



UNIVERSITY
—DISTRIBUTORS—
THE DROP

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DISTRIBUTORS

VENDOR HIGHLIGHT

CRUESS



Anthony Beckman and his wife Alissa Lind make elegant, unique wines using only sustainably sourced vineyards in Sonoma County. Anthony has been making wine in Sonoma County for sixteen years and is currently also the winemaker at Balletto Vineyards. His maniacal attention to detail and unfailing commitment to his craft show through in perfectly structured and easy-to-drink wines.

William Cruess—Alissa's great uncle—was a professor at UC Berkeley in the early 1900s. Near the end of 1933, he helped restore the wine industry in California after the repeal of Prohibition, establishing what is now regarded as the nation's premier university for grapes and wine. While William built a winemaking institution at UC Berkeley (which later moved to the brand-new UC Davis campus), his wife and artist, Marie, painted striking works of art, which are widely acclaimed and have been selected for numerous museum galleries. Her original works of art now show brilliantly on the CRUESS wine labels. In the footsteps of their relatives, Anthony and Alissa continue the tradition with CRUESS wines.

**The 2019 Fiano was awarded "Top Wine-
Everyday Wine" in the 2023 Slow Wine Guide**
<https://www.slowwineusa.com/>



Contact Brooke Barrett (brooke@universitydistributors.com)
or Robert Neilson (robert@universitydistributors.com)
for more information

VENDOR HIGHLIGHT

Idle Cellars



Idle Cellars is a boutique winery located in Sonoma County, California. Owned by Ben Larks, a teacher and explorer from a far off land and Ari Heavner, an entrepreneur from Berkeley. Their shared affinity for world travel and adventure led them to connect in 2006 while working crush in Sonoma. Idle Cellars was born with their first batch of Cabernet Sauvignon.

They strive to produce an elegantly balanced wine through their grace of art. Their belief is that the essence of winemaking is getting dirty in the vineyard- ensuring the best of Sonoma makes it from the vine to the bottle through hands-on craftsmanship. Their knowledge and deep understanding of their agricultural surroundings allows them to choose what they believe is the best processes for each varietal of wine. Working together for 17 years now, Ben and Ari's winemaking bond is stronger than ever, escalating the Idle movement one glass at a time.

Idle Cellars is one of our longest partnerships and has been a part of the University Distributors portfolio since 2017.

Contact Brooke Barrett (brooke@universitydistributors.com) or Robert Neilson (robert@universitydistributors.com) for more information



Idle Cellars 2016 Merlot, Sonoma Valley

Best of Class, Double Gold, 96 points

Sunset Intl Wine Comp.



Did you know?

University Distributors offers menu consultations & planning

Before joining us at University Distributors, Wine Education & Sales Specialist, Robert Neilson, was a Corporate Beverage Director in Chicago, IL.

While there, building fiscally responsible, yet creative, menus was his specialty. Let us help you create a smart, budget-friendly, and versatile wine menu that enhances each guest's experience. Please reach out with any questions or to schedule a consultation at Robert@universitydistributors.com.



LET'S TALK ABOUT CASE FEES

We don't have them! We don't have split case fees so retailers can bring in special, high end wines in smaller quantities. Learn more by contacting Robert Neilson at robert@universitydistributors.com or Brooke Barrett at brooke@universitydistributors.com.

COMING SOON!

Holiday Wine Packages to help give your customers something extra special this holiday season.

FIRST COME FIRST SERVE

Contact Brooke (brooke@universitydistributors.com) or Robert (robert@universitydistributors.com) for more information.

COMING

SOON

Upcoming visitors

October

10th Avignonesi, Giuseppe Santarelli booked
11th Avignonesi, Giuseppe Santarelli booked
12th Avignonesi, Giuseppe Santarelli booked
24th, Barnard Griffin, Tom Champagne booked
25th, Barnard Griffin, Tom Champagne
26th, Barnard Griffin, Tom Champagne booked

November

9th Olet'te Vineyards, Jenny Heim booked
10th Olet'te Vineyards, Jenny Heim booked
14th Cruess Wine, Alissa Lind
15th Cruess Wine, Alissa Lind booked
16th Cruess Wine, Alissa Lind booked
28th Ethica Wines, Giuseppe Bianco booked
29th Ethica Wines, Giuseppe Bianco booked
30th Ethica Wines, Giuseppe Bianco

December

5th Bougetz Cellars, Tom Bougetz booked
6th Bougetz Cellars, Tom Bougetz booked
7th Bougetz Cellars, Tom Bougetz booked

*For booking, please contact
Lindsey Woody at lindsey@universitydistributors.com*

In the News

Damsel Cellars Syrah, Washington State Stillwater Creek Vineyard 2019

James Suckling, 92 pts

This has spiced and earthy character, with notes of dark berries, dried orange peel, dark chocolate and moist earth. Medium-to-full bodied with firm, compact tannins and a velvety texture. Vivid acidity and a toned, fleshy fruit core. Flavorful, citrusy finish. Drink or hold.

JAMESSUCKLING.COM 

Damsel Cellars Marsanne, Yakima Valley Boushey Vineyard 2022

James Suckling, 92 pts

Aromatic, with ripe stone fruit, pears, raw almonds and dried herbs. Medium-bodied with juicy character and mouthwatering acidity. Polished and sleek with hints of beeswax and stones at the end. Drink now. Screw cap.

JAMESSUCKLING.COM 



Save the Date

2ND ANNUAL
UNIVERSITY
DISTRIBUTORS
GRAND TASTING

MONDAY, FEBRUARY 26TH 2024
HOTEL FORT DES MOINES
DES MOINES, IA

DETAILS TO COME

PLEASE CONTACT LINDSEY WOODY AT
LINDSEY@UNIVERSITYDISTRIBUTORS.COM
WITH ANY QUESTIONS YOU MAY HAVE

WWW.UNIVERSITYDISTRIBUTORS.COM

UNIVERSITY
DISTRIBUTORS



CONTACT



For Product Distribution Inquiries
Please Contact
Monique Chittenden at
monique@universitydistributors.com



Brooke Barrett
Wine Sales Representative
brooke@universitydistributors.com



Robert Neilson
Wine Education & Sales Specialist
robert@universitydistributors.com