





Artisans & Vines

Terroir Selections

ABOUT ARTISANS & VINES

Artisans and Vines was founded in 2009 by two former Country Vintner pioneers, as an import marketing company focusing on European wines from France, Spain, German and Italy. More recently the portfolio has grown to include new world wines from New Zealand and California. The portfolio has been built by passionate professionals with decades of experience who seek terroir-oriented wines from around the world. Old world Champagne producer, Poilvert-Jacques, and new world producer, Matakana Estate, from Marlborough, New Zealand, are just a couple of the gems in this forward-looking portfolio. Lost Inhibitions from California, one of the hottest new brands, is coming to the market as of fall 2016. Our foremost goal is to be the best partner to our producers, distributors and ultimately top restaurants and retailers across the USA.

Eric Platt, former US sales director for Pacific Prime Wines became the managing partner and assumed the role as president and sales director for Artisans & Vines. Eric has a substantial 25+ year history in the fine wine industry including stints in retail, wholesale and importing. His wholesale experience started with the Milton Kronheim Company in 1987 as a sales representative in the Washington, DC metropolitan market. Subsequent positions include working with Robert “Bobby” Kacher Selections as Midwest and Eastern Regional Manager. Eric consequently developed the territory into the lead US markets for this exclusive French wine portfolio. As Vice President/Director of Sales for Robert Whale Selections, Eric managed the national sales of Australia and New Zealand wines realizing extensive national sales growth during his tenure. Starting in 2008-2011, his career returned to wholesale directing the fine wine and spirits division of Washington Wholesale Liquor Company/Pinnacle House, a division of Charmer-Sunbelt. In his new role with Artisans & Vines, Eric’s primary goal has been to expand the distribution footprint of the company and the focus of the portfolio. Additions to the portfolio include wines from New Zealand and soon from Australia.



Currently, Artisans & Vines has wholesale distribution in Colorado, Delaware, Maryland, Montgomery County (MD), Michigan, Montana, Pennsylvania, South Carolina, Virginia, Washington DC and West Virginia.