

JOHN ANTHONY FAMILY OF WINES ANNOUNCES NEW DIRECTOR OF SALES—EASTERN US REGION

Napa, CA (April 12, 2022) – In response to company changes and continuous growth of its lifestyle and fine-wine portfolios, [John Anthony Family of Wines](#) has restructured sales regions and appointed industry-veteran Mike Gallo as Director of Sales, Eastern US Region. A New Jersey native, Gallo brings over 20 years of sales experience to John Anthony Family of Wines after a notable career with Banfi Vintners and other distinguished wine companies, where he built a foundation of admirable business-based results in sales, business operations, team building, and portfolio management.

“It’s exciting to add talent and experience to this growing team. With the recent Butter Chardonnay line extension to introduce Butter Cab and Butter Bubbles, plus the growth of Serial Wines in both the on and off premise, it’s a great time to capture opportunity,” said John Anthony Truchard, Founder and CEO. “The Eastern US Region is an important and highly-diverse marketplace, so it’s strategic to add Mike’s knowledge and deep distributor and retailer relationships to the team.”

In his new role, Gallo will oversee the full John Anthony Family portfolio’s Eastern US presence, including JaM Cellars, John Anthony Vineyards, Serial Wines, Weather Wines, and FARM Napa Valley. “I’m thrilled to be joining a fast-growing and dynamic wine company with such a great team,” said Gallo. “There is a lot of opportunity with new releases of the flagship Butter SKU, and it’s an honor to help John Anthony Family of Wines continue to expand its footprint.”

“Mike Gallo brings experience, leadership, and focus to our high-energy team and will be a great partner to our distributors and retailers in the Eastern US,” said Geoff Whitman, EVP Sales, John Anthony Family of Wines. “It’s not often you find someone with Mike’s business acumen, passion for wine, and ability to walk into a role fully formed and ready to rock and roll. He’s a great addition to John Anthony Family of Wines and we look forward to many years of fruitful business with Mike.”

Gallo received his Level One Certification in Wine from the Court of Master Sommeliers, earned Sales Manager of the Year award from American B.D. Company, and was honored with the Black Opal Leader award from Beringer Blass Wine Estates. In his spare time, Gallo enjoys cooking, golfing, and hosting good friends.

About John Anthony Family of Wines

John Anthony Family of Wines includes John Anthony Vineyards, Serial Wines, Weather Wines, FARM Napa Valley and JaM Cellars. John Anthony Vineyards produces exclusive wines created from small vineyard sites in Oak Knoll District, Carneros, and Coombsville regions, all available in the winery’s downtown Napa Tasting Lounge. Serial Wines is a series of wines from Paso Robles and beyond—lush and vibrant, sourced from exceptional vineyards in this largely-undiscovered and exciting wine region. Weather Wines is a curated collection of Burgundian-varietal wines grown in their most-perfect California microclimates and highlighting the dynamic relationship between vines, terroir and the elements. FARM Napa Valley produces wines from fruit we farm for others with the belief great wines grow in the farmer’s shadow. JaM Cellars was founded in 2009 in response to the downturn in the economy and experienced triple-digit growth in its early years by offering wines made in the tradition of



great California winemaking at accessible sub \$20 price points. Today Butter Chardonnay from JaM Cellars is the #2 selling chardonnay above \$12 in the U.S. (source: Nielsen scan data 2021).

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