
Norcross, GA 30071  
hyundaiforkliftamericas.com  
Phone: (678) 823-7777

**Kion North America (Linde Material Handling)**

2450 W 5th N St.  
Summerville, SC 29483

kion-na.com  
Phone: (843) 875-8000

**Mitsubishi Caterpillar Forklift America**

2121 W. Sam Houston Pkwy. North  
Houston, TX 77043  
mcfa.com  
Phone: (713) 365-1000

**Toyota Material Handling**

5559 Inwood Dr.  
Columbus, IN 47201  
toyotaforklift.com  
Phone: (812) 341-3800

## FRUIT/FRUIT CONCENTRATES

**Amoretti**

(See also: Ingredients and Flavors)

**BSG**

(See also: Grain and Malt)

**Filter Process & Supply**

(See also: Filtration)

**Flying Leap Vineyards & Distillery**

8110 S. Houghton Rd., Ste. 158-524  
Tucson, AZ 85747  
flyingleapvineyards.com  
Contact: Mark Beres  
Email: markberes@msn.com  
Phone: (520) 954-2935

**Northwest Naturals**

11805 North Creek Pkwy. S  
Ste. A104  
Bothell, WA 98011-8803  
nwnaturals.com  
Phone: (425) 881-2200

## GLASSWARE

**Anchor Hocking**

(See also: Bottles)

**Anfora**

(See also: Bottles)

**Chongqing Youyuan Glassware Co., Ltd.**

Floor 32-9, No. 16 Jianxin North Rd.  
Jiangbei District  
Chongqing, 400020, China  
cqyouyuanglassware.com  
Contact: Blair Xiao  
Email: blair@cqyouyuanglassware.com  
Phone: +86 23-679568030

**Distillery Products**

(See also: Merchandise Companies)

**Galax Corp.**

Kasei16Bldg, 1-4-11  
Katsushima, Shinagawa-ku  
Tokyo 140-0012 Japan

galax-import.com  
Contact: Mark Shiga  
Email: mark-shiga@galax-import.com  
Phone: +81-3-3766-1144

**Glencairn Crystal**

1-11 Langlands Avenue  
Glasgow, UK G75 0YG  
glencairn.co.uk  
Contact: Marty Duffy  
Email: marty@glencairn.co.uk  
Phone: 44 (135) 527-9717

**Nouvel**

(See also: Bottles)

**PlastDiversiiti**

(See also: Barware)

**Rastal**

Rastal-Str. 1  
56203 Höhr-Grenzhausen  
Germany  
rastal.com  
Contact: André Klaus  
Email: andre.klaus@rastal.com  
Phone: +49 (2624) 16-283

**Riedel**

Weissachstrasse 28-34  
6330 Kufstein  
Austria  
riedel.com  
Email: info@riedel.com  
Phone: +43-5372-64896

**Ritzenhoff AG**

Sametwiesen 2  
34431 Marsberg, Germany  
ritzenhoff.de  
Contact: Quentin Matthiesen  
Email: quentin.matthiesen@ritzenhoff.de  
Phone: +49 2992.981109  
Mobile: +49 151 11407109

**Sterling Cut Glass**

5020 Olympic Blvd.  
Erlanger, KY 41018  
sterlingcutglass.com  
Contact: Alex Vaught  
Email: spirits@sterlingcutglass.com  
Phone: (859) 283-2333 x 107

**SRI Ohio**

(See also: Bottles)

**Urban Bar**

(See also: Barware)

**Whisdom**

whiskeywhisdom.com  
Contact: Paddy Wu  
Email: paddy@whiskeywhisdom.com  
Phone: (360) 921-0211



## GRAIN AND MALT

**American Malting Barley Association**  
(See also: Trade Organizations/Guilds/  
Affiliated Nonprofits-National)

**Adams Grain Co.**  
P.O. Box 799  
Arbuckle, CA 95912  
adamsgrp.com  
Contact: Dave Holland  
Email: dholland@adamsgrp.com  
Phone: (530) 908-6346

### Admiral Maltings

651A West Tower Ave.  
Alameda, CA 94501  
admiralmaltings.com

Contact: Ron Silberstein

Email: ron@admiralmaltings.com

Phone: (415) 307-1870

Admiral Maltings's grain is sustainably farmed locally, floor-malted, and shipped fresh from the kiln to your distillery. Floor malting, an ancient but vanishing art revered by distillers worldwide, creates an unrivaled flavor complexity. Whiskey is agriculture. Malted barley is the story and soul of whiskey. We connect the distiller directly to the farmer and the maltster. You can tell a compelling story about the soul of your whiskey to set yourself apart in a competitive marketplace.



### Briess Malt & Ingredients Co.

625 S Irish Rd.  
Chilton, WI 53014  
briess.com

Contact: Mike Scanzello

Email: michael.scanzello@briess.com

Phone: (920) 849-8212

Authentic American-made whiskey starts with fine, handcrafted

American malt. Briess' distilling portfolio includes high-yield malt flour, high-enzyme distillers malt, non-GN whiskey malt, and pregelatinized flaked adjuncts. Combined with expert technical support, Briess is uniquely positioned to help elevate and differentiate your whiskey.



### Boortmalt NV-SA

Zandvoort 2 - Haven 350 - Bus 1  
2030 Antwerpen, Belgium  
boortmalt.com  
Contact: Cristal Peck  
Email: cristal.peck@boortmalt.com  
Phone: +32 3 545 04 11

### Brooks Grain, LLC

1047 S. 15th St.  
Louisville, KY 40210  
brooksgain.com  
Contact: Jeff Mosier  
Email: jeff.mosier@cgb.com  
Phone: (502) 439-8232

### BSG

800 First Ave. W  
Shakopee, MN 55379  
bsgdistilling.com  
Email: orders@bsgdistilling.com  
Phone: (855) 819-3950

### CerCo Ingredients

(See also Ingredients and Flavors)

### Country Malt Group

700 Washington St., Ste. 508  
Vancouver, WA 98660  
countrymaltgroup.com  
Contact: Justine Johnson  
Email: jjohnson2@canadamalting.com

### Hartwick College Center for Craft Food and Beverage

(See also: Analyzing/Quality Control Equipment)

### Highland Milling LLC

20841 Barrel Ln.  
Caldwell, ID 83607  
highlandmillingllc.com  
Contact: David Sanders  
Email: daves@highlandmillingllc.com  
Phone: (360) 901-8332

### Integrity AG

14633 Timber Rd.  
Lanark, Illinois 61046  
integrityag.com  
Contact: Terry Sweitzer  
Email: terry@integrityag.com  
815-541-0082

### Malteurop Malting Co.

3830 W. Grant St.  
Milwaukee, WI 53215  
malteuropmaltingco.com  
Contact: Christopher Seitz  
Direct email:  
christopher.seitz@malteurop.com  
General email:  
customersuccess@malteurop.com  
Main: (844) 546-MALT  
Mobile: (414) 336-8744

### Montana Craft Malt

50 Sod Farm Rd.  
Butte, MT 59750  
montanacraftmalt.com  
Contact: Matt Drew  
Email: matt@montanacraftmalt.com  
Phone: (406) 493-2558

### Montana State University

(See also: Education)

### Prairie Malt

704 South 15th St.  
Sheboygan, WI 53081  
prairiemalt.com  
Contact: Jon Davidson  
Email: jon.davidson@prairiemalt.com  
Phone: (920) 445-8291

### Root Shoot Malting

3553 CO-60  
Loveland, CO 80537  
rootshootmalting.com  
Contact: Todd Olander  
Email: todd@rootshootmalting.com  
Phone: (970) 227-0475

### Rovey Seed Co.

1157 Rovey Ave.  
Farmersville, IL 62533  
roveyseed.com  
Contact: Derek Rovey  
Email: derekr@roveyseed.com  
Phone: (217) 227-4541

### SalTerra LLC

901 Glenshire Rd  
Glenview, IL 60025  
salterra.biz  
Contact: James Beck  
Email: jhb@salterra.biz  
Phone: (847) 220-4208

### Scouler Co.

(See also: Ingredients and Flavors)

**Skagit Valley Malting**

11966 Westar Ln.  
Burlington, WA 98233  
skagitvalleymalting.com  
Contact: Erik Youngren  
Email: eyoungren@skagitvalleymalting.com  
Phone: (360) 982-1262

**Whiskey Sisters Supply**

PO Box 172162  
Denver, CO 80217  
whiskeysisterssupply.com  
Contact: Stephanie Ohnmacht  
Email: stephanie@whiskeysisterssupply.com  
Phone: (720) 445-6545

**GRAIN HANDLING/STORAGE****ABM Equipment**

13911 NW 3rd Ct.  
Vancouver, WA 98685  
abmequipment.com  
Contact: Sarah Jarrell  
Email: sjarrell@abmequipment.com  
Phone: (360) 558-7156

**Briggs of Burton, Inc.**

(See also: Engineering Equipment/Services)

**Chain-Vey (A Division of MPE)**

3125 South Kolin Avenue  
Chicago, IL 60623  
chainvey.com  
Contact: Carlos Castillo  
Email: ccastillo@mpechicago.com  
Phone: (773) 254-3929

**Modern Process Equipment Corp.**

3125 South Kolin Ave.  
Chicago, IL 60623  
mpechicago.com  
Contact: Carlos Castillo  
Email: ccastillo@mpechicago.com  
Phone: (773) 242-2923

**Scouler Co.**

(See also: Ingredients and Flavors)

**Vincent Corporation**

2810 East 5th Ave.  
Tampa, FL 33605  
vincentcorp.com  
Contact: Fred White  
Email: fred@vincentcorp.com  
Phone: (813) 248-2650

**IMPORT/EXPORT SERVICES****Alcohol Tax Consultants, Inc.**

(See also: Consultants)

**ATX Wholesale Liquors**

9904 Gray Blvd., Ste. D  
Austin, TX 78758

atxliquor.com

Contact: Clayton Cersonsky  
Email: sales@atxliquor.com  
Phone: (512) 582-0102

**Cardinal Spirits**

(See also: Bulk Spirits/Contract Distilling)

**Enovationbrands**

2875 NE 191st St.  
Miami, FL 33180  
enovationbrands.com  
Contact: Letizia Bertelli  
Email: l.bertelli@enovationbrands.com  
Phone: (305) 726-5641

**Export-Import Bank of the U.S. (EXIM)**

811 Vermont Ave., NW Room 1207  
Washington, D.C. 20571  
exim.gov  
Contact: Elizabeth Thomas  
Email: elizabeth.thomas@exim.gov  
Phone: (202) 505-0835

**Kentucky Bourbon Barrel**

(See also: Barrel Suppliers/Cooperages)

**MHW Ltd.**

1129 Northern Blvd. Ste. 312  
Manhasset, NY 11030  
mhwLtd.com  
Contact: MaryAnn Pisani  
Email: mpisani@mhwLtd.com  
Phone: (516) 869-9170 ext. 211

**Park Street**

(See also: Back Office Solutions)

**INGREDIENTS AND FLAVORS****Admiral Maltings**

(See also: Grain and Malt)

**Aeva Labs**

310 S. Harrington St.  
Raleigh, NC 27603  
aevalabs.com  
Contact: Steven Guido  
Email: steven@aevalabs.com  
Phone: (919) 351-5917

**American Malting Barley Association**

(See also: Trade Organizations/Guilds/  
Affiliated Nonprofits-National)

**Amoretti**

451 S Lombard St.  
Oxnard, CA 93030

amoretti.com

Debra Coletti

Email: debra@amoretti.com

Phone: (717) 503-1581

Amoretti is a California-based company specializing in super concentrated natural infusions for artisan craft beverages. Sourcing the freshest and tastiest fruits, herbs, spices, chocolates, vanillas and peppers from around the world—and paying meticulous attention to quality and consistency—ensures that each batch is impeccable, creative and consistently high in quality.

Amoretti places a strong emphasis on delivering a reliable and exceptional product, aiming to meet the demands of the artisan craft beverage market.

**Bontoux**

21 Progress St.  
Edison, NJ 08820  
bontoux.com  
Email: sales@bontoux.com  
Phone: (908) 755-4800

**Breckenridge Technologies**

2333 San Ramon Valley Blvd., Ste. 460  
San Ramon, CA 94583  
brecktech.com  
Contact: JB Harrell  
Email: solutions@brecktech.com  
Phone: (800) 348-4800

**Briess Malt & Ingredients Co.**

(See also: Grain and Malt)

**BSG**

(See also: Grain and Malt)

**Cayuga Ingredients**

(See also: Bulk Spirits/Contract Distilling)

**CerCo Ingredients**

Cereal Byproducts Co.  
601 E Kensington Rd  
Mount Prospect, IL 60056  
cerealbyproducts.com  
Contact: Shane Volkerding  
Email: srv@cercogroup.com  
Phone: (847) 818-1550



**CIE**

(See also: Bulk Spirits/Contract Distilling)

**Comax Flavors**

130 Baylis Road  
Melville, NY 11747  
comaxflavors.com  
Contact: Stefan Lublin  
Email: slublin@comaxflavors.com  
Phone: (973) 886-3202

**Dashfire**

(See also: Bulk Spirits/Contract Distilling)

**Dutch Gold Honey Inc.**

2220 Dutch Gold Dr.  
Lancaster, PA 17601  
dutchgoldhoney.com  
Contact: Evan Himes  
Email: ehimes@dutchgoldhoney.com  
Phone: (717) 869-6042

**East Coast Crush & Co-Pack**

(See also: Contract Packaging)

**Filter Process & Supply**

(See also: Filtration)

**Flavorman**

809 South 8th St.

Louisville, KY 40203

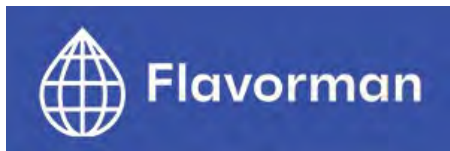
flavorman.com

Contact: Spencer McGuire

Email: spencer@flavorman.com

Phone: 502-383-0434

Since 1992, Flavorman has been leading the industry in beverage development. Our clients range from startup entrepreneurs to major international players in the global market. Flavorman receives requests from all over the world to create and improve new beverages. With over 30 years in the business and over 80,000 formulations developed, we can help you change what the world is drinking.

**Glacial Grain Spirits, LLC**

(See also: Bulk Spirits/Contract Distilling)

**Gusmer Enterprises**

(See also: Analyzing/Quality Control Equipment)

**The Honey Blossom**

thehoneyblossom.com  
Contact: Alex Lopez  
Email: info@thehoneyblossom.com  
Phone: (469) 810-2305

**Horner International**

3427 Industrial Dr.  
Durham, NC 27704  
hornerinternational.com  
Contact: Kris Watson  
Email: kris.watson@hornerintl.com  
Phone: (919) 787-3112 Ext. 157

**International Molasses**

(See also: Molasses)

**Malteurop Malting Co.**

(See also: Grain and Malt)

**Mother Murphy's Flavors**

2826 South Elm-Eugene St.  
Greensboro, NC 27215  
mothermurphys.com  
Email: moden@mothermurphys.com  
Phone: (800) 849-1277

**National Honey Board**

(See also: Trade Organizations/Guilds/Affiliated Nonprofits, National)

**Prairie Malt**

(See also: Grain and Malt)

**Root Shoot Malting**

(See also: Grain and Malt)

**Rovey Seed Co.**

(See also: Grain and Malt)

**SalTerra LLC**

(See also: Grain and Malt)

**San Francisco Herb Co.**

250 14th St.  
San Francisco, CA 94103  
sfherb.com  
Contact: Tyson Paape  
Email: tyson@sfherb.com  
Phone: (415) 737-6868

**Sapphire Flavors & Fragrances**

23621 Hollingsworth Dr.  
Murrieta, CA 92562  
sapphireflavors.com  
Contact: Gregg Tamai  
Email: gtamai@sapphireflavors.com  
Phone: (951) 867-6650

**Scoular Co.**

1360 Memphis Junction Rd.  
Bowling Green, KY 42101  
scoular.com/who-we-serve/food-manufacturers

Contact: Jonathan Hull

Email: jhull@scoular.com

Phone: (403) 720-9050

**The Spiritual Machine**

(See also: Consultants)

**Trilogy Flavors**

1304 Continental Dr.  
Abingdon, MD 21009  
trilogyflavors.com  
Contact: Chris Milligan  
Email: cmilligan@trilogyflavors.com  
Phone: (314) 753-5266

**True Essence Foods**

1125 E. Brookside Ave. #D2

Indianapolis, IN 46205

trueessencefoods.com

Contact: Robert Kirch

Email:

robert.kirch@trueessencefoods.com

Phone: (317) 550-6198

True Essence Foods is a technology company with proprietary equipment solutions that enable spirits customers to enhance product quality and flavor. Our mechanical, non-additive Flavor Balancing solution rapidly removes off-flavors and compounds that make a spirit taste unbalanced. True Essence Technology gives distillers a tool to achieve ultimate consistency, reclaim off-tasting spirits, and ignite new product launch and innovation.

TRUE  
ESSENCE  
FOODS

**Weber Flavors**

549 Palwaukee Dr.  
P.O. Box 546  
Wheeling, IL 60090  
weberflavors.com  
Contact: Brad Sadler  
Direct email: brads@weberflavors.com  
General email: sales@weberflavors.com  
Phone: (847) 215-1980

## INSURANCE AGENCIES

### Brewery Pak Insurance Programs

3 Wing Dr.  
Cedar Knolls, NJ 07927  
and  
1255 Treat Blvd., Suite 810  
Walnut Creek, CA 94597  
brewerypak.com  
Contact: Paul Martinez  
Direct email: paulm@brewerypak.com  
General email: info@pakprograms.com  
Phone: (888) 386-5701 ext. 2225

### The Cincinnati Insurance Companies

6200 S. Gilmore Rd.  
Fairfield, OH 45014  
cinfm.com  
Contact: Donald Seitz  
Email: donald\_seitz@cinfm.com  
Phone: (513) 603-5985

### Export-Import Bank of the U.S. (EXIM)

(See also: Import/Export Services)

### Marshall & Sterling

110 Main Street  
Poughkeepsie, NY 12601  
marshallsterling.com  
Contact: Gary McCann  
Email: gmccann@marshallsterling.com  
Phone: (518)384-1100 ext. 1402

### Martin & Zerfoss, Inc.

6730 Charlotte Pike  
Nashville, TN 37209  
martinzerfoss.com  
Contact: Paul Steele  
Email: psteele@martinzerfoss.com  
Phone: (615) 297-8500

## Whalen Insurance

71 King St.

Northampton, MA 01060

whaleninsurance.com

Contact: Peter Whalen

Email: peter@whaleninsurance.com

Phone: (413) 586-1000

Whalen Insurance has focused on insuring craft distilleries for many years, as we realize that this industry often struggles to find the right coverage at affordable prices. We provide all of the property and liability coverages necessary to operate your business, including building, contents, business interruption, general and

liquor liability as well as workers' compensation, auto and bonding. We understand, appreciate, and allow for the challenge that comes from the constantly increasing value of aging spirits.

Many of the distilleries we see have insurance policies that are inappropriate and costly. Please give us the opportunity to help you find better coverage from "A" rated insurance companies at prices that you can handle. We work countrywide.



## LABELING MACHINES

### APHOLOS Metal Labels & Closures

(See also: Label Suppliers/Designers)

### AT Information Products

575 Corporate Dr.  
Mahwah, NJ 07430  
atip-usa.com  
Contact: Jeff Norton  
Email: jeff.norton@atip-usa.com  
Phone: (201) 529-0202

### Axon Corp.

(See also: Shrink Sleeves)

### Blanco Labels

(See also: Label Suppliers/Designers)

### CDA USA

7500 Ranco Rd.  
Richmond, VA 23228  
cda-usa.com  
Email: contact@cda-usa.com  
Phone: (804) 918-3707

### Cru Bottling Systems

(See also: Bottling Equipment)

### DTM Packaging & Custom Automation

(See also: Bottling Equipment)

### Fast Track Packaging

(See also: Can Suppliers)

### Fres-co System USA Inc.

3005 State Rd.

Telford, PA 18969-1033

fresco.com

Contact: Kay Sivel

Email: ksivel@fresco.com

Phone: (215) 721-4600

### FT System

(See also: Engineering Equipment/Services)

### Graphic Packaging International

1500 Riveredge Pkwy NW, Suite 100, 9th Floor  
Atlanta, GA 30328  
graphicpkg.com  
Contact: Gregory J. McKenna  
Email: greg.mckenna@graphicpkg.com  
Phone: (770) 240-7945

### KHS USA Inc.

(See also: Bottling Equipment)

### K Sidrane Inc.

24 Baiting Place Rd.  
Farmingdale, NY 11735  
ksidrane.com  
Contact: Zachary Sidrane  
Email: zsidrane@ksidrane.com  
Main: (800) 222-9867  
Direct: (631) 393-6974

### LabelMate USA

12A Sunset Way  
Henderson, NV 89014  
labelmateusa.com  
Contact: Stuart Ripplinger  
Direct email: stuart@labelmateusa.com  
General email: sales@labelmateusa.com  
Main: (877) 833-7149  
Direct: (702) 435-8535

### Langguth

109 Randall Dr.  
Waterloo, Ontario N2V 1C5  
Canada  
langguth.ca  
Contact: Tom Janisse  
Email: tjanisse@langguth.ca  
Phone: (519) 888-0099 ext. 327

### Mio Vigneto Products, INC

(See also: Fermenting Tanks)

### Newmapak Ltd.

(See also: Bottling Equipment)

### Pack Leader USA

3951 E. 137th Ter.  
Grandview, MO 64030  
packleaderusa.com  
Contact: Todd Piepergerdes  
Direct email: todd@packleaderusa.com  
General email: sales@packleaderusa.com  
Main: (816) 581-4330  
Direct: (816) 888-8614  
Mobile: (816) 885-7658



**PDC International**

8 Sheehan Ave.  
Norwalk, CT 06854  
pdc-corp.com  
Contact: Rich Keenan  
Email: rkeenan@pdc-corp.com  
Phone: (732) 245-8344

**P.E. Labellers**

Via Industria, 56  
46047 Porto Mantovano (MN), Italy  
pelabellers.it  
Email: pelabellers@pelabellers.it  
Phone +39 0376 389311

**Resource Label Group**

(See also: Label Suppliers/Designers)

**Shemesh Automation**

(See also: Bottling Equipment)

**Taylor Made Labels: A Resource Label Group Co.**

(See also: Label Suppliers/Designers)

**The Vintner Vault**

(See also: Equipment Dealers)

**Weber Packaging Solutions, Inc.**

(See also: Label Suppliers/Designers)

**LABEL SUPPLIERS/DESIGNERS****A1 Label: A Resource Label Group Co.**

999 Progress Ave.  
Scarborough  
Ontario, Canada M1B 6J1  
resourcelabel.com/label-printing/  
a1-label-toronto-ontario/  
Contact: Evan Bonsell  
Email: evan.bonsell@a1-group.com  
Phone: (855) 878-0221

**Actega North America Technologies, Inc.**

965 Waterman Ave.  
East Providence, RI 02914  
actega.com  
Contact: Anthony Carignano  
Direct email:  
anthony.carignano@altana.com  
Mobile: (401) 408-8772

**Advanced Labels NW**

2100 196th St. SW, Ste. 131  
Lynnwood, WA 98036  
advancedlabelsnw.com  
Contact: Mike Bates  
Email: mike.bates@resourcelabel.com  
Phone: (425) 776-4315

**All American Label & Packaging**

6958 Sierra Ct.

Dublin, CA 94568  
allamericanlabel.net  
Contact: Ken Wickman  
Email: ken@allamericanlabel.net  
Phone: (925) 803-5709

**APHOLOS Metal Labels & Closures**

1080 Broughton St.  
Vancouver, British Columbia  
Canada V6G 2A8  
apholos.com  
Contact: Diego Gneri  
Email: dgneri@apholos.com  
Phone: (213) 399-6228

**Blanco Labels**

3316 Aerial Way, SW  
Roanoke, VA 24018  
blancolabels.com  
Contact: Kurt Webber  
Email: kwebber@blancolabels.com  
Phone: (888) 325-2626

**Blanc Printing and Design**

2329 Hill Church Houston Road  
Canonsburg, PA 15317  
blancteam.com  
Contact: David Mathews  
Email: dave@blancteam.com  
Phone: (412) 221-6400

PAID CONTENT

# Partnering with Emerging Spirit Brands for Their Sourcing & Packaging Needs

## THE STRATEGIC SOURCING HUB

The Strategic Sourcing Hub specializes in sourcing aged, barreled and bulk spirits as well as contract packaging, logistics and brand development for emerging brands in the beverage alcohol industry. Far more than just a spirit broker or contractor, The Strategic Sourcing Hub consults with growing distilleries to help establish and foster long-term relationships. Whether with customers or suppliers, The Strategic Sourcing Hub team seeks to build trust and understanding, and help partners successfully build their brands.

The team at The Strategic Sourcing Hub offers creative expertise in sourcing and managing a wide variety of high-quality bulk alcohol styles. Sourcing, filling, custom blending, transporting and warehousing barrel aged spirits is not just their craft, it's their passion. The Strategic Sourcing Hub has extensive experience procuring some of the most popular domestic and imported spirits, such as aged whiskey, rum, gin and brandy. They also source variety of specialty spirits like cachaça, calvados, imported whiskies and cream liqueurs. Partnering with global brands like E&A Scheer and Lucien Bernard, their team provides access to some of the finest international spirits available.

In addition, The Strategic Sourcing Hub offers proprietary brand development and contract packaging services with full bottling capabilities as well as design and production of new make bourbon, vodka, gin and cream liqueurs.

The Strategic Sourcing Hub is led by Black Button Distilling Founder and Master Distiller Jason Barrett. Jason offers over 10 years of experience in the spirits industry. With contacts that range across North America and Europe, Jason travels regularly throughout the distilling world to meet with clients, suppliers and producers to secure new relationships and sources for the finest imported and domestic spirits available. As a master distiller himself, Jason understands the needs opportunities and challenges of growing distilleries.

To learn more, visit [strategicsourcinghub.com](http://strategicsourcinghub.com)



**Blue Label Packaging**

3750 Lancaster New Lexington Rd. SE  
Lancaster, OH 43130  
bluelabelpackaging.com  
Contact: Anthony "AJ" Henwood  
Direct email:  
anthony@bluelabelpackaging.com  
General email: info@bluelabelpackaging.com  
Phone: (866) 506-2583 Ext. 173

**CF Napa Brand Design**

(See also: Branding/Marketing/Advertising Agencies)

**Contagious**

(See also: Branding/Marketing/Advertising Agencies)

**88 Design Group**

(See also: Merchandise Companies)

**Eurostampa North America**

1440 E. Seymour Ave.  
Cincinnati, OH 45237  
eurostampa.com  
Contact: Andrew Bateman  
Email: andy.bateman@eurostampa.com  
Phone: (513) 821-2275

**Fast Track Packaging**

(See also: Can Suppliers)

**Flow-Design**

200 North Center St.  
Northville, MI 48167  
Contact: Dan Matauch  
Email: dan@flowdesign.com  
Phone: (248) 349-7250

**Fort Dearborn Co.**

1530 Morse Ave.  
Elk Grove, IL 60007  
fortdearborn.com  
Contact: Gwen Chapdelaine  
Email: gchapelaine@fortdearborn.com  
Phone: (847) 427-5405

**Global Package LLC**

(See also: Bottles)

**Golden Creative LLC**

(See also: Branding/Marketing/Advertising Agencies)

**G3 Enterprises**

g3enterprises.com  
Contact: Stephen Bernard  
Email: stephen.bernard@g3enterprises.com  
Phone: (630) 512-1398

**High-Proof Creative**

(See also: Branding/Marketing/Advertising Agencies)

**IGNITE Beverage Branding**

(See also: Branding/Marketing/Advertising Agencies)

**ILS: Innovative Labeling Solutions**

Brook & Whittle  
4000 Hamilton Middletown Rd.  
Hamilton, OH 45011  
ilslabels.com  
Contact: Kristen Waite  
Email: kristenwaite@ilslabels.com  
Phone: (513) 860-2457

**Ink360 (HDI, Inc.)**

1250 Butler Dr., Ste. C  
Fort Atkinson, WI 53538  
ink360.com  
Contact: Kenneth Matthews  
Email: ken@ink360.com  
Phone: (262) 617-2342

**Interstate Graphics Inc.**

(See also: Merchandise Companies)

**InTouch Labels & Packaging**

12 Technology Dr.  
N. Chelmsford, MA 01863  
intouchlabels.com  
Contact: Steffen S. Johnson  
Main email: info@intouchlabels.com  
Direct email: sjohnson@intouchlabels.com  
Direct phone: (978) 941-0560

**Label Aid**

608 Rye Beach Rd.  
Huron, OH 44839  
labelaidinc.com  
Contact: Darlene Crooks  
Email: dcrooks@labelaidinc.com  
Phone: (419) 433-2888

**Loggerhead Deco**

(See also: Bottles)

**Macaran Printed Products**

18 New Courtland St.  
Cohoes, NY 12047  
macaran.com  
Contact: Thomas Faugno  
Email: tfaugno@macaran.com  
Phone: (513) 418-1975

**MCC**

5510 Courseview Dr.  
Mason, OH 45040  
mcclabel.com  
Contact: Francisco Siller  
Email: francisco.siller@mcclabel.com  
Phone: (513) 459-4316

**Monvera Glass Décor**

1414 Harbour Way South, Ste. 1400  
San Francisco, CA 94804  
monvera.com  
Contact: Caitriona Anderson  
Email: caitriona@monvera.com  
Phone: (877) 792-1150

**Niagara Label Co.**

P.O. Box 90  
12715 Lewis Rd.

Akron, New York 14001  
niagaralabel.com  
Contact: Tina Lemley  
Email: tina@niagaralabel.com  
Phone: (716) 542-3000

**OEC Graphics**

(See also: Point-of-Sale Displays/Marketing)

**Packaging Logistics Inc.**

(See also: Packaging/Secondary)

**Paragon Label: A Resource Label Group Co.**

2190 S. McDowell Blvd.  
Petaluma, CA 94954  
resource-label.com/label-printing/  
paragon-napa-sonoma/  
Contact: Michael Panconi  
Email: michael.panconi@resource-label.com  
Phone: (707) 773-4363

**Phoenix Packaging**

(See also: Packaging/Secondary)

**Punch Design**

(See also: Branding/Marketing/Advertising Agencies)

**Red Oak Label**

2500 W. Sunset Dr.  
Waukesha, WI 53189  
redoaklabel.com  
Contact: Charlie Nevermann  
Direct email: charlien@redoaklabel.com  
General email: sales@redoaklabel.com  
Main: (262) 565-1323  
Mobile: (262) 894-3049

**Resource Label Group**

147 Seaboard Ln.  
Franklin, TN 37067  
resource-label.com  
Contact: Marsha Frydrychowski  
Email: marketing@resource-label.com  
Phone: (224) 315-4851

**SealLux Labels & Seals/Intercap Capsules**

2228 Northpoint Pkwy.  
Santa Rosa, CA  
seallux.com  
Contact: Dan Bock  
Email: dan@seallux.com  
Phone: (707) 320-3403

**Sérigraphie**

SRI Ohio Inc./Serigraphie Richford Inc.  
1061 Mill Park Dr.  
Lancaster, OH 43130  
serigraphierichford.com  
Contact: Cedric Copin  
Email: ccopin@srimtl.com  
Phone: (514) 696-7474

**The Spearhead Group**

(See also: Packaging/Secondary)

**Stanpac Ink**

2660 Industrial Park Rd.  
Smithville, Ontario, Canada L0R 2A0  
stanpacnet.com  
Contact: Gord McLeish  
Email: gordm@stanpacnet.com  
Phone: (905) 296-0924

**Taylor Made Labels: A Resource Label Group Co.**

17252 Pilkington Rd., PO 2189  
Lake Oswego, OR 97035  
resourcelabel.com/label-printing/  
taylor-made-labels-portland/  
Contact: Mike Bates  
Email: mike.bates@resourcelabel.com  
Phone: (503) 699-5000

**Turner Labels Inc.**

112 Commerce Dr.  
Nicholasville, KY 40356  
turnerlabels.com  
Contact: Jeremy Brooking  
Email: sales@turnerlabels.com  
Phone: (859) 887-4000

**Universal Packaging**

(See also: Bottles)

**Weber Packaging Solutions, Inc.**

711 West Algonquin Rd.  
Arlington Heights, IL 60005  
weberpackaging.com  
Contact: Jeff Brock  
Direct email: jbrock@weberpackaging.com  
General email:  
custserv@weberpackaging.com  
Main: (800) 843-4242  
Mobile: (213) 312-7125

**WindWalker Packaging Solutions**

560 Belitz Dr.  
Kiel, WI 53042  
windwalker.net  
Contact: Mike Moran  
mike.moran@windwalker.net  
Phone: (330) 336-5459

**LAB EQUIPMENT/SERVICES****Anton Paar USA**

2824 Columbia St.  
Torrance, CA 90503  
anton-paar.com  
Contact: Mark Coombs  
Email: mark.coombs@anton-paar.com  
Main: (310) 775-2196 ext. 461  
Mobile: (704) 491-4880

**Ferm Solutions**

(See also: Yeast/Fermentation)

**FT System**

(See also: Engineering Equipment/Services)

**Gusmer Enterprises**

(See also: Analyzing/Quality Control Equipment)

**Rudolph Research Analytical**

55 Newburgh Rd.  
Hackettstown, NJ, 07840  
rudolphresearch.com

Contact: Larry Martin

Email:

lmartin@rudolphresearch.com

Main: (973) 584-1558

Mobile: (908) 500-5990

Rudolph Research Analytical manufactures the DDM 2911 PLUS, Density Meter and Alcotest-RI for obscured and unobscured alcohol, proof testing. We are glad to provide a no obligation demonstration of our equipment right in your distillery.

**LEGAL SERVICES****Danow, McMullan & Panoff, P.C.**

275 Madison Ave., Ste. 1711  
New York, NY 10016  
dmppc.com  
Contact: Brian Fink  
Email: bfink@dmppc.com  
Phone: (212) 370-3744

**The Digest of Wine and Spirits Law**

(See also: Compliance)

**Distillery Compliance**

(See also: Consultants)

**Husch Blackwell LLP**

750 17th St. NW, Ste. 900  
Washington, DC 20006  
huschblackwell.com  
Contact: Leigh Barber  
Email: leigh.barber@huschblackwell.com  
Phone: (512) 479-1138

**Lehrman Beverage Law, PLLC**

2911 Hunter Mill Rd., Ste. 303  
Oakton, VA 22124  
bevlaw.com

Contact: Robert C. Lehrman

Email: rclehrman@bevlaw.com

Phone: (202) 449-3739, ext. 1

Lehrman Beverage Law has been helping distilleries, of all shapes and sizes, since 2001. We have seven lawyers dedicated to distilled spirits legal work, with an emphasis on TTB and federal work. In addition, we handle trademark and FDA matters. Our most common work relates to permits, labeling, formulas, trademarks and excise taxes. Rounding out the team, we have several legal assistants and specialized technical advisers in closely related fields.

**Malkin Law PA**

260 95th St., Ste. 206  
Miami Beach, FL 33154  
malkin.law  
Contact: Ryan Malkin  
Email: ryan@malkin.law  
Phone: (305) 763-8539

**McDermitt Will & Emery**

444 West Lake St.  
Chicago, IL 60606  
mwe.com  
Contact: Cherylyn McGlynn  
Email: cmcglynn@mwe.com  
Phone: (202) 756-8867

**Mitchell Silberberg & Knupp LLP**

11377 W Olympic Blvd.  
Los Angeles, CA 90064  
msk.com  
Contact: Daniel Hayes  
Email: kjt@msk.com  
Phone: (310) 312-3216

**Neal & McDevitt, LLC**

1776 Ash St.  
Northfield, IL 60093  
nealmcdevitt.com  
Contact: Rick Biagi  
Email: rbiagi@nealmcdevitt.com  
Phone: (847) 881-2455



**Waller Law**

511 Union St., Ste. 2700  
Nashville, TN 37219  
wallerlaw.com  
Contact: Rob Pinson  
Email: rob.pinson@wallerlaw.com  
Phone: (615) 850-8642

**LOGISTICS AND  
SUPPLY CHAIN SERVICES**

**Bivio Transport and Logistics Co., LLC**

P.O. Box 789  
6342 Bystrum Rd.  
Ceres, CA 95307  
biviortransport.com  
Contact: Tristan Hale  
Email: tristan.hale@biviortransport.com  
Phone: (209) 272-3124

**Cardinal Spirits**

(See also: Bulk Spirits/Contract Distilling)

**Greystone Logistics**

(See also: Pallets)

**iGPS**

(See also: Pallets)

**Kentucky Bourbon Barrel**

(See also: Barrel Suppliers/Cooperages)

**MHW Ltd.**

(See also: Import/Export Services)

**Park Street**

(See also: Back Office Solutions)

**Prompt Logistics**

212 2nd St., Unit 205A  
Lakewood, NJ 08701  
Contact: Avi Perlstein  
avi@promptlogistics.com  
Phone: (732)930-8842

**Sethmar Transportation**

6330 Sprint Parkway #100  
Overland Park, KS 66211  
sethmar.com  
Contact: Brett Eckinger  
Email: brett@sethmar.com  
Phone: (913) 686-6498

**The Strategic Sourcing Hub**

(See also: Bulk Spirits/Contract Distilling)

**Top Shelf Logistics**

1660 West Linne Rd. Ste. J10  
Tracy, CA 95377  
topshelflogistics.com  
Contact: Richard Baduini  
Email: rbaduini@topshelflogistics.com  
Phone: (209)-627-3100

**VinLog**

Powered by Kuehne+Nagel  
vinlog.com  
Contact: Rebecca Lynch  
Email: rebecca.lynych@kuehne-nagel.com  
Phone: (732) 533-3987

**MASHING EQUIPMENT**

**Allied Beverage Tanks**

(See also: Fermenting Tanks)

**Brewmation**

(See also: Fermenting Tanks)

**Carl Artisan Distilleries and Brewing Systems**

(See also: Still Manufacturers)

**MATERIAL HANDLING EQUIPMENT**

**Carleton Helical Technologies**

30 South Sand Rd.  
New Britain, PA 18901  
feedscrew.com  
Contact: Sabin Haas  
Email: shaas@feedscrew.com  
Main: (215) 230-8900 Ext. 105  
Mobile: (702) 682-8011

**Chain-Vey (A Division of MPE)**

(See also: Grain Handling/Storage)

**DTM Packaging & Custom Automation**

(See also: Bottling Equipment)

**FT System**

(See also: Engineering Equipment/Services)

**Kason Corporation**

67-71 East Willow St.  
Millburn, NJ 07041  
kason.com  
Contact: Jim Ling  
Email: distilling@kason.com  
Phone: (973) 467-8140

**Maspack Packaging USA**

(See also: Palletizers/De-palletizers)

**Polymer Solutions International**

(See also: Pallets)

**PTM (Plásticos Técnicos Mexicanos)**

(See also: Pallets)

**The Vintner Vault**

(See also: Equipment Dealers)

**MERCHANDISE COMPANIES**

**117 Global**

(See also: Packaging/Secondary)

**The Alison Group**

(See also: Point of Sale Displays/Marketing)

**rove Branding**

(See also: Branding/Marketing/Advertising Agencies)

**Brewery Branding Co.**

5841 SE International Way  
Portland, OR 97222  
brewerybranding.com  
Contact: Jeremy Wood  
Email: jeremy@brewerybranding.com  
Phone: (503) 701-5175

**Custom Shot Skis**

1785 Kayscreek Cir.  
Layton, Utah 84040  
customshotskis.com  
Contact: Jim Hardin  
Email: jim@customshotskis.com  
Phone: (801) 628-7122

**Distillery Products**

245 South Complex Drive

Kalispell, MT 59901

distilleryproducts.com

Contact: Janie Sciacca

Email:

cheers@distilleryproducts.com

Phone: (844) 837-1515

Distillery Products supplies premium whiskey glasses and barware from renowned brands such as Glencairn, Urban Bar and more. Our commitment lies in offering industry-low pricing and accommodating minimum quantities without compromising quality. We specialize in engraved glassware that reflects the excellence of distillers' spirits. Our attention to detail ensures brand integrity, capturing even the most intricate designs. Distillery Products stands as the trusted destination for distillers seeking top-notch glassware solutions.



**88 Design Group (a division of Grandstand)**

3840 Greenway Cir.  
Lawrence, KS 66046  
88designgroup.com  
Contact: Josh Christie  
Direct email: joshc@88designgroup.com  
General email: hello@88designgroup.com  
Main: (785) 856-88DG  
Direct: (785) 312-5311

**Grandstand**

3840 Greenway Cir.  
Lawrence, KS 66046  
egrandstand.com  
Email: sales@egrandstand.com  
(800) 767-8951

**Image Apparel Solutions**

860 Chaddick Dr., Unit E  
Wheeling, IL 60090  
image-apparel-solutions.com  
Contact: Tim Kelliher  
Email: tim@image-apparel-solutions.com  
Phone: (847) 229-2000

**Innovative Marketing Consultants**

4284 Shoreline Dr.  
Spring Park, MN  
imcsuccess.com  
Contact: Adam Tschida  
Email: adam@imcsuccess.com  
Phone: (952) 512-7759

**Interstate Graphics Inc.**

7817 Burden Rd.  
Machesney Park, IL 61115  
igiprint.com  
Contact: Brian Boub  
Email: brian@igiprint.com  
Phone: (815) 877-6777

**Nouvel**

(See also: Bottles)

**OEC Graphics**

(See also: Point-of-Sale Displays/Marketing)

**ProActive Sports Group**

dba Tempercraft  
1200 SE 2nd Ave.  
Canby, OR 97013  
tempercraft.com  
Contact: Bob Johnson  
Email: bobj@proactivesports.com  
Phone: (503) 678-9348

**SpreadShop**

1572 Roseytown Rd.  
Greensburg, PA 15601  
spreadshop.com  
Contact: Zack Bowman  
Direct email: zack.bowman@spreadshop.com  
General email: help@spreadshop.com  
Main: (800) 381-0815  
Direct: (724) 961-3911

**Strän Promotional Solutions**

2 Heritage Drive, Ste. 600  
Quincy, MA 02171  
stran.com  
Contact: Samantha Creamer  
Email: samantha.creamer@stran.com  
Phone: (781) 879-0600

**Thousand Oaks Barrel Co.**

(See also: Barrel Suppliers/Cooperages)

**MIXING APPLIANCES/BLENDERS****Briggs of Burton, Inc.**

(See also: Engineering Equipment/Services)

**JCS Process & Control Systems**

(See also: Engineering Equipment/Services)

**StillDragon**

(See also: Still Manufacturers)

**MOBILE APPS****Bostocap / CopaDrinks**

Chausse de Waterloo, 1595

1180 Brussels, Belgium

bostocap.com and copadrinks.com

Contact: Chris Lancksweert

Email: chris@bostocap.com

Phone: 0032 477 95 09 45

Copa Drinks is a groundbreaking app that opens up the captivating world of spirits on your mobile device through image recognition! Immerse yourself in the rich narratives behind your favorite spirits, accessing a treasure trove of information at your fingertips. Copa Drinks, powered by Bostocap, is your go-to companion for an enriching journey, offering tasting notes, product history, rating options, favorites saving, and direct engagement with distilleries. Elevate your spirit appreciation with Copa Drinks—where innovation meets passion. Explore now at copadrinks.com!

**Crafted Pour**

3400 Cottage Way, Ste. G2 #2360  
Sacramento, CA 95825  
corp.craftedpour.com  
Contact: Leon Gurevich  
Email: leon@craftedpour.com  
Phone: (732) 207.2788

**Preferabli**

Preferabli.com  
Contact: Pam Dillon  
Email: pam@preferabli.com  
Phone: (888) 746-4480

**MOLASSES AND SUGARCANE****BSG**

(See also: Grain and Malt)

**Buffalo Molasses**

P.O. Box 74  
East Aurora, NY 14052  
buffalomolasses.com  
Contact: Joshua Prezyna  
Email: buffalomolasses@yahoo.com  
Phone: (716) 860-7437

**International Molasses**

88 Market St.  
Saddle Brook, NJ 07663  
internationalmolasses.com  
Email: info@internationalmolasses.com  
Phone: (800) 526-0180

**Lula-Westfield LLC**

P.O. Box 10  
Paincourtville, LA 70391  
luwest.com  
Phone: (985) 369-6450

**PACKAGING/SECONDARY****117 Global**

117global.com

Contact: Franca Davis

Email: franca@117global.com

Phone: (949) 570-1552

117 Global is your single source supplier for creative design and production of innovative packaging, custom displays and meaningful merch. Our experienced team is your partner from ideation to successful launch, providing creative solutions, competitive pricing and manufacturing expertise, with a commitment to exceptional quality at every touch point along

the way. We help you amplify your brand marketing at the point of purchase.



ONESEVENTEEN  
GLOBAL

**AEME Premium Packaging**

Rua Picoutos 210, 4465-231  
S. Mamede de Infesta, Portugal  
aeme.pt  
E-mail: export@aeme.pt  
Phone: +351 225 899 660

**APHOLOS Metal Labels & Closures**

(See also: Label Suppliers/Designers)

**Bedford/Elasti-Tag**

1659 Rowe Ave.  
Worthington, MN 56187  
bedford.com  
elastitag.com  
Contact: Patsy Youngblom  
Email: pyoungblom@bedford.com

**Berlin Packaging**

(See also: Bottles)

**Cardinal Spirits**

(See also: Bulk Spirits/Contract Distilling)

**Cask Global Canning Solutions**

(See also: Can Suppliers)

**CF Napa Brand Design**

(See also: Branding/Marketing/Advertising Agencies)

**Douglas Machine**

(See also: Case Packers)

**FastKit Luxury Packaging**

11250 NW 25th St., Ste. 100  
Miami, FL 33172  
fastkitpack.com  
Contact: Jose Fernandez  
Email: jfdez@fastkit.com  
Phone: (305) 338-6278

**Gamer Packaging**

(See also: Bottles)

**Imperial Packaging**

601 Skokie Blvd. #2D  
Northbrook, IL 60062  
imperial-packaging.com  
Email: spirits@imperial-packaging.com  
Phone: (888) 473-6959

**International Paper**

6400 Poplar Ave.

Memphis, TN 38197  
internationalpaper.com  
Contact: Katie Diley  
Email: Katie.Diley@ipaper.com  
Phone: (901) 299-2208

**KHS USA Inc.**

(See also: Bottling Equipment)

**Liquor Bottle Packaging International**

(See also: Bottles)

**Loggerhead Deco**

(See also: Bottles)

**Newmapak Ltd.**

(See also: Bottling Equipment)

**OneSource IML**

16163 W 45th Dr. Unit E  
Golden, CO 80403  
osiml.com  
Phone: (303) 333-8250

**OOLA Distillery**

(See also: Bulk Spirits/Contract Distilling)

**Packaging Logistics Inc.**

9380 Central Ave. Northeast  
Minneapolis, MN 55434  
packlogic.com  
Contact: Rachael Nelson  
Email: sales@packlogic.com  
Phone: (763) 754-9461

**PakTech**

(See also: Can Carriers)

**Phoenix Packaging**

2530 Lapierre  
Montreal, Quebec, Canada  
phoenixpackaging.com  
Contact: Joel Miller  
Email: joel@phoenixpackaging.com  
Phone: 514-487-6660

For more than 40 years, Phoenix Packaging has worked to realize each client's unique vision to best represent their story through their unique branding imagery. We provide our clients with options from around the world in a variety of materials such as glass, ceramic, plastics, paper, aluminum and more. We help to coordinate everything from bottle design, manufacturing, decoration and logistics. Our goal is to produce

your packaging vision to help you achieve success.



**Pratt Industries**

4004 Summit Blvd NE, 10th Floor  
Atlanta, GA 30319  
prattindustries.com  
Contact: Doug Thiesse  
Email: dthiesse@prattindustries.com  
Phone: (615) 692-9869

**Pusterla US, Inc.**

293 Child Street  
Warren, RI 02885  
taylorbox.com  
Contact: Julie Passey  
Email: jpassey@pusterla1880.com  
Phone: (401) 742-5902

**Roberts PolyPro**

(See also: Can Carriers)

**The Spearhead Group**

10 N. Main St., 2nd Floor  
Yardley, PA 19067  
thespearheadgroup.com  
Contact: Heather Fritzsche  
Email: heatherf@thespearheadgroup.com  
Phone: (609) 468-4829

**Stribbons Packaging**

11 Flyer Ct.  
Poughkeepsie, NY 12603  
stribbons.com  
Contact: Michael T. Flynn  
Email: mflynn@stribbons.com  
Phone: 914.474.3588

**PALLETIZERS/DEPALLEZERS**

**ABC Packaging Machine Corporation**

811 Live Oak St.  
Tarpon Springs, FL 34689-1239  
abcpackaging.com  
Contact: Marc Antonio  
Email: mantonio@abcpackaging.com  
Main: 800.237.5975  
Direct: (727) 937-5144  
Mobile: (727) 793-4502

**APS Packaging**

(See also: Bottling Equipment)

**Cask Global Canning Solutions**

(See also: Can Suppliers)



**Douglas Machine Inc.**

(See also: Case Packers)

**DTM Packaging & Custom Automation**

(See also: Bottling Equipment)

**Maspack Packaging USA**

2224 Northpoint Pkwy.  
Santa Rosa, CA 95407  
maspackusa.com  
Contact: Dan Bock  
Email: dan@maspackusa.com  
Main: (707) 757-7725 ext. 106  
Mobile: (707) 320-3403

**Newmapak Ltd.**

(See also: Bottling Equipment)

**Prospero Equipment Corp.**

(See also: Still Manufacturers)

**Shemesh Automation**

(See also: Bottling Equipment)

**Ska Fab**

545 Turner Dr., Ste. A  
Durango, CO 81303  
skafabricating.com  
Contact: Elise Wright  
Email: ewright@skafabricating.com  
Phone: (970) 403-8562

**TopTier**

10315 SE Jennifer St.  
Portland, OR 97015  
toptier.com  
Contact: Dave Snelson  
Email: dave.s@toptier.com  
Phone: (503) 353 7388

**The Vintner Vault**

(See also: Equipment Dealers)

**PALLETS****A&S Products**

10238 S. 96th East Ave.  
Tulsa, OK 74133  
asproductsllc.com  
Contact: Arlin Plender  
Email: arlinasproducts@gmail.com  
Phone: (918) 557-8602

**Craemer US Corporation**

30725 US Hwy. 19 N #304  
Palm Harbor, FL 34684  
craemer.com/usa  
Contact: Axel Breitzkreuz  
Email: axel.breitzkreuz@craemer.com  
Phone: (727) 312-8859

**Greystone Logistics**

1613 East 15th  
Tulsa, OK 74120  
greystonelogistics.com  
Email: sales@greystonelogistics.com

Phone: (918) 583-7441

**Haidlmair GmbH**

Haidlmairstrasse 1  
A-4542 Nussbach, Austria  
haidlmair.at  
Contact: Armando Jimenez  
Email: armando.jimenez@haidlmair.com  
Phone: (248) 659-7302

**iGPS**

315 E. Robinson St., Ste. 520  
Orlando, FL 32801  
igps.net  
Contact: Graham Connor  
Direct email: gconnor@igps.net  
General email: switch@igps.net  
Main: (866) 557-0716  
Direct: (714) 862-8883

**Kruger Family Industries/Trienda**

N7660 industrial Rd.  
Portage, WI 53901  
krugfamilyindustries.com  
Contact: Sarena Krueger  
Email: skrueger@trienda.com  
Main: (608) 742-9439  
Mobile: (608) 566-4107

**Orbis**

1055 Corporate Center Dr.  
Oconomowoc, WI 53066  
orbiscorporation.com  
Contact: Ashley Krysik  
Email: ashley.krysik@orbiscorporation.com  
Phone: (262) 560-5317

**Perfect Pallets**

450 West 16th Pl.  
Indianapolis, IN 46202  
perfectpallets.com  
Contact: Amy Haag Lathrop  
Email: amy.lathrop@perfectpallets.com  
Phone: (317) 924-5284 ext. 305

**Polymer Solutions International**

prostack.com  
Contact: Ryan Overcash  
Email: rovercash@prostack.com  
Main: (610) 325-7500  
Mobile: (215) 805-1544

**PTM (Plásticos Técnicos Mexicanos)**

Carretera México Tequisquiapan KM 3.0  
Valle de Oro Industrial Zone  
San Juan del Rio, Querétaro, Mexico  
ptm.mx  
Contact: Pedro Sergio Rubio Alcántar  
Email: pedro.rubio@ptm.mx  
Main: +52 818 328 6717  
Mobile: +521 818 098 7121

**Rehrig Pacific Co.**

1738 W. 20th St.  
Erie, PA 16502  
rehrigpacific.com

Contact: Josh Partyka

Email: jpartyka@rehrig.com

Phone: (814) 455-8023

**Rotational Molding Utah**

1720 North Airport Rd.  
Brigham City, UT 84302  
rotationalmoldingutah.com  
Contact: Mallin Brough  
Direct email: mallinb@rmutah.com  
General email: info@rmutah.com  
Main: (435) 734-9920  
Mobile: (435) 770-6435

**Western Square Industries**

(See also: Racking Systems)

**POINT-OF-SALE DISPLAYS/  
MARKETING****117 Global**

(See also: Packaging/Secondary)

**The Alison Group**

2090 Northeast 163rd St.  
North Miami Beach, FL 33162  
alisongroup.com  
Email: info@alisongroup.com  
Phone: 305-354-3300

**Antigo Zeon**

AntigoZeon.com  
Contact: Darin McGregor  
Email: darin@antigozeon.com  
Phone: (303) 594-9968

**Displaycraft Inc.**

dcigo.com  
Email: info@displaycraftinc.com  
Phone: (706) 277-2209

**High-Proof Creative**

(See also: Branding/Marketing/Advertising Agencies)

**Kraftwork**

1300 S. Polk St.

kraftwork.com

Contact: Taylor White

Email: taylor@kraftwork.com

Phone: (214) 232-0452

**Celebrate craftsmanship with Kraftwork, your premier off-premise display and graphics partner for the spirits industry. Elevate your brand presence with our innovative solutions, meticulously designed to captivate consumers and drive sales. Choose from a**

variety of eco-friendly, inexpensive and effective displays and we'll deliver them to you on even the tightest of timelines. Trust Kraftwork to transform your vision into a visual masterpiece, ensuring your brand stands out in the competitive landscape.



**OEC Graphics**

555 W Waukau Ave  
Oshkosh, WI 54902  
oecdg.com

Contact: Joe Dillon  
Email: joseph.dillon@oecgraphics.com  
Phone: (920) 815-5875

**Pratt Industries**

(See also: Packaging/Secondary)

**Resource Label Group**

(See also: Label Suppliers/Designers)

**Retail Pak**

P.O. Box 467  
Valrico, FL 33595  
retailpak.com

Contact: Chad Geertsma  
Email: chad.g@retailpak.com  
Phone: (813) 924-7429

**SigmaQ/Bufkor Inc.**

1955 Lakeway Dr. Ste. 210  
Lewisville, TX 75057  
sigmaq.com

Contact: Mario Serrano  
Email: mserrano@sigmaq.com  
Phone: (469) 794-5996

**SRI Ohio**

(See also: Bottles)

**Stanpac Ink**

(See also: Label Suppliers/Designers)

**St. Francis Packaging**

9121 Sibley Hole Rd.  
Little Rock, AR 72209  
stfrancispackaging.com

Contact: David Yim  
Email: david@stfrancispackaging.com  
Main: (501) 455-0000  
Mobile: (713) 248-7732

**Tape-Rite Co., Inc.**

131 Lakeville Rd.  
New Hyde Park, NY 11040  
taperite.com  
Contact: Andrew Machover  
Email: andy@taperite.com  
Phone: (800) 882-7348

**Turner Labels Inc.**

(See also: Label Suppliers/Designers)

**Universal Packaging**

(See also: Bottles)

**POINT-OF-SALE PAYMENT SYSTEMS**

**Arryved**

Boulder, CO  
arryved.com  
Contact: Rachel Kesley  
Email: rachel@arryved.com  
Phone: (720) 441-4863

**BatchOut**

1770 East Lancaster Ave., Ste. 10  
Paoli, PA 19301  
batchout.com  
Contact: Keith Jensen  
Email: keith@batchout.com  
Phone: (646) 418-5520

**PROCESS EQUIPMENT**

**Briggs of Burton, Inc.**

(See also: Engineering Equipment/Services)

**Carl Artisan Distilleries and Brewing Systems**

(See also: Still Manufacturers)

**Chain-Vey (A Division of MPE)**

(See also: Grain Handling/Storage)

**Craft Automation**

(See also: Engineering Equipment/Services)

**Dixon Sanitary**

(See also: Clean-in-Place Equipment)

**G&D Chillers, Inc.**

(See also: Chillers/Temperature Control)

**Steric Systems**

8655 Hayden Pl.  
Culver City, CA 90232  
stericsystems.com  
Contact: Connor Milne  
Email: connor@stericsystems.com  
Phone: (310) 621-2802

**Wisner Controls**

(See also: Engineering Equipment/Services)

**PROMOTIONAL ITEMS**

**Blanc Printing and Design**

(See also: Label Suppliers/Designers)

**PROOFING EQUIPMENT**

**Anton Paar USA**

(See also: Lab Equipment)

**PUBLIC RELATIONS AGENCIES**

**Balzac Communications & Marketing**

(See also: Branding/Marketing/Advertising Agencies)

**Big Thirst, Inc.**

(See also: E-commerce)

**Blaze PR**

1427 Third St. Promenade  
Santa Monica, CA 90401  
blazepr.com  
Contact: Matt Kovacs  
Email: mkovacs@blazepr.com  
Phone: (310) 395-5050

**Burch Partners**

(See also: Consultants)

**Cast Iron Communications**

710 NE 15th Ave.  
Minneapolis, MN 55413  
castironcommunications.com  
Contact: Kelsey Perrigo  
Email: kelsey@castironcommunications.com  
Phone: (763) 245-1973

**Deussen Global Communications, Inc.**

339 Fifth Ave.  
New York, NY 10016  
deussenglobal.com  
Contact: Christine Deussen  
Email: cdeussen@deussenglobal.com  
Phone: (917) 545-1459

**Emblem Public Relations**

emblempr.com  
Contact: Colin Baugh  
Email: colin@emblempr.com  
Phone: (323) 219-3427

**Estes Public Relations**

1938 Frankfort Ave.  
Louisville, KY 40206  
estespr.com  
Contacts:  
Jamie B. Estes  
Email: jamie@estespr.com  
Phone: (502) 614-5991  
Tracy Green  
Email: tracy@estespr.com  
Phone: (502) 614-5994

**5W Public Relations**  
299 Park Ave., Floor 10  
New York, NY, 10171  
5wpr.com  
Email: info@5wpr.com  
Phone: (212) 999-5585

**The Gallivant Group**  
thegallivantgroup.com  
Contact: Amber Gallaty  
Email: amber@thegallivantgroup.com  
Phone: (917) 653-5244

## GATHER PR

gatherpr.com

New York, NY

Contact: Alexandra S. Clough

Email: alexandra@gatherpr.com

Phone: (516) 428.7210

GATHER is a boutique marketing and public relations consultancy that delivers big ideas. We specialize in strategic brand building, brand communications, message development, executive and

spokesperson media training, targeted media relations, and customized event activations to elevate budding and established drinks brands to the next level.



**Hanna Lee Communications**  
New York, NY  
hannaleecomunications.com  
Contact: Hanna Lee  
Email: hanna@hannaleecomunications.com  
Phone: (646) 752-1526

**High-Proof Creative**  
(See also: Branding/Marketing/Advertising Agencies)

**Craft**  
736 Main Ave. Ste. 9

Durango, CO 81301  
radcraftbeer.com  
Contact: Emily Hutto  
Email: hutto@radcraftbeer.com  
Phone: (303) 503-4796

**Tucker Creative**  
(See also: Branding/Marketing/Advertising Agencies)

**Whisky Advertising Foundation**  
(See also: Branding/Marketing/Advertising Agencies)

**Willow PR**  
2025 Riverside Dr.  
Columbus, OH 43221  
willow-pr.com  
Contact: Allison Bowers  
Direct email: allison@allisonbowers.com  
General email: hello@willow-pr.com  
Phone: 614-420-5895

## PUMPS

**McFinn Technologies**  
8920 58th Place, Ste. 100  
Kenosha, WI 53144  
lowshearpumps.com  
Contact: John J. McGinn

## PAID CONTENT

# Why do distilleries source grain-neutral spirits?



There are many reasons distilleries source grain neutral spirits (GNS.) The scale, cost and quality to which a large manufacturer like ClearSource can produce GNS are much more efficient than a distillery's ability.

GNS is an excellent place for a distillery to start. The neutrality and purity of grain neutral spirits are like a blank canvas for a distiller. As a completely neutral base, distillers have the ability to create a wide range of spirits and truly craft a spirit that is unique to their brand.

There are several benefits to sourcing GNS.

- **Cost savings:** GNS can often be a more cost-effective ingredient compared to other types of spirits with more ingredients, such as brown spirits. Leveraging a large-scale producer like ClearSource can also reduce production costs, allowing distillers to allocate resources to other aspects of the distilling process. Using a base spirit can significantly reduce the costs associated with processing small batches of raw materials.
- **Consistency:** Producing spirits on a large scale means a consistent base. Producers like ClearSource ensure that each batch maintains the highest quality and neutrality, reducing the need for extensive blending and adjustments.
- **Quality assurance:** Distillers can achieve a consistently high-quality product using grain-neutral spirits. At ClearSource, their GNS goes through rigorous quality control testing and sensory panels to detect nuances that may not appear in lab testing, saving time in quality control and helping maintain the brand's integrity.
- **Scaling production:** GNS is a practical solution for scaling up production. Distillers can use the base to increase output without expanding the capacity of their existing distillation equipment.

For more information on ClearSource's grain neutral spirits, contact [sales@ClearSourceUS.com](mailto:sales@ClearSourceUS.com) or visit [www.ClearSourceUS.com](http://www.ClearSourceUS.com)



Email: johnm@mcfinntech.com  
Phone: (262) 909-0013

**TCW Equipment**  
(See also: Equipment Dealers)

## RACKING SYSTEMS

**Age-N-Time Steel Ricks**  
age-n-time.com  
Contact: Ken Osborne  
Email: ken.osborne@age-n-time.com  
Phone: (859) 361-3979

**Frazier Industrial Co.**  
135A Main St.  
Whitehouse Station, NJ 08889  
frazier.com  
Contact: Kevin Lonsdorf  
Email: klonsdorf@frazier.com  
Phone: 732.261.0247

**Kentucky Bourbon Barrel**  
(See also: Barrel Suppliers/Cooperages)

**K-RAX Barrel Storage Systems**  
7393 Pete Andres Rd.  
Floyds Knobs, IN 47119  
kraxbarrelstorage.com

Contact: Hayley Vaughn  
Email: hayley@thekoettergroup.com  
Main: 812-923-5585  
Direct: (502) 296-8727

**Rack Builders Inc.**  
1700 E. Golf Rd, Ste. 575  
Schaumburg, IL 60173  
rackbuildersinc.com  
Contact: Tony Sineni  
Email: tony.sineni@rackbuildersinc.com  
Phone: (847) 232-0199

**Rack & Maintenance Source**  
400 West Whitman Dr.  
College Place, WA, 99324  
rackandmaintenance.com  
Email: office@wegotracks.com  
Phone: (509) 524-8500

**Twinlode**  
635 S. Lafayette Blvd., Ste. 108  
South Bend, IN 46601  
twinlodeautomation.com  
Email: info@twinlodeautomation.com  
Phone: (574) 271-2300

**Western Square Industries**  
1621 N. Broadway Ave.

Stockton, CA 95205  
westernsquare.com  
Contact: Melissa Miller  
Email: mmiller@westernsquare.com  
Phone: (209) 944-0921  
Western Square Industries, family owned and operated, was founded in 1976. They are the world leader in the manufacturing of barrel racks and barrel pallets for the winery, brewery, distillery and beverage industries. Western Square has winery, farm, ranch and vineyard equipment divisions featuring vineyard and harvest trailers, shade trailers, farm gates and Stokes winery ladders. All products are proudly made in California.

**WESTERN SQUARE**  
I N D U S T R I E S

PAID CONTENT

# Lift Your Spirits With Berlin Packaging



Looking to elevate your spirits brand above the competition? Then turn to Berlin Packaging, the world's largest Hybrid Packaging Supplier® of glass, plastic and metal packaging and closures.

We combine the best elements of manufacturing, distribution & inventory management, and value-added services to grow our customers' bottom line by helping them to increase revenues, decrease expenses, and/or improve productivity.

Berlin Packaging partners with distilleries of all sizes to provide custom and stock spirits packaging solutions that enhance their brands, accelerate their speed to market, and Package More Profit®. Our global reach allows us to source dozens of exclusive, super-premium glass bottles in a variety of shapes, sizes and silhouettes, along with closures, stoppers and multiple decorating techniques. We also supply plastic bottles, aluminum cans, neck bands/wraps and secondary packaging.

For brands looking for truly one-of-a-kind packaging, we can create world-class custom packaging solutions through Studio One Eleven®, Berlin's innovation and design center. From concept to commercialization, the Studio's expertise ranges from market research, brand strategy and structural design to custom tooling, logo & label design, secondary packaging and sustainable packaging solutions.

As a testament to our innovation prowess, Berlin Packaging and Studio One Eleven® captured 15 medals and three honorable mentions at the 2022 and 2021 Craft Spirits Packaging Awards competitions presented by the American Craft Spirits Association. We also took home a 2023 WorldStar award in the beverages category for Osborne's Anis del Mono Dulce Liqueur, a stunning decanter-style glass bottle.

At Berlin Packaging, we partner with spirits brands to unpack their full sustainability potential by transitioning to more responsible packaging. We create packaging solutions that optimize sustainability, brand impact, performance, cost, and material availability.

## RECYCLING

### Parallel Products

401 Industry Rd., Ste. 100  
Louisville, KY 40208  
parallelproducts.com  
Contact: Monica Lurie  
Email: monical@parallelproducts.com  
Phone: (502) 471-2456

## RETAILERS

### Aurum Sierra Inc.

(See also: Bulk Spirits/Contract Distilling)

### Binny's Beverage Depot

1720 N Marcey St.  
Chicago, IL 60614  
binny.com  
Contact: Brett Pontoni  
Email: brett@binny.com  
Phone: (888) 817-5898

### Total Wine & More

6600 Rockledge Dr.  
Bethesda, MD 20817  
totalwine.com  
Phone: (301) 795-1000

## SAFETY EQUIPMENT AND SERVICES

### Birko Corporation

9152 Yosemite St.  
Henderson, CO 80640  
birkocorp.com  
Contact: George Allen  
Email: gcallen@birkocorp.com  
Phone: (720) 315-2606

### Bonded Lightning Protection

2080 W. Indiantown Rd., Ste. 100  
Jupiter, FL 33458  
bondedlightning.com  
Contact: Mike Dillon  
Email: mike@bondedlightning.com  
Phone: (561) 746-4336

### Industrial Safety and Training Services

12308 Aiken Rd., Ste. 11  
Louisville, KY 40223  
istsky.com  
Contact: Gary Yurt  
Email: gary@istsky.com  
Phone: (502) 716-8985

### The Koetter Group

7393 Pete Andres Rd.  
Floyds Knobs, IN 47119  
thekoettergroup.com  
Email: oneteam@thekoettergroup.com  
Phone: (812) 923-9873

### Reardon Fire Consulting P.C.

Sykesville, MD  
rfcfireprotection.com  
Contact: Michael Reardon  
Email: mreardon@rfcfireprotection.com  
Phone: (443) 974-6705

## SALES TOOLS

### Arryved

(See also: Point of Sale Payment Systems)

### Craft CRM

Boise, ID  
craft-crm.com  
Contact: David Clarke  
Email: david@craft-crm.com  
Phone: (604) 765-8077

### The Digest of Wine and Spirits Law

(See also: Compliance)

### Orchestra Software

(See also: Software)

### Sales Systems Development, Inc.

2565 Diericx Dr.  
Mountain View, CA 94040  
salessystems.net  
Contact: Bob Brown  
Email: bob@salessystems.net  
Phone: (650) 619-1993

## SAMPLER/SUBSCRIPTION BOXES

### Bootlegger Co.

3512 Marquette St.  
Dallas, TX 75225  
bootlegger-co.com  
Contact: Robert Davies  
Email: robert@bootlegger-co.com  
Phone: (650) 468-4266

## SHRINK SLEEVES (LABELS)

### Axon Corp.

3080 Business Park Dr., Ste. 103  
Raleigh, NC 27601  
axoncorp.com  
Email: axon@promachbuilt.com  
Phone: (800) 598-8601

### Fast Track Packaging

(See also: Can Suppliers)

### ILS: Innovative Labeling Solutions

(See also: Label Suppliers/Designers)

### Imperial Packaging

(See also: Packaging/Secondary)

### Packaging Logistics Inc.

(See also: Packaging/Secondary)

### Sleeve International

6815 Columbus Rd.  
Mississauga, ON, Canada L5T 2G9  
sleeve.com  
Contact: Luc Silbermann  
Email: luc.silbermann@sleeve.com  
Main: (905) 565-0952 ext. 205  
Mobile: (416) 702-5131

### Traco Packaging

620 South 1325 West  
Orem, UT 84058  
tracopackaging.com  
Contact: Rich Smith  
Direct email: rsmith@tracopackaging.com  
General email: info@tracopackaging.com  
Main: (800) 284-9727  
Direct: (801) 225-8040 ext. 282  
Mobile: (801) 372-6658

## SHRINK WRAPPERS/ STRETCH WRAPPERS

### APS Packaging

(See also: Bottling Equipment)

### Bostocap

(See also: Mobile Apps)

### DTM Packaging & Custom Automation

(See also: Bottling Equipment)

### Imperial Packaging

(See also: Packaging/Secondary)

### Mr. Shrinkwrap

P.O. Box 697  
Media, PA 19063  
mrshrinkwrap.com  
Email: sales@mrshrinkwrap.com  
Phone: (866) 824-9011

### Newmapak Ltd.

(See also: Bottling Equipment)

### PolyPack Inc.

3301 Gateway Centre Blvd.  
Pinellas Park, FL 33782  
polypack.com  
Contact: Richard Gardner  
Email: rgardner@polypack.com  
Phone: (727) 331-7423

## SOFTWARE

### Activ8 Commerce

1530 Finley Road  
Pleasanton, CA 94588  
activ8commerce.com  
Phone: (877) 441-2582

**Arryved**

(See also: Point of Sale Payment Systems)

**BackBar**

getbackbar.com  
Contact: Kyle Thacker  
Email: kthacker@getbackbar.com  
Phone: 773.661.4785

**Craft CRM**

(See also: Sales Tools)

**Crafted ERP**

1512 Larimer St., Ste. 150  
Denver, CO 80202  
craftederp.com  
Contact: Alex Smith  
Email: cheers@craftederp.com  
Phone: (720) 699-0200

**Doozy Solutions**

1512 Larimer St., Ste. 150  
Denver, CO 80205  
doozysolutions.com  
Contact: Jennifer Smith  
Email: jennifer@doozysolutions.com  
Phone: (720) 699-0200

**DraughtLab Sensory Software**

(See Also: Analyzing/Quality Control Equipment)

**DSD Link****Encompass Technologies**

420 Linden St. #200  
Ft. Collins, CO 80524  
dsdlink.com  
Contact: Kristen Mangham  
Email: kristen@dsdlink.com  
Main: (970) 449-8000  
Mobile: (303) 880-4879

**FIVE x 5**

1550 Wewatta St., Ste. 200  
Denver, CO 80202  
fx5.com  
Email: sales@fx5.com  
Phone: (720) 638-4958

**Handoff**

(see also: E-commerce)

**OnBatch**

105 Westpark Dr., Ste. D  
Athens, GA 30606  
onbatch.com  
Contact: Shawn Patrick  
Email: shawn@onbatch.com  
Phone: (706) 621-5091

**Orchestra Software (Encompass)**

1750 NW Naito Pkwy. #150  
Portland, OR 97209  
orchestrasoftware.com  
Contact: Jake Sampson  
Email: jake@encompass8.com  
Phone: (970) 988-5084

**Overproof**

425 NW 26th St  
Miami, FL 33127  
overproof.com  
Contact: Diana Arellano  
Email: diana.arellano@overproof.com  
Phone: (786) 354-5218

**Preferabli**

(See also: Mobile Apps)

**SalesTier**

(See also: Consultants)

**Sovos ShipCompliant**

200 Ballardvale St., 4th Floor  
Wilmington, MA 01887  
sovos.com/shipcompliant  
Contact: Barbara Fusco  
Email: barbara.fusco@sovos.com  
Phone: (720) 325-3346

**Speakeasy Co.**

(See also: E-Commerce)

**Thirstie**

(See also: E-Commerce)

**Vermont Information Processing**

402 Water Tower Cir.  
Colchester, VT 05446  
vtinfo.com  
Contact: Lindsay Hawkins  
Email: lindsay.hawkiins@vtinfo.com  
Phone: (802) 655-9400

**Without Wire**

withoutwire.com  
Contact: Steve Dwyer  
Email: steved@withoutwire.com  
(612) 552-6546

## STATE GUILDS/ASSOCIATIONS

**AL: Alabama Brewers Guild**

alabamabrewers.org  
Contact: Jim Perkins  
Email: jim@alabamabrewers.org

**AK: Distillers Guild of Alaska**

facebook.com/distillersguildofalaska  
Contact: Lucas Heger  
Email: skagwayspiritsdistillery@gmail.com

**AZ: Arizona Craft Distillers Guild**

facebook.com/azcraftguild  
Contact: Gary Ellam  
Email: gary@azcraftbev.com  
Phone: (520) 369-3421

**CA: California Artisanal Distillers Guild**

cadistillers.org  
Email: info@cadistillers.org  
Phone: (916) 235-4012

**CA: San Diego Distillers Guild**

sddistillers.com  
Contact: Geoff Longenecker  
Email: geoff@the7caves.com  
Phone: (619) 300-1624

**CA: San Luis Obispo Distillers Guild**

pasoroblesdistillerytrail.com  
Contact: Lola Glossner  
Email: lola@pendraysdistillery.com  
Phone: (805) 286-7344

**CA: So Cal Distillers Association**

socaldistillers.com  
Contact: Greg Stark  
Email: greg.stark@starkspirits.com  
Phone: (818) 635-4729

**CO: Colorado Distillers Guild**

coloradodistillers.org  
Contact: Lee Wood  
Email: lee@woodsdistillery.com  
Phone: (719) 207-4315

**CT: Connecticut Spirits Trail**

ctspiritstrail.com  
Contact: Tom Dubay  
Email: tom@hartfordflavor.com  
Phone: (860) 338-1642

**FL: Florida Craft Spirits Association**

floridacraftspirits.org  
Email:  
floridacraftspiritsassociation@gmail.com  
Phone: (904) 515-2092

**GA: Georgia Distillers Association**

georgiadistillers.org  
Email: info@georgiadistillers.org

**ID: Idaho Distillers Association**

idahodistillersassociation.com  
Contact: Hilary Mann  
Email: hilary@upnorthdistillery.com  
Phone: (208) 773-4445

**IL: Illinois Craft Distillers Association**

illinoisdistillers.org  
Contact: Ari Klafter  
Email: ari@thorntondistilling.com

**IA: Iowa Distillers Alliance**

Contact: Pat Hoffmann  
Email: lonelyoakdistillery@gmail.com

**KY: Kentucky Distillers' Association**

kybourbon.com  
Contact: Eric Gregory  
Email: eric@kybourbon.com

**LA: Louisiana Distillers Guild**

Contact: Andrew Lohfeld  
Email: pres@louisianadistilled.org

**ME: Maine Distillers Guild**

mainedistillersguild.org



**MD: Maryland Distillers Guild**  
marylandspirits.org  
Contact: Eli Breitburg-Smith  
Email: eli@baltimorespiritsco.com

**MA: Massachusetts Distillers Alliance**  
massdistill.com  
Email: massdistillers@gmail.com

**MI: Michigan Craft Distillers Association**  
micraftspirits.com  
Contact: Jon O'Connor  
Email: michigancraftdistillers@gmail.com

**MN: Minnesota Distillers Guild**  
mnspirits.com  
Contact: Mark Schiller  
Email: mark@loonliquors.com  
Phone: (952) 905-8709

**MO: Missouri Craft Distillers Guild**  
missouricraftdistillersguild.com  
Contact: Tara Steffans  
Email: tara@pinckneybend.com

**MT: Montana Distillers Guild**  
montanadistillers.org  
Contact: Jim Harris  
Email: jim@bozemanspirits.com  
Phone: (406) 577-2155

**NJ: New Jersey Craft Distillers Guild**  
njcraftdistillers.org  
Contact: John Granata  
Email: john@jerseyspirits.com

**NM: New Mexico Distillers Guild**  
nmdistillers.org  
Email: info@nmdistillers.org

**NY: New York State Distillers Guild**  
nydistilled.com  
Contact: Teresa Casey  
Email: tcasey@mackinco.com

**NC: North Carolina Distillers Association**  
ncspirits.org  
Contact: Jeremy Hood  
Email: jeremy.hood@ncspirits.org  
Phone: 828.707.1237

**OH: The Ohio Distiller's Guild**  
ohiodistillersguild.org  
Email: info@ohiodistillersguild.org

**OR: Oregon Distillers Guild**  
oregondistillerytrail.com  
Contact: Tom Burkleaux  
Email: tom@newdealdistillery.com

**PA: Pennsylvania Distillers Guild**  
padistillersguild.com  
Contact: Arthur Etchells  
Email: arthur.etchells@padistillersguild.com

**SC: South Carolina Craft Distillers Guild**  
distillsc.org  
Email: distillsc@gmail.com

**TN: Tennessee Distillers Guild**  
tndistillersguild.org  
Contact: Charity Toombs  
Email: info@tnwhiskeytrail.com  
Phone: (615) 549 7113

**TX: Texas Distilled Spirits Association**  
texasdistilledspirits.org  
Contact: Amber Hausenfluck  
Email: info@texasdistilledspirits.org  
Phone: (512) 617-4523

**UT: Distiller's Guild of Utah**  
facebook.com/distillersofUtah  
Contact: Ashley Cross  
Email: ashley@newworlddistillery.com  
Phone: (801) 920-6446

**VT: Distilled Spirits Council of Vermont**  
distilledvermont.org  
Contacts: Mimi Buttenheim and Chris Kesler  
Email: mimi@madrivdistillers.com and  
chris@blackflannel.com

**VA: Virginia Distillers Association**  
virginiaspirts.org  
Contact: Gareth Moore  
Email: gareth@vadistillery.com

**WA: Washington Distillers Guild**  
washingtondistillersguild.org  
Contact: Mhairi Voelgen  
Email: president@washingtondistillersguild.org  
Phone: (206) 496.2613

**WI: Wisconsin Distillers Guild**  
wisconsinidistillersguild.org

**WY: Wyoming Distillers Guild**  
wyodistillersguild.org  
Contact: Michelle R. Forster  
Email: michelle@wyodistillersguild.org

## STILL MANUFACTURERS

**Allied Beverage Tanks**  
(See also: Fermenting Tanks)

**Bavarian Breweries & Distilleries**  
5041 Coolidge Ave.  
Culver City, CA 90230  
potstills.com  
Contact: Lewis Harsanyi  
Email: lh@brewingsystems.com  
Phone: (310) 228-0905

**Brewmation**  
(See also: Fermenting Tanks)

**Briggs of Burton, Inc.**  
(See also: Engineering Equipment/Services)

**Carl Artisan Distilleries and Brewing Systems**  
P.O. Box 4388  
Philadelphia, PA 19118  
brewing-distilling.com  
Contact: Nicolas Haase  
Email: nhaase@brewing-distilling.com  
Phone: (215) 242-6806

**Detroit Stillworks**  
121 Water St.  
Boyer City, MI 49712  
detroitstillworks.com  
Contact: Matt McCann  
Email: matt@detroitstillworks.com  
Phone: (248) 505-5175

**Headframe Stills**  
341 Anaconda Rd.  
Butte, MT 59701  
headframespirits.com/stills/  
Email: stills@headframespirits.com  
Phone: (406) 299-2886

**iStill BV**  
Kuipersweg 3  
3449 JA Woerden, Netherlands  
istill.com  
Email: sales@istillmail.com

**Kothe Distilling Technologies, Inc.**  
4241 North Ravenswood Ave  
Chicago, IL 60613  
kothe-distilling.com  
Contact: Dr. Robert Birnecker  
Email: info@kothe-distillery.com  
Phone: (312) 878-7766

**Lotus Beverage Alliance**  
LotusBevAlliance.com  
Contact: JT Glenn  
Email: jglenn@lotusbevalliance.com  
(402) 467-1218

**Müller Pot Stills Inc.**  
ST.-Urbanstr. 17/19  
77704 Oberkirch, Germany  
muellerpotstills.com  
Email: frank@muellerpotstills.com  
Phone: (250) 503-4731

**Prospero Equipment Corp.**  
123 Castleton St.  
Pleasantville, NY 10570  
prosperoequipment.com  
Contact: Danny Prospero  
Email: dprospero@prosperoequipment.com  
Phone: (914) 769-6252

**Specific Mechanical Systems**  
6848 Kirkpatrick Cres.  
Victoria, BC, Canada V8M 1Z9  
specificmechanical.com  
Contact: Greg Hardin

Direct email: greg@specific.net  
 General email: sales@specific.net  
 Main: (250) 652-2111  
 Direct: (778) 426-1866 ext. 278

**StillDragon**

7788 Central Industrial Dr., Ste. 6  
 Riviera Beach, FL 33404  
 stilldragon.com  
 Contact: Larry Taylor  
 Email: smaug@stilldragon.com  
 Phone: (561) 845-8009

**Vendome Copper & Brass Works**

729 Franklin St.  
 Louisville, KY 40202  
 vendomecopper.com  
 Email: office@vendomecopper.com  
 Phone: (502) 587-1930



**TRADE ORGANIZATIONS/  
 GUILDS/AFFILIATED NONPROFITS  
 (NATIONAL)**

**American Beverage Licensees (ABL)**

5101 River Rd., Ste. 108  
 Bethesda, MD 20816-1560  
 ablusa.com  
 Phone: (301) 656-1494

**American Craft Spirits Association**

P.O. Box 470  
 Oakton, VA 22124  
 americancraftspirits.org  
 Contact: Margie A.S. Lehrman  
 Email: membership@american-craftspirits.org  
 Phone: (202) 669-3661  
 The American Craft Spirits Association is the only registered national nonprofit trade group representing the U.S. craft spirits industry. Members vote for the 15 democratically elected representatives who make up

the Board of Directors, and this Board collectively works to govern the ACSA in a transparent, responsive manner and in accordance with our bylaws.

*American*  
**CRAFT SPIRITS  
 ASSOCIATION**

**American Distilled Spirits Alliance**

7207 Statecrest Dr.  
 Annandale, VA 22003  
 americandistilledspirits.org  
 Contact: Matt Dogali  
 Email: info@americandistilledspirits.org  
 Phone: (202) 670-4616

**American Malting Barley Association**

375 Bishops Way, Suite 224  
 Brookfield, WI 53005  
 ambalnc.org  
 Contact: Ashley McFarland  
 Email: ashley@ambalnc.org  
 Phone: (414) 272-4640

**American Single Malt Whiskey Commission**

americansinglemaltwhiskey.org  
 Contact: Steve Hawley  
 Email: steve@americansinglemaltwhiskey.org

**Associated Cooperage Industries of America, Inc.**

10001 Taylorsville Rd., Ste. 201  
 Louisville, KY 40299  
 acia.net  
 Contact: Polly Wagner  
 Email: acia@att.net  
 Phone: (502) 261-2242

**Black Bourbon Society**

blackboourbonsociety.com  
 Contact: Samara B. Davis  
 Email: cheers@blackboourbonsociety.com

**Bourbon Women Association**

2301 River Road, Ste. 102  
 Louisville, KY 40206  
 bourbonwomen.org  
 Contact: Heather Wibbels  
 Email: heather.wibbels@bourbonwomen.org

**Brewers Association**

1327 Spruce St.  
 Boulder, CO 80302  
 brewersassociation.org  
 Contact: Bob Pease  
 Email: bob@brewersassociation.org  
 Phone: (303) 447-0816

**Can Manufacturers Institute**

1730 Rhode Island Ave., NW  
 Ste. 1000  
 Washington, DC 20036  
 cancentral.com  
 Phone: (202) 232-4677

**Craft Maltsters Guild**

12 Gerber Rd., Ste. C  
 Asheville, NC 28803  
 craftmalting.com  
 Email: director@craftmalting.com

**Distilled Spirits Council of the United States (DISCUS)**

1250 I St. NW, #400  
 Washington, DC 20005  
 distilledspirits.org  
 Phone: (202) 628-5344

**Glass Packaging Institute**

4250 North Fairfax Dr., Ste. 600  
 Arlington, VA 22203  
 gpi.org  
 Contact: Scott DeFife  
 Email: sdefife@gpi.org  
 Phone: (703) 684-6539

**National Alcohol Beverage Control Association (NABCA)**

2900 South Quincy St., Ste. 800  
 Arlington, VA 22206-2233  
 nabca.org  
 Contact: Robin Dubendorf  
 Email: robin.dubendorf@nabca.org  
 Phone: (703) 578-4200

**National Association of Beverage Importers (NABI)**

529 14th St., N.W.  
 Ste. 1300-NPC  
 Washington, DC 20045  
 bevimporters.org  
 Contact: (202) 393-6224

**National Honey Board**

P.O. Box 2189  
 Longmont, CO 80502  
 honey.com  
 Contact: Alison Conklin  
 Email: alison@honey.com  
 Phone: (303) 776-2337

**PMMI: The Association for Packaging and Processing Technologies**

12930 Worldgate Dr., Ste. 200  
 Herndon, VA 20170-6037  
 pmmi.org  
 Email: info@pmmi.org  
 Phone: (571) 612-3200

**WineAmerica**

1020 16th St., NW, Ste. 300  
 Washington, DC 20036  
 wineamerica.org  
 Contact: Tara Goode

Email: tgoode@wineamerica.org  
Phone: (202) 223-5175

#### **Wine & Spirits Wholesalers of America (WSWA)**

805 15th St. NW  
Washington, DC 20005  
wswa.org  
Email: info@wswa.org  
Phone: (202) 371-9792

#### **Wine Institute**

601 Thirteenth St., N.W., Ste. 330 South  
Washington, D.C. 20005  
wineinstitute.org  
Phone (202) 408-0870

#### **Women of the Vine & Spirits**

P.O. Box 24  
Piermont, NY 10968  
womenofthevine.com  
Contact: Deborah Brenner  
Email: info@womenofthevine.com  
Phone: (888) 750-1863

## WATER TREATMENT

#### **Birko Corporation**

(See also: Safety Equipment and Services)

#### **Briggs of Burton, Inc.**

(See also: Engineering Equipment/Services)

#### **Filter Process & Supply**

(See also: Filtration)

#### **Heron Innovators**

10624 Industrial Ave.  
Roseville, CA 95678  
heroninnovators.com  
Contact: Jeff Knollenberg  
Direct email: jeff@heroninnovators.com  
General email: info@heroninnovators.com  
Main: (916) 408-6601  
Mobile: (270) 315-8777

#### **Rite Engineering & Manufacturing Corp.**

(See also: Boilers)

#### **UET Water**

2627 Manhattan Beach Blvd. #202  
Redondo Beach, CA 90278  
uetwater.com  
Contact: Karim Alberto Nesicolaci  
Email: karim.nesicolaci@uetwater.com  
Main: (310) 356-6611  
Mobile: (310) 871-0203

## WHOLESALE/DISTRIBUTOR

#### **Boot Hill Distillery**

(See also: Bulk Spirits/Contract Distilling)

#### **Breakthru Beverage Group**

60 E. 42nd St., Ste. 1915

New York, NY 10165  
breakthrubev.com  
Contact: John Oliver  
Email: joliver@breakthrubev.com  
Phone: (212) 699-7042

#### **Empire Distributors**

685 Hartman Rd.  
Austell, GA 30168  
empiredist.com  
Contact: Gary Wolfe  
Email: gwolfe@empiredist.com  
(404) 572-4100

#### **Johnson Brothers**

1999 Shepard Rd.  
St. Paul, MN 55116  
johnsonbrothers.com  
Contact: Yale Johnson  
Email: yjohnson@johnsonbrothers.com  
Phone: (651) 649-5800

#### **LibDib**

6980 Santa Teresa Blvd., Ste. 201  
San Jose, CA 95119  
libdib.com  
Email: makers@libdib.com  
Phone: (844) 542-3421

#### **Northwest Beverages**

20421 84th Ave. South  
Kent, WA 98032  
nw-beverages.com  
Email: info@nw-beverages.com  
Phone: (253) 922-9887

#### **Phoenix Packaging**

(See also: Packaging/Secondary)

#### **Prestige-Ledroit Distributing Co.**

6735-A Business Pkwy.  
Elkridge, MD 21075  
prestigeledroit.com  
Contact: Michael Cherner  
Email: mcherner@prestigeledroit.com  
Phone: (240) 832-3440

#### **Republic National Distributing Co.**

rndc-usa.com  
Email: communications@rndc-usa.com

#### **Silver Eagle Distributors**

7777 Washington Ave.  
Houston, TX 77007  
silvereagle.com

#### **Southern Glazer's Wine & Spirits**

14911 Quorum Dr., Ste. 150  
Dallas, TX 75254  
southernglazers.com  
Phone: (305) 625-4171

#### **Winebow Group**

Richmond, VA  
winebow.com  
Contact: Holly Abner

Email: holly.abner@winebow.com  
Phone: (804) 752-3670

#### **Wine Warehouse**

6550 E. Washington Blvd.  
Los Angeles, CA 90040  
winewarehouse.com  
Phone: (800) 331-2829

## YEAST/FERMENTATION

### **AB Biotek**

4240 Duncan Ave.  
Ste. 150  
St. Louis, MO 63110  
abbiotek.com

Contact: Rick Oleshak

Email: rick.oleshak@abmauri.com  
Phone: (314) 392-0821

AB Biotek contributes to the success of customers through the delivery of customized fermentation-based, sustainable solutions containing proprietary and/or purposefully sourced microorganisms to create differentiated beverage, bioethanol and nutritional business opportunities. AB Biotek has commercial-scale production and research development facilities located around the world. For more information about Pinnacle-branded distillers yeast and nutrients or our unmatched technical service and support, please visit [abbiotek.com](http://abbiotek.com).



A business division of AB MAURI

#### **Alpha BioSciences**

3651 Clipper Mill Rd.  
Baltimore, MD 21211  
Contact: Alexis Levy  
Direct email: alevy@alphabiosciences.com  
General email: info@alphabiosciences.com  
Main: (877) 825-7428  
Direct: (410) 467-9983

#### **BSG**

(See also: Grain and Malt)



**Breckenridge Technologies**

(See also: Ingredients and Flavors)

**Briggs of Burton, Inc.**

(See also: Engineering Equipment/Services)

**Enzyme Innovation**

A Division of Specialty Enzymes & Probiotics  
13591 Yorba Ave.  
Chino, CA 91710  
enzymeinnovation.com  
Email: adm@enzymeinnovation.com  
Phone: (909) 203-4620

**Fermentis**

7475 W. Main St.  
Milwaukee, WI 53214  
fermentis.com  
Contact: Stefanie Roedenbeck  
Email: s.roedenbeck@fermentis.lesaffre.com  
Phone: (414) 308-7936

**Ferm Solutions**

445 Roy Arnold Blvd.  
Danville, KY 40422  
ferm-solutions.net  
Contact: Pat Heist  
Direct email: eheist@ferm-solutions.com  
General email: orders@ferm-solutions.com  
Phone: (859) 402-8707

**Gusmer Enterprises**

(See also: Analyzing/Quality Control Equipment)

**Imperial Yeast**

imperialyeast.com  
Contact: Matt Winans, Ph. D.  
Email: matt.w@imperialyeast.com  
Phone: (503) 477-5826

**Lallemand Biofuels  
& Distilled Spirits**

6120 West Douglas Ave.  
Milwaukee, WI 53218  
lallemandcraftdistilling.com  
Contact: Mitch Codd  
Email: mcodd@lallemand.com  
Phone: (724) 504-7334

Lallemand has been producing yeast for 100 years now! We understand the science of fermentation, as well as the art behind creating quality distilled spirits. Lallemand Biofuels & Distilled Spirits provides specialized yeast strains, tailored nutrients and the enzymes needed to craft healthy, efficient, flavorful

and aromatic fermentations. We partner with our customers to improve their production process and achieve their goals, using our long standing, deep knowledge of the distilled spirits industry.

**LALLEMAND  
DISTILLING**



**LALLEMAND BIOFUELS  
& DISTILLED SPIRITS**

**Omega Yeast**

4720 W. Pensacola Ave.  
Chicago, IL 60641  
omegayeast.com  
Email: info@omegayeast.com  
Phone: (773) 657-3438

**Scott Laboratories**

1480 Cader Ln.  
P.O. Box 4559  
Petaluma, CA 94954  
scottlab.com  
Contact: Joscelyn Just  
Email: joscelynj@scottlab.com  
Main: (707) 765-6666  
Mobile: (503) 318-1633

**White Labs Inc.**

9495 Candida St.  
San Diego, CA 92126  
whitelabs.com  
Contact: JoAnne Carilli-Stevenson  
Email: jcarilli@whitelabs.com  
Phone: (858) 693-3441

**Whitestar Yeast**

731 Old Sackville Rd.  
Lower Sackville, NS, Canada B4C 3H6  
whitestaryeast.com  
Contact: Jon Blair  
Email: sales@winemakeri.com  
Phone: (902) 864-0100

**Want to include  
your company in  
next year's list?**

Contact us at  
[news@americancraftspirits.org](mailto:news@americancraftspirits.org).

*American*  
**CRAFT SPIRITS  
ASSOCIATION**

**Join Us in the  
V.I.P. Lounge**

Members can receive:

- Exclusive products with the *CRAFT SPIRITS* logo
- Early access to each issue of *CRAFT SPIRITS*



**Learn more at  
[craftspiritsmag.com](http://craftspiritsmag.com).**

## A Great Label Speaks For Itself



### START-TO-FINISH CUSTOM LABEL PRINTING

Partner with the Blanc team to achieve a truly unique label - from custom manufactured paper stock to foils and embossing - your label will capture the essence of the brand and attract attention. We specialize in working with small batch distilleries and would love to work with you.

**Blanc**  
strategy, design, print & digital

[www.blancteam.com](http://www.blancteam.com)  
phone 412.221.6400

**Blanc** is a full-service solution to virtually all of your marketing needs.



**WE'LL HELP YOU  
CUT THROUGH IT.**



**LEHRMAN BEVERAGE LAW**  
9 PROFESSIONALS DEDICATED TO YOUR CRAFT

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

PERMITS • LABELS • FORMULAS • TRADEMARKS • DISTRIBUTION • FDA • TTB



# STAVING OFF A CRISIS

As demand continues to outpace barrel supply, distillers and cooperages ponder solutions.

BY JEFF CIOLETTI



This story originally appeared in the July/August 2023 issue of CRAFT SPIRITS magazine.



**A**t the beginning of 2022, the folks at Bluegrass Distillers confronted a scenario that had become a bit of an existential threat as the Lexington, Kentucky, craft spirits producer was scaling up.

"We were expanding radically and were told by the U.S. cooperages that they couldn't meet our demand," recalls Sam Rock, co-owner of Bluegrass Distillers. "We've been in the industry since 2013, and we had bought barrels from almost everyone domestically. So I basically called everybody and everybody said no."

Bluegrass was at a crossroads. It could either accept the reality that it had limited access to casks—and bring its expansion plans to a grinding halt—or find a creative solution to get its hands on barrels that had been out of reach. It chose the latter, helping alleviate its own barrel supply issues, as well as those of some of its fellow craft distillers, through the creation of Chevalier Casks, a distributor of high-end maturation containers that it procures from its cooperage partners overseas.

"We did a lot of legwork trying to source barrels from abroad for our own distillery and, in doing so, we forged relationships, and really partnerships, with some of the European cooperates specifically," notes Ben Franzini, co-owner of Bluegrass Distillers and Chevalier Casks. "And through that, they said, 'Hey, could you help us distribute,' because we had said there are actually a lot of other distilleries, maybe not looking to scale as we are, but just looking for alternative sources for barrels. And so we said, 'sure,' and through that we've been able to help a lot of distilleries that are in a similar predicament."

Chevalier may have been a relatively uncommon solution, but it was born out of necessity to deal with a barrel supply issue that unfortunately has, in the past couple of years, become uncomfortably common among American craft producers with spirits maturation programs.

A number of factors, both acute and chronic, can be blamed as causes.

"I truly think it was a little bit of everything," says Calen Kirkland, head of sales and marketing at cooperage The Barrel Mill. "Distilleries are going through a boom, kind of like craft brewers did 10, 20 years ago, where new distillers are popping up quite a bit, so that's creating a demand on barrels. But then, also, there seem to have been labor shortages within a lot of different areas of the country."

Loggers, he says, are retiring and not being replaced. And then there's inflation, stemming from supply chain disruptions, driving up the cost

of virtually every type of production material.

Additionally, large legacy producers have been increasing production as well, which has soaked up a great deal of capacity. "You have the craft curve, but you have the expansion rates of some of these big guys," says Franzini, "and when they expand, it's monstrous."

The Barrel Mill has been able to increase its production by about 20% in an effort to keep up with the surging demand, through a combination of operational changes that enabled more efficient barrel construction and contracting with additional loggers to boost its timber inventory.

Meanwhile, another supplier, Independent Stave Company (ISC) recently made a series of investments to grow its production capacity. In June, ISC announced that it is investing \$30 million to construct a new stave mill through its subsidiary, American Stave Company, in Rickman, Tennessee. It will be ISC's 11th mill in the U.S. The company also announced that it has agreed to purchase Brown-Forman's stave mill in Clifton, Tennessee. And, in May, ISC closed on the purchase of 8,016 forested acres in Southcentral Kentucky.

#### A BRIEF HISTORY OF TREES

Such operational enhancements certainly will help relieve some of the strain from the current crisis, but Dan Farber, founder and distiller at renowned brandy producer Osocalis Distillery in Soquel, California, argues that there are also historical factors at work that long predate the modern spirits industry and compound the effects of any immediate barrel supply conundrums.

"The fact of the matter is that the United States has never managed their forestry resources for stave wood," Farber says.

And it's not like forests were just blindsided by the proliferation of craft distilleries over the past decade and a half. "Wine uses American oak too, a lot of American oak," Farber points out. "And they pay a lot more for it."

Farber contrasts the American forestry situation with that of France—certainly no stranger to wine and spirits. Initially, it was a military imperative for the French, as they exerted much of their power on the seas and they needed timber for naval ships. "And that's continued to the present day, where the French government still manages much of the national forest resources with an eye toward the wine industry," he adds. "The wine industry is so important in France and obviously Cognac is a huge player, as well, so they always were managing their forestry resources with an eye toward use for cooperages. We



**"It's very much kind of been a perfect storm of conditions that have led to this and I don't think that it's going to abate any time soon."**

**—Sydney Jones  
of FEW Spirits**



**“As opposed to the commodity barrel that was all readily available for years, out of necessity, craft distillers are having to look at these more exotic cooperages, these wood species, and what we found that is that it then becomes a differentiator for their premium products.**

**—Ben Franzini  
of Chevalier Casks**

just never did in this country.”

The prevailing attitude in the U.S. historically had been that we had vast resources and could harvest them for high-quality wood without a problem.

“But that’s come back to haunt us a little bit presently,” Farber says.

The fact that older white oak trees aren’t currently being replaced by younger white oak trees fast enough to support long-term sustainability. “It’s definitely not easily fixable,” Farber warns.

Remedying that has been a big part of the mission of the White Oak Initiative, a collaboration among industries (including cooperages and spirits producers), universities, state and federal agencies, private landowners, conservation organizations and trade associations. The main objective of the initiative is to foster the long-term sustainability of the country’s white oak forests, as well as the economic, social and environmental benefits that they provide. The collaboration is designed to help landowners to view their forestry resources as economic opportunities,

and manage them in such a way that they can take advantage of those opportunities—not the least of those being cooperage.

#### **‘PERFECT STORM’**

The results of such an extensive partnership aren’t likely to be visible for years, though, and not likely to impact the current supply issues, which flared up at a time when the industry had been dealing with supply chain volatility diminishing access to other critical items—most notably, bottles.

“It’s very much kind of been a perfect storm of conditions that have led to this and I don’t think that it’s going to abate any time soon,” says Sydney Jones, head distiller at FEW Spirits in Evanston, Illinois, who noted that her distillery really started to feel the cooperage crunch in the past year. FEW had, for years, consistently been buying from a single supplier, but had to add a second source because the preferred barrel maker didn’t have enough inventory to fulfill FEW’s demands. “And it was at no fault of their own,” Jones notes. “It was the Great Shortage. ... We’ve been able to keep barrels flowing, but we’ve had to kind of diversify our portfolio.”

But even before FEW had to start sourcing from separate suppliers, Jones and her team were seeing the signs of the gathering storm elsewhere, particularly with the rapid acceleration in requests from the barrel brokers to which the distillery typically sells its used barrels.

“We felt an inkling of it just by having these constant phone calls and emails coming in from barrel brokers saying, ‘Hey, do you have this available? Do you have that available? We need it, we want it,’” Jones says. “We kind of felt that effect several years ago, but as far as us being able to procure barrels, we felt it about a year ago.”

Working with the products of two separate suppliers isn’t without a small learning curve, Jones notes, as the slightest differences in construction can create some minor operational headaches if those differences aren’t accounted for. “For example, we palletize our barrels and we found that the height of our [barrels from different suppliers] are ever-so-slightly different,” she explains. “So now we have to palletize [them separately] because there is a slight height discrepancy.”

So, in order to build solid, safe pallet stacks, FEW can’t mix the pallets together.

“Things like that are mild inconveniences, but for someone who is strapped on space—if we were—that could have been a very frustrating thing to have to deal with,” Jones notes. “[Those are] just things we wouldn’t

have considered by blending two cooperages into our maturation program. ... It’s the practical, everyday things, like how’s it going to age your whiskey, but also, how will you store it? Will it fit in your barrel rack? Will it fit in your space? Will you be able to move it with your forklift? These are things I wasn’t expecting when we got our [new] barrels in.”

#### **CREATIVE OPPORTUNITIES**

If there’s one attribute craft spirits producers have in common, it’s an ability to be nimble and adapt under rapidly changing circumstances. In fact, diminished access to barrels can be a catalyst for renewed innovation. Jones likens it to solutions the general public had to find in times of rationing, either during war or economic downturns. “People got really creative and created some really amazing things just because the supply and demand was not ideal,” she says. “And I think distillers, especially on the craft side, we can be a little more creative, we can be a little more adventurous, because that’s honestly what is expected of craft distillers nowadays. I think you’re going to see some very interesting products coming out as a result of these shortages.”

That’s especially true since, these days, consumers are far more educated about what they’re drinking. They’re seeking out more niche categories. American single malt, for instance, wouldn’t be having the moment it’s enjoying without the interest from a more curious spirits-drinking population. And, unlike bourbon and American rye whiskey, single malt doesn’t require a new oak barrel. Scotch whisky makers—whose tradition was an obvious influence for the American single malt movement—commonly age in previously used casks.

“You couldn’t necessarily be as creative in your whiskey making 10 years ago and use used casks,” Jones contends. “I think now the consumer is a little more receptive and understanding of it and potentially very excited about it. They embrace the whimsy a little more, especially with the limited releases, so I am a big proponent of looking at used casks and utilizing them for alternative whiskeys.”

Re-charring is another option that’s fairly commonly employed for spirits whose stylistic definition doesn’t require new barrels. Jones expects it to become more broadly practiced in the coming years as distillers seek to get more mileage out of their existing cask. “There’s still a lot of life left in [re-charred barrels] and some coopers can offer that,” Jones says. “And I know that some distillers have figured out how to do it, just lightly scraping off that char layer

# Exclusive Tips to Approach Customizing Your Package

Now more than ever, craft distillers and spirits brands know how important glass bottle design and quality are to the overall consumer experience and their success. But selecting or designing a distinctive bottle that effectively represents a brand's story and stands out on the shelf doesn't necessarily require a large budget or the lead time to create custom molds. Whether you are starting the bottle selection and design process or just considering a refresh, Saverglass offers the industry's largest range of high-quality, customizable "stock bottle" options.

Glass molds are crafted in separate components, allowing customization of any section of a preferred bottle. Distillers can start with the stock bottle and emboss the bottle neck, shoulders, body, or even the punt—there are so many options!

Independent of or in addition to the glass customization, decoration stands as an effortless, budget and environmentally-friendly means to showcase a brand. Spirit brands are immersing themselves in decorative techniques for packaging, employing methods like organic screen printing, coating, acid-etching, metallization and sandblasting. Look for 100% recyclable, eco-friendly screen prints that impeccably match any color and brand design. You end up with intricate and precise graphic designs. Saverglass' decoration method is Organic Savercoat, a proprietary environmentally friendly option that enables customers to achieve a broad spectrum of colors, from complete transparency to opacity, in gloss or matte, across the entire bottle or specific areas. Savercoat stands out as an effective design tool for clear spirits and boasts 100% recyclability.

New Riff Distillery has customized a Saverglass stock bottle, utilizing a

few of these techniques. They started out with the stock bottle and labels and when they were ready, they made the choice to partially customize the stock bottle with embossing on the body. They also utilize partial coating and screen print for some of their packages. With all these iterations available, they have created the ability to craft their perfect packaging to fit the style of each of their unique products, without spending any additional budget on their bottling line.

Knowing where to start can be daunting. Saverglass collaborates closely with distillers, guiding them to think ahead in the production process. Beyond the bottle's appearance, spirits brands are faced with several practical considerations, from consumer expectations and market demands to the user interface, bottling, shipping, durability, and scalability. Saverglass partners with distillers throughout, ensuring all of these crucial factors are considered to make informed choices at every stage of the production process. Beyond their expertise in glass bottles and decoration, Saverglass offers customers access to three cutting-edge corrugate & repacking facilities in the US, complemented by a fourth, located in Mexico.

Saverglass knows that its success relies on the success and partnership of its customers. You can learn more about Saverglass and its services at their panel discussion at the ACSA Conference (and visit them on the showroom floor). You will hear directly from a leading spirits brand on how they went from stock to customized, a packaging design agency, and a representative of Saverglass about some highly successful bottle designs currently in the market and the decision process behind them.





and adding a little bit of flame.”

A distillery also may have to consider using casks of a different size than they typically use, depending on what’s readily available. As one would expect, 53-gallon barrels are in highest demand. Some may find it easier to get their hands on 30-gallon barrels.

“We’ve had a handful [of distillers] that have [gone to 30s], but it seems like the traditionalists want to stick with the 53s because that’s where their recipes are at and, with bigger distilleries, that’s where they get the best bang for their buck as far as production,” says the Barrel Mill’s Kirkland. “The [distilleries] that are more willing to shift are the smaller ones and the startups. We’re able to produce a very quality product within the 10s, the 15s, the 30s for a competitive price.”

FEW has been able to stick with its 53s, but Jones advises others they may have to opt for whatever sizes are available and adjust accordingly. “For craft producers, it may not be what is ideal, but getting your spirit aging is crucial,” she says. “You can’t just have new make sitting around in totes. So, at this point, it’s kind of along the lines of ‘deal with what you can get, make the most of it,’ and you might have to be a little more conscientious in your distilling.”

For instance, if you’re moving to a smaller barrel, Jones suggests, perhaps, making leaner cuts. Alternatively, you might consider distilling a different style for smaller barrels versus larger ones.

## ALTERNATIVE WOOD

There are also barrel alternatives available, which can work well for spirits that aren’t required to age inside new oak casks.

“There are many cooperages out there who will sell you super-high-quality wood, either toasted or charred in other forms—meaning either sticks, small staves, pseudo staves chips, cubes—all kinds of forms and formats,” Farber notes. “It’s probably better in many cases than the wood that they were using in the barrels that they were buying—for a fraction of the price because it’s just so expensive to make a barrel.”

Contributing to that expense—apart from the costs associated with physically constructing a cask—is the fact that only a small percentage of a tree’s wood can be used to make staves. While the remaining wood is mostly of the same high stave quality, when a portion of it is knotted, that section is unusable for staves.

“If you put a knot in a three, four-foot section, it wipes out that whole piece for a stave,”



Farber explains. “But if you were to cut that knot out, the wood is exactly what you would use as a stave.”

As cooperages around the world have ramped up their sustainability practices, they’ve been able to get a lot more use out of their timber, charring or toasting those smaller pieces just as they would full-length staves.

The Barrel Mill is among the cooperages that offer such an alternative, in the form of its Infusion Spirals. The spirals are available in a number of varieties, including French Oak, American Northern White Oak and Eastern European Oak, at toast levels ranging from light to heavy.

“Sustainability on the wood side, we’re very aware of that, and that’s one of the advantages of our Infusion Spiral product,” Kirkland says. “It’s not necessarily for a bourbon manufacturer, because they need the new oak obviously, but folks that are producing other spirits, that’s where they’re taking advantage

of the spirals. They don’t necessarily have to spend the money on a freshly done barrel or spend the space in an already confined area.”

Promoting broader use of barrel alternatives, as well as used casks, is not without its challenges. The most significant of those is largely an educational one. Consumers, as Jones noted earlier, are far better informed about what they’re drinking than at any point in modern spirits consumption history. They might be more willing to explore the unfamiliar, but they also may have strong opinions about adhering to the orthodoxy of tradition and, possibly, a rigid view of what defines “quality”—especially if their introduction to whiskey and spirits in general was through bourbon. The unused oak requirement specific to that category may have led many to erroneously equate “new” with “better.”

That perception could shift, Farber says, if the craft spirits industry educates consumers on “the notion that, in fact, you can achieve

better quality by using re-coopered wood. It gives less-intense wood [character], which is a good thing. You could use used barrels, tailored to exactly the amount of oak that you want to put in and the type of oak.”

He argues that distillers can make much more complex spirits with such options, but there remains a misconception among consumers that it’s somehow a “cheat” or a workaround.

And because of that misconception, many distillers might be hesitant to make the legally required label changes to communicate these non-traditional means of maturation. However, as Farber points out, it doesn’t seem to have hurt one of the biggest names in American whiskey, which applies an alternate method for finishing. If you read the label of Maker’s 46, its description reads “Kentucky Bourbon Whisky Barrel Finished with Oak Staves.” For its French Oaked variant, the brand amends the verbiage to read, “Kentucky Straight Bourbon Whisky Barrel Finished with Ten French Virgin Oak Staves.”

**THEY’RE OUT THERE ... FOR A PRICE**  
But, in the end, if it’s new barrels that you

seek, they’re out there—but expect to pay more than you’re used to, Farber contends.

“There are barrels available, but not at the cheap prices that our community has been mainlining for the past 30 years,” he says. Distillers may have to follow the lead of wine producers, which are far more accustomed to paying a premium for casks.

“A typical winery won’t balk at paying \$400 for a barrel,” he says, “but the craft community grew up with circa \$200 barrels and therein lies the rub.”

However, from that ‘rub,’ an opportunity could grow. That’s partly what the folks at Chevalier Casks have observed as they’ve fielded requests for containers from American craft distillers. “Some people are asking for Spanish oak, some people are asking for French oak—people want even Limousin oak,” reveals Chevalier’s Rock.

And that’s been something of a surprise for the distiller-turned-barrel-distributor.

“As opposed to the commodity barrel that was all readily available for years, out of necessity, craft distillers are having to look at these more exotic cooperages, these wood species, and what we found that is

**“There are barrels available, but not at the cheap prices that our community has been mainlining for the past 30 years.”**

**—Dan Farber  
of Osocalis Distillery**

that it then becomes a differentiator for their premium products,” adds Chevalier’s Franzini. “And, you know, it’s maybe a silver lining, out of necessity to be creative and look elsewhere, but it’s definitely a trend where people are [thinking] that if they’re going to pay more for a barrel, they want to make that something that differentiates their product, as opposed to just checking the box.” ■

# START-STOP-KEEP

What are we going to *start* doing? What are we going to *stop* doing? What are we going to *keep* doing?

**A SOLID STRATEGIC PLAN IS KEY TO GROWTH  
AND LONG-TERM SUCCESS.**

Distributor alignment and evaluation

Creation of strategies and tactics

Sales forecasting and financial modeling

Valuation and exit strategy

Ongoing advisory and implementation support



**TBSPIRITS.COM | YOUR PARTNER IN THE SPIRITS INDUSTRY | 312-809-8202**



This story originally appeared in the March/April 2023 issue of CRAFT SPIRITS magazine.

# Building a Global Brand

Breaking out of your comfort zone by exporting can be a great way to grow your brand, and yourself. Just don't expect it to be easy.

BY ANDREW KAPLAN

**B**oth Ukraine and Russia were growing and vibrant markets for Chicago-based KOVAL Distillery. Now, the distillery's products are not exported to either country. KOVAL's experience in these now war-torn countries is an extreme example of the risks that come with exporting. But it's also an exception to the norm.

Beyond Ukraine and Russia, KOVAL has

built a thriving export business over 13 years with 25% of all its products currently sold in 45 different markets around the world. "We always saw it as a good avenue for growing our brand," says Sonat Birnecker Hart, co-founder of KOVAL. "We wanted to be a global brand. That was always our hope and our desire, to do that and to build it ourselves."

Another craft distiller that has found

success exporting is Portland, Oregon-based Westward Whiskey, which now sells in more than 20 countries. "There is an endless list of challenges when it comes to export markets, but we believe they are worth the extra effort," says Thomas Mooney, CEO and founder.

Are enough American craft distillers currently making that effort? Craft spirits exports are growing, albeit from a small base.







Thomas Mooney of Westward Whiskey

**“Process is critical—a distiller must have a checklist of everything one needs to understand about a market before committing to it. There are no universally good or bad export markets, only markets that are a better (or worse) fit for a particular distiller, or ones with a more (or less) motivated importer as a partner.”**

**—Thomas Mooney of Westward Whiskey**

In 2021, according to statistics from the 2022 Craft Spirits Data Project, craft spirits exports rose by 58%, reaching 164,000 9L cases. Even so, this amounted to just 1.2% of craft spirits sales, meaning there is a lot of room for more craft distillers to begin exporting their products.

The fact is, if you're looking to grow sales, and maybe learn another language and get in some international travel at the same time, exporting just might be for you.

#### **Export challenges**

But exporting isn't for everyone. Some distillers have decided to retreat from ambitious overseas plans in recent years after struggling for years against a variety of headwinds.

For example, Scott Harris, co-founder of Catoctin Creek Distilling Co. in Purcellville, Virginia, says exports to Europe were shaping up to be around 10% of the company's total revenue. “And they were moving up as a percentage of total revenue,” he says. “The next year we were shaping up to see a doubling of that to like 20% of our gross revenue represented by European exports.”

And then, he says, the tariffs hit.

“The tariffs killed that and it's been paltry since,” he says. “Since the tariffs and the difficulties that have happened since then, all of our exports have been like 1% of our total revenue. So, we're basically focusing almost entirely all of our efforts on the U.S. market as a result.” Other headwinds, he says, included Brexit, the war in Ukraine—which has sparked inflation and hurt sales in Europe—and the strong dollar.

The one export market Catoctin Creek has had some success with is Mexico. “The Mexico market is a slower market for us,” he says, “but it is a consistently good market. We find ourselves on the menu in some really nice high-end restaurants in a few of the bigger cities. And of course, transportation costs to Mexico are much cheaper, and it's easier with the (trade agreements) and everything.”

As Mooney mentioned earlier, a craft distiller looking to get into exporting can expect to face a variety of challenges (though he believes in the long run, they are worth dealing with). Among the ones he cites are: complying with pre-entry regulatory requirements like

lab testing, printing country-specific labels, maintaining higher inventory quantities given the length of time to restock a market, and the need to purchase both 750-mL and 700-mL bottles. “The U.S. unilaterally made 700-mL bottles legal, but Europe did not reciprocate by making 750-mL bottles legal,” he explains.

#### **Five tips to get started**

These all may seem a bit overwhelming at first. But craft distillers that have experience exporting say there are some useful tips that any budding exporter should know and that could increase the chance of success.

**1. Find a personal connection:** Tapping into personal connections or experiences can often be a great way to get your products into a market.

Kristina Hansen, co-founder of Round Turn Distilling in Biddeford, Maine, credits a repeat bar customer with playing a crucial role in opening up the Ontario, Canada, market for her distillery. The customer, who owns a local beach house, also happened to own a restaurant group in Toronto. “He gave us a

contact with the broker that we currently use now," she says. "It was a year's worth of working with them and working with the Ontario government to get the ball rolling."

For Westward Whiskey, it was Mooney's own former ties to Australia that made that market a natural opening salvo in the more than 20 countries it now exports to. "Initially, we focused on markets in which we had knowledge and experience," Mooney says. "Australia was our first market because, for years, I was responsible for the FIJI Water business in that country and my former colleague, who was the GM for FIJI Water at the time, became our business development partner when we launched."

For Hart and her husband, Robert Birnecker, who both have deep connections overseas, exporting felt like a natural extension of their U.S. business. Robert is from Austria and Hart was a professor of European Jewish cultural history. It's no accident that Eastern European countries like Ukraine and Poland have been big export markets for KOVAL as a result.

**2. Domestic experiences can be applied.** Learnings from domestic sales can definitely

be applied to exporting. While there are additional layers of complexity to exporting, the fundamentals of business sales remain the same, these experts say.

"The challenges of exporting seem nearly identical to trying to break into new states here," says Hansen. "Everyone has different rules, everyone has different assumptions about what you already know."

"Go for it!," encourages Mooney. "Exporting is only marginally more difficult than launching into a new state, and the rewards can be immense."

**3. Research the market.** "The key is to ensure that a distiller understands the market before jumping in," adds Mooney, who explains that in some markets, "the learning curve has been massive. It took us half a year to get an order from Taiwan out the door because of the many labeling and lab test requirements. We are on a roll now, but we had to figure everything out along the way."

He continues, "Process is critical—a distiller must have a checklist of everything one needs to understand about a market before committing to it. There are no universally good or

bad export markets, only markets that are a better (or worse) fit for a particular distiller, or ones with a more (or less) motivated importer as a partner."

Adds Hansen: "You have to just really be up on your research and don't expect anyone to explain something fully to you."

**4. Put feet on the ground.** Most craft distillers that export spirits stress that there's no real way around it: you are going to have to spend a fair amount of time in your target market, at least initially. If it works out and you plan on staying a while, a good idea is to hire somebody local to manage the market for you. That's what KOVAL does in Asia, for example. "One can't just send product abroad, and hope that it will grow," says Hart.

Adds Mooney: "Nobody will build our brand for us, so exporting is a commitment to spend time in other countries doing the same level of street work that we do in the U.S."

"There's a lot of self-advocating that you have to do," sums up Hansen.

**5. Take advantage of government, trade or professional assistance.** There are many resources currently available to craft distillers

**"The challenges of exporting seem nearly identical to trying to break into new states here. Everyone has different rules, everyone has different assumptions about what you already know."**

**—Kristina Hansen of Round Turn Distilling**







Scott Harris of Catoctin Creek Distilling Co.



looking to get into exporting.

For example, The Distilled Spirits Council of the United States (DISCUS) was recently granted \$1.12 million through its partnership with the U.S. Department of Agriculture’s (USDA) Market Access Program to promote American spirits exports in 2023, which represented a slight increase over 2022 levels.

Round Turn was one of the craft distillers featured in the Bar Convent Berlin DISCUS booth. Hansen says especially helpful for a newer export like herself was being able to network and learn from the other exhibitors in the booth. “We talked with them about how long it takes and how many relationships it takes before you start to get some traction. It was refreshing to get some real-life advice from people,” she says.

Mooney has tapped into the USDA’s Market Export program. “It’s provided us with some helpful funds to help spread the word about Westward. Additionally, we’ve needed to rely on key organizations like ACSA to mitigate the very real export threats and retaliatory tariffs that face our industry. Finally, organizations like the Western United States Agricultural Trade Association (WUSATA) have provided financial support to help us grow export sales.”

And Hart says there are District Export Councils (DEC) in each state whose job is to mentor people in best practices for exporting. In fact, she is a member of the DEC in Illinois. “Every state has its own export assistance for manufacturers,” she says. “The state of Illinois even has offices abroad to help manufacturers in the state engage in trade.”

And if you’re looking to partner with an

expert, companies like Crafted Exports, based in Brooklyn, New York, specialize in helping craft distillers export. “We started a company to make it easier for American craft suppliers in the alcohol space to enter international markets and to help international importers, bars, distributors, get access to great American brands,” says co-founder Qurban Walia.

**The bigger picture**

Craft distillers are often concerned about helping their local communities. Exporting can also be a way of impacting the world beyond. These are unsettling times, after all, and distillers offer a unique product that can help bring people together.

“Westward is truly a whiskey of the

elements that is inspired by the American Northwest, and these elements are appreciated by whiskey lovers around the world,” says Mooney. “Our exposure to export markets is also a tremendous opportunity to learn, both about ourselves and also about innovations in whiskey that are taking place everywhere.”

And Hart says there’s another larger dimension to all of this, too. “Trade is also wonderful for other reasons,” she says. “This is a way for us to engage in soft diplomacy. If we bring our spirits abroad, we’re bringing a piece of wherever we are from, and ourselves, to that place. And that can bring good cheer. And in a time that we live in that is full of so much sadness, war, fear, I think bringing cheer to the world is a great thing to engage in today.” ■



Peter McNulty and Qurban Singh Walia of Crafted Exports



# SPIRITS RIDING HIGH IN DENVER

Distillers in and around Colorado's capital city embrace local ingredients and dry, arid climate.

BY JOHN HOLL



This story originally appeared in the November/December 2023 issue of *CRAFT SPIRITS* magazine.

Denver was one of the first major cities in America to create and embrace a craft spirits scene, says Rob Masters, the head distiller and partner of The Family Jones. Citing Stranahan's Colorado Whiskey, which was founded in 2004, and the long-standing craft beer scene, Masters says the current scene in and around the Mile High City was built on a strong foundation.

"All those consumers understand what local and craft mean in regards to quality and integrity of products and they seek them out," he says. "We also have access to great raw goods from grains to mountain snow melt water. The dry, arid climate of Denver and the rest of the state makes for a different spirit than something aged in the Midwest."

Climate comes up again and again when speaking with Denver area distillers. The altitude and weather are said to impact the final spirit.

"It has been speculated that one year aging in Colorado is roughly equivalent to three in



Josh Hunt, Travis Jones and Kevin Corneby of Branch & Barrel Distilling in Centennial, a Denver suburb







Laura Walters and Kallyn Romero of Ironton Distillery & Crafthouse

Kentucky, but good luck trying to tell that to any Kentucky bourbon enthusiasts though," says Josh Hunt, the vice president of Branch & Barrel Distilling in Centennial, a Denver suburb.

For as long as the craft distilling scene has been established, the growth seen, and the accolades gathered, Masters says there is still work to be done.

"I feel like all Colorado distilleries need to work on telling the story of why Colorado spirits are different," says Masters. "There are so many factors that go into making spirits, particularly whiskey, and there are things that Colorado's climate does to the spirit that you are not going to get anywhere else. First-use water, uniquely grown grains, and arid climate aging are just some of the things that affect spirits coming from Colorado."

There is a mix of growing and established distilleries in the city. In the northeast corner of the city, Leopold Bros. has been creating sought-after whiskeys and more spirits since brothers Todd and Scott Leopold relocated

their operations from Michigan to their home state in the mid-2000s. Their operation includes a malt house where the distillery floor malts its own Colorado-grown grains on site.

Across town, distillers have their eyes on expansion.

South of downtown, Bear Creek Distillery founder Jay Johnson says that his distillery is working on a new rackhouse that will have Bear Creek "competing with the big guys" within two years. Kallyn Romero, the co-founder of Ironton Distillery & Crafthouse says the company is in the process of expanding and streamlining its production and distribution.

"Being right in Denver, we do get a decent number of tourists," says Romero, who notes that Ironton is a distillery pub, and able to serve food, wine and beer along with its spirits. "We recently started online sales and delivery so [we] would like to see that pickup nationwide."

Still, even with its tourism, the city's distilleries say that locals will always be the

cornerstone of the Colorado craft industry.

"They are our lifeblood, and any distillery or brewery will tell you that they could not exist without the support of their respective communities," says Hunt. "Much of our focus goes towards giving back to our specific community and local supporters."

Local also plays a big role in the narrative when it comes to ingredients. Like in so many other regions, there is a conversation on spirits made in-state with regional grain, versus brands that might source from elsewhere.

For Masters, the idea of sourcing local grain goes beyond flavor. It is also about saving family farms and having drinkers think and re-connect with agriculture. The Family Jones is sourcing only Colorado-grown grain from farmers who are using regenerative agricultural practices. Some of those partners include Colorado Stock and Grain, Root Shoot Malting and the Whiskey Sisters.

"Everyone from our employees to our distribution teams has been on a farm tour and



walked the fields to learn how regenerative ag is at the root of our quality and flavor and helps to support the health of our communities and family farms," he says.

As Stranahan's has grown, along with others like Breckenridge and Tincup, the smaller producers give a nod to their success and history, but don't often think of them as Colorado brands, as they have shifted focus beyond the state's borders. Discerning consumers are routinely looking for the smaller batch offerings, says Hunt, which helps them grow.

There is competition, of course, among the operating smaller distilleries, but also chances for collaboration and coalition building. "At events, festivals and charity, we are a family," says Johnson, of Bear Creek. He cites the seven Colorado distilleries that recently came together for a Wheat Whiskey collaboration to raise nearly \$50,000 for various state-wide charities.

The Denver-area distilleries not only cater to spirits fans, says Hunt, but to mixology enthusiasts as well. "Many of our tasting rooms feature intricate and expertly curated cocktail offerings, speaking to the city's cultivation of a thriving mixology culture," he says.

There is also innovation and creativity in the bottles. FatHouse Spirits uses fat washing for its spirits, combining bacon, butter or coconut oil in various spirits. Gently added, any



Brothers Todd and Scott Leopold



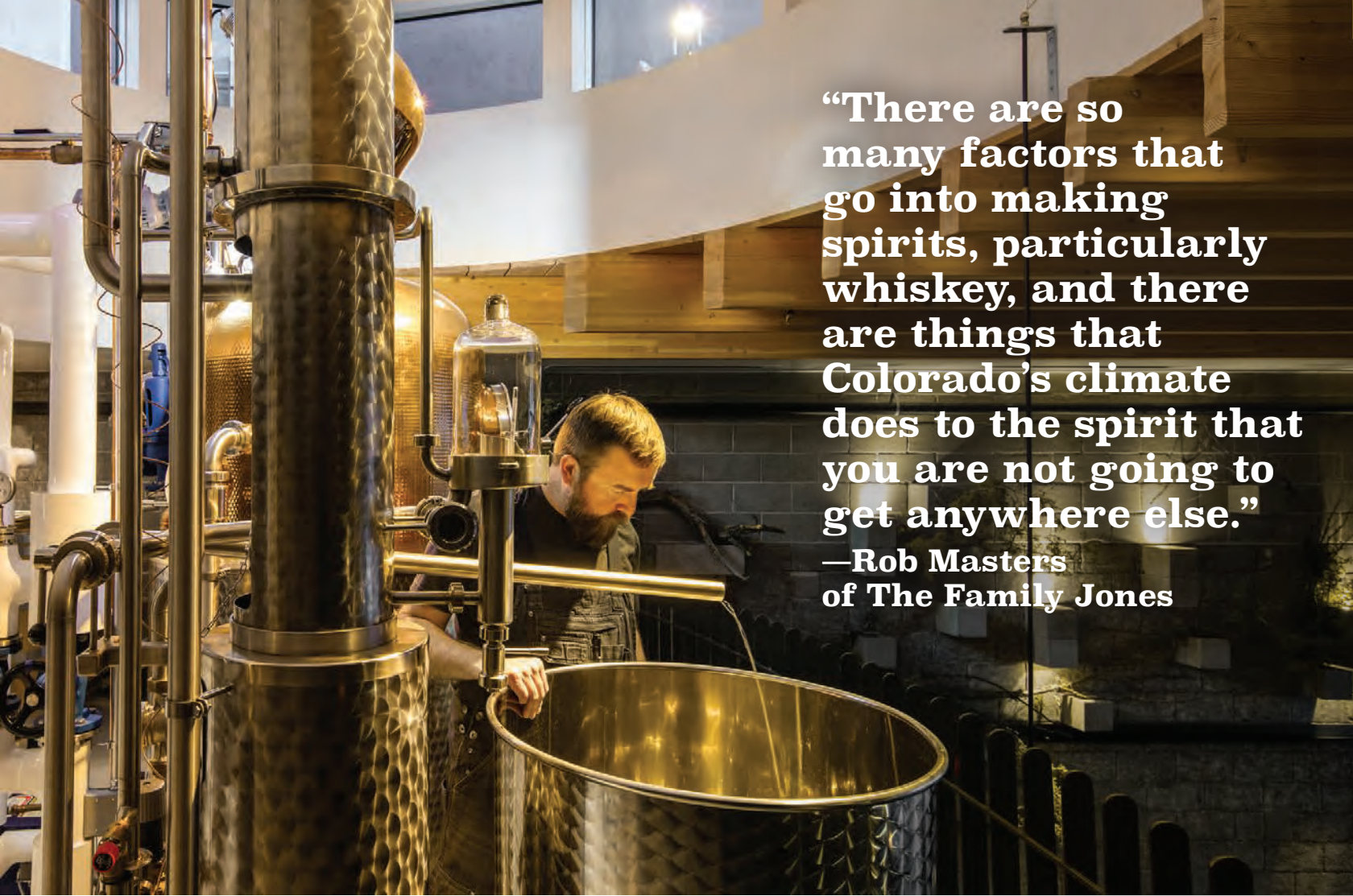
solids are removed before bottling, leaving only the flavor.

Patrick and Meagan Miller, the founders of Arvada-based Talnua Distillery, are focused on Irish-style single pot still whiskey, which was inspired by honeymoon sips in Ireland, and they are now bringing those flavors to Colorado.

There are other spirits found at these distilleries and others, like vodka and gin, but over and over again, the distillers of Colorado want to talk about whiskey, both a nod to tradition and cowboy roots.

"I believe we'll witness the emergence of a new American whiskey map in the next 20 years, says Casey Rizzo, the brand education and marketing coordinator for Laws Whiskey House. "Other regions and states will be discussed in the same way Kentucky or Tennessee whiskey is celebrated. We're genuinely excited about this evolution. Our aim isn't to replicate Kentucky bourbon or Tennessee whiskey; instead, we seek to contribute to the rich tapestry of American whiskey as a distillery that harnesses the unique resources available right here in Colorado." ■





**“There are so many factors that go into making spirits, particularly whiskey, and there are things that Colorado’s climate does to the spirit that you are not going to get anywhere else.”**  
**—Rob Masters of The Family Jones**





# DRINKS TO SAVOR FROM ACSA MEMBERS

These recipes  
previously appeared  
in the digital  
pages of CRAFT  
SPIRITS magazine.

## Strawberry Eighth Gin Sour

The citrus-forward Eighth Gin from Columbia, Illinois-based **Stumpy's Spirits Distillery** is the perfect complement to the fruity taste of this strawberry sour. The aquafaba is an absolute must for creating the most marvelous foam top. All together, this cocktail will leave you with a pop of citrus, botanicals, fruit and silk.

### Ingredients

2 ounces Eighth Gin  
1 ounce strawberry simple syrup  
Fresh squeezed juice from half a lemon  
1/2 ounce aquafaba  
Strawberry slice to garnish

### Instructions

In a shaker with no ice, add Eighth Gin, strawberry simple syrup, lemon juice and aquafaba. Dry shake. Add ice and wet shake. Strain into a coupe glass and garnish with a slice of strawberry and enjoy.





## Driftless Old Fashioned

The Driftless Old Fashioned pays homage to the surrounding unglaciated area that Baraboo, Wisconsin-based **Driftless Glen Distillery** calls home. This twist on the classic cocktail features the distillery's brandy instead of the typical bourbon but still makes for the perfect sipper.

### Ingredients

2 ounces Driftless Glen 5 Year Reserve Brandy  
1/2 ounce simple syrup  
1/2 ounce cherry juice  
1/4 ounce Reneé Black Cherry Balsamic  
2 dashes of Fee Brothers Old Fashion  
Aromatic Bitters  
Sprite or Sour  
2 orange slices  
1 cherry

### Directions

Add the cherry juice, bitters, balsamic, simple syrup and one orange slice into a glass and muddle. Top with ice, brandy and Sprite or sour to taste. Garnish with an orange slice and cherry and enjoy.



## Sycamore Flat

Sycamore Flats from San Francisco-based **Brucato Amaro** is a delightful pre-dinner drink with a rich, full flavor. Its low alcohol content makes it an ideal choice ahead of a dinner with lots of red wine.

### Ingredients

1 1/2 ounces Brucato Orchards  
1 1/2 ounces amontillado sherry  
2 dashes Angostura bitters

### Directions

Stir all ingredients with ice and strain into a small cocktail glass. Garnish with lemon twist.





## New York Manhattan

This twist on the traditional classic cocktail is made special as it is exclusively made with New York State ingredients. Rochester-based **Black Button Distilling's** Empire Rye Whiskey distilled with 94% New York State-grown Danko Rye complements Brooklyn's Method Spirits Sweet Vermouth and Rochester's Fee Brothers Bitters.

### Ingredients

2 ounces Black Button Empire Rye Whiskey  
1 ounce Method Spirits Sweet Vermouth  
1-2 dashes each Fee Brothers Old Fashioned & Orange Bitters

### Directions

Build on ice in a mixing glass and stir until chilled. Strain onto fresh ice. Garnish with lemon or orange peel.



## Desert Bloom

Sentinel Straight Rye Whiskey forms the base of this refreshing concoction from **Whiskey Del Bac** in Tucson, Arizona.

### Ingredients

2 ounces Sentinel Straight Rye Whiskey  
3/4 ounces lemon juice  
1/2 ounce Giffard raspberry liqueur  
1/2 ounce simple syrup  
6 mint leaves  
Knob of ginger cut into medallions

### Directions

Add mint, ginger and simple syrup to a shaker and muddle. Add remaining ingredients and ice. Shake to chill. Double strain into rocks glass over fresh ice. Garnish with a fresh sprig of mint.

## White Rabbit

If a cocktail could form a perfect bridge between winter and spring, Lewisville, Texas-based **BENDT Distilling Co.** says this cocktail would be it. Their homemade amaretto liqueur combines with BENDT Bourbon Cream to bring rich brown sugar and creamy vanilla notes, while the lemon provides vibrant citrus.

### Ingredients

2 1/2 ounces BENDT Bourbon Cream  
1 ounce Amaretto  
1 bar spoon lemon curd  
8 drops pure vanilla extract

### Directions

Add all ingredients to a shaker tin half full of ice. Shake for 15-20 seconds. Strain into a chilled coupe glass. Garnish with edible flower or lemon twist.





# MINDING COMPLIANCE

Understanding compliance and why it matters to craft distillers

BY TERI QUIMBY

If you have buildings, employees or products, then it's your lucky day—you get to interact with all levels, and many different divisions, of government! Whether for workplace safety, wastewater permits or tax submissions, compliance concerns at the federal, state and local levels are likely on your mind. Or should be. All these laws, rules, ordinances and other requirements can quickly get you in trouble if not followed.

When we talk about compliance and ethics, we are really talking about getting people to act, or refrain from acting, in certain ways. Laws and rules are one area of compliance, with direct-to-consumer (DtC) shipping laws providing an example. If DtC is allowed, people must follow the law when shipping products; and if it's not allowed, then no shipments should take place. Either way, compliance with the law is required. Lack of regulatory compliance usually has one or more consequences like license revocation, suspension, fines or jail time.

While rules are not the same as laws, they do have the force of law. Rules are created through a different system at the agency level, with notice and comment. A recent example of this is the U.S. Alcohol and Tobacco Tax and Trade Bureau's (TTB) issuance of an Advance Notice of Proposed Rulemaking to seek public input on updating certain TTB rules. Whether in laws and rules, regulatory requirements need to be followed to prevent misconduct.

It may seem like the road to compliance never ends. Building and other codes contain requirements. Proper documentation for employees needs to be maintained. Timely tax filings cannot be overlooked. Sample sizes are set for you and outdoor service areas have their own issues. The intrusion of government into every corner of your business may feel overwhelming.

Small or large, the government expects

compliance from organizations and demonstration of it—not only for regulatory requirements but also your own. Creating and maintaining an internal program is good business practice as well as another area of compliance to address. This means designing and implementing a program to prevent and detect criminal or other misconduct. Adding to the above DtC example, a company may include specific corporate policies in its own program, along with details on how the company plans to achieve regulatory compliance and internal compliance through its business practices.

## Effective Compliance Programs

Internal programs are not sufficient, though, if they are merely check-the-box programs. Saying you have one in place is simply not enough; it needs to be effective—with evidence to demonstrate that. The program may be ethics-based, with a code of conduct covering comprehensive guidance and empowerment for employee decision-making. Alternatively, a procedures-based code could contain specific policies on subjects like conflict-of-interest disclosures, hotline or speak-up reporting procedures, facilitation payment policies and more.

The American Craft Spirits Association (ACSA) includes an Ethics area on its website. Three compliance and ethics documents are found there: Code of Ethics, Code of Conduct, and Ethics & Advertising. The Code of Ethics speaks to honesty, transparency and respect, as well as obedience of all federal, state and local laws. The Code of Conduct discusses ACSA's dedication to providing harassment-free environments for events. As part of the Ethics & Advertising section, best practices for safe and ethical management of certain conduct is offered along with a complaint form. If someone believes that an ACSA member is not in compliance with ACSA guidelines for marketing

and advertising, then a complaint may be submitted for review. These documents demonstrate ACSA's commitment to an effective compliance and ethics program.

## Resources for Program Design & Implementation

To assist you, a few federal government resources are viewed universally as good ones to consider when designing and reviewing compliance and ethics programs. Even though these stem from the criminal side, which not all conduct violations rise to, the guidance provided by the Department of Justice (DOJ) Criminal Division and the U.S. Sentencing Guidelines (USSC) offer insightful information that should not be ignored.

The USSC Guidelines Manual focuses on the presence of seven elements for an effective program: Standards & Procedures; Governance & Oversight; Education & Training; Monitoring & Auditing; Speak-Up & Reporting Mechanisms; Internal Enforcement & Disciplinary Actions; and Misconduct Response & Future Prevention. To be considered effective, these elements must make up the main outline of a compliance and ethics program.

Further, the DOJ's Evaluation of Corporate Compliance Programs provides guidance and sets forth thoughts on the government's mind; almost 200 questions are included. While not all are applicable to every compliance program, this list provides a sound starting point for design and ongoing evaluation of your program. Although this document comes from the DOJ's Criminal Division, it is widely regarded and well-known guidance for all compliance programs.

## Auditing & Monitoring

If a government agency asked you some of the DOJ's questions or other ones, are you able to provide answers and records in

This column originally appeared in the May/June 2023 issue of CRAFT SPIRITS magazine.



support? For example, workplace safety is regulated by government and these types of questions may arise:

- Is training occurring at regular and appropriate intervals to prevent problems?
- Are records kept on who instructed, who attended, and what content was covered?
- How do you know the training was meaningful? (Assumptions don't count.)
- If an incident occurred, how was it handled and what new preventative measure was implemented to stop a future occurrence?

Basically, government wants to know what was done to prevent misconduct in the first place, address misconduct as soon as it occurred, and stop it from occurring again. Some of this comes down to proper record keeping as well as organization. When government demands an answer to a regulatory compliance question, are you able to respond with an organized answer to the specific question asked?

### Compliance Cases in the Alcohol Industry

If you are involved with export of products, you may be familiar with payments to government officials for assistance with processing, or speeding up, approvals. Perhaps thought about more in the context of foreign officials, these payments may be legal in some areas or culturally expected. In others, they may be considered bribes. Even if legal, a company may choose not to make these types

of payments and embody that decision in its compliance program. Either way, employees need to know what to do to comply with the law and with corporate policies. In turn, companies need to know if employees are following the law as well as internal requirements. Documentation of compliance is key and good organization of records is necessary to respond efficiently and effectively to government inquiries.

Non-compliance of laws and rules has consequences, as seen from learning lessons in the alcohol industry. While some of these cases involve bigger companies, the compliance lessons are of benefit to all.

- DOJ: Beam Suntory Inc. paid over \$19 million to resolve an investigation into regulatory compliance violations for books and records issues, and for facilitation payments as bribes to foreign officials for product approvals.

- Virginia AG & Virginia DEQ: A distillery paid \$700,000 as a penalty for non-compliance with state wastewater laws.

- TTB: The 2022 Offers in Compromise accepted by the TTB include a few distilleries. Accepted offers to resolve allegations range from \$1,000 for failure to comply with timely payment for federal excise tax, to \$305,000 for trade practice non-compliance. The latter involved sponsorship agreements with sports and entertainment venues, which included inducement to purchase products at the exclusion of competitor products.

### Conclusion

Compliance with external laws and rules set by government, and internal programs set by companies, drive transparency and accountability. Commitment to an effective program demonstrates to all stakeholders, especially government and employees, that a company takes responsibility for compliance and ethics seriously.

In today's world, it's more likely when, rather than if, government will knock on your door. Implementing and maintaining a well-designed compliance and ethics program deserves adequate attention. The ability to demonstrate compliance efforts and reactions is part of good governance as well as expected by government. ■



*Teri Quimby is a former state alcohol regulator. Her work on legal and compliance issues is published regularly.*

*Disclaimer: This column is for education purposes only. It should not be construed as specific legal advice or establishment of any attorney client relationship.*



# CASK SIZES

Exploring how your choice of casks can impact the flavor of whiskey

BY JASON PARKER

This story originally appeared in the March/April 2023 issue of *CRAFT SPIRITS* magazine.

In a previous issue of *CRAFT SPIRITS* magazine, we discussed how the choice of oak species is one of at least six factors you can control to influence the flavors produced during whiskey maturation in a cask. This time we'll discuss the related aspect of cask size and explore how your choices can influence

the flavor of your mature whiskey.

Note the use of the term cask to describe a wooden vessel, rather than the term *barrel*. In most of the world a barrel is understood to be a 180-200 liter cask. There are many other cask sizes, but the ones most common to whiskey maturation are shown in diagram 1.

I also use the word *mature* rather than *age*, as we're exploring the creation, removal and transformation of flavors, rather than how many years have passed since the spirit was entered into the cask. While related, they are not synonymous. As we'll see in this article, many factors beyond years—including cask size—affect the maturation of whiskey. We'll start with the two directly attributable to the cask.

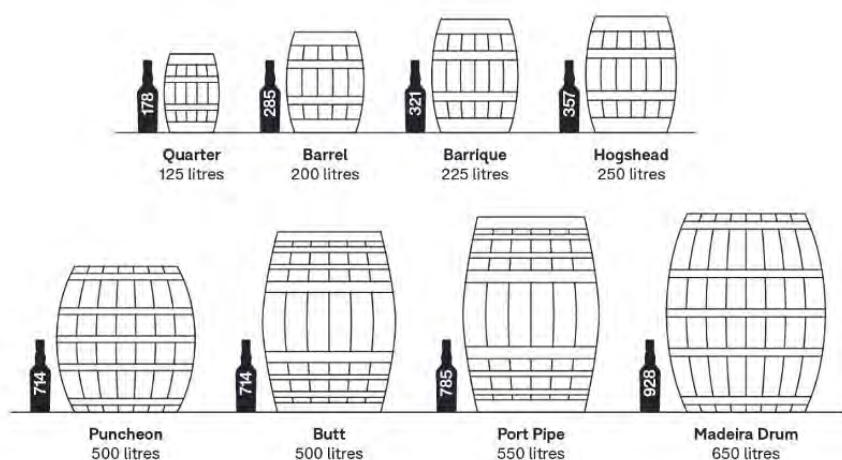


Diagram 1: Cask sizes vary in volume and shape. For comparison purposes, the maximum number of bottles possible from a full barrel are shown in this diagram. In practice, a barrel that has been maturing whiskey for some number of years will contain much less, sometimes only 30-70% of the maximum, due to evaporation (the angels' share) over the years. (Diagram courtesy of Mark Littler.)

## Removal and addition of flavors

Contact with wood, (toasted and/or charred) provides two of the three main sources of cask flavor and aroma to a maturing whiskey: removal and addition. (The third is transformations, which will be discussed later.)

Removal refers to the subtraction of off-flavors and early volatiles. The mechanics of subtraction is accomplished through several mechanisms, but primarily through adsorption through the char layer and evaporation through the barrel seams. (The wood itself should not allow water or alcohol to pass through. To understand how this is accomplished, see the February 2023 issue of *CRAFT SPIRITS*.) Subtraction is particularly important with regards to methyl polysulfides, such as dimethyl sulfide (DMS), dimethyl disulfide (DMDS) and dimethyl trisulfide (DMTS), as these compounds have

low thresholds for detection, and are generally considered off-flavors and aromas.

DMS may take only a couple of months to reduce, whereas DMDS and DMTS may take several years to reduce to non-detectable, or at least acceptable levels. The rate of evaporation from the cask of these three polysulfides to below-detectable levels is, of course, dependent on how much was in the original spirit, but also on time, temperature, humidity, air flow and barrel size and stave thickness.

The other flavor influence for which the cask is directly responsible is the addition of flavor compounds. These effects are best described as the extraction of flavor compounds derived from oak, leading to changes in both flavor and color.

There is a rapid increase in the extraction of tannins during the first six months of whiskey maturation. The extraction rate then levels off to a slow and steady increase for the rest of the maturation. Sugars, glycerol, organic acids, lignin-related compounds and steroids all extract from the cask into the maturing whiskey. Most of these compounds contribute directly to mouthfeel, flavor and aroma, or are the necessary precursors for interactions with oxygen, alcohols and other compounds in the maturing whiskey.

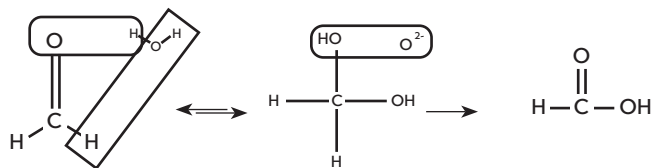
Many factors affect the extraction of wood compounds, including entry proof of the spirit, the toast and char of the cask, whether the cask is new or used, and the warehouse conditions where the cask is stored during maturation. While all of these decisions lead to flavor impacts, casks have one of the more significant effects on extraction rate.

### How size matters

The size of a cask directly affects the ratio between the surface area (where the spirit interacts with the cask) and the volume of whiskey. The smaller the cask, the more wood contact the whiskey will have, therefore extraction will occur faster in a small cask than a large cask. Evaporation (removal) will also occur faster for the same reason. Small casks are chosen for this reason: they shorten the time required to extract oak flavors and remove unwanted compounds.

If extraction and evaporation were the only two factors responsible for new make spirit turning into fully matured whiskey then small casks would indeed be the ticket to rapidly getting product to market. Where that is the case, the reason to move to larger casks would be for process efficiency and cost reduction. Consider that 5-, 10-, 15-, and 30-gallon casks cost just slightly

### Aldehyde to acid



### Acid to Ester

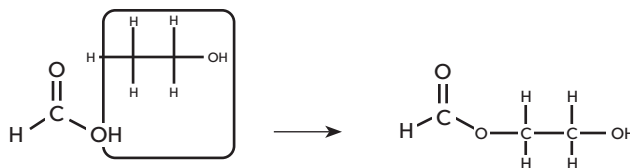


Diagram 2: The pathway to ester formation in maturing whiskey is dependent on the availability of oxygen. Derived from an acid in which at least one -OH group is replaced by an -O-alkyl group.

less than a standard 200-liter barrel, require more labor to fill, take up more warehouse space per gallon, and lose significantly more through evaporation.

Addition and subtraction mechanisms are not the only two factors creating mature flavors in a cask. The third factor is a series of transformations dependent on time, temperature, available oxygen, cut points, grain type and entry proof. Regardless of all these variables, transformations from new make spirit to fully matured spirit takes time for chemical reactions to reach the level of flavor detection. One of the benefits of larger format barrels is that they allow enough time for oxidation and esterification transformations to occur to reach detectable levels before the whiskey becomes over-oaked, meaning too many wood extracts are in the whiskey for a balanced flavor.

Incorporating small casks that have been previously used may be a good way to reduce the risk of over-oaking a whiskey when small casks are employed, but they still come with a high evaporation rate, which can mean significant loss while waiting for the flavor transformations to occur in sufficient amounts.

The transformations are how whiskey esters are produced, and are the result of an acid and an alcohol interacting. They include flavors and aromas of tropical fruits, flowers, honey, citrus, earthiness, and many more. Esters are produced during fermentation and are also formed in the cask when aldehydes oxidize to form acids which then combine with ethanol to form an ester.

Critical to the formation of esters in the cask are the availability of oxygen and sufficient temperatures to facilitate the reactions (see di-

agram 2). Oxygen is more soluble at lower temperatures, but esterification reactions are more rapid at warmer temperatures. Therefore, whether the warehouse is maintained at a constant room temperature or swings seasonally between high and low temperatures, the rate of esterification will be impacted.

Because esterification is where mature whiskey flavors come from (not just wood-derived flavors), small barrels have an inherent risk that the extraction of wood-derived flavors occurs faster than the oxidation and esterification reactions occur. This can lead to woody or over-oaked flavors. Therefore, a distiller has to consider all of their choices of grain, fermentation, cuts and warehouse conditions leading up to the whiskey before deciding that a small cask is the best path for flavor development in their maturing whiskey. When incorporated into a blending program, small casks can add flavors missing from larger casks, and vice versa. So small casks can have their place in a distillery, with caution and an understanding of how they work. ■



Jason Parker is the co-founder and president of Seattle-based Copperworks Distilling Co. This column is derived from two presentations he presented at ACSA conferences which are available as recordings at [americancraftspirits.org](http://americancraftspirits.org).



This story originally appeared in the July/August 2023 issue of *CRAFT SPIRITS* magazine.



# PAPER TRAIL

Is paperboard a viable new option for craft spirits bottles? Early signs are promising for some brands.

BY ANDREW KAPLAN

Some craft distillers are switching to paperboard bottles that they say check all the boxes when it comes to sustainability, consumer appeal and in some cases, cost.

So far, two spirits companies, Distillery 98 in Santa Rosa Beach, Florida, and Demon Spirits in Hudson, Wisconsin, have begun offering products in the Frugal Bottle, designed by a company in the U.K. called Frugalpac. The 750-mL Bordeaux-shaped bottle consists of 94% recycled paperboard that surrounds an internal PET pouch.

Both spirits companies say they really like that the paperboard portion is easily recyclable, with the inside pouch able to maintain long-term freshness of spirits without any degradation or negative impact on flavor.

"They brought a product to the table that was meant to have an indefinite shelf life as well as being a sustainable product," says Harrison Holditch, Distillery 98 CEO. "And that just kind of hit everything that we were looking for. It passed every test for us, including durability—being able to withstand high-proof alcohol, an 80-proof spirit like our vodka is."

### Selling consumers on a paper bottle

Both spirits companies also like that the entire paperboard surface, including its bottom, can be utilized to create eye-catching 360-degree bottle designs that really get their products noticed on store shelves. "For us the 360 graphics is an amazing thing," says Demon Spirits co-owner Wayne Karls. "You can make quite an impact with that."

Adds Frugalpac's CEO Malcolm Waugh, "The consumer sees this amongst a sea of glass. This is a product that really stands out on the shelf."

Holditch says consumer acceptance of the new package during in-store samplings has so far been very positive. "We tell them they can take it down to the beach, or anywhere glass is not allowed and they kind of do a double-take and they're like, 'Wait, what?'" he says. "They pick the bottle up and they're like 'Whoa!'" Along with the beach, the product has also been popular with boaters, golfers and at local hotel pools.

Karls has observed some hesitancy when consumers first encounter the bottle. "They're like, 'Are you kidding me? How's that going to work?'" he says. But once they get over that initial surprise, they usually want to try it. "It's been amazing. Everybody wants them," he says.

### A greener package?

Frugalpac says an independent life cycle

**"They brought a product to the table that was meant to have an indefinite shelf life as well as being a sustainable product. And that just kind of hit everything that we were looking for."**

**—Harrison Holditch of Distillery 98 on the Frugal Bottle**

analysis by Intertek found the Frugal Bottle has a carbon footprint up to six times (84%) lower than an empty glass bottle and more than a third less than a bottle made from 100% recycled plastic. The Frugal Bottle's water footprint is also at least four times lower than glass, Frugalpac says.

Scott Cassel, CEO and founder of the Product Stewardship Institute (PSI), whose goal is to ensure products are responsibly managed from design to end of life, says it is too soon to say just how green a package paperboard bottles will end up being. "It has possibilities of greater sustainability," he says. "I think this is a really interesting and innovative packaging design. I'd be willing to try it. But I would also check in with our state officials as to how this packaging compares to the glass packaging or dare we say a plastic package."

Cassel continues, "I think we're at a place where we need to be encouraging these kinds of design changes and thinking innovatively as this company has done about how they can reduce their carbon footprint, how to make the packaging more recyclable, and the sourcing as more sustainable."

He also points out that paperboard bottles have the chance to benefit those distillers in states with extended producer responsibility laws. In those states producers pay fees based on the packaging they put into the market.

"The states, Oregon, Maine, California and Colorado, are now working through how they determine those fees," he says. "They will be incentivized toward the packaging that ultimately is more sustainable." Whether paperboard packaging like Frugal Bottle meets that criteria would have to be determined by each state.

When the consumer is finished drinking the beverage, information on the bottle explains how to separate the inside liner from the cardboard for recycling. The bottle is designed to pop open and the paperboard can be put into recycling and the plastic liner into the trash or recycling.

For now, Distillery 98 is importing the

bottles from Europe, but plans are in the works to have the bottles manufactured in North America by as early as 2024, something which would further cut down on their shipping carbon footprint. The Canadian packaging company KinsBrae bought the first Frugal Bottle Assembly Machine which will be operational in their facility in Cambridge, Ontario, soon.

### Other potential advantages

For Holditch, the Frugal Bottle does away with worries about running up against shortages of glass bottles and metal cans. The bottles have also saved him thousands of dollars. When adding up the price of label, cork and the glass bottles it used to use, Distillery 98 was paying \$6 or \$7 per bottle. Today, using Frugal Bottle, the cost is roughly \$2 total per bottle.

"Once we get it manufactured in the United States, we're looking at a 60-cent bottle to a 40-cent bottle," Holditch says. "For a smaller company like ours, our margins are so razor-thin already that this has also helped us get a quality spirit down to a price of \$24.99."

The bottle can not only be easier on the wallet, but the back as well. The lighter weight can also have ergonomic advantages. "The pallets of paper bottles are easy to maneuver," says Karls.





### Some limitations

While the Frugal Pack has plenty of advantages, it doesn't perform equally well to traditional glass bottles or cans in all environments.

For example, Holditch says any usage occasion with a lot of handling or wear and tear throughout the day can be a challenge. "Can it last in a cooler on ice in ice water all day long? I'm probably going to say no. Because at the end of the day it's paperboard," he says.

Also, the bottles require some adjustments on filling lines for processes like capping since the paperboard is weaker than glass. "It's no biggie," Holditch says. "And if something falls over, no harm no foul, that bottle is not going to shatter."

Will Grassle of PSI also points out that while the Frugal Bottle appears to have major benefits on the sustainability front, there's still that PET pouch inside. "The PET pouch must be separated and even if it is separated a lot of times the recycling processing facilities don't have the capability to recycle PET pouches regardless," he says.

### The start of something big?

One company that is trying to do away with that plastic part entirely and come to market

with a fully paper-based bottle is Pulpex. It is the result of a project that Diageo announced in 2020, calling it "the world's first ever 100% plastic free paper-based spirits bottle." In the initial announcement, Diageo hoped that the first bottle with Johnnie Walker would debut in early 2021. According to Dave Lutkenhaus, global sustainability breakthrough innovation director at Diageo, Pulpex and Diageo are continuing to explore design and performance improvements prior to release. "We refuse to compromise on product and pack performance, so we're working through the challenges we keep facing," says Lutkenhaus. "One thing that hasn't changed is our commitment to the more sustainable luxury packaging element, and for this to reflect what's inside the bottle. As a result, we're devoting additional time and doubling down on our commitment and investment across the science, consumer and technology space as we continue to test throughout 2023."

Sky News reported in July that Pulpex has secured funding to produce a commercial-scale production line capable of producing up to 12.5 million paper bottles annually at a



facility in the U.K.

In the meantime, craft distillers like Holditch say from all the advantages he has experienced with the Frugal Bottle so far, he believes they will be an important option for craft spirits producers going forward. "I think you're going to see a lot of this in our industry," he predicts. ■

**Tanks That Look and Work Great.  
It's Just How We Make Them!**

- 1100 Liters and Larger
- Fermenters
- Mash Tanks
- Bottling & Storage Tanks
- UL Certified Tanks
- Attractive Lead Times
- Custom Made In U.S.A.
- Nationwide Shipping

Spokane Stainless Technologies  
509-921-8852  
www.spokanestainless.com

**SPOKANE  
STAINLESS  
TECHNOLOGIES**  
Formerly Spokane Industries. New Name. Same Great Quality.

*Photo: Southern Distilling Company, Statesville, NC*





**It's time to STEPUP!**



## **An internship program that is a STEP above the rest**

Partnering with member distilleries and wholesalers throughout the United States, we provide a comprehensive training program and provide job exposure for those of different races, color, national origins, abilities, genders, and sexual orientations.



Spirits Training  
Entrepreneurship Program  
for Underrepresented Professionals



LEARN MORE AT [STEPUPINTERNSHIP.ORG](https://STEPUPINTERNSHIP.ORG)



This story originally appeared in the November/December 2022 issue of CRAFT SPIRITS magazine.

# REACHING THE BAR

Tips and strategies for engaging and working with bartenders

BY ERIKA RIETZ

According to Nielsen data, the chief driving factor in 80% of liquor purchases, whether a cocktail at a bar or a bottle in a retail space, is a bartender's recommendation. For a craft brand, or any brand, really, being able to harness that kind of advocacy is crucial. But the question, of course, is how: How do you reach bartenders, mixologists and beverage directors with your story and your brand?

We tapped a few experts to share their best tips for engaging with bartenders.

## Have a story and know how to tell it.

"Sure, you can have a commercial on TV, but a bartender is the lifeblood of your story, right? If you can't transmit that story to someone to retell that story to the consumer, there's no pathway to success," says James Zinkand, founder of Misguided Spirits in New York City. According to Zinkand, it's vital to actually know your story, be true to what it is about, understand why your brand exists in the market and articulate your brand with passion and authenticity.

## Determine which communities make sense for your brand.

"You're not going to market to every bartender. You need to figure out which communities you want to reach and what makes sense for your brand message," says Lindsey Johnson of Lush Life Productions, a media and events company that focuses on hospitality worker and bartender advocacy. She works with multiple spirits brands, helping them to share their stories and connect with bartenders and consumers. She says, if, for example, you're producing a craft vodka in Pittsburgh, you can certainly start with your hometown audience, but it's important to look at your market even more granularly. "Are we talking to craft cocktail bartenders? Are we talking to nightclub bartenders? And from there, we can build out other demographics and identities that make sense. Is your brand owned by a person in the LGBTQ community, and do you want to support members in that community? Awesome. Let's do that," she says. Harnessing who you are as a brand and

connecting with like-minded establishments and bartenders is critical for engagement.

## Put in the time, and always follow up.

"It takes a lot of sweat equity—putting your butt in a barstool—to really understand what the bar is, where they are positioned, who works there and what they do," says Zinkand. Dropping off samples, he stresses, just isn't enough. Get to know the bartenders, develop genuine relationships and "actually care about the person behind the bar," he says.

Gina Holman, ACSA president and founding partner, distiller and operations manager at J. Carver Distillery in Waconia, Minnesota, also emphasizes the importance of consistently following up with bartenders. "If I'm looking at my Excel spreadsheet and here are the 50 accounts that I wanted to get in, and now I'm in those 50 accounts, I can't just pat myself on the back; I need to follow up and see what I can continue to do for them." Expect to invest time—not just in the beginning—to continue to build your relationships and further your brand's reach.

**Ensure your business strategy and products align with the bar or restaurant (and don't be discouraged if they don't).**

"If an \$8 cocktail makes sense for a bar program, maybe you can work with that," says Holman. But you must do the research to ensure that your products are a good fit. "Does the cocktail price align with the food? Is it a high-end restaurant and does it demand a high-end cocktail program? Is the dollar amount aligned with what the customer is going to expect, and can everybody meet that expectation so that the customer leaves feeling really good about something they've experienced?" Further, she says being familiar with the ways bartenders and beverage directors present cocktails, from the ice program to the glassware, and determining if that works with your brand's presentation, is also important; all of this calibration will make conversations with bartenders much smoother.

"I really listen to bartenders first and foremost. Then, we ask the question, does J. Carver and our craft spirits align with their bar program and overall program strategy?" she says.

Don't be discouraged if the answer is no: "Proclaim it and move on," she says.

**Find fun and supportive ways to engage.**

"It's great to talk about cocktails with bartenders, but at the end of the day, that's a very small part of their lives, right?" says Johnson. Find ways to interact with bartenders that build community. "It's about honoring people and meeting them where they are instead of saying, 'You need to spend four hours at our distillery.'"

Zinkand agrees: "We actually host a Bartender's Big Day Out. We've gone to the Belmont to show them how to gamble on horses, and they get to meet the jockeys. But also, we are building this community with all of these people that are part of the industry." He also insists that it is important to support bartenders' careers; in fact, he arranged a day out that included styling for headshots and resumé services for the attendees.

Of course, interactions with bartenders can be spirits-related, but Johnson says the tenor should be idea-sharing, rather than a one-way download of your brand's products. For instance, she helped develop a residency program in Oaxaca, Mexico, with Convite Mezcal, where two bartenders are invited to stay for a week to learn about mezcal production while also sharing their cocktail techniques with other bartenders.



**"I would say the number one mistake that smaller craft brands very often make is going out and saying negative things about other brands to bartenders. It turns people off."**

**—Lindsey Johnson of Lush Life Productions**

**Utilize bartenders' unique skills and compensate them for their time.**

"Develop strategic business relationships with bartenders who really bring your brand to life in a way that feels authentic and true to you," says Johnson. "Instead of looking at bartenders as people to market to, you should be looking at them as folks you want to work with. And when we say 'work with,' that always means you should be paying them." She suggests inviting mixologists to bartend at your events or paying them to develop cocktails for your brand; find ways to employ their skills and compensate them for their expertise.

**Don't be negative.**

"I would say the number one mistake that smaller craft brands very often make is going out and saying negative things about other brands to bartenders," says Johnson. "It turns people off." Be proud of what you do, she says, but always frame your success in the positive aspects of your brand, rather than the negative ones of others.

"The biggest mistake, however, is the way

folks sometimes speak to bartenders. I will get reports once or twice a week from bartenders saying that someone from a brand was disrespectful." Oftentimes the culprits are smaller craft brands, and she points out that it is primarily a training issue. She suggests that if your staff is visiting bars to connect with bartenders, ensure that they have proper training and truly understand how important those interactions are. "The last thing you want to do is turn off a bar in a town nearby, and find that nobody in that town will carry you. It's going to be an uphill battle."

**Be patient.**

Developing any relationship takes time, and the ones you create with bartenders are no different. From initial points of contact to a bartender incorporating your bottles behind the bar will not happen overnight. Expect the process to take a few years (doing everything well, Johnson ballpark about three years to see a significant change in how your product is getting used). "It takes time, creativity, an ability to break through and real human connection," she says. ■



# SHOUT ABOUT AGRICULTURE

BY LEW BRYSON

One of my first columns for *CRAFT SPIRITS* magazine was about farmer-distillery cooperation and coordination. It's continuing, but it needs more work ... something that was brought home to me when I went looking for grains and spirits at the Pennsylvania Farm Show.

The Farm Show is our state fair. It's held in January, in the million-square-foot Farm Show Complex and Expo Center, and it brings an influx of farmers, herders, sawyers, beekeepers and their animals to the state capital. I went twice, with my wife and then with my daughter. We saw the rabbits, goats, sheep and cows; no poultry this year because of avian flu.

I ate lots of Pennsylvania mushrooms, the state's top cash crop; we're the No. 1 state for production. We also rank second nationally on farm-to-consumer direct sales—CSAs, farm markets and farm stands—and there was a big "Pennsylvania Farm Market" display in the center of the main hall. There were big displays of award-winning Pennsylvania cheeses, apples and Christmas trees. There were also agriculture-related drinks makers: brewers, winemakers and cideries. There was even a meadery.

But I didn't see a distillery. Dad's Hat rye whiskey was featured in the press pre-show the day before the opening, and that's great. But there were no distillers on the floor during the actual show; no whiskey, no moonshine, no vodka, no gin.

It gets worse. I wanted to find the displays of the award-winning grain farmers. The map said they were in the lobby—*out in the lobby*—of the main hall. They weren't. I asked the suited fellow at the Department of Agriculture information booth, right inside the hall; he clearly didn't even know that there was a display of award-winning grains.

We finally found them in an annex off the lobby, several static display cases with minimal information showing the best hay, corn and "small grains" of the year. We were the only people there, on the busiest day of Farm Show week.

Look, I realize Pennsylvania isn't a Plains state. We'll never be known for corn like Iowa and Nebraska, never be known for wheat like Kansas. But apparently we'll never even be known for rye like ... Pennsylvania. We're ranked fourth in rye harvest (not acreage; about 90% of the rye planted in the U.S. is a cover crop that's plowed under as green manure), but practically no one knows. I didn't know until about three Google minutes ago.

I get it. Grain farming isn't sexy, like growing heirloom tomatoes, or microgreens, or even apples. Grain is about volume; acre after acre of grass that you can't just grab and eat, like an orange, or a carrot, or a watermelon. Grain must be processed: threshed, milled, malted, toasted, kilned, dehusked. With a few exceptions, like popcorn, it doesn't look much like it does on the stalk by the time it gets to your kitchen.

If you're wondering, "So what? Distilling is sexy, and that's enough," you're missing my point. People don't see grain in distilling, so there's a major disconnect. I want to see grain farmers get their fair share of adulation, of credit, of popular interest, and how you operate.

Pennsylvania's farmers raise corn that directly drives our state's great dairy production; it also powers our great distilleries. They harvest and clean rye that other farmers can't be bothered with, and Pennsylvania's distillers take that rye and make spirit with it: whiskey, gin and vodka. It happens in your states too, but all too often, there's a disconnect between the two activities.

We are, slowly, starting to get it. We're starting to recognize people like Robert McDonald, who grows a wide variety of heirloom corn and rye at his Dancing Star Farm in Imler, Pennsylvania. McDonald was praised at the Farm Show for his online marketing of his wide range of seeds. I'll concur; when I interviewed him back in late 2020, he was constantly being peppered with email inquiries, even while we were sitting out in the barn.

Do you use grain from small farms, from

**I want to see grain farmers get their fair share of adulation, of credit, of popular interest, because that means more interest in distillers, and how you operate.**

direct sales from farmers whose names you know? Think about doing what they did at the Barrel 21 Distillery and Dining, not far from me in State College. On the wall of their bottle shop you'll find photos and names of the farms where they get their grain, including McDonald's Dancing Star. It's there if people are interested.

Visiting Dancing Star was a cool thing; just seeing the multi-hued corn in the several bins in the drying shed was wild. Maybe, if you have a good group of customers, think about a field trip—so to speak—to the farm where your grain-to-glass operations begin. Nothing brings that connection home like seeing grain come from the soil.

It's another advantage you have as a small distiller. Grab hold, use it. Your farmers will love the praise and interest; your customers will be amazed. ■



Lew Bryson has been writing about beer and spirits full-time since 1995. He is the author of "Tasting Whiskey" and "Whiskey Master Class."

This column originally appeared in the March/April 2023 issue of *CRAFT SPIRITS* magazine.





# DISTILLERY

• PREMIUM BRANDED •

# PRODUCTS

**WITHOUT  
YOUR LOGO  
IT'S JUST  
A GLASS.**



*“Products so good they sell themselves”*

Jason Parker, Copperworks Distilling Co.

Our attention to detail ensures brand integrity, engraving even the most intricate designs. Distillery Products stands as the trusted source for distillers seeking top-notch engraved glass & barware.

LOWEST INDUSTRY PRICING • QUICK TURNAROUND • JOIN THE FAMILY • [DISTILLERYPRODUCTS.COM](http://DISTILLERYPRODUCTS.COM)

# DRINK WITH YOUR EYES<sup>®</sup>



**CFNAPA**  
brand design

BRAND STRATEGY | STORY DEVELOPMENT | NAMING  
LOGOS | PACKAGING | CUSTOM BOTTLES | PRINT | DIGITAL

2787 NAPA VALLEY CORPORATE DR, NAPA, CALIFORNIA 94558 T | 707 265 1891 WWW.CFNAPA.COM



# WHISKEY MALT FROM BRIESS

Non-GN barley,  
assuring low levels  
of Ethyl Carbamate

Designed for  
all-malt whiskeys

Sweet & bready, with  
notes of honey

Available in whole  
kernel and flour



**BRIESS**<sup>®</sup>  
MALT & INGREDIENTS Co.

*All Natural Since 1876*

Learn more about whiskey malt at  
[BrewingWithBriess.com/Distilling](https://www.BrewingWithBriess.com/Distilling)