



NAWR 2022 WINE RETAILER SUMMIT AGENDA

THURSDAY, MAY 5

8:30 – 9:00

Breakfast

9:00 - 9:30

Introduction to the Summit and NAWR

Dave Parker

9:30 - 10:15

The State of Retailer DTC Shipping

Ton Wark

BREAK

10:30 – Noon

Retailer Wine Shipping and the Courts

Sean O’Leary, O’leary Law Group

Noon - 1:30

LUNCH

1:30 - 2:30

Searching for Wine: The state of

Online Wine Search

Paul Mabray, Pix

Jules Perry, Wine-Searcher

2:30 – 4:00:

Retailers and Data: Incorporating Data

Analysis into Retail Sales Strategy

Cathy Huyghe, Enolytics

7:00pm

BYO Dinner

FRIDAY May 6

8:30 – 9:00

Breakfast

9:00 - 9:15

Introduction

Dave Parker

9:15 - 10:15

Retailer Relationships with Third Party Providers

Marc Goodfriend, WeShipExpress

Lindsay Held, ReserveBar

Andrew Levi, Provi

10-15 - 11:30

**A Review of the Federal Focus on Competitiveness
in the Alcohol Industry**

John Hinman, Hinman & Carmichael

Rob Tobiassan, Nat. Assoc. of Beverage Importers

11:30 – Noon

The Importance and Future of NAWR

Dave Parker