



## FLORA SPRINGS

NAPA VALLEY FAMILY ESTATE

### John Schulz

National Sales Manager/Western Region

A native of Iowa, John Schulz didn't expect to have a career in the California wine industry. But when he came here in the 1980s and started working in the tasting room and cellar of a prominent winery, he decided to make California – and its signature industry – his home. Ultimately it was the sales side of wine that interested John most, and he's spent nearly three decades in regional and national sales both at a wholesaler and as a representative of notable wineries throughout the state.



For John, working at Flora Springs is a bit of a homecoming, as he often visited the winery in the first part of his career when he came to Napa Valley. He remembers the early days of Trilogy, when it came on the scene as one of first Bordeaux red blends of Napa Valley. "This estate is a gem, an iconic Napa Valley winery," says John. "Plus, there are very few wineries that have successfully made the transition to the third generation. It's a legacy property." As Flora Springs' National Sales Director and a self-described streets-focused sales representative, John relishes the opportunity to work closely with distributor partners and key trade accounts to build strong winery relationships and communicate the Komes-Garvey story.

In addition to overseeing national sales for Flora Springs, John personally covers the states of Alaska, Arizona, California, Hawaii, Nevada, Oregon and Washington. John lives in Sonoma and enjoys playing guitar, camping, skiing and cooking.

John can be reached at [johns@florasprings.com](mailto:johns@florasprings.com)

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#### THE ESTATE

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