



## OUR STORY

Dalla Terra (“of the earth” in Italian), founded in 1990, is the national agent of a highly curated portfolio of some of Italy’s finest family-owned wineries and craft distilleries. The Dalla Terra Winery Direct™ model is a more efficient, economical and consumer-friendly way of importing, distributing and marketing wine & spirits that skips the national importer level in the three-tier distribution system, allowing U.S. distributors to buy directly from the producer. By eliminating the high mark-ups of a traditional national importer, pricing on Dalla Terra’s wines & spirits are on average 20 to 25% lower than the competition. Celebrating its 35th anniversary, next year, Dalla Terra remains at the forefront of Italian importers in the U.S. with their unparalleled family of producers, distributors and employees.



## OUR BUSINESS MODEL



*“Dalla Terra Brings the Best Wines of Italy Stateside. It’s been 32 years since Dalla Terra was founded, and the importer is still going strong with some of the most exciting and respected Italian wineries”*

– VinePair March 2022

*“Dalla Terra Focuses on High Quality, Sustainable Italian Production”*

– Forbes June 2022

*“Top Italian Importer in the USA 2024”*

– Sommeliers Choice Awards March 2024

