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Premiere PacNW Wineries Select Columbia Distributing to Build Brands Through Local Expertise

PORTLAND, Oregon – Columbia Distributing announced today it has been awarded the distribution rights for two award-winning Pacific Northwest wineries - Del Rio Vineyard Estate and Barnard Griffin. The partnerships are the latest additions in Columbia's growing Wine & Spirits portfolio. The company became a total beverage alcohol distributor one year ago through an expanded relationship with Constellation Brands.

"Our newfound partnership with Columbia Distributing is flourishing," said Jennifer Kerrigan of Del Rio. "As matter of fact, it's provided a huge boost to our sales! Depletions for the second quarter of this year - our first three months with Columbia - are off to a remarkable start. We are experiencing a 36% increase in cases sold this year versus last year in Oregon, and we're already exceeding last year's full year sales in Washington with half the year left to go."

Barnard Griffin selected Columbia earlier this month and is looking forward to reaching its potential in the northwest. "We're thrilled to be part of the Columbia Distributing portfolio and can't wait to see what this partnership brings for all involved," said Megan Hughes of Barnard Griffin. "The choice to go to Columbia was a thoughtful yet exciting one - one we made as a family - and we hope it's the beginning of a new era for the winery."

Since its entry into Wine & Spirits, brands throughout the region have tapped Columbia for its local knowledge, presence and people. Company President and CEO Chris Steffanci says the dedicated team at Columbia has laid a great foundation for a successful future as a total beverage alcohol distributor. "They've been dedicated, thoughtful and strategic," he said. "We're seeing the results and I'm so excited to see what's to come in the months, years ahead. A huge, warm welcome to Del Rio and Barnard Griffin."

About Del Rio Vineyard Estate

The Del Rio Vineyard Estate overlooks the Rogue River at the convergence of the Cascade, Siskiyou and Coastal Mountain ranges. A 300-acre vineyard of breathtaking beauty, Del Rio is run by Rob and Jolee Wallace, fourth generation farmers, whose hearts and passion for the land are as big as their vineyards skyline. Together with a team of artisan winemakers, the Wallace's are working their dream producing world class wines in the wild and unspoiled Rogue Valley.

Our vineyard's unique terroir enables Del Rio to grow a diverse range of varieties from cool climate Pinot Noir and Pinot Gris to big reds that thrive in warmer regions, like Cabernet Sauvignon, Malbec and Cabernet Franc. From this vineyard we produce our elegant full-flavored Del Rio Vineyard Estate, Jolee and Rock Point wines. In addition to supplying our own brands we are a key source of grapes to fine wine makers throughout the Northwest.

About Barnard Griffin

Barnard Griffin Winery was established in 1983 by Rob Griffin and his wife Deborah Barnard with a small truckload of borrowed fruit and a rented cellar. It has grown into one of Washington's most enduring and award-winning wineries. Rob and Deborah built the winery's permanent home in Richland, Washington in 1996. The Barnard Griffin campus houses their production facility, tasting room, full service restaurant and fused glass art studio. Maintaining true craftsmanship, Rob continues to be fully engaged in the winemaking and leadership of Barnard Griffin while ushering in the second generation of the family. Rob and Deborah's youngest daughter, Megan Hughes, is the Assistant Winemaker and Enologist for Barnard Griffin. Megan joined the family business after graduating in 2010 with a Bachelor of Science degree in Viticulture and Enology from Washington State University and has since garnered numerous medals and awards - mainly concerning her work in Barnard Griffin's white wine production. The early vision of handcrafting the highest quality Washington wine continues to drive the company as the family grows and evolves.

About Columbia Distributing

Since 1935, Columbia Distributing has helped build some of the best known brands in the beverage business. Today Columbia Distributing and its 3,000+ employees service over 22,000 retail customers covering more than 171,000 square miles in Oregon, Washington and California. Columbia's success is based on the deep-rooted tradition of delivering quality products, timely service and a genuine concern for customers' needs. This is achieved by providing ongoing, sustainable opportunities and growth for its employees, customers, suppliers, shareholders and communities. For more information on Columbia Distributing, including employment opportunities, please visit www.coldist.com.

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