You came, you saw, you voted! Yes, the results are in for Vineyard & Winery Management’s first Best Wine Industry Suppliers survey. Nearly 700 wine and grape industry professionals voted in our online survey, which focused on 13 major categories: Barrels, Corks, Bottles, Alternative Closures, Label Printing, Software, Financial Services, Banks/Lenders, Legal Services, Nurseries, Tanks, Lab Services and Winemaking Supplies. (We’re planning to expand the survey for 2014, so stay tuned!)

The race was nail-bitingly close in some categories, but when the final votes were tallied on Feb. 1, the following companies rose to the top. Congratulations to our winners!
**BEST BARREL SUPPLIER**  
**SEGUIN MOREAU**

Founded in 1870 and 1838, respectively, the individual Seguin and Moreau cooperages were joined in 1972 under the auspices of branded firm Remy Martin. In 1986, due to the growth in the Californian wine market, the cooperage set up full-time representation in the Napa Valley, and less than a decade later, the Seguin Moreau Napa Cooperage was established.

The company’s motto, “Inspired by the past, built for the future,” reflects Seguin Moreau’s philosophy of blending tradition with modern technologies. As L. Seguin Fil said in 1870: “The mechanical manufacture, by machines equipped with the latest developments, with all work carried out mathematically, is a perfect complement to handicraft.”

Research is an important element of Seguin Moreau’s product development strategy. Since the 1980s, Seguin Moreau and the Faculty of Oenology of Bordeaux (known today as the Institut des Sciences de la Vigne et du Vin University of Bordeaux) have worked together to research wine-wood interaction, which has revealed information about the importance of grain tightness, toasting and proactive maturation. The cooperage has since partnered with universities worldwide to apply results to wineries’ barrel programs.

Seguin Moreau Napa Cooperage operates a full-time laboratory on site, and has recently expanded its research and development team. The company is also committed to sustainability, from forestry management to cooperage practices to producing the CarbonNeutral line of barrels.

Among the company’s latest product innovations is an expansion of the ICÔNE program, a method of chemical analysis of wood’s extractable substances to identify oenological potential.

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**BEST CORK SUPPLIER + BEST BOTTLE SUPPLIER**  
**M.A. SILVA USA**

Sonoma County-based natural cork, glass and packaging manufacturer M.A. Silva USA holds the distinction of winning “Best of” honors in two categories: Best Cork Supplier and Best Bottle Supplier.

Along with its Portugal-based partner M.A. Silva Corticas, the M.A. Silva family has a 40-year history of cork production. Vertically integrated from cork forest management through all aspects of production, M.A. Silva is known as an innovator in cork processing technology.

M.A. Silva’s cork is sourced from trees under exclusive, long-term grower contracts, which ensures control and certified quality, from the time the trees are peeled to the delivery of finished corks. A full-service mechanical and organoleptic test lab, housed in the company’s Santa Rosa-based facility, helps further that level of quality control for North American customers.

Collaboration between M.A. Silva staff members and researchers across Europe and the United States has resulted in the development of some of the most technically advanced cork processing facilities and equipment in use today. The company’s efforts—a combination of forest management, technology, processes and training—have made significant advances toward eliminating TCA issues, in addition to improving the beauty and performance of its closures.

M.A. Silva also offers a portfolio of glass bottles—the newest addition to the company’s product line. Offerings include proprietary molds for consistent quality, cork-to-bottle fits assurance and in-factory quality control, 24/7.

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**BEST ALTERNATIVE CLOSURE SUPPLIER**  
**NOMACORC**

Belgian businessman and wine connoisseur Gert Noël came up with the idea to create an alternative wine closure after opening several bottles of wine at a family party that had been ruined by cork taint. Applying more than 40 years of experience manufacturing products derived from the cellular extrusion of synthetic materials, Noël and his son, Marc, determined to create a wine closure based on foam extrusion technology. The team spent six years in research and development before introducing the first Nomacorc closure in 1999.

Based in Zebulon, N.C., Nomacorc has enlarged its U.S. headquarters to meet demand and has expanded its global presence by establishing facilities in Belgium, China and most recently, Argentina. Over the years, Nomacorc’s product line has evolved to include a catalog of wine closures, each designed for different winemaking styles, oxygen-management requirements and shelf-life expectations.

The company strives to provide closures with the best possible wine preservation performance, working with winemakers to find new and better ways to make sure their customers experience each wine as the winemaker intended.

With the help of its academic research partners around the world, Nomacorc has taken a position at the forefront of oxygen management science. Its latest tools and innovations were designed to support and serve winemaker intention in pursuit of more consistent and fault-free wines.

The company’s most recent addition, the Select Series, was created to specifically meet the complex oxygen management requirements of various wines.

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**BEST LABEL PRINTER**  
**COLLOTYPE LABELS**

In 1903, a small print shop took its name from the best reproduction process of the day, collotype. Since then, that print shop has grown to become the world’s largest printer of premium labels.

Since printing the first wine and spirit labels in the 1920s, Collotte has driven many of the innovations that have seen labels evolve from a simple description to “little works of art,” playing a vital role in the marketing mix.

Located in top wine-producing regions around the world—including Napa and Sonoma—Collotte supports the expanding global wine market, specializing in premium labels for the wine and spirit industries.

The company’s goal is to achieve the best printing efficiencies while delivering maximum shelf impact. To that end, Collotte has invested in leading-edge print technologies that allow it to find the right fit for customers’ projects, whether the process is PS or sheet-fed, flexo, offset or digital.

Collotte has also invested in research and development resulting in proprietary substrates such as Killer White—a white uncoated label paper with special water holdout retardants for better ice bucket and refrigerator performance—and other print embellishments to deliver the best value for quality.