



Winebow Imports Expands Reach to Cover Domestic Estates, Welcomes Matthews, Jaine, and Blackboard to Portfolio

Richmond, VA – September 7, 2022 – Winebow Imports is delighted to welcome Matthews, one of Washington State’s oldest and most established wineries, to its portfolio, effective October 1st, 2022.

“We have a long history of supporting breakthrough wineries, particularly ones from emerging viticultural areas and categories,” said Ian Downey, Executive Vice President of Winebow Imports. “Movements are built by pioneering personalities and visionaries who marry tradition and experience with a constant striving for better stewardship, innovation, and all-around excellence. It’s in that spirit that we have identified Matthews as a dynamic partner for the future.”

Established in 1993, Matthews was one of the early leaders in the Washington wine industry. In 2008, the Otis family stewarded the winery in a new direction, with a focus on making world-class Cabernet Sauvignon, Merlot, and Bordeaux-inspired blends from the finest vineyard sites in Washington. “Every year, I grow more grateful for the opportunity to craft wines from this incredible place,” said Bryan Otis, proprietor of Matthews. “Across the state, everyone can feel something special happening. With our broad range of vineyard terroir, dedicated winemakers, and commitment to hospitality, there has never been a more exciting time to be in Washington State. We’re thrilled to embark on this new chapter with the Winebow Imports team.”

In July of 2021, Matthews made a splash in wine industry news when they brought on board the winemaking team of Alex Stewart, Hal Iverson and Jesse Schmidt, previously with the highly acclaimed Quilceda Creek winery. The trio is already making a considerable impact and is poised to take Matthews’ winemaking to even greater heights.

The partnership is completely in line with Winebow Imports’ commitment to unique properties from dedicated visionaries. “As an organization, we had identified and have been supporting the exciting movement happening in Washington State wine, and we are proud to have emerged as a champion of this movement through our wholesale network,” said Dean Ferrell, Winebow’s President and CEO. “Building national coverage through Winebow Imports further affirms our belief in this unique viticultural area.”

The partnership includes two other distinct brands from the same family: Jaine and Blackboard. Jaine is a love letter to Washington white wines and rosés, showcasing the dynamic tension and brilliant verve that comes from single vineyard sites across the Columbia Valley AVA. Blackboard makes wine to make a difference, crafting blends from ascending Reserve-grade vineyards, with an underlying mission to provide access to education through partnerships and donations. These wines are each presently distributed in each of Winebow’s wholesale markets.

The brands will reside in Winebow Imports’ Pioneer portfolio and be represented in the market by the Pioneer team. The Pioneer portfolio and team are dedicated to the fine wine stewardship of pioneering families and iconic brands from the key growing regions in the Southern Hemisphere, as well as emerging areas in the United States.

About Winebow Imports

Winebow Imports has been an industry leader for over 40 years, representing some of the most esteemed properties from both prominent and emerging growing areas around the world. A national importer known for cultivating lasting relationships with extraordinary wine families who are dedicated to their unique regions, Winebow Imports continues to balance its impressive growth with a culture of specialization and excellence. For more information, please visit www.winebow.com/imports.