THE TRADE EDITION

SEPTEMBER 2026

OneWineMarket

PEOPLE. PLACE. THE NEXT POUR.



The people behind the pour

Seven winemakers. Remarkable wines. Stories worth sharing.

ADRIAN GUERRERO

A Bally Keal homecoming / 08

THOMAS RIVERS BROWN

One estate. Two expressions. / 09

EXPLORE

THE ISSUE

A market in motion

Two stories for the buying desk — rebuilds, sales, and who you call next.



Napa Valley, along the Silverado Trail. Rebuilds, debt and succession are moving the market.

01 / NAPA VALLEY

Signorello enters Chapter 11

Signorello Estate LP filed Chapter 11 on August 27 in Santa Rosa, listing assets and liabilities in the $10 million to $50 million range. The filing was meant to halt a foreclosure sale after American AgCredit moved on more than $36 million in construction-loan debt.

The Silverado Trail winery was founded in 1977 by Ray Signorello Sr. and Ray Signorello Jr. It was the first Napa winery confirmed destroyed in the 2017 Atlas Fire. After a seven-year rebuild, the estate reopened in June 2024 — and two years later it is in court again.

Court papers describe debtor-in-possession financing and a stalking-horse path toward Canadian buyers Amar Doman and Ashley Cooper, with a possible sale well below the debt. A creditors meeting is set for October 6.

Buyer lens. *If you carry Signorello, Edge, Fuse or Trim, confirm allocation, next-vintage contact, and whether the brand name survives a sale.*

Napa Valley Register / SFGATE / court filings



Cellars change hands. Provenance now sits with the Kautz family, Quintessential on the book.

02 / OWNERSHIP

A new chapter for Provenance

On August 25 the Kautz family of Ironstone Vineyards acquired a California wine and beverage book from Allan Lombardi of Thomas Allen Winery. Quintessential, Ironstone's national partner, will represent the wines.

The list is broader than one Napa label: Provenance Vineyards (founded 1999), Fortitude Cabernet by Provenance, Hook or Crook Cellars, Red Phoenix, Thomas Allen, Samuel Lindsay, Landing 63, Weekday Wines and Weekday Water — about 100,000 cases in total.

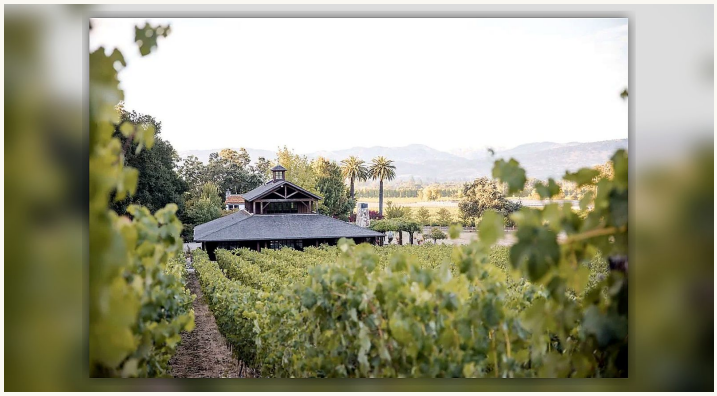
Provenance remains the Napa Cabernet conversation, with North Coast, Monterey and Paso Robles beside it. Fortitude draws Rutherford, Oakville, Diamond Mountain, Yountville and Howell Mountain fruit. Hook or Crook opens a Lodi door. The Kautz family farms about 7,000 acres in Lodi and the Sierra Foothills.

Buyer lens. *Ask Quintessential who owns the next purchase order. Confirm the local contact before the first vintage under new ownership lands.*

Quintessential / BevNET / Shanken · Aug 25

Oakville, with a signature.

2019 Jeremy Nickel Cellars / Cabernet Sauvignon





Estate and pairing imagery from the OneWineMarket feature.



The story begins in western Oakville, with The Vineyard House estate connection and the winemaking guidance of Atelier Melka.

The 2019 combines 76% Cabernet Sauvignon with 24% Cabernet Franc, followed by 24 months in French oak. Black currant, cedar and a savory herbal lift give staff a precise way into the glass.

AT THE TABLE

For a premium Napa shelf or a lamb pairing: lead with Oakville, then the Cabernet Franc detail.

TRADE / 750 mL BOTTLE

$40.00

Sources: Jeremy Nickel trade materials / The Vineyard House / OWM product

Royal Prince.
A serious introduction.

2021 Cabernet Sauvignon / Napa Valley





Royal Prince partnership and pairing imagery from the store.

Royal Prince brings together David Green's wine business experience and Maayan Koschitzky's talent in the cellar. Their partnership gives the label a human story that is easy to remember.

OneWineMarket's 2021 listing describes a Cabernet built around blackberry, cassis, graphite and fine tannic structure. This is a bottle to introduce through taste and pedigree.



AT THE TABLE

Pour with steak au poivre, then tell the Koschitzky story on page 7.

TRADE / 750 mL BOTTLE

$30.00

Sources: Royal Prince / OWM product

Old vines.
A fresh conversation.

2021 Domaine de la Janasse / Vieilles Vignes





Vineyard and cellar imagery from OneWineMarket's Janasse page.



Bring an old-vine Châteauneuf-du-Pape to the list. La Janasse's flagship cuvée draws its identity from four complementary terroirs: pebbles, sand, red clay and limestone.

The Sabon family built its cellar in Courthézon in 1973. Christophe and Isabelle carry that craft forward. The 2021 listing emphasizes black cherry, garrigue and savory depth.

AT THE TABLE

A natural conversation for guests ordering rosemary lamb or a slow braise.

TRADE / 750 mL BOTTLE

$59.00

Sources: Domaine de la Janasse / The Sabon family / OWM product

Let the story take flight.

2023 Blackbird Vineyards / Manifest Cabernet





Existing Blackbird promotional imagery from OneWineMarket.

Blackbird's identity is rooted in Bordeaux varieties and Napa Valley fruit. The 2023 Manifest in the OWM portfolio gives the buying team a Cabernet-led entry into that story.

Aaron Pott is consulting winemaker, alongside director of winemaking Shaina Harding. His Bordeaux experience and earlier Quintessa role add depth to a staff introduction.



AT THE TABLE

Give this bottle a place in a Napa discovery feature or a winemaker-led dinner.

TRADE / 750 mL BOTTLE

$50.00

Sources: Blackbird Vineyards / Pott Wine / OWM product

The names. The craft.

Four paths into Napa. A person behind every introduction.



Philippe Melka

ATELIER MELKA / THE VINEYARD HOUSE

Bordeaux experience meets a parcel-by-parcel Napa approach. Melka founded Atelier Melka, whose team helps guide picking, fermentation, aging and blending at The Vineyard House.

Selected projects: Dana Estates, Lail, Tusk.

2019 Jeremy Nickel / Oakville Cabernet Sauvignon

$40 / bottle / Feature 03



Thomas Rivers Brown

STONE THE CROWS / RIVERS-MARIE

Brown learned his craft on the job, beginning at Turley in 1997. His work spans coveted Napa Cabernets and his own Rivers-Marie wines, with close attention to each vineyard.

Selected projects: Schrader, Maybach, Rivers-Marie.

2022 Stone the Crows / Three Twins & Fallen Feather

$135-$160 / bottle / Feature 09-10



Maayan Koschitzky

ROYAL PRINCE / ATELIER MELKA / LA PELLE

Israel-born, with past experience at Screaming Eagle and Dalla Valle, Koschitzky brings an engineering background to his work at Atelier Melka. He also co-founded La Pelle.

The person behind the Royal Prince cellar story.

2021 Royal Prince / Napa Valley Cabernet Sauvignon

$30 / bottle / Feature 04



Aaron Pott

BLACKBIRD / POTT WINE

Earlier roles took Pott to Château Troplong Mondot and Château La Tour Figeac. Back in Napa, he led winemaking at Quintessa before building Pott Wine. He is consulting winemaker at Blackbird.

Bordeaux experience, carried into a Napa conversation.

2023 Blackbird / Manifest Cabernet Sauvignon

$50 / bottle / Feature 06

Adrian Guerrero

From the family garden to the Bally Keal cellar.

VACAVILLE / FRESNO STATE / JEFF COHN / BALLY KEAL, 2024



Adrian Guerrero in the cellar with the house whites and a Cabernet.

Adrian grew up in Vacaville, picking pears with his grandfather. Mint, sage and summer fruit from the family garden are the smells he still names. A college fascination with fermentation sent him to Fresno State for enology.

Jeff Cohn put him on serious sites: Rockpile, Silver Eagle in the Russian River Valley, and Garys' Vineyard in the Santa Lucia Highlands. Those years taught him to chase flavor without burying fruit. A turn as assistant brewer at Jackrabbit added cellar patience.

In 2024, he came home to Suisun Valley as winemaker and brewer at Bally Keal. This vintage is his.



Christophe Sabon

The Sabon family built its cellar in Courthézon in 1973. Christophe and Isabelle carry that craft forward at Domaine de la Janasse, where four complementary terroirs shape the Vieilles Vignes cuvée.

2021 JANASSE VIEILLES VIGNES / $59 / P. 05



Russell Bevan

A writer turned winemaker, Bevan cites Philip Togni and Greg LaFollette as mentors. His career connects meticulous vineyard work with an expressive Napa style. Also known for Bevan Cellars and Adversity Cellars.

PONT / PERUS / COMING SOON / P. 15

One estate. Two expressions.

2022 Three Twins Vineyard / Napa Valley



Thomas Rivers Brown

At Stone the Crows, Brown has worked with Three Twins Vineyard since the inaugural 2010 release. The estate sits in the hills above St. Helena, overlooking Lake Hennessey.

Clone and lot selection shape two distinct Cabernets from this site. Brown's résumé starts the conversation; the vineyard gives it depth.

More on TRB
Page 10



Three Twins

2022 / Cabernet Sauvignon

The flagship 2022 blends clones 337 and 169. Mulberry, baking spice and graphite meet softer vintage tannins. Aged 20 months in 80% new French oak.

Trade cost: $160.00 / bottle



Fallen Feather

2022 / Cabernet Sauvignon

The Clone 337 selection is more muscular in 2022, with blue fruit, fennel and violet notes. Aged 20 months in 70% new French oak.

Trade cost: $135.00 / bottle

Sources: Stone the Crows 2022 notes / Stone the Crows team

The discipline of detail

A celebrated name. A vineyard-first way of thinking.





Thomas Rivers Brown · Three Twins Vineyard above Lake Hennessey, from stonethecrowswine.com

> *"Stone the Crows is one of the most visually stunning vineyards in all of Napa Valley."*
> **ANTONIO GALLONI / VINOUS**

Brown did not arrive in Napa as a cellar-born heir. He studied economics and literature at the University of Virginia, then started at Turley Wine Cellars in December 1997 and learned by doing. Schrader, Maybach and Revana made his name with collectors. Rivers-Marie is the other side of that range.

At Stone the Crows he has been in the room since the first official Three Twins vintage in 2010. The résumé opens the door. The vineyard is why the wines stay interesting.

Three Twins sits at 700 feet above St. Helena on the northern slopes of Lake Hennessey — 11,000 vines on an old cattle ranch that Richard Talmadge remade in 2005 and named for his triplets. Clones 2, 15, 169, 337 and 685 run across five steep blocks. Volcanic ash over gravel and flint. Morning sun, then lake updrafts.

The two 2022 Cabernets on page 9 are the same site, two minds about clone and lot. Ask how fruit, tannin and oak differ. A shared winemaker makes those differences the tasting.

THE STAFF QUESTION / What changes when the site stays the same?

Bally Keal

a hidden ~2 miles from the Napa border

A place to gather · **A story for the table**







The house, the gate, and Music on the Patio — winery, brewery, distillery and a stage on 80 acres in Suisun Valley.

“You couldn’t do this in Napa!?!”

WINERY · BREWERY · DISTILLERY · A MUSIC VENUE TO DIE FOR

Bally Keal brings an Irish spirit of hospitality to an 80-acre estate in California’s Suisun Valley. Founder Joe Cassidy came to the United States from County Clare in 1976.

The estate combines vineyards, a winery, brewery, distillery and gathering spaces — plus live music on the patio, the kind of night you simply could not stage two miles west. Its label features an ogham stone, connecting the bottle to an early Irish writing tradition.

The portfolio offers several ways to introduce the estate: two Suisun Valley Cabernets, a Sonoma Valley Sauvignon Blanc, a Petaluma Gap Chardonnay and Zero Royale sparkling with the alcohol removed.

Keep those origins distinct when presenting the wines. The shared link is the producer and its sense of welcome, from a dinner bottle to a celebratory sparkling pour.

Sources: Bally Keal Estate · ballykeal.com

Five ways to welcome

All five Bally Keal wines listed in the OWM store.

12-BOTTLE CASE PACKS / TRADE COST / BOTTLE & CASE



2020 Clone 337 Cabernet

Suisun Valley / B&C Block

Dark fruit and polished tannins. A classic beef pairing.

Trade cost: $16.50 / bottle · $198.00 / case



2021 Clone 337 Cabernet

Suisun Valley / B&C Block

Cassis, boysenberry and a fine-grained tannin frame.

Trade cost: $16.50 / bottle · $198.00 / case



2024 Sauvignon Blanc

Sonoma Valley

Grapefruit, lime and herbs. Think oysters or goat cheese.

Trade cost: $15.00 / bottle · $180.00 / case



2024 Chardonnay

Petaluma Gap

Pear, citrus and mineral notes. A roast-chicken fit.

Trade cost: $20.00 / bottle · $240.00 / case



NV Zero Royale

California / Alcohol-removed sparkling

Straight pours, welcome toasts and mocktails. Pages 13-14.

Trade cost: $15.00 / bottle · $180.00 / case

Each wine row is linked to its OneWineMarket product page.

A place at every celebration

Alcohol-removed California sparkling wine.





Serving inspiration from OWM's promotional imagery.

Zero Royale gives a beverage program a sparkling option for guests choosing an alcohol-removed wine. Serve it well chilled in proper glassware, or use it to finish a fresh, balanced mocktail.

The same bottle can work at brunch, a reception or a restaurant table. Start with one straight pour and two signature builds so the team can learn the service before expanding the menu.

TRADE / 750 mL BOTTLE

$15.00
12-bottle case pack

Original recipes / next page

Bottle designation: alcohol removed.

Three ways to sparkle

One chilled bottle of Zero Royale. Fresh fruit. Bubbles last.



01

Lemon Royale

BRIGHT / CITRUS

4 oz Zero Royale
1 oz lemon juice
½ oz simple syrup
Lemon twist

Shake lemon and syrup. Strain into a flute. Add Zero Royale. Twist.



02

Cucumber & mint

FRESH / GARDEN

4 oz Zero Royale
1 oz cucumber juice
½ oz lime juice
Mint + cucumber

Stir juices over ice. Add Zero Royale. Garnish mint and a cucumber ribbon.



03

Blood orange fizz

VIVID / APERITIF

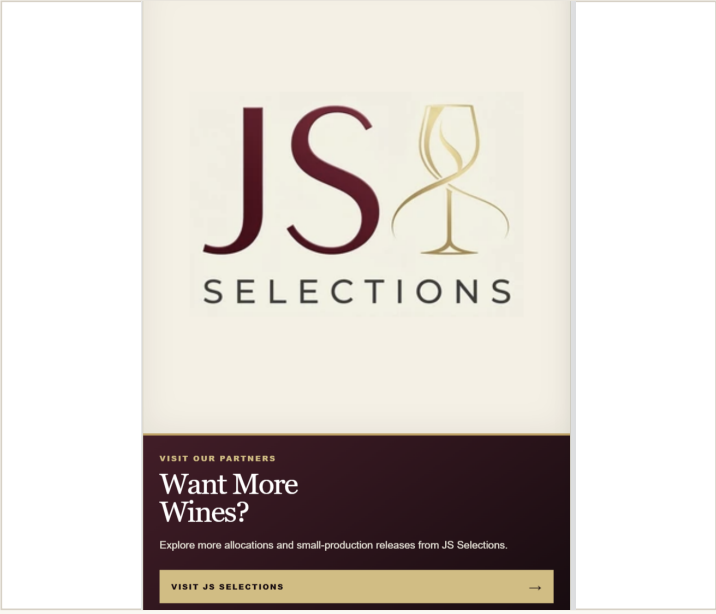
3 oz Zero Royale
1½ oz blood orange
½ oz pomegranate
Rosemary sprig

Build over ice. Add Zero Royale. Rosemary. Sweeten only if you need it.

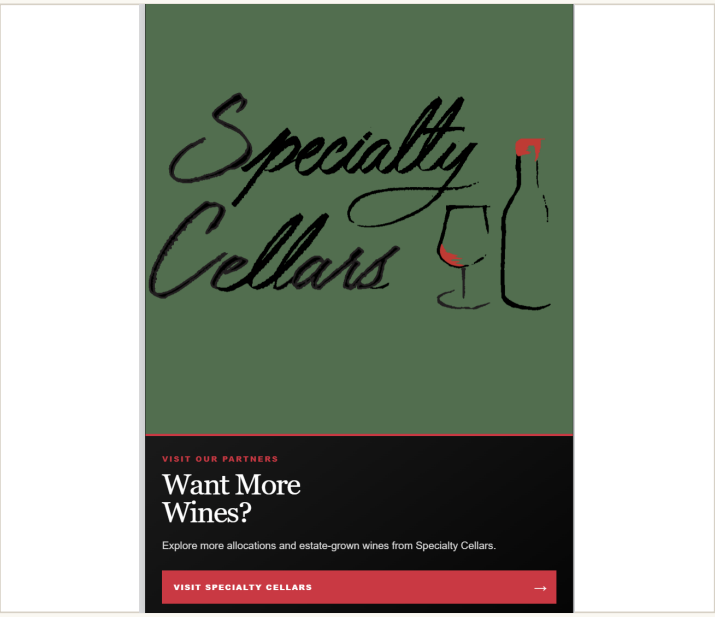
Each recipe makes one drink. Chill the still base, add Zero Royale at pickup. Trade: $15.00 / 750 mL · 12-bottle case.

The family — and what's next

Two specialist books now. New portfolios in October 2026 — names still under wraps.



JS Selections
Allocations and small-production. jsselections.com



Specialty Cellars
Estate-grown wines. shopspecialtycellars.com

COMING SOON / PONT · PERUS + NEW PORTFOLIOS, OCTOBER 2026





PONT / PerUs from Russell Bevan is marked Coming Soon. October 2026 brings 10,000+ new SKUs and new portfolios we are not naming yet. Be on the book when the names drop.

This is the table. You're invited.

Better bottles. Better stories. Built for the trade — and about to get bigger.





OneWineMarket is not another dry wholesale sheet. It is a California trade book you can actually talk about on the floor: Melka on Nickel, Maayan on Royal Prince, Christophe Sabon on Janasse, Thomas Rivers Brown on Stone the Crows, and an Irish welcome at Bally Keal — hidden about two miles from the Napa line, with a winery, brewery, distillery and a music venue you could not build in Napa.

Open an account. Walk the shop. Put these bottles in front of a guest and watch the conversation change. That is the whole idea: wines with a person and a place behind them, priced for licensed California trade.

October 2026 is the next chapter. New portfolios are coming — names we are not disclosing yet. The book gets larger. The table gets more interesting. Be on the list when those names land.

shop-all

Explore the portfolio

onewinemarket.com/shop-all

info@onewinemarket.com

NEXT / OCTOBER 2026

New portfolios. Soon to be disclosed.

PONT / PerUs — Coming Soon!

Availability and account terms must be confirmed. Licensed California trade only.