

# MICHIGAN WINE COLLABORATIVE 2021 VIP SPONSORS

## GOLD SPONSOR

### GREAT LAKES WINE & SPIRITS

**G**reat Lakes Wine & Spirits is Michigan's leading family-owned and operated wholesale alcohol distributor, providing the best products, exceptional service, and deep regional expertise for nearly 80 years.

In addition to the widest variety of wine and spirits in Michigan, working with us gives you access to our strategic business insights, product knowledge, and customer service technology—pretty much everything you need to help your business succeed. We offer 6,000+ unique wines, 3,000+ spirits, and hundreds of beer options to thousands of Michigan businesses, operating 24 hours a day from all over the state.

As a family-owned business with strong ties in the communities we serve, Great Lakes Wine & Spirits is committed to giving back and inspiring others to do the same through community outreach, charitable donations, and sustainability initiatives. And now we are proud to partner with the Michigan Wine Collaborative to show our support of the local wine industry we all enjoy so much.

We encourage our members to reach out to Republic National Distribution Company to discuss expanding their retail and restaurant reach. For more information contact:

Rick Lopus at [rlopus@glwas.com](mailto:rlopus@glwas.com)

## BRONZE SPONSORS



### RNDC

**W**ith roots extending before Prohibition, RNDC is one of the nation's leading wholesale beverage alcohol distributors, specializing in wine and spirits.

As the preferred partner for alcohol producers who value the three-tier system, RNDC serves as a brand-building and product expert liaison between suppliers and those who sell or serve alcoholic beverages. Customer service, product expertise, and executional excellence are the hallmarks of our enduring success.

By closely monitoring evolving market trends, we understand the unique needs of our customers and consumers. Our knowledge in the process and craft of alcoholic beverage production fuels our passion for the art of selling lifestyle products.

We encourage our members to reach out to Republic National Distribution Company to discuss expanding their retail and restaurant reach. For more information contact: Victor Uzansky at [victor.uzansky@rndc-usa.com](mailto:victor.uzansky@rndc-usa.com).



### BRICK PACKAGING

**G**rounded by a firm foundation in customer service, Brick Packaging has successfully added customers and quality products one order at a time. Today Brick Packaging continues to service the Midwest area wine and food industries by listening to our customers and anticipating their needs. We work with a wide selection of wine and food glass suppliers from all over the world, providing a variety of domestic and imported glass bottles, food glass, natural and synthetic corks, oak barrels and oak alternatives at competitive prices. We continually strive to add to our product selection by finding suppliers that offer quality and affordability as well as unique solutions to our customers' packaging needs.

A news article can include accounts of eyewitnesses to the happening event.. News article discusses current or recent news of either general interest (i.e. daily newspapers) or of a specific topic (i.e. political or trade news magazines, club newsletters, or technology news websites). Consider partnering with Brick Packaging for all your packaging needs! For more information reach out to Papillon Erreca at [perreca@brickpackaging.com](mailto:perreca@brickpackaging.com).



**2021 SILVER  
SPONSOR**

**We are honored to have the support of Prestige Glassware in 2021. Here is some basic information on product and services they offer!**

Prestige prints on a large variety of products outside of glassware including acrylic, apparel, bags, wine bags, beer mugs, bottle openers, ceramic, coasters, coolies, dinnerware, disposable cups, growlers, and more! Prestige is excited to work with new and existing clients on their promotional visions.

Prestige also offers specials and deals for the Michigan wine industry. Check the website often to see what promotions they are offering.



**PRESTIGE  
GLASSWARE**

**REACH OUT TO  
PRESTIGE TODAY TO  
DISCUSS THE  
PERFECT ORDER FOR  
YOUR BUSINESS!**

[curtis@prestigeglassware.com](mailto:curtis@prestigeglassware.com)  
Curtis McLeod, Regional  
Account Manager



**GREAT LAKES**  
*Wine & Spirits*

"WE NEED TO HAVE MICHIGAN WINES ON EVERY LIST IN THE STATE."

**A CHAT  
WITH  
RICK  
LOPUS  
OF  
GLWAS**

2021 GOLD SPONSOR

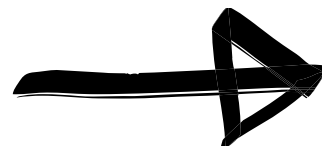
**WHY DO YOU THINK IT IS IMPORTANT FOR GLWAS TO SUPPORT THE MI WINE**

**COLLABORATIVE?**

As the largest and likely oldest wine distributor in the state, we have always been involved with Michigan's wine producers. As the quality and range of products has grown, so has our commitment to the category: we currently represent 20 Michigan wineries. And as Michigan wine production has grown, so has our volume: if one were to tally up the volume we sell from our Michigan suppliers, 'Brand Michigan' would be our 5th largest supplier. We love the category and its important to us.

**WHAT IS YOUR VISION FOR THE FUTURE OF THE MI WINE INDUSTRY?**

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PAGE**



We expect further growth and further increases in quality. Though its barely 40 years since we addressed Vinifera grapes in Michigan, in some respects we've barely scratched the surface. Add to this, newer cold-hardy hybrids are adding options for many zones around the state. The best is yet to come.

## **WHAT ARE SOME OF YOUR FAVORITE MI WINES?**

**"MICHIGAN RIESLING, GEWURZ, PINOT BLANC, PINOT GRIS, CHARDONNAY AND CABERNET FRANC CAN BE WORLD-CLASS."**

## **WHAT CAN OTHERS DO TO SUPPORT THE MI WINE INDUSTRY?**

**Ask for them in restaurants, and don't be satisfied if your local just carries Riesling to check the box. The only reason that New York's Finger Lakes region gets more press than us is because New York restaurateurs adopted the category, exposing tens of thousands to wines hither to unknown to them (and admittedly a lot of wine publications are based in New York). We need to have Michigan wines on every list in the state. Its one thing if a restaurant has a dedicated list—to say just Italy, just France or just California—but it drives me crazy when I see a list with wines from New Zealand, Patagonia, or Slovenia...but no Michigan!**



**Rick Lopus** VP/Sales Development

# SOME WORDS FROM BRICK



**BRICK**  
PACKAGING

-STEPHANIE GRAMES  
MICHIGAN ACCOUNT MANAGER,  
BRICK PACKAGING

## Why do you think it is important for Brick Packaging to support the MI Wine Collaborative?

Brick packaging supports the Michigan wine community each day and ensures local wineries are equipped with the packaging materials they need to succeed. We are committed to serving the Michigan community and the growth of local businesses from our home location in Traverse City. The creation of Brick Packaging was focused around providing the Michigan wine community exceptional service and a reliable packaging partner, locally. As a trusted partner to local wineries, we look to strengthen our partnership with MI Wine Collaborative and support Michigan wineries however we can.

## Which MI varietals are some of your favorites?

- Dry Riesling
- Pinot Blanc
- Pinot Noir
- Cabernet Franc

## What can others do to support the MI wine industry?

Shop local and Michigan wines section at larger superstores. Visit the wineries, participate in wine tastings, wine clubs, and share experiences on social media to spread awareness.

## What is your vision for the future of the MI wine industry?

With the Michigan wine business growing rapidly, the state has established a reputation as a premiere wine region. We believe Michigan has become and will continue to be a destination in the United States for exceptional, award-winning wines. Many wineries have created unique, entertaining venues to ensure the experience of wine tasting leaves customers excited to visit again. There is a sense of community within the Michigan wine industry along with a wealth of knowledge to be shared from award-winning Michigan winemakers. We believe that the industry will continue to grow and attract young winemakers and entrepreneurs that desire to have a career within the industry.

## About Stephanie:



Stephanie Grames grew up in Northern Michigan, in a rural town near Traverse City. After graduating high school, she attended the University of Toledo and graduated in 2016 with her B.S. in Biology, minoring in chemistry and business. Upon graduation, Stephanie moved to Minneapolis, MN and worked as a sales manager in the manufacturing industry. With a passion for account management and being a wine enthusiast, Stephanie moved back to Michigan in 2020 to become the Michigan account manager for Brick Packaging.

At Brick, she is supported by a great team and the resources to assist Michigan wineries with navigating their packaging needs and continue to bottle their fantastic products. She is thrilled to be able to support local businesses with their packaging needs and success!