

WINE BUSINESS BUYER'S GUIDE 2025

**Connecting Wine Industry Buyers & Sellers
at the Point of Purchase -- in Print and Online.**

Unprecedented Opportunity to Gain New Winery Customers

Wineries are looking for new sources of products and services

- Severe disruption of supply chains
- Vendors merging or going out of business
- Large staff turnover within vendors

How Will Wineries Find New Vendors?

In-person meetings continue to be limited...

- Causing buyers to increase their use of directories, online and in print.
- But **general search engines produce a mix of irrelevant information** making research difficult and time consuming.

General Search

- For example: a search for rootstock returns citations for the Rootstock Restaurant and for Rootstock Software

The screenshot shows a Google search for "rootstock". The search bar at the top contains the word "rootstock". Below the search bar, there are tabs for "All", "Images", "News", "Shopping", "Maps", and "More". The "All" tab is selected. The search results are displayed in two columns. On the left, there are three results: "Rootstock Software" (a website for cloud ERP for manufacturers), "Rootstock" (a Wikipedia entry about a botanical term), and "Rootstock Wine Bar" (a website for a wine bar in Los Gatos). On the right, there is a map showing the location of "Rootstock Kitchen & Bar" in Napa, CA. The map includes a street view and a list of nearby businesses like "La Cheve Bakery and Brews" and "Black Bear Diner Napa". Below the map, there is a detailed information box for "Rootstock Kitchen & Bar" including its address, phone number, and options to add missing information or ask a question.

Google rootstock

All Images News Shopping Maps More Tools

Rootstock Software
https://www.rootstock.com
Rootstock Software | Cloud ERP for Manufacturers
Rootstock Software provides powerful Cloud ERP Software for Manufacturing & Supply Chain organizations built on the Salesforce Platform.

Rootstock
https://en.wikipedia.org › wiki › Rootstock
Rootstock
A rootstock is part of a plant, often an underground part, from which new above-ground growth can be produced. It could also be described as a stem with a ...
Uses in agriculture · A×R1 · Apple rootstock

People also ask

What is the rootstock of a plant?

What fruit would rootstock produce?

What is rootstock and scion?

What is the difference between rootstock and grafting?

Rootstock Wine Bar
https://www.rootstockwinebar.com
Rootstock Wine Bar | Los Gatos | Mountain View | Santa Cruz ...
One of the most friendly, local, down-to-earth wine bars around. Bring your group to try our amazing selection of locally produced wine, food, and craft beers.
Our menu · About · Wine Club · Menu

X (Twitter)
https://twitter.com/rootstock_us


Rootstock Kitchen & Bar
Restaurant
Address: 320 Soscol Ave, Napa, CA 94559
Phone: (707) 224-3400
Suggest an edit · Own this business?
Add missing information
Add business hours
Add website
Questions & answers
Be the first to ask a question
Send to your phone
Reviews
Be the first to review
Write a review · Add a photo
About this data · Feedback

telephone: 707-940-3920 ~ 800-895-9463 • www.winebusiness.com • www.wbbuyersguide.com

June 1, 2024

WineBusiness Buyer's Guide

- Search for “Rootstock” gives your prospects the information they need


**WINEBUSINESS**
| BUYER'S GUIDE
The industry's most reliable digital vendor source.


[Winery & Winemaking](#) [Vineyard](#) [General Wine Industry](#)


PRODUCTS & SERVICES


Grapevines / Rootstock / Nurseries 30 vendors found


Recently Updated


**Martinez Orchards**
Providing the industry with quality Dormant Rootstock and Grafted Grapevines for over 35 years.

**Hermann J Wiemer Vineyard**

**Fairhaven Vineyards**
1 liter container-grown vines. Vineyard drip irrigation supplies, vineyard planting supplies, trellising materials. Advanced planting miles and organic fertilizers. Commercial/hobby vineyard design and installation. Licensed irrigation installation.

**Duarte Nursery**
Duarte Nursery, Inc. produces 100% containerized grapevines from 291 certified clones and ultra clean rootstock. Duarte Nursery's product formats include the Standard Vine 12", MagnumVine 24" and UberVine 35".

**Guillaume Grapevine Nursery**
Production and sale of certified grapevines, potted, dormant bare-rooted, grafted and own-rooted. ENTAV-INRA licence. Consulting and advice on clone and rootstock selection for vineyard development projects.



**Sunridge Nurseries**
Sunridge Nurseries supplies hand-crafted, custom dormant and deep root green benchgrafted grapevines with personalized service. Protocol 2010, French ENTAV and Iberian Planisel clones available.

Product Surveys

[2012 Vineyard Survey Report: What Rootstocks Are We Using?](#)
December 1st, 2012

Product Reviews

[Product Review: Grapevine Trellises Support Your Local](#)
[Grapevine](#) January 15th, 2011

**Wonderful nurseries.**
THE MOST TRUSTED PRODUCTS IN THE INDUSTRY


How Will Wineries Find New Vendors?

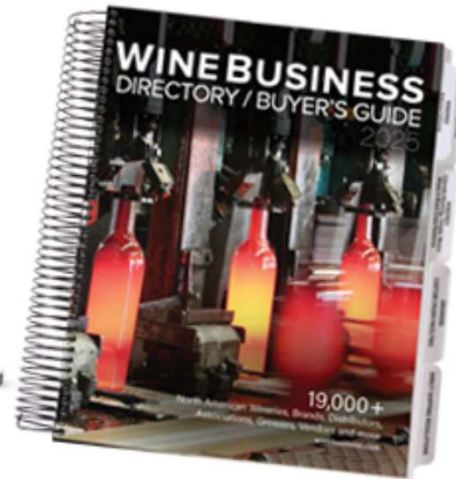
- Wineries will turn to the Buyer's Guide. The only
 - curated,
 - comprehensive,
 - up-to-date, and
 - wine industry specific list of vendors

In Print and Online

Some wineries buyers research their purchases in print, others do their research online. The Buyer's Guide is available in both mediums.



The online version of the Buyer's Guide is integrated into the winebusiness.com website, the leading website for the wine industry. The Buyer's Guide Online receives over 100K page views per year and over 20,000 unique visitors.



The print version of the Buyer's Guide will be mailed to over half of US wineries producing at least 5,000 cases annually.

A Partial List of Wineries that Received the 2024 Buyer's Guide

A Rafanelli Winery & Vineyards
A X R Napa Valley
Abacela
Abingdon Vineyards
Acquaviva Winery
Adams County Winery
Adelaida Vineyards & Winery
Adirondack Winery
Adkins Family Vineyards
Agua Dulce Winery
Airlie Winery
Akash Winery & Vineyard
Alapay Cellars
Alba Vineyard
Alban Vineyards
Alexander Valley Vineyards
Alexandria Nicole Cellars
Allied Wine Corp.
Alma Rosa Winery & Vineyards
Altamura Winery & Vineyards
Amici Cellars
Amigoni Urban Winery
Amos Rome Vineyards
Anaba Wines
Ancient Peaks Winery
Andis Wines
Andrew Murray Vineyards
Anne Amie Vineyards
Aperture Cellars
Apolloni Vineyards
Arista Winery
Arnot-Roberts
Artesa Vineyards & Winery
Atwater Vineyards
Au Bon Climat
Aubert Wines
Auburn Road Vineyards

August Hill Winery
Aurora Cellars
Austin Winery
Axios Napa Wine
Babcock Winery & Vineyards
Badger Mountain Vineyards
Balboa Winery
Balletto Vineyards & Winery
Band of Vintners
Barboursville Vineyards
Bargetto Winery
Barnard Griffin Winery
Barra of Mendocino
Bartlett Maine Estate Winery
Bella Vineyards & Wine Caves
Bello Family Vineyards
Bending Branch Winery
Benton Family Wines
Berghold Vineyards
Bergstrom Winery
Bernardus Vineyards & Winery
Bernhardt Winery
Bethel Heights Vineyard
Bevan Cellars
Bianchi Winery & Tasting Room
Biltmore Estate Winery
Bionic Wines
Black Ankle Vineyards
Blue Mountain Vineyards & Cellars
Blue Ridge Winery
Blue Rock Vineyard
Bluefield Estate Winery
Bokisch Vineyards
Bookwalter Winery
Bordeleau Winery
Boston Winery
Boutzoukas Family Cellars

Brack Mountain Wine Co.
Brassfield Estate Winery
Brian Carter Cellars
Broad Mountain Vineyard
Broadley Vineyards
Broken Earth Winery
Brooklyn Winery
Brooks Wines
Brown Estate
Bryn Mawr Vineyards
Buoncristiani Family Winery
Burnley Vineyards and Winery
Buttonwood Farm & Winery
Byington Winery & Vineyards
Cabana Winery
Calcareous Vineyard
Camarillo Custom Crush
Cana's Feast Winery
Capay Valley Vineyards
Carhartt Family Wines
Carlisle Winery & Vineyards
Carneros Vintners
Carol Shelton Wines
Carruth Cellars
Cascade Winery
Cass Wines
Castel Grisch Winery
Castello di Amorosa
Castle Rock Winery
Castoro Cellars
Cathedral Ridge Winery
Cave B Estate Winery
Cedar Ridge Vineyards
Chacewater Winery
Chandler Reach Vineyards
Chanin Wine Co.
Chappellet Winery

Charles B Mitchell Vineyards
Chateau Aux Arc Vineyards & Winery
Chateau Bianca
Chateau Diana Winery
Chateau Élan Winery & Resort
Chateau Grand Traverse
Chateau Montelena Winery
Chateau Morrisette
Chicago Winery
Childress Vineyards
Chrysalis Vineyards
Cinder
Cinnabar Vineyards & Winery
City Winery Chicago
Claiborne & Churchill Vintners
Clarksburg Wine Co.
Clover Hill Vineyards & Winery
Coelho Winery
Colene Clemens Vineyards
College Cellars of Walla Walla
Colorado Cellars
Comstock Winery
Copper Cane Wines & Provisions
Cornerstone Cellars
Cougar Crest Estate Winery
Covenant Winery
Crimson Wine Group
Cristom Vineyards
Cuvaision Estate Wines
Darcie Kent
Darioush
Dashe Cellars
David Arthur Vineyards
David Bruce Winery
Davis Estates
Dehlinger Winery

Wineries will be Searching the Buyer's Guide -- How will They Find Your Company?

- Many product categories in the Buyer's Guide have more than 40 companies listed
- **Stand out from your competition** and get your company's product and message in front of winery buyers as they research their purchases **by advertising in the print and online versions of the Buyer's Guide.**

Advertising in Buyer's Guide

-- Print Benefits

Buyer's Guide Print Edition	Basic Listing Spend up to \$1,500 in BG	Premium Listing Spend over \$1,500 in BG
company name	•	Bold Company Name
address	•	•
phone number	single phone number	multiple phone numbers
website	•	•
full contact detail		•
employee detail		•
brands sold		•
company summary		•
*guaranteed to be in the print edition	NO	YES

Premium
Listing

Basic
Listing

and premium tannin and antioxidant oak sensory profiles delivered through an array of product formats worldwide.

OAK SOLUTIONS GROUP

Contact(s): Paul Abbott, Oak Solutions Spec., CA Central Valley, Central Coast, pabbott@oaksolutionsgroup.com, (707) 480-1507; Kyle Sullivan, Dir. Sls., Int'l., ksullivan@oaksolutionsgroup.com, (707) 287-8555; Amy LaHue, Oak Solutions Spec., Eastern United States, alahue@oaksolutionsgroup.com, (573) 442-9717; Derek Sanchez, Tech. Sls. Mgr./Wine Chemist, Int'l., dsanchez@oaksolutionsgroup.com, (707) 259-4988; Stephanie Blancas, Oak Solutions Spec., CA, OR, WA, sblancas@oaksolutionsgroup.com, (707) 259-4988
2557 Napa Valley Corporate Dr, Ste D, Napa, CA 94558

P: (707) 259-4988 **F:** (707) 255-5952

E: info@oaksolutionsgroup.com

W: oaksolutionsgroup.com

Brands Sold: évOAK, trū/tan

Products and Services: Through sensory science and creative technology, Oak Solutions Group offers two product lines with unparalleled selection: évOAK forward-thinking oak products and trū/tan enological tannins.

OAK WISE

809 Black Diamond Way, Lodi, CA 95240

P: (209) 224-5353 **F:** (209) 625-8953

W: oak-wise.com

OENOFRANCE USA, LLC

Contact(s): Fabien Machard, Reg. Mgr.- USA, Oregon - Mendocino - Temecula - Paso Robles, fmdg@oenofranceusa.com, (707) 971-8271, (707) 824-8888; Guyon Cliffe, General Manager

Reserve Now! Deadline is October 14, 2024

Advertising in Buyer's Guide

-- Online Benefits

Logo Added to Listing in Search Results

- Spend \$1,500+ in the Buyer's Guide and receive a **FREE upgrade to your company's presence in the Buyer's Guide online**
- Your logo will be included in your listing on the search results page, making sure your Brand stands out.

Enhanced – logo and extended copy

Standard listing (free) – no logo, limited text

online



Seguin Moreau Napa Cooperage

Barrels in Bordeaux and Burgundy shapes and larger formats: French, American, European and Russian oak. Wood for ICÔNE barrels is selected on chemical composition and targeted to specific results. Oak tanks, plus a range of oak alternatives products.



Tonnellerie Radoux USA

Radoux manufactures French, American and Eastern European oak barrels (including 36 month options), puncheons, casks, tanks, chips and tank staves. Radoux's proprietary Oakscan® technology is now applied to both barrel and oak for enology products.

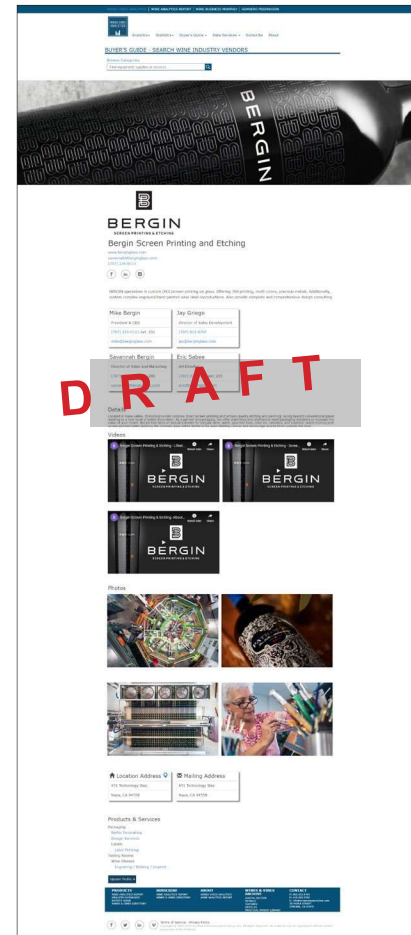
J Rettenmaier USA

Vitacel filter aid is a crystalline silica-free, biodegradable, pure cellulose replacement for DE

Advertising in Buyer's Guide -- Online Benefits

Enhanced Profile

- Spend \$1,500+ in the Buyer's Guide and also receive a **FREE** upgrade to your **Online Business Profile** which enables you to **showcase your products in the most advanced way possible.**
- **An Enhanced Online Business Profile** can include:
 - ~ A hero banner showcasing products or brand
 - ~ Multiple contact information
 - ~ Marketing materials
 - ~ Videos
 - ~ Product photos
 - ~ Social media handles



Advertising in Buyer's Guide

-- Online Benefits

Online Ad

- Your purchase of a \$2,500+ ad in the print version of the Buyer's Guide includes an ad in the Buyer's Guide online.
- Your online ad will be placed in the search results page of your product category, making your brand stand out.
 - Spend \$3,800+ and receive an online ad for 12 months
 - Spend \$2,500+ and receive an online ad for 6 months

Online Ad

Find equipment, supplies or services

Bottles

69 vendors found

1 2 3 4 5

Ardagh Glass Packaging - North America
Ardagh Glass Packaging - North America is a leading U.S. manufacturer of wine bottles with the broadest selection of bottle shapes, finishes and colors, offering its innovative FlexRun® service and eco-conscious ECO Series® line of wine bottles.

Berlin Packaging
Berlin Packaging is a leading supplier of bottles, closures, capsules and packaging to the wine market. From popular in-stock bottles to complete custom-design and branding capabilities, our team has decades of experience helping clients succeed.

Brick Packaging, A Saxco Division
Standard, specialty and champagne/sparkling bottles. Natural and synthetic corks, 30x60 screw caps, PVC and polyiam capsules. Oak barrels, oak additives, barrel racks, barrel washing stands. Wine bottle shippers and carriers.



Gallo Glass Co.
Gallo Glass, established in 1958, is a state-of-the-art highly innovative glass manufacturer committed to meeting the needs of its customers while minimizing its impact on the environment.

Global Package
Specializing in customized high end bottles, bottle design and decoration services for wine, spirits and food companies. Our focus is on unique specialty bottles, pewter labels, custom cartons and stoppers for wines and spirits.

Advertising in the Buyer's Guide

- For one price, **get your message in front of wineries as they research purchases** -- in print and online.
- **Receive year-round exposure:** the Buyer's Guide print edition is referenced the entire year. And your ad will be available in our Buyer's Guide Online year-round, 24/7!
- **Benefit from the traffic and exposure the Buyer's Guide as part of WineBusiness, the wine industry's leading information provider.** Promotions encouraging wineries to turn to the Buyer's Guide will run
 - in *WineBusiness Monthly* magazine,
 - in the *Daily News Email* and
 - on *winebusiness.com*.

2025 Buyer's Guide Rates & Specifications

— rates are for package of both print AND online ads**

Ad Rates

Frequency		full page	1/2 v/h	1/4 vertical	1/8 h
1x	4 Color	\$4,899	\$3,975	\$3,250	\$2,782
	Black & White	\$2,774	\$1,756	\$995	\$579
4x	4 Color	\$4,693	\$3,788	\$3,212	\$2,725
	Black & White	\$2,532	\$1,562	\$887	\$528
7x	4 Color	\$4,456	\$3,657	\$3,157	\$2,681
	Black & White	\$2,274	\$1,387	\$836	\$483
13x	4 Color	\$4,169	\$3,494	\$3,050	\$2,637
	Black & White	\$1,962	\$1,274	\$739	\$432
20x	4 Color	\$3,738	\$3,131	\$2,738	\$2,369
	Black & White	\$1,756	\$1,143	\$671	\$381

Ad Sizes (W x H) Trim Size 8½ x 10 7/8"

WBM File Format: .PDF x 1a is the ideal file format. Files should be exact dimensions. All colors are CMYK. No crop marks or bleed on fractional ads.

Online is standard IAB 300x250 ad.

**Ads priced \$2,500+ include online ads

full page	1/2 v/h	1/4 vertical	1/8 h
7.375 x 9.75" (type safety area) 8.625 x 11.125" (with bleed)	3.625 x 9.75" (vertical) or 7.375 x 4.625" (horizontal)	3.625 x 4.625"	3.625 x 2.5"

2025 Buyer's Guide Rates & Specifications

- Rates include both print AND online

Premium Print Placement (full page only)

	Back Cover	Inside Front Cover	Inside Back Cover	Tab Divider
1X	\$6,617	\$6,537	\$6,385	\$5,735
4X	\$6,243	\$6,091	\$6,005	\$5,539
7X	\$6,108	\$5,900	\$5,760	\$5,313
13X	\$5,845	\$5,630	\$5,520	\$5,042
20X	\$5,263	\$5,073	\$4,975	\$4,632