WINE INDUSTRY NETWORK

Supplier Spotlight

PUT YOUR COMPANY IN THE SPOTLIGHT

WINE INDUSTRY NETWORK
Supplier Spotlight

LEROI BARRELS

Leroi Unveils New Harmonie Barrel Line in North America

Location: Napa, California
Founded: 1735
Web: www.leroibarrels.com

The Leroi cooperage in Cognac, France, has been unrivaled in the production and sales of superior-quality oak wine barrels since master coopers founded it in

In keeping with a cer expertise and innovat the Harmonie Line, a extra tight grain to pr tannins in wines that

"We launched Harm who want a soft, slow reports Michael Merc "Harmonie is tailored twenty to thirty six m and elegant, without or aromas."

Mercer emphasizes t with special select, e Troncais, Nevers and and heavy house toas

U.S. winemakers hav Harmonie Line conc

"I was probably one of the first people to try them in this area ... not only did they work really well for the flavor profile of my vineyards, but the craftsmanship

WINE INDUSTRY NETWORK
Supplier Spotlight

P&L SPECIALTIES

P&L Highlights State-of-the Art MOG Separation System

Location: Santa Rosa, California
Founded: 1984
Web: www.pnlspecialties.com

"Flexible", "rugged," "robust," "adjustable," "interchangeable," "effective" … just a few of the words industry professionals have used to describe P&L Specialties latest MOG Separation System, for which the company has received a patent (#7581646), the only U.S. patent ever granted on a MOG removal system.

P&L Specialties named the machines LeTrieur™ (loosely French for "the sorter"), or LT™ MOG Separating System. The machines use eccentric action and removable wedge-wire screens to gently and effectively separate stems, petioles, jacks and leaf material from grape berries after destemming.

"Eccentric action moves the screens up, forward, down and backward, kind of like a wave," explains Greg Nau, P&L Specialties Sales & Customer Service representative. "Other systems use a vibratory action, which can really shake up the grapes. It might work okay in (other food) industries, but not so well with delicate fruit."

The LeTrieur™ MOG Separating System also features removable wedge-wire screens in varied sizes to allow for all types of MOG removal. According to Nau, the interchangeable screens "effectively adjust for the different varietals and different situations a winemaker may face."

A key feature in the design of the LeTrieur™ MOG Separating System is that the units can be modified to handle anywhere from ½ ton to 70 tons of grapes per hour. Initially, boutique-type wineries with lower volumes were the primary users of P&L Specialties' systems, but Nau says higher end sorting is no longer limited to lower throughputs, as the market has expanded.

"We're seeing an industry shift due to higher labor costs, less labor availability and more reliance on machine harvesting," Nau says. "And the quality of machine harvesting is going up as well." Nau notes that a major Washington State winery purchased one of the P&L units to process between 60-70 tons of grapes per hour and was "very happy" with the results.

"It's a very rugged, robust, and operator-less design, that delivers excellent results for low cost" Nau says of the LeTrieur™ MOG Separating System. "There's very little that can go wrong with it; the beauty lies in it's simplicity! Our patented, post-destemmer equipment does an excellent job. We're really very proud of it."

Contact Information

1650 Almar Parkway, Santa Rosa, CA, 95403
Phone: 707-573-3141
Fax: 707-573-3140
Web: www.pnlspecialties.com
Contact: Ed Barr

ABOUT WIN SPOTLIGHT

The WIN Spotlight provides additional brand awareness and highlights new products, special offers, and general company news. Spotlights are emailed to over 10,000 category specific contacts across North America and are exclusive to the company featured.

INCLUDES PROGRAM INFORMATION

Spotlights are written by a WIN staff writer after conducting an interview with the featured member. Members have the opportunity to review, edit and approve final copy prior to launching the campaign. Campaign includes:

- 300 words of copy
- Up to three photos
- PDF version for reprints and repurposing
- Metrics recap

PROMOTIONAL CHANNELS

In addition to reaching over 10,000 WIN subscribers, the Spotlight will be promoted in the following ways to ensure maximum exposure:

- WIN Home Page
- WIN LINK Campaigns
- WIN Facebook Page
- WIN LinkedIn Profile
- WIN Twitter Feed

COST EFFECTIVE

Spotlights programs are only $750 per campaign and dates may be reserved in advance. Participation is limited.

NEXT STEPS CONTACT US

Contact the Wine Industry Network today to reserve your Supplier Spotlight Campaign!

Wine Industry Network
701-A Healdsburg Ave.
Healdsburg, CA 95448
Toll Free: 877-717-2946
Email: contact@wineindustrynetwork.com
Web: wineindustrynetwork.com