

*Guardian
of the Grape
Imports
brings over
30 years of
combined
experience
in the wine
industry.*



Owners Stephanie Bourne, Brandy Beverung and Kimberly Wynne

Brandy Beverung, President of Operations

Brandy brings seventeen years of wine industry experience to our company. As President of Operations, she handles our internal business and accounting affairs as well as import logistics and inventory management for our clients.

Stephanie Bourne, President of Regulatory Affairs

As President of Regulatory Affairs, Stephanie's expertise lies in winery compliance. With ten years of experience and a thorough understanding of industry standards, she manages all aspects of federal and state compliance for our company.

Kimberly Wynne, President of Marketing

Kimberly manages daily activity with the wholesalers and brokers who place product orders. As President of Marketing, she also uses her 14 years of marketing experience to assist clients with the additional marketing services we offer.

GUARDIAN
of the **GRAPE**
I M P O R T S

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GUARDIAN
of the **GRAPE**
I M P O R T S

*Guarding
your grapes
from cellar
to shop!*

Import Services

Guardian of the Grape Imports is a new concept in wine importation. Our mission is to provide you with the opportunity to import and market your brands in the United States without a traditional importer. We bring your wine into the US under our license and handle all administrative aspects of the distribution process. By removing the traditional importer, you can realize a higher level of profit as well as offer a better value to consumers.

Guardian of the Grape Imports will guide your products into the US market through the following process...

- Allow the use of our Federal Import License as well as state licensing.
- Obtain your registration number for the new FDA Prior Notification Act (Bio-Terrorism Act of 2002).
- Obtain label approvals for each of your wines.
- Submit state registration for each of your wines.
- Arrange ocean shipment for your wine.
- Submit FDA Prior Notification for each shipment.
- Facilitate customs clearance.
- Work with your sales team to distribute samples and facilitate sales.
- Manage applicable winery bills to US entities (such as warehouse charges and duty and tax bills.)
- Manage distributor billbacks.
- Manage delivery to either an east coast or west coast warehouse.
- Coordinate wholesaler orders and support customer needs.
- Administer wholesaler invoices and collections.
- File all necessary state reports for your sales.
- Track wholesaler performance by orders or sales (depletions).

...and you receive your funds wired direct from our escrow account.

Bypass the traditional importer and increase your profits!

Additional Services Available to Help Market Your Wine

- Submissions to US wine publications.
- Press releases for articles and reviews in US and foreign publications.
- Link to your winery on our web site.
- Sales materials including portfolios, sell sheets and interactive CD-ROMs.
- Design and distribution of shelftalkers and bottlenecks.
- Promotional materials including wearables and accessories.

Don't get lost in a traditional importer's portfolio!

Many wineries find that traditional importers do not provide the personalized attention they need. With Guardian of the Grape Imports, you retain complete control over placement, pricing, market image, and ultimately, your overall profit.

You handle the sales, we will handle the rest!

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