

Berkmann Wine Cellars boosts North American portfolio

By Lisa Riley

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Berkmann Wine Cellars has signed a deal as the exclusive UK agent and distributor of Californian producers Silverado Vineyards and [Buena Vista Winery](#), alongside Canadian winery Quails' Gate.

The deal will see Berkmann distribute the producers' wines across both the on- and off-trade with immediate effect.

The new additions complimented Berkmann's existing range of Californian producers, which comprises Joseph Phelps, Antica, Williams Selyem, Radio-Coteau, Cobb, Pisoni, Saintsbury, Sebastiani, Joel Gott and Christian Moueix, said purchasing director, Alex Hunt MW.

Silverado's commitment to producing estate wines that showcased the "best of the Napa Valley" dovetailed perfectly with Berkmann's ethos of working with family-owned wineries demonstrating a "true sense of place", he said.

The Buena Vista Winery, meanwhile, was an iconic piece of California's vinous history and was, under the stewardship of the Boisset family, now delivering high quality wines that lived up to "the pedigree of the property," said Hunt

In Quails' Gate, Berkmann had found an "ideal partner" to introduce the Okanagan Valley region to its customers, he added.

A family-owned company with roots in the restaurant trade, Berkmann was founded in 1964 to supply Joseph Berkmann's group of restaurants with Bordeaux, Burgundy and Beaujolais.