



# Plymouth Wine Company

125 Church Street, Unit 90-302 - Pembroke, MA 02359 - (781) 871-7830 - [www.plymouthwine.com](http://www.plymouthwine.com)

## New Generation Brokers

We grow each of our client's business --- We save our clients money!

- Highest quality brokerage backed by knowledge, experience, and contacts throughout the wine industry
- Help to coordinate wineries' direct sales and marketing
- Creative methods for increasing market share
- Consistent image enhancement for each winery's products and services
- Timely reports to help clients track the success of our efforts
- Competitive advantage for small to midsize wineries selling to the New England, New Jersey, New York, and Pennsylvania region
- Individual and consistent attention for our clients

## About Us

Not uncommon for leaders in this industry, Jason tended bar to pay for college. It was there that he was first exposed to fine wines and the business that surrounds them. Here he met local distributors and attended every wine industry seminar available.

After graduation, Jason was hired as the youngest wine salesperson in Charlotte by Tryon Distributing and had no customers! Quickly he built his own route by knocking on doors and lots of hard work. He doubled his sales each year for three years, and was the first salesperson to ever sell \$1,000,000.00 in wine for Tryon (no one has done this since).

At this point, Jason joined the management team where he learned all sides of the business. He quickly doubled the size of the sales force and developed new products and markets.

With this impressive track record, Clos Du Val Wine Company approached Jason, and he became their Northeast Regional Manager. He visited every distributor and within the first year had grown sales by over 30%. His growth record went unabated and already sales are up for 2004 by over 19% despite most wineries' sales declining currently.

Jason continues to represent Clos Du Val Wines, but has expanded his horizons by founding Plymouth Wine Company and with his wife, Melissa, now offers experience, knowledge, existing contacts, and willingness for hard work to a select group of small to midsize wineries.

In addition to being Jason's wife, Melissa is a focused professional with a demonstrated grasp of effective account management techniques. Her education and past career experience have made her able to represent clients in a professional and eloquent manner. She has outstanding communication and interpersonal skills, with a proven ability to gain a client's confidence and trust.

Over the years Melissa has developed practical solutions to meet customer's needs, effectively building customer loyalty.

As an Account Manager with Creative Mailing Solutions in Charlotte, NC, Melissa managed over 250 separate client accounts while gaining practical experience in marketing, customer relations, and account development. She

consulted with clients to develop creative strategies for their programs.

These market development strengths along with her ability and experience in superior customer service are a valuable asset for Plymouth Wine Company.

While Jason is on the road, building clients' business, Melissa is "running the office" and providing customer service



Jason Trulby, Principal



Melissa Trulby