



## Biographies

### Sales Team

#### **John Beishir**

*Sales - Tidal Basin / Williamsburg / Virginia Beach*

John Beishir is from St Louis, Missouri. When John was 16 yrs old a family friend, a fine wine collector, taught him about fine wine. He tasted through Toscana, Piedmonte, Bordeaux, Burgundy, Champagne, Oporto, Rioja, Napa and Sonoma and was bitten by the wine bug. In the Mid 1980s John was one of the owners of an oil and gas exploration company in Kansas, drilling for oil. In 1987, John moved to Virginia Beach Va, and started working in the wine industry. Brian Fairtile introduced John to Siema Wines, and the connection was like a bottle of Barolo-- perfection.

#### **Jackie Cipriano**

*Sales- Annapolis and Eastern Shore, Maryland*

Jackie Cipriano, a graduate of L'Academie de Cuisine in Bethesda, Maryland, specializes in Italian cuisine. Having taught there for over twelve years, Jackie has entertained thousands of students with her informative yet easy-going teaching skills, and keeps students coming back for more. In 1997, Jackie made her television debut as one of three assistants on Giuliano Bugialli's cooking show, filming 26 episodes in Tuscany entitled "Bugialli's Italy" which aired on public television stations across the nation. She taught at Anne Arundel Community College in Arnold, Maryland and was the culinary center for Whole Foods Annapolis. As an accomplished chef, the wine industry was an easy transition, especially considering that her husband is a Sommelier. Food and wine pairings are a specialty, and an added bonus for those clients in the restaurant business.

#### **Tom Cox**

*Sales - Baltimore Area, Maryland*

Tom was born and raised in Baltimore where his family owned retail liquor shops. At the age of thirteen he began working as a stock boy in one of those shops and although he was not of the legal age to drink alcohol, he found that he enjoyed the wine inventory the most. Why was that? The bottles in this product classification had labels that told a story about their contents and not only their percentage of alcohol. Reading these labels intrigued him and peaked his interest into learning more about this beverage. After he graduated from college with a degree in business and securing a job with the Federal government that included travel, he found himself working on an assignment near Napa and extended his visit by a few days to explore the nearby

wineries where he could continue tasting the contents of these bottles that told a story. Not long after that he quit his job and opened his own liquor store that would include an extensive wine department. He quickly turned a shop that had catered to beer and hard liquor customers into a wine destination. After successfully operating his store for many years he was offered the opportunity to introduce the products of a Santa Cruz winery into the East Coast. He sold the store and ventured into the supplier segment of wine distribution. Eager to broaden his wine knowledge and experience, he later accepted a position with a French import company specializing in Bordeaux that also covered the East Coast. Tom sought out a nearby marketing area where he could continue to service accounts that appreciate quality wines and came to Siema Wines with their excellent portfolio and supports the Central Maryland market for this fine importer/distributor of offerings from the best wine regions in the world.

### **Bill McKenney**

*Sales - Northern Virginia / Washington DC*

Bill McKenney was raised in Rhode Island, with a background in music, theatre, history and teaching. His love of the arts led to his completing a Bachelors in Music Education at Ithaca College School of Music in 1975, as well as an MA in Musicology at The Catholic University of America in 1981. But It was while managing the old 2 Quail Restaurant on Capitol Hill (1986 - 1993) that he caught the "wine bug", and then as a wine buyer for The Wine Specialist (1993 - 1999) specializing in Italian wines, was able to explore that world. This was followed by sixteen-plus years as a wine salesperson. He is pleased to be part of the gifted team of wine and food professionals at Siema wines. Bill strongly believes that, much like music or theatre, good food and wine have meaning only in the company of people with whom to share them and enjoy them.

### **Marco Pantano**

*Sales - Winchester & South-West Virginia*

Marco Pantano was born and raised in a Italian family living in little Italy, São Paulo, Brazil. His grandparents owned a restaurant where he spent many years, developing a passion for food and Italian wines. Marco also studied classical music, arts and business administration. Over 30 years ago Marco moved to the USA and became professional chef de cuisine, working in restaurants from Palm Beach, Florida to Washington DC. After hanging his knives, Marco started his career as a wine consultant and is pleased to be part of such great team of professionals. Marco believes, like any other food and wine lover would, that life should be enjoyed around the table, with great food and wine and of course awesome friends .

### **Nicole Shanadoah**

*Sales- Roanoke, Blacksburg, South West Virginia*

While completing her Bachelor's in History at Northern Arizona University a "History of Wine" course led Nicole to pursue the various careers concerning wine. From bar management and restaurant wine management where Nicole honed her skills in wine pairing and creating wine menus, to retail wine consulting where she learned how to lead anyone into discovering wine they love at a price they can afford. This led to sales with a small distributor and then finally

moving to Siema where her love of old world style wines and love for discovering those unique hidden gems are a perfect match for both her and the company.

### **David Sydney**

My journey in the wine industry started the day I met my amazing wife in New Orleans. Her interest in wine and desire to attend culinary school eventually brought us to Virginia. I became passionate about wine and when we ended up Santa Fe, NM, I began working in the business. Eventually moving back to DC, I continued learning and working in the field. After almost 20 years on the retail and distribution side, I'm continuing to learn and absolutely love the business of wine!

### **Fletcher Henderson**

*Sales, Winchester Area*

Fletcher has a depth of experience in the world of wine. From conducting education classes, and tastings to vineyard and winemaking experience.

Fletcher volunteered in several Virginia vineyards starting in the mid-1990s learning the basics of growing quality wine grapes. He then assisted the consulting winemaker at Unicorn Winery from crush to bottling of the 1999 and 2000 harvests. Assisted the winemaker at Rapahannock Winery, Farfelu Winery, and Christiansen Ridge Winery (formerly Misty Mountain Winery) for the 2000 harvest. This experience of having simultaneously assisted making wines in multiple wineries during the same year gave him hands-on knowledge and understanding of the unique style that each individual winery can craft from the same vintage.

He is the Vice President on the Board of Directors of the Atlantic Seaboard Wine Association and a Board member of the New Ag School. Since October 2018 to present he has been distributing part time for Fabboli Cellars and collaborating with a Spanish wine producer, Long Wines Spain, working with importers in the U.S. and China. From January 2016 until October 2018 he worked as winemaker at Quattro Goombas. July 2012 until February 2016 he was at The Winery at La Grange as their Winemaker. August 2009 until July 2012 he was with J.W. Sieg Wines as their Spanish wine Specialist and sales representative in the Virginia and D.C. wine markets. July 2008 until August 2009 he was an executive sales representative and Spanish portfolio manager for W.H. Imports. Fletcher was an independent Spanish wines broker from January 2007 until July 2008 representing over thirty Spanish bodegas (wineries).

In February 2006 Fletcher invested in a new Virginia winery, The Winery at La Grange in Haymarket, Virginia. He was then hired by the investor's group as the in-house general construction manager for the restoration of the dilapidated circa 1790 historical manor house, building of the winery facility, and property improvements. He also styled the wineries Chardonnay that was subsequently named after him, which he considers a great honor.

High School Diploma from Randolph-Macon Academy and two years of university liberal arts credit. Two years in the U.S. Army as an artillery surveyor / forward observer. Honorably discharged.

Trained for five (5) months at Commercial Diving Center in Wilmington, California, graduated third in class of 28 candidates. Certified in hardhat and other commercial helmets as a professional diver on the offshore oil drilling rigs and other diving applications.

Accepted an offer to be the lead diver harvesting spiny lobsters on a commercial U.S. flagged vessel staying at sea for up to 20 days, working in the Bahamas, Eastern Gulf of Mexico, and Western Caribbean for 4 years. Commercial lobster trapping on a commercial U.S. flagged vessel staying at sea for up to 35 days in the Eastern Gulf of Mexico and Western Caribbean for 3 years. Dock boss for a large salmon cannery in Kodiak, Alaska for two salmon seasons.

He also learned and worked in other various trades, which includes carpentry, electrical and plumbing, along with six years as the executive vice president of a services corporation.

### **Warehouse/ Drivers**

#### **Alberto Portillo**

Warehouse/Driver

Alberto is from El Salvador, he has 1 daughter and he has been in this country for over 20 years, he has been in the wine business for over 15 years.

#### **Luis Thenie**

Warehouse/Driver

Luis is from Bolivia, he has been in this country for over 20 years and in the wine business over 10 years, he loves to spend time at the Church.

#### **Mario Huasasquiche**

Warehouse/Driver

Mario is from Peru, he has 3 kids, he has been in this country for 18 years and in the wine business for over 15 years, he loves to spend time with his family and friends.

#### **Kevin Merino**

Warehouse/Driver

Kevin is from El Salvador recently married, he has been in this country for 7 years, he enjoys playing the guitar.

#### **Guillermo Alatriza (Willy)**

Warehouse/Driver

Willy is from Peru, has 3 kids, 2 grandkids, he has been in the wine business for over 15 years, he loves to cook and spend time with his grandkids.