

# KANE'S BEVERAGE NEWS DAILY

*News that Matters . . . When It Matters . . . for Bev/Al Executives*

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*Edited by Joel Whitaker*

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## **What You Need to Know This Evening:**

### **Nebraska AG Appeals Ruling Nixing Whiteclay Permits**

Nebraska's attorney general has appealed a judge's decision that the **Nebraska Liquor Control Commission** unlawfully denied the right of four beer stores in Whiteclay, Neb., to reapply for their liquor licenses.

The four stores sell 3.5 million cans of beer each year, mostly to residents of the Pine Ridge Reservation.

The attorney general's appeal means the NLCC decision is the law unless the four stores are able to mount a successful appeal.

### **Michael David Acquires Silver Oak's Winery, Vineyards**

**Michael David Winery** purchased a historic Geyserville winery, tasting room, and vineyards. Originally constructed in 1982 by the Lyeth family, the winery was most recently owned and operated by **Silver Oak Cellars** from 1992 to 2017, who will move to a new Alexander Valley production facility in June.

The acquisition, which includes 12 acres of Cabernet Sauvignon vineyards within Sonoma's Alexander Valley AVA, expands Michael David Winery's presence in California's prestigious North Coast wine region. This marks the biggest acquisition by Michael David Winery to date and demonstrates its continued dedication to the North Coast and quality grape growing.

Michael David Winery has sourced fruit from the North Coast for years as part of their growing wine program. "Even though our roots are in Lodi, quality fruit from the North Coast region has always played an important role as blending components to our wines," says **Kevin Phillips**, VP-Operations at Michael David Winery.

"Having the ability to make these North Coast lots from harvest to glass adds another level of control and quality assurance to our finished wines. Being 6<sup>th</sup> generation Lodi growers, we see the North Coast as similar farming traditions and values. For that reason, we are even more excited to be an active contributor to the community," Phillips adds.

Director of Winemaking for Michael David Winery, Adam Mettler, will oversee operations and management for the Geyserville facility.

Alexander Valley's **Munselle Vineyards** has been contracted to manage the property's vineyard. Like the Phillips, the Munselle family is a multi-generational farming operation with deep roots in its local community. "I have known Kevin and the Phillips family for quite a while and I look forward to working with such a strong family winery and vineyard business, one that shares similar ideas of

community and sustainability,” said **Bret Munselle**, Partner and General Manager of Munselle Vineyards. “They will be a great addition to the Alexander Valley and the Sonoma County wine business.”

Zeponi & Co. served as the exclusive financial advisor on the sale, the terms of which were not disclosed. No brands were included in the transaction.

## **New Service Lets Consumers Try Small Independent Brews**

Truly small, independent craft brewers will have the opportunity to have their brews sampled by consumers in 38 states and Washington, D.C., when **CraftX** launches May 22. Until now, the brews carried by Craft X have been available only in the brewers’ own tasting rooms.

Elevating the “of-the-month” club to new heights, Co-Founders **Steve Ezell**, **Jordan Toplitzky**, and **Ted Hamory** work directly with artisan breweries from coast-to-coast to research and sample different brew styles in search of authentic and exceptional takes.

All of the beers featured in the CraftX membership box are rare styles that are only available in the brewery’s tasting rooms and local restaurants and have never been packaged for release. CraftX considers consumer reviews, personal taste tests, and under-the-radar brewery tours to determine ideal partners. Initial partner breweries include [Four Sons Brewing](#), [Latitude 33](#), and Indie Brewing among others.

For \$60, per month (\$50/month for first 500 subscribers), the CraftX 12-pack membership boxes include six, 16-ounce craft beers with two different styles from each of two breweries. At launch, CraftX will be available in 38 states and Washington D.C. Members may stick with a standard split of three beers of each style or customize up to a 5-1 split, per brewery based on their own preference.

## **Calif. Brandy Producers Vow to Boost Quality Perception**

California brandy may not be the Rodney Dangerfield of spirits, but California brandy producers feel it doesn’t get enough respect.

So they gathered and issued a Declaration to Raise the Status of California Brandy, that said, in part, “We are committed to restoring the perception of California Brandy as ranking alongside the world’s most acclaimed spirits.”

“We do need to raise awareness of the world-class quality of California brandy,” said Dan Farber, founder and distiller of **Osocalis Distillery**. “And that takes all of us. We producers have to keep putting the quality product in the glass, and we need the community to get the word out about what our DNA really is, and about how outstanding California brandy can be.”

“Because it’s made from wine, California brandy has completely unique flavor notes and qualities,” said **Rita Hansen**, Head Distiller for **Argonaut Brandy**. “A few decades ago, the world learned about the outstanding wines in California. We all think it’s time people also learned about the high quality and craftsmanship in California brandy.”

The Summit began at the historic **McCall Distillery** in Sanger, CA (home of the Argonaut Distilling Co.) then moved to Gold Rush country in the Sierra Nevada just outside Yosemite National Park to emphasize Brandy’s deep roots in California culture. The Declaration to Raise the Status of

California Brandy is posted on the Brandy Summit website and will be continuing to gather new signatories.

## Vina Aresti Taps Vinamericas as Importer

**Viña Aresti**, a Chilean producer which exports seven wines to the U.S., signed **Vinamericas** as its U.S. importer. It also announced plans to bring greater awareness to the 65-year-old brand and its estate-produced wines, to expand distribution and to support its current customers at a retail and on-premise level.

“We seek to reinvigorate Aresti in the U.S. market,” said **Matías Rivera**, CEO of Aresti Chile Wine, S.A. “We want the American consumer to understand who we are as a winery—a family-run organization built on our founder’s ideals of responsibility, dedication, and commitment to make remarkable wines—and for the trade to expect a consistent level of support and outstanding quality in everything we do.”

Viña Aresti is located in the southern part of Curicó Valley, nestled between the majestic Andes and the vast Pacific Ocean. The estate measures 1,100 hectares with 350 hectares under vine, and is comprised of four vineyards, each with its own very expressive terroir: Bellavista, Micaela, Peñaflores and Bellavista Reserve. In addition to those from the family’s estate in Curicó, grapes are also sourced from various parts of Chile—every site carefully selected for being the perfect valley for each variety to achieve its best expression, thus creating wines that are a faithful reflection of the winery’s tradition and character.

## 3 Brewers Tap Atmosphere for Water

Ambient Water, a provider of systems for extracting water from humidity in the air, today announced an agreement to supply three San Diego craft breweries with water produced from its atmospheric water generation systems to brew special condensation-based beers. The three breweries working with the Company are **Ballast Point Brewing Co.**, **Stone Brewery**, and **Rock Bottom Brewery**.

"Water is obviously a key ingredient to the beer brewing process, so this is intriguing for us. The system generates clean and pure water, making it a great water source for brewers and the perfect canvas for exploring new styles and flavors," said **Julia Cain**, Director of Research & Development, Ballast Point Brewing Co.

"Utilizing Ambient Water's atmospheric water generators could provide us with the water we need while bolstering our precious water supply. Plus, it's a great story to tell people they are drinking beer with natural condensation in it. Unique stories like that are what craft beer is all about."

The greatest benefit of the water produced from Ambient Water to the breweries is its purity. This allows the breweries to add their own ingredients to it to mimic water tastes from around the world, and brew beers that have never been tasted before. Water from an Ambient Water atmospheric water generator has only 7 PPM (particles per million), as compared to water from the City of San Diego that has 700 PPM.

The Company's flagship atmospheric water generator, the AW400, has been installed adjacent to UCSD's Jacobs Medical Center, a state-of-the-art 245-bed medical and surgical specialty hospital opened in November of 2016.

It is now fully functional onsite producing hundreds of gallons of potable water per day, to be used for landscaping (since there is no emergency situation, which is when the machine would serve in providing drinking water). However, Ambient Water is working with three of San Diego's finest and largest local breweries to begin providing the water for craft beer brewing, an opportunity that could provide an additional and sustainable water source.

## Twisted Shotz Purrs Over Winner of Contest

**Twisted Shotz** (Independent Distillers USA) has just released the winning flavor from its “You Call the Shot” contest – **PussyCat**, a watermelon and piña colada flavored cocktail.

The contest was one of the most successful digital engagement campaigns the spirits industry has ever seen, reaching 650,000+ unique fans with more than 5,000,000 points of engagement.

The gold medal winner, Pussy Cat, was submitted by Avonlea Schoeneberg, of Edwardsville, Ill. It's a watermelon and piña colada flavored shot. The name was inspired by Avonela's rescued cats Dot and Darrel.

Distributed in national markets, PussyCat retails for \$5.99 a four-pack and will soon be available in the Twisted Shotz Getaway Pack of 15 along with Whipped Chocolate, Miami Vice, Peaches n Cream and Moscow Mule Kick. ABV is 20%.

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## F.Y.I. --

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## Mom's Marijuana Use, Low Birth Weight Linked: Study

Women who used marijuana while pregnant were almost three times more likely to have an infant with low birth weight than women who did not use marijuana.

The study, by researchers at **Lawson Health Research Institute, Western University and Brescia University College**, analyzed data from perinatal and neonatal databases at London (Ont.) Health Sciences Centre (LHSC) and is the first large-scale study in Canada to show this association between marijuana use among pregnant women and low birth weight infants.

Maternal amphetamine use, chronic hypertension and smoking were identified as other top risk factors for low birth weight. The study also examined predictors of preterm birth, which included previously diagnosed diabetes, maternal narcotic use and insulin-controlled gestational diabetes.

"Low birth weight and preterm birth are serious public health problems. Both are associated with a higher risk of infant mortality," says principal investigator Dr. Jamie Seabrook, a Lawson associate scientist; and professor at Brescia University College, an affiliate of Western University, and Western University's Schulich School of Medicine & Dentistry.

Low birth weight can lead to respiratory problems and asthma, and poor cognitive development during childhood. It also increases an infant's risk of developing type 2 diabetes, hypertension and

cardiovascular disease later in life. Preterm birth can cause childhood neurologic disability, as well as long-term medical consequences including respiratory, gastrointestinal and cardiovascular diseases and decreased immunity.

The research team investigated many potential factors that could be linked to birth outcomes, including demographics, prenatal factors and medical risks. The objective of the study was to determine the relationship between socioeconomic status and adverse birth outcomes, particularly low birth weight and preterm birth, in Southwestern Ontario.

However, they found that socioeconomic status had little influence on birth outcomes.

"There is a widely held view that socioeconomic status is highly associated with low birth weight and preterm birth. However, there have been few population-based studies investigating this relationship in Canada. Most of this research has come from other developed countries, particularly the United States," says Dr. Seabrook, who is also a Faculty Associate at Western's Human Environments Analysis Laboratory. "It's possible that Canada's universal health care system provides a larger safety net for these mothers and their children."

Live births between February 2009 and February 2014 at LHSC were included in the study. Infants with a birth weight of less than 2500 grams were classified as low birth weight. Preterm birth was defined as a live birth at a gestational age of less than 37 weeks.

Best regards,

Joel Whitaker, Editor

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