

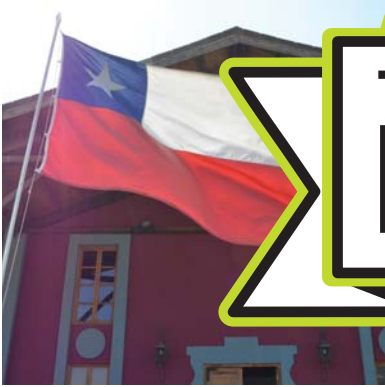


THE
Essential Guide
TO

THE NEW CHILE

IMPORTED BY
Vine Connections

★★★★★



GET TO KNOW VINE CONNECTIONS

Leading Importer of Premium Argentine and Chilean Wine and Japanese Sake

- 1** In 1999, Vine Connections pioneered the first nationally imported portfolio of artisan wines from Argentina. Of the initial 5 brands and 12 wines released, the least expensive was \$24 retail.
- 2** In 2001, Vine Connections became the US' premier Japanese ginjo sake importer, offering sake from 11 family-run breweries spanning the length of the country from Hokkaido to Kyushu. Today, VC represents 15 family breweries and more than 30 different sake.
- 3** In March 2013, Vine Connections introduced the world to "The New Chile" with a portfolio of 9 family-run wineries with 11 brands from 12 different regions within Chile. The prices ranged from \$15 to \$200 retail.
- 4** In 2001, Food & Wine Magazine named Vine Connections one of three "Importers to Watch." The company was also recognized as an "Importer You Can Trust" by Slate Magazine (2009) and Details Magazine (2010). In 2014, Wine Enthusiast Magazine nominated Vine Connections for "Wine Importer of the Year."
- 5** When Ed y Nick started Vine Connections, they told themselves, "When people who represent us go into an account, we never want them to have to worry about the quality of the wine in the bottle." This mantra still drives their daily pursuit to represent the best wines & sake at all prices.



MEET ED

MEET NICK



VINE CONNECTIONS

1. I have been a wine lover since college and have worked in the wine business since 1986. I am getting pretty good at it, but I still learn something new every day.

2. My wine career has been in retail sales, wholesale sales, national brand marketing, direct-to-consumer, and national importing.

3. My boss once told me, "Edward, you should spend more time drinking Mouton-Cadet and less time drinking Mouton-Rothschild." That was 1993, and I have been my own boss ever since.

4. I like wines that have the following three characteristics:
1) balance, 2) balance, 3) balance.

5. My favorite hangover quote: "You can never say, 'I drank too much wine last night.' You CAN say, 'I drank A LOT of wine last night!'"

1. At 16, I lived in Fixin, France as an exchange student. Every night I would enjoy a bottle of Burgundy with my host family, which was my first step into the world of wine.

2. While attending Berkeley, I needed a job and found an opening at the North Berkeley Wine Co. I have never worked outside of the wine industry since.

3. I started Vine Connections as a brokerage/distributor in 1995. My first client was Billington, the importer for Catena, and I grew California into a top-3 market.

4. I met Ed after hearing a KFOG radio ad for his direct mail company "Passport Wine Club" while driving over the Golden Gate Bridge.

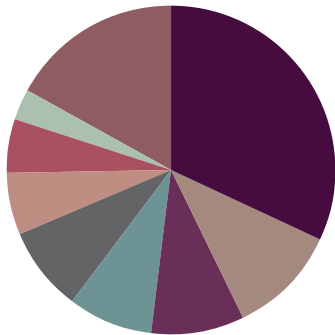
5. I have been in the wine business for almost 30 years, but it feels like yesterday when I was driving cases of wine in my Nissan Sentra making sales calls and deliveries to Southern California.

Ed y Nick

CHILEAN WINE 101

MAIN VARIETALS

Percent of acres planted



- 32% Cabernet Sauvignon
- 11% Sauvignon Blanc
- 9% Merlot
- 8.5% Chardonnay
- 8.25% Carmenere
- 6% Syrah
- 5.5% Pais
- 3% Pinot Noir
- 16.75% Other



340K
acres of vines planted
across the country

6th
largest wine producer
in the world

75/25
percent of reds to
whites in Chile



CLIMATE MATRIX

North to South

NORTH

hot, arid

CENTRAL

warm,
mediterranean

SOUTH

cool, rainy,
maritime



East to West

EAST

cool, diurnal
temp. shift

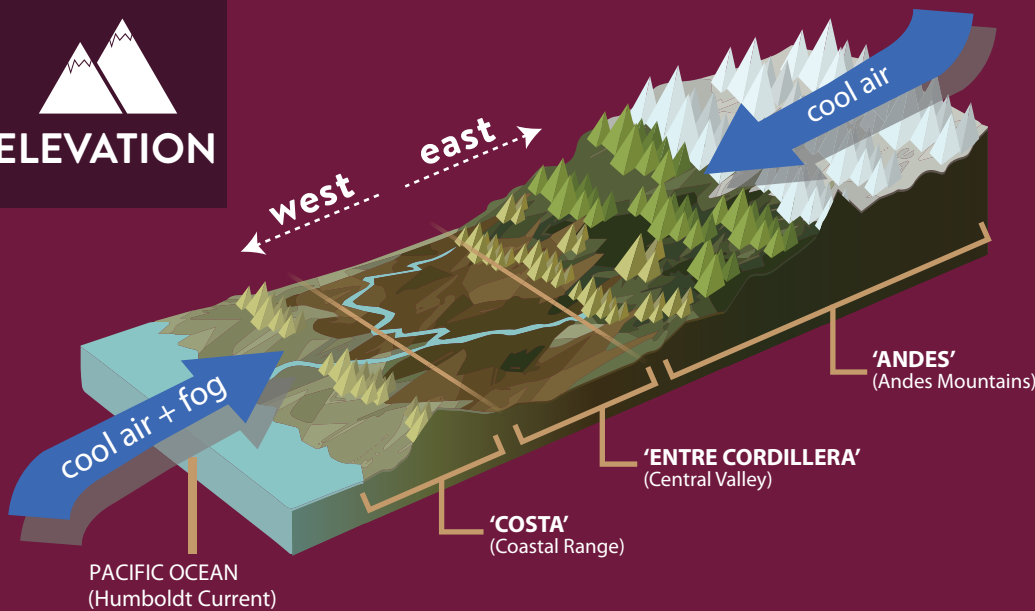
CENTRAL

warm, dry

WEST

cool, foggy

ELEVATION



- Chile's winemaking valleys are divided into three zones: **Costa/Entre-Cordillera/Andes** to show the drastic East-to-West change in terroir.
- Chile has two major mountain ranges that greatly affect viticulture: Coastal Range and the Andes.
- Chile's vineyard elevation range from 200 ft to 7,200+ ft (highest vineyards are in the Andes of the Atacama desert.)

CHILE IN NUMBERS

2,700
miles in length

1,100
mile stretch of
vicultural regions

100
average miles
in width

80%
landmass is mountains

450+
years of winemaking
history

18
winemaking valleys

27/41°S
latitude bracket of
winemaking regions



SOIL



Chile's geological diversity creates a mosaic of soil types including limestone, basalt, decomposed granite, schist, volcanic tuff, clay, sand and loam.



Phylloxera has never entered Chile

PROTECTED TERROIR

ATACAMA
DESERT

PACIFIC OCEAN
VINEYARD AREA
ANDES

PATAGONIA



VINE CONNECTIONS

THE
NEW CHILE



VINE CONNECTIONS

CHILE

Elqui Valley

Limarí Valley

Aconcagua Valley

Casablanca Valley

San Antonio Valley
(Leyda Valley)

Maipo Valley

Cachapoal Valley

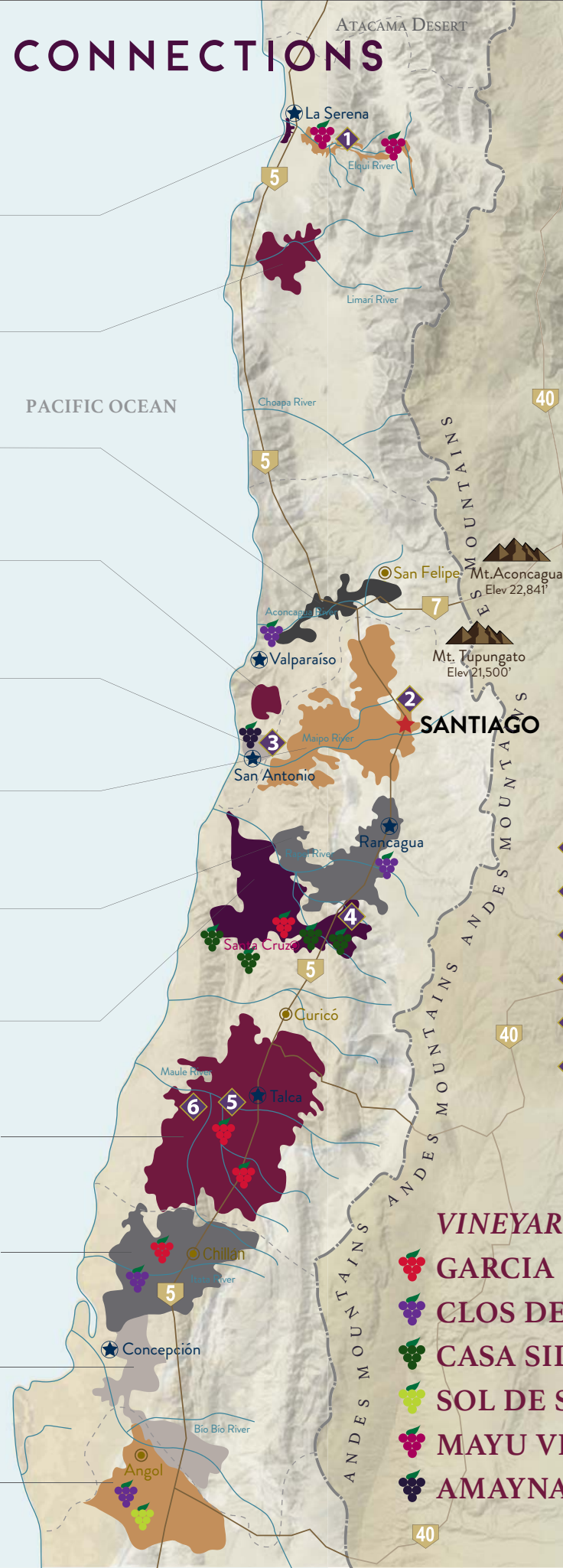
Colchagua Valley

Maule Valley

Itata Valley

Bío Bío Valley

Malleco Valley



Chile Map Key

- ★ Capital
- ⊙ City
- Large Town
- Small Town
- ⚡ Winery/Bodega
- 🍇 Vineyard
- 🛣 Highway
- 🌊 River

SANTIAGO TO MENDOZA = 226 MILES NE
 SANTIAGO TO LA SERENA = 296 MILES N
 SANTIAGO TO MALLECO = 383 MILES S

MENDOZA

ARGENTINA

Mt. Aconcagua Elev 22,841'

Mt. Tupungato Elev 21,500'

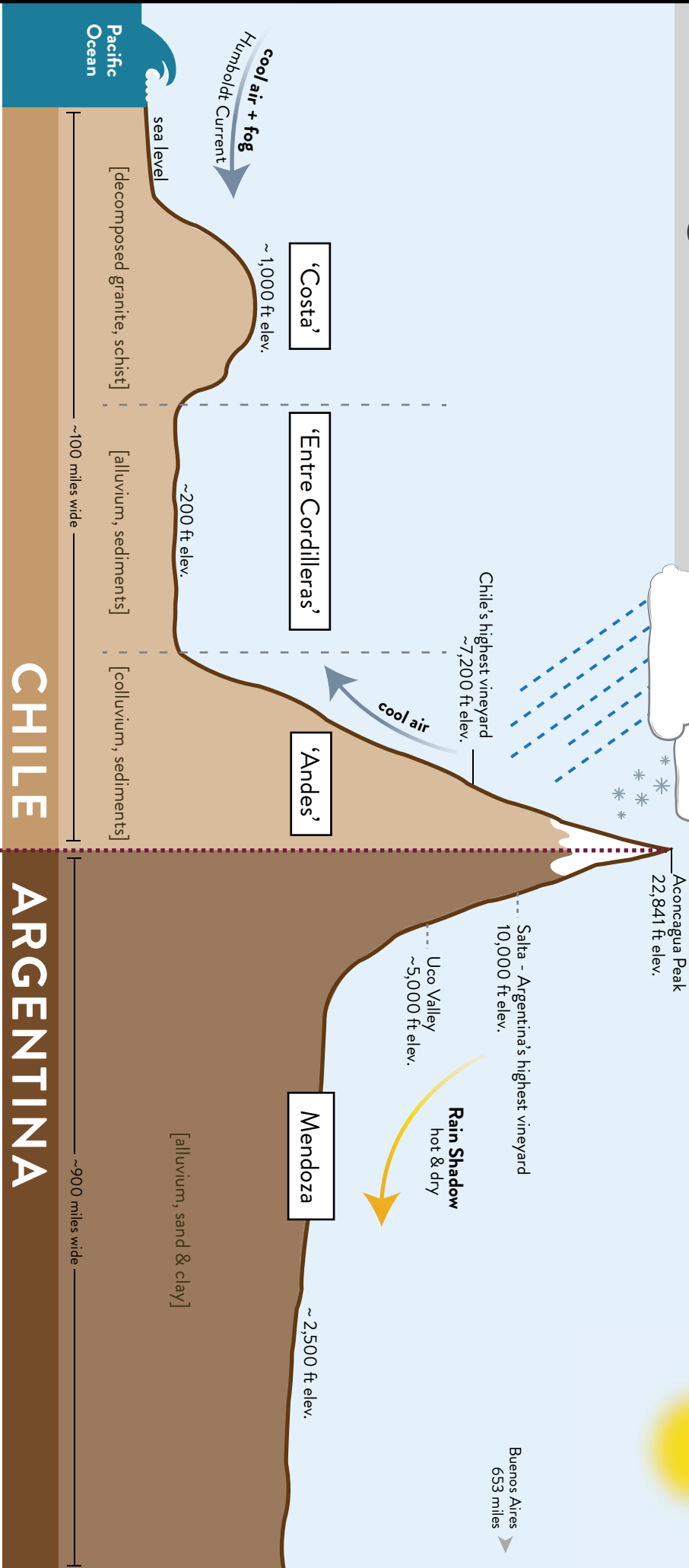
- WINERIES:**
- 1 MAYU
 - 2 AQUITANIA
 - 3 AMAYNA & BOYA
 - 4 CASA SILVA
 - 5 J. BOUCHON
 - 6 CLOS DES FOUS

- VINEYARDS:**
- GARCIA & SCHWADERER VYD
 - CLOS DES FOUS VINEYARD
 - CASA SILVA VINEYARD
 - SOL DE SOL VINEYARD
 - MAYU VINEYARD
 - AMAYNA & BOYA VINEYARD

WINEMAKING ACROSS THE ANDES



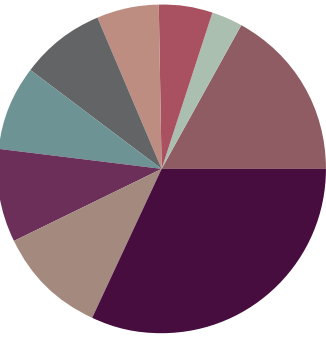
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CHILE ARGENTINA

MAIN VARIETALS

- 32% Cabernet Sauvignon
- 11% Sauvignon Blanc
- 9% Merlot
- 8.5% Chardonnay
- 8.25% Carmeneré
- 6% Syrah
- 5.5% País
- 3% Pinot Noir
- 16.75% Other

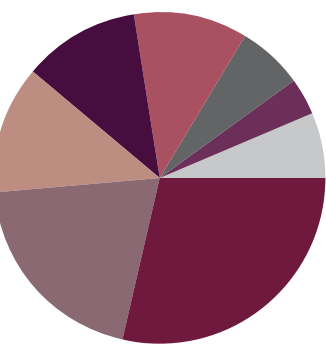


First Planted: 1548
 First Bordeaux Varietals: 1851
 Total Wine Production: 6th largest wine producer
 Total Acreage Planted: 339,997 acres
 Winemaking Latitudes: 27° S (Atacama)
 Winemaking Elevations: 1,000ft ('Costa')
 200ft ('Entre Cordilleras')
 7,200ft ('Andes')
 Average Rainfall: 1.18in (Elqui), 47.24in (Malleco)
 Fun Fact: Chile's vineyard area dedicated to Cabernet Sauvignon is second only to France.

1551
 1853
 5th largest wine producer
 504,485 acres
 22° S (Salta)
 39° S (Neuquen, Patagonia)
 2,500ft (Mendoza)
 5,000ft (Uco Valley)
 10,000ft (Salta)
 7.87in (Mendoza)
 Argentina produces 75% of the world's Malbec.

MAIN VARIETALS

- 23% Malbec
- 16% Bonarda
- 10% Syrah
- 9% Cabernet Sauvignon
- 9% Torrontes
- 5% Tempranillo
- 4.9% Chardonnay
- 3% Merlot



CHILE'S GEOLOGY OF TERROIR

And Where It's Found Around The World

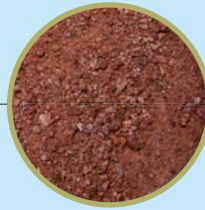
LIMESTONE

found in: **Limari Valley**,
Elqui, Aconcagua, Burgundy,
Uco Valley, Piedmont,
Montalcino, Champagne, Loire



GRANITE

found in: **San Antonio Valley**,
Elqui, Casablanca, Leyda, Itata,
Colchagua, Malleco,
Hermitage, Saint Joseph,
Morgon, Swartland, Dao



SCHIST

found in: **Itata Valley**,
Bío Bío, Malleco, Maule,
Northern Rhone, Cental
Otago, Bierzo, Ribeira
Sacra, Priorat



BASALT

found in: **Bío Bío Valley**,
Oregon, Mt. Etna



TUFF

found in: **Malleco Valley**,
Howell Mountain (Napa),
Canary Islands

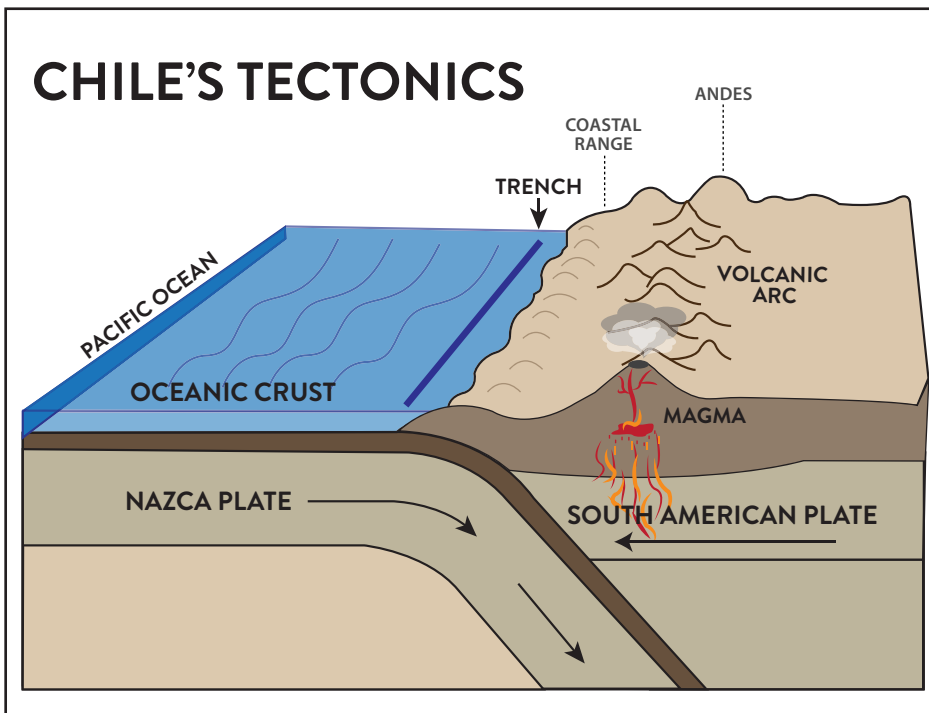


VINE CONNECTIONS

THE
NEW CHILE

TASTE THE ROCK

VALLEY	SOILS [MOST COMMON IN REGION]
ELQUI	granite, alluvial, some limestone
LIMARI	limestone gravels, clay
ACONCAGUA	volcanic, clay, some limestone
CASABLANCA	black clay, granite
LEYDA	granite, old gravels
MAIPO	limestone gravels, volcanic
CACHAPOAL	limestone gravels, volcanic
COLCHAGUA	volcanic, deep alluvial, some granite
MAULE	granite, some schist, alluvial
ITATA	granite, schist
BIO BIO	granite, basalt, schist
MALLECO	schist, granite, volcanic tuff, complex gravels



Effects of Bedrock on the Mouthfeel of Wine



Notes by Pedro Parra,
Terroir Specialist & Clos des Fous Partner

LIMESTONE

- Chalky and softly mineral on the tongue
- Very direct; strictly front-to-back (vertical) on the palate with no lateral dispersion
- Incredibly long and satisfying finish

GRANITE

- A little dry, very frontal on the palate
- Slightly mineral and rustic with great tension

SCHIST

- Very mineral driven, with more lateral than vertical dispersion on the palate
- Can have rounded body, but strong mineral tension keeps it precise
- Powerful
- Minimal intervention winemaking is best with grapes from this soil

COMPLEX GRAVELS*

- Elegant and soft tannins
- Easy to drink, but never plush
- Light minerality; a medium long finish

*mixture of alluvial & colluvial gravels, sand and silt





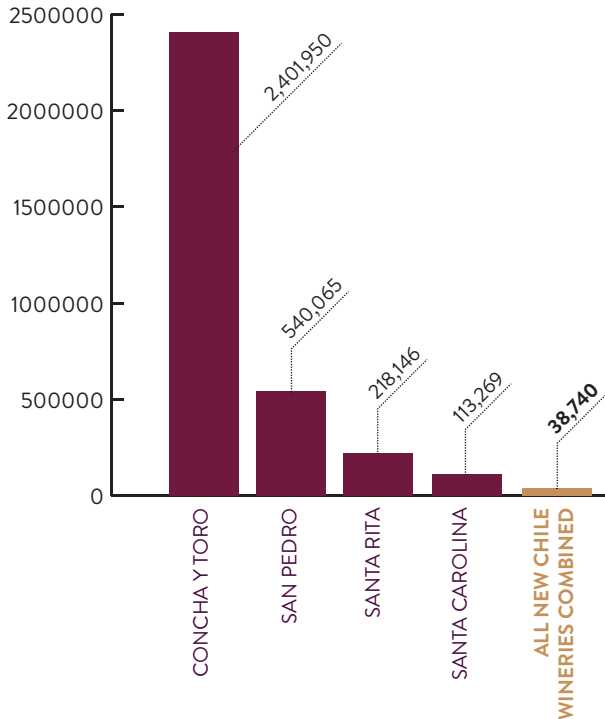
CHILEAN WINE IN THE US MARKET

The New Chile Portfolio is breaking barriers with lower **volume**, higher **value** & increased **diversity** of Chilean wine in the US market.

EXPORT VOLUME

TO THE US

LARGE CHILEAN PRODUCERS vs. THE NEW CHILE



VALUE

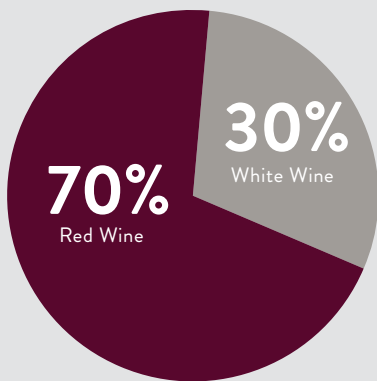
CHILEAN IMPORTS TO THE US | RETAIL PRICE



100% of The New Chile is above \$9.99 SRP!

DIVERSITY

CHILEAN IMPORTS TO THE US | VARIETALS



- Cabernet Sauvignon is the #1 imported Chilean varietal to the US.
- 92% of Chilean red wine imports to the US are made from Bordeaux varietals.
- Carmenere is only 5% of total imported Chilean wine to the US.
- Sauvignon Blanc (50%) and Chardonnay (40%) make up 90% of the white wine imported to the US from Chile.
- Varietals like Syrah, Carignan, Pais, Pedro Ximenez, and Sauvignon Gris are all less than 1% of the imported varietals to the US.

*All Data provided by Caucasia Import Data, 2015 - 2016



VINE CONNECTIONS

THE NEW CHILE

CRITICS RAVE FOR THE NEW CHILE

90+ POINTS ON EVERY WINE

Amayna

"Suave balance of richness & vivacity, with an earthiness that's reminiscent of serious Burgundy."
- Vinous

Pinot Noir 2014 **92** JS 2013 **93** JS
Sauvignon Blanc 2015 **91** JS 2014 **91** V

Boya

"Best New World Sauvignon Blanc" - Wine & Spirits
"Best Chilean Pinot Noir under £15" - Decanter

Sauvignon Blanc 2015 **92** W&S
2014 **93** W&S
Pinor Noir 2013 **90** V **90** JS

AQUITANIA

"Elegant, pliant, fully mature wine... impressive, showing very good energy."
- Vinous

Lazuli 2013 **91** JS 2011 **93+** WA
Cabernet Sauvignon 2013 **91** V 2011 **90** V

Casa Silva

"Truly impressive.
The future for Carmenere."
- Wine Advocate

Carmenere, Cuvee Colchagua 2014 **90** W&S 2013 **90** V
Carmenere, Los Lingues Vyd 2013 **91** V **91** JS 2012 **90** V
Cabernet Sauvignon 2013 **90** V 2012 **90** V
Sauvignon Gris, 1912 Vines 2014 **90** V 2013 **91** WA **90** V
Sauvignon Blanc, Cool Coast 2014 **91** V **90** WE 2013 **90** WA
Carmenere, Microterroir 2008 **93** WA **92** V
Altura (Red Blend) 2008 **93** WA **92** V

CLOS DES
FOUS

"One of the most exciting new projects in Chile...& the best is yet to come."
- Wine Advocate

Chardonnay, Locura 2015 **92** JS 2013 **92** JS **91** WA
Pinot Noir, Latuffa 2014 **93** JS 2012 **93** WA
Cauquenina 2013 **93** WA 2012 **94** JS **91** WA **91** V
Pinot Noir, Subsollum 2014 **92** JS 2013 **91** WA **91** JS
Cabernet Sauvignon 2013 **92** JS 2012 **90** V **90** WA

GARCIA +
SCHWADERER

"Elegant rusticity in a bottle.
All of these wines are highly recommended."
- Wine Advocate

Bravado 2014 **93+** W&S **94** JS 2013 **91** WA
Facundo 2012 **92** WA 2011 **93** JS **92** V
Vigno 2014 **92** JS 2013 **95+** WA
Sauv Blanc 2015 **90** WA 2013 **93** JS **91** WA
Pinot Noir 2013 **95** JS **92+** WA 2012 **95** JS **91** V

J. BOUCHON

"Winery of the Year 2016." - Descorchados

CantoSur 2016 **91** W&S 2014 **89** V
CantoNorte 2014 **90** V 2012 **90** V
Cabernet Sauvignon 2012 **90** WA 2011 **90** V

MAYU

"Mindboggling quality & character at unbelievable prices." - Wine Advocate

Carmenere-Syrah 2014 **90** WA 2013 **90** WA **89** V
Sauvignon Blanc 2015 **90** WA 2014 **89** WA **89** V
Pedro Ximenez 2015 **89** WA 2014 **90** WA

MERINO

"A name to keep on the radar screen."
- Wine Advocate

Syrah 2014 **90** WA 2012 **91** W&S
Chardonnay 2012 **90** WA
Chardonnay, Limestone Hill 2013 **91+** WA 2012 **92** WA

SOLdeSOL

"Impressive... Makes you salivate & look forward to the next bite."
- Wine Advocate

Chardonnay 2013 **93** WA 2012 **92** WA
Pinot Noir 2013 **91** WA 2011 **91** WA **91** V

WA = The Wine Advocate V = Vinous Media (formerly Stephen Tanzer's Int'l Wine Cellar) W&S = Wine & Spirits JS = James Suckling WE = Wine Enthusiast

*34 TOTAL VINE CONNECTIONS' WINES TASTED; ALL SCORED 89+

DECEMBER 2016

IMPORTED BY VINE CONNECTIONS



VineConnections.com

MAYU

Extraordinary wines from the driest desert on earth - experience the clear skies and high elevations of Chile's Elqui Valley with every sip of Mayu.

WHY DOES MAYU STAND OUT?

- 1) Elqui's arid desert climate exposes vines to intense solar radiation and large temperature fluctuation. This leads to wines with concentrated aromatics, deeper color, and developed tannins.
- 2) Mayu's Pedro Ximenez is harvested from one of the highest elevation vineyards in Chile at 6,320 feet.
- 3) A unique varietal (PX), an unusual blend (Carmenere-Syrah), and a balanced, citrus-driven Sauvignon Blanc makes for a one-of-a-kind trio.



WINES

- **Pedro Ximenez:** single-vineyard, old vine PX from one of Chile's highest elevation vineyards - 6,320 ft.
- **Sauvignon Blanc:** cool coastal fog combines with strong sun to make a fresh & aromatic white.
- **Carmenere-Syrah:** an unusual Chilean blend from the warmer central vineyards in the valley.



Giorgio Flessati

"The Elqui Valley is one place to keep in mind. [Mayu] wines offer mindboggling quality and character at unbelievable prices."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

M MERINO

At the narrowest point between the Andes and the Pacific, the cool winds and limestone soils of the Limarí Valley deliver wines with outstanding elegance and acidity from the desert north of Chile.

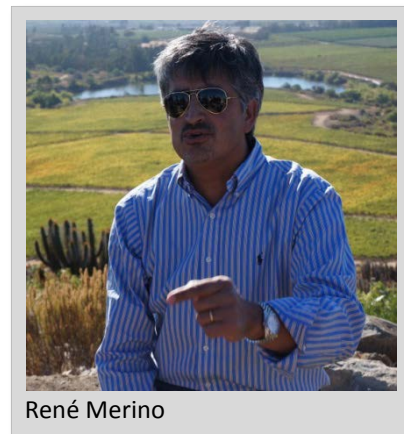
WHY DOES MERINO STAND OUT?

- 1) Limarí's close proximity to the cooling ocean winds and mountain air creates an unexpected cool climate valley in the desert north of Chile.
- 2) The highest concentration of limestone in Chile is found in the Limarí Valley due to marine fossil deposits in the soil. The most limestone-dense area is the Quebrada Seca (Dry Creek) where Merino's Limestone Hill is harvested.
- 3) Precision vineyard block selection and low vine yields deliver excellent quality for Merino wines.



WINES

- **Chardonnay:** cool climate and chalky soil produces a Chablis-style Chard with limited oak.
- **Chardonnay "Limestone Hill":** best block selection from Limarí's most concentrated chalky soils.
- **Syrah:** co-fermented with Viognier and reminiscent of a Northern Rhone red.



René Merino

"The vineyards have the influence from the sea and the soils are rich in chalk. This is a very windy place, and yields are naturally low. A name to keep on the radar screen."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

Amayna

As a pioneer of the Leyda Valley, Amayna creates its own category of a rich style of cool climate wines grown within sight of the ocean and carefully vinified in a gravity-fed winery.

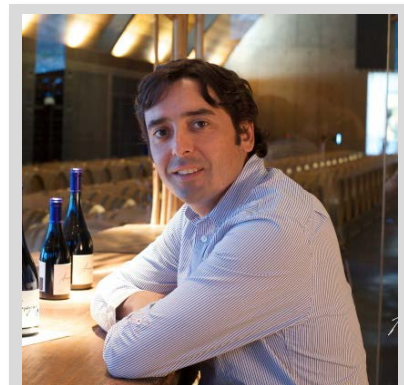
WHY DOES AMAYNA STAND OUT?

- 1) Amayna was one of the first wineries to establish the Leyda appellation in the late 1990s.
- 2) Amayna's boutique, gravity-fed winery is designed for quality winemaking and became Certified Sustainable in 2016 .
- 3) Amayna vineyards have an unobstructed view of the ocean and are located seven miles inland from the coast.



WINES

- **Sauvignon Blanc:** ocean breezes bring a savory saline balance to the wine's intense fruit character.
- **Pinot Noir:** a rich Pinot that has the world-class elegance of Burgundy with luscious cherry fruit.



Matias Garcés Silva

"Shows a suave balance of richness and vivacity, with an earthiness that's highly reminiscent of serious Burgundy."

- Stephen Tanzer, INTERNATIONAL WINE CELLAR



Bursting with fresh fruit flavors and brisk acidity, Boya immediately impresses with its youthful, New World style made from grapes grown on oceanside vineyards on the Leyda coast.

WHY DOES BOYA STAND OUT?

- 1) Boya's vineyards are some of Chile's closest vineyards to the ocean, located five miles from the coast with a direct view to the sea.
- 2) Early harvest and young vineyards provide vibrancy and freshness.
- 3) Using New World clones grown on selected soils (high iron and calcium carbonate) provides the freshest style.



WINES

- **Pinot Noir:** An elegant Pinot Noir that melds lively acidity with bright red fruits in a well-balanced, harmonious style.
- **Sauvignon Blanc:** The perfect balance of lime-tinged fruit and natural acidity with a clean, refined finish.
- **Rosé:** 93% Pinot Noir with 7% Grenache, this rosé refreshes the palate with flavors of raspberry and tangerine with a mineral finish that begs for another glass.



Diego Rivera

"Fresh, young, citric, exotic."

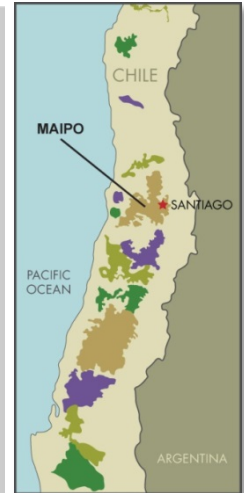
- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

AQUITANIA

Aquitania, one of the first boutique wineries in Chile, brings you Bordeaux-style Cabernets from the complex gravel vineyards of the Macul area in Maipo.

WHY DOES AQUITANIA STAND OUT?

- 1) Aquitania was one of the first small-production, boutique wineries in Maipo.
- 2) Aquitania Cabernets have a true 'Macul' style: earthy, herbal, reminiscent of Bordeaux.
- 3) The project is a one-of-a-kind partnership between Felipe de Solminihac (Aquitania & Sol de Sol), Paul Pontallier (Chateau Margaux), Bruno Prats (Chateau Cos d'Estournel) and Ghislain de Montgolfier (Bollinger).



WINES

- **Cabernet Sauvignon:** an elegant Andean Cabernet with purity of local expression.
- **Lazuli:** named after the precious blue gemstone 'Lapis Lazuli', this wine is only made during the best vintages with top selected fruit; a wine with impressive character that only gets better with age.



Bruno Prats, Ghislain de Montgolfier, Paul Pontallier & Felipe de Solminihac

"[Lazuli is an] elegant, pliant, fully mature wine...Impressive, showing very good energy."

- Stephen Tanzer, INTERNATIONAL WINE CELLAR



5th generation, family-run, and the most awarded Chilean winery in the 21st century; Casa Silva continues to invest in the future with extensive clonal studies and block-specific wines from the best-suited soils in the Colchagua Valley.

WHY DOES CASA SILVA STAND OUT?

- 1) Casa Silva is a multi-generational, family owned and run winery with all members living locally in Colchagua.
- 2) All grapes are estate grown and only from the Colchagua Valley.
- 3) Casa Silva runs the highest level of research and development in Chile for Carmeneré – including new vineyard plantings, soil research, and clonal studies.



WINES

- **Sauvignon Gris**: a rarely-seen varietal harvested from vines planted in 1912.
- **Carmeneré “Cuvee Colchagua”**: this elevates the conversation about less-expensive Carmeneré.
- **Carmeneré “Los Lingues”**: a single-vineyard wine showing an Andean-climate expression of Carmeneré.
- **Cabernet Sauvignon “Los Lingues”**: a single-vineyard wine showing Andean-climate expression of Cabernet.
- **Microterroir**: the result of groundbreaking research aimed at defining Carmeneré’s potential in Chile.
- **Altura**: the winery’s top production – a blend made in minimal quantities and bottle-aged before release.



Mario Pablo Silva

"Truly impressive...The future for Carmeneré." [on Altura]

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

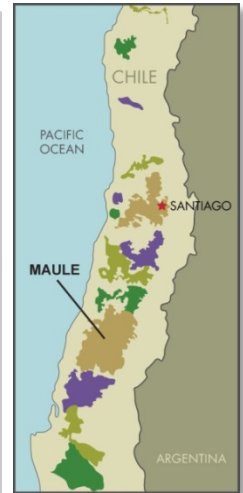


J. BOUCHON

J. Bouchon shares their French and Chilean heritage through their wines made with Bordeaux varietals plus Chile's Carmenera, Carignan and Pais from the best vineyard blocks in Maule.

WHY DOES J. BOUCHON STAND OUT?

- 1) J. Bouchon's Canto Norte blend represents their French ancestry (Merlot/Cabernet Sauvignon/Cabernet Franc), and the Canto Sur blend represents their Chilean roots (Carmenera/Carignan/old vine Pais).
- 2) J. Bouchon's fresh, unoaked blends show natural structure and character of the vineyards.
- 3) J. Bouchon's Block Selection Cabernet is harvested from Maule's most premium vineyards.



WINES

- **Canto Norte:** echoes Bordeaux's Right Bank Merlot-based blends. Unoaked and fresh.
- **Canto Sur:** echoes Chile's historic and signature varietals, blending Carmenera, Carignan and old vine Pais.
- **Cabernet Sauvignon:** Specific block selections blend together for a Cabernet that structurally speaks to the terroir complexity of Maule.
- **Pais Salvaje:** Never been touched by the human hand, these Pais vines grow wildly in the trees next to the vineyards. 100% organic, 100% dry-farmed, 100% wild.



Julio Bouchon Jr. & Julio Bouchon Sr.

"DESCORCHADOS WINERY OF THE YEAR"

- DESCORCHADOS 2017

CLOS DES FOUS

These limited production, soil-focused wines by the Clos des Fous quartet of 'crazies' are quickly achieving cult status as one the most terroir-driven projects Chile has ever seen.

WHY DOES CLOS DES FOUS STAND OUT?

- 1) Terroir Hunter Pedro Parra is the creator of the project and a world-renowned terroir expert and viticulture consultant.
- 2) Each partner in this quartet has his own expertise and skill: Pedro Parra (bedrock/soil), Francois Massoc (winemaking), Paco Leyton (agronomy), Albert Cussen (business).
- 3) Small vineyards, small production and low-intervention winemaking are the pillars of the Clos des Fous philosophy.



WINES

- **Cabernet Sauvignon (Cachapoal):** a fresh, mineral Cabernet from a high elevation Andes vineyard.
- **Pinot Noir "Latuffa" (Malleco):** a Pinot from Chile's cool climate, southern valley with volcanic soils.
- **Pinot Noir "Subsollum":** a new Pinot Noir from two distinct terroirs in Malleco and Aconcagua.
- **Chardonnay (Cachapoal):** Chard from high elevation and no oak—you taste what the terroir gives here.
- **Cauquenina (Cauquenes, Maule):** a wild field blend that shows the rustic brilliance of Chile's Maule Valley.



Francois Massoc, Pedro Parra, Albert Cussen & Paco Leyton

"One of the most exciting new projects in Chile...and the best is yet to come."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

GARCIA + SCHWADERER

Felipe Garcia leads the 'New Chile' revolutionaries - working with local growers to produce small batch wines that bring the Chilean wine conversation to a human scale.

WHY DOES GARCIA & SCHWADERER STAND OUT?

- 1) G&S's mirco-boutique winemaking is small, hands-on, and with four wines adding up to only 750 cases imported to the US.
- 2) G&S works with growers from Chile's finest, old vine vineyards in Maule (VIGNO) to preserve Chile's 'ancestral viticulture'.
- 3) Felipe is a founding member of MOVI (Movement of Independent Vintners) and VIGNO (Vignadores de Carignan – Chile's first official appellation association) to support small, human-scale producers.



WINES

- **Bravado:** harvested from a schist hillside on the slopes of Itata, Bravado is a blend of red varietals that show the spirit & history Chile's oldest winemaking region.
- **Facundo:** a Carignan-based blend that shows the true potential and elegance of the Maule and Itata Valleys.
- **Vigno:** made from old vines in Maule that are a part of the revolutionary Carignan VIGNO movement.



Felipe Garcia

"Elegant rusticity in a bottle... All of the wines are highly recommended."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

SOLdeSOL

Harvested from the first vines ever planted in the cooler, southern Malleco Valley, Sol de Sol has grown to be the benchmark for cool climate, age-worthy Chardonnay and Pinot Noir from Chile.

WHY DOES SOL DE SOL STAND OUT?

- 1) Felipe de Solminihac was the first to ever plant vines in Malleco after being inspired by the cooler, rainy climate similar to Burgundy and Oregon.
- 2) Sol de Sol uncovered a new region and created a new category of world-class, age-worthy Chilean Chardonnay.
- 3) Sol de Sol's older vintages maintain balance, acidity, and gain more complexity with time.



WINES

- **Chardonnay:** a Chardonnay with incredible complexity that can age like fine Burgundy.
- **Pinot Noir:** this wine may prove the Malleco Valley to be the holy grail for Chilean Pinot Noir.



Bruno Prats, Ghislain de Montgolfier, Paul Pontallier & Felipe de Solminihac

"Impressive...makes you salivate and look forward to the next bite."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE