OUR BUSINESS MODEL

Dalla Terra (*of the earth* in Italian) Winery Direct is the national agent of a curated portfolio of some of Italy's finest wines and spirits. Dalla Terra Winery Direct provides all the services of a traditional national importer in the most transparent and cost-effective manner. The Winery Direct model is economical and consumer friendly, putting high-quality wines and spirits on American's tables at affordable prices. This efficient method of representing and marketing, which bypasses the high mark-ups of the traditional national importer in the three-tier system, allows our distributors to buy directly (Winery Direct) from the producers. This allows our wines and spirits to cost less than those of comparable quality.

Our model is fully aligned with our producers' and distributors' objectives, unlike the traditional model, thus insuring harmony and longevity in our relationships.

DALLA TERRA WINERY DIRECT®

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