

TopNest Designs

TopNest Designs – Your One-Stop Shop for
Custom Products & Wine Club Gifts

Location: Mill Valley, CA

Web: www.topnestdesigns.com

WIN Profile: [TopNest Designs](#)



Vanessa Topper has the perfect background for selling custom gifts in the wine industry. Her father was one of the first wine brokers in California, her mother, an interior designer, sold art and her brother is a chef. All were engaged in what Topper calls “the tasty morsels of life.”

“I grew up with wine in my blood, that’s for sure,” laughs Topper.

It proved to be the inspiration for TopNest Designs, a multi-line, manufacturer’s rep company that works with local artisans and importers to develop product lines specific to the wine industry.

In addition to offering more than 1,000 customized products, including reusable wine totes, marble tiles, crystal decanters and wine accessories, TopNest Designs prides itself on working directly with customers to design products that reinforce their company image and help them make money.

When asked what makes TopNest unique, Topper responds “Every winery’s image, tasting room space and customer base is different. My goal is to really understand what this mixture is for each customer so I can better recommend what will work for them. “It takes more time, but in the end...it’s what works”.

Topper is particularly enthusiastic about assisting her clients with their wine club gifts; “they’re cost-effective revenue drivers,” she notes, “that have been instrumental to brand loyalty and customer retention.”

For as little as \$3/item, wineries can include a coaster, bottle magnet, wine stopper, ornaments, and more with their club shipment - all imprinted with the winery’s logo and designed to create a lasting impression. “Once the wine has been drunk and the bottle recycled, anything that can get the customer to remember that label could lead to more sales... and every winery, large or small, wants more of that,” Topper says.

Although TopNest Designs is a one-stop shop for clients, Topper is not a one-woman show. “We’re a national business with a strong web presence and multiple reps throughout the country available to consult with clients wherever they are,” she says.

For more information and orders, visit TopNest Designs at the upcoming trade shows: **Unified Wine & Grape Symposium** – January 24-26, Booth #2414; **Washington Wine & Grape Growers** – February 9-12, Booth #126; **Wineries Unlimited** – March 27-29, Booth #222.

Contact Information

Phone: (707) 695-1306

Web: www.topnestdesigns.com

Contact: Vanessa Topper

[Send Me Info](#)

