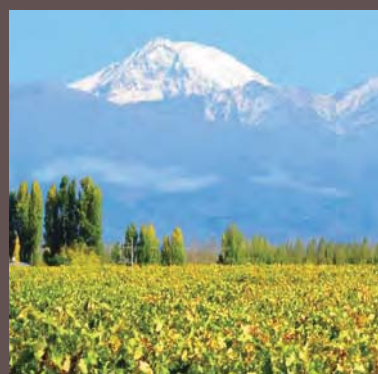
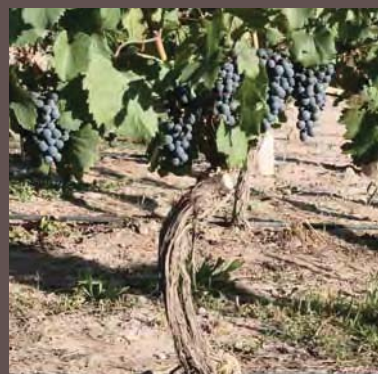
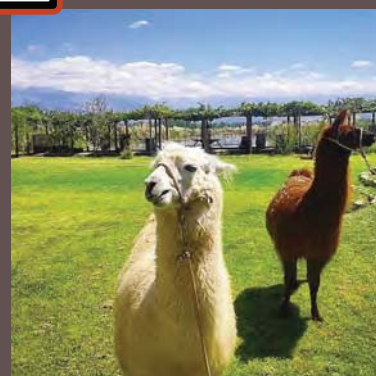




THE ESSENTIAL GUIDE TO ARGENTINA

VINE CONNECTIONS

LEADING WINE PORTFOLIO

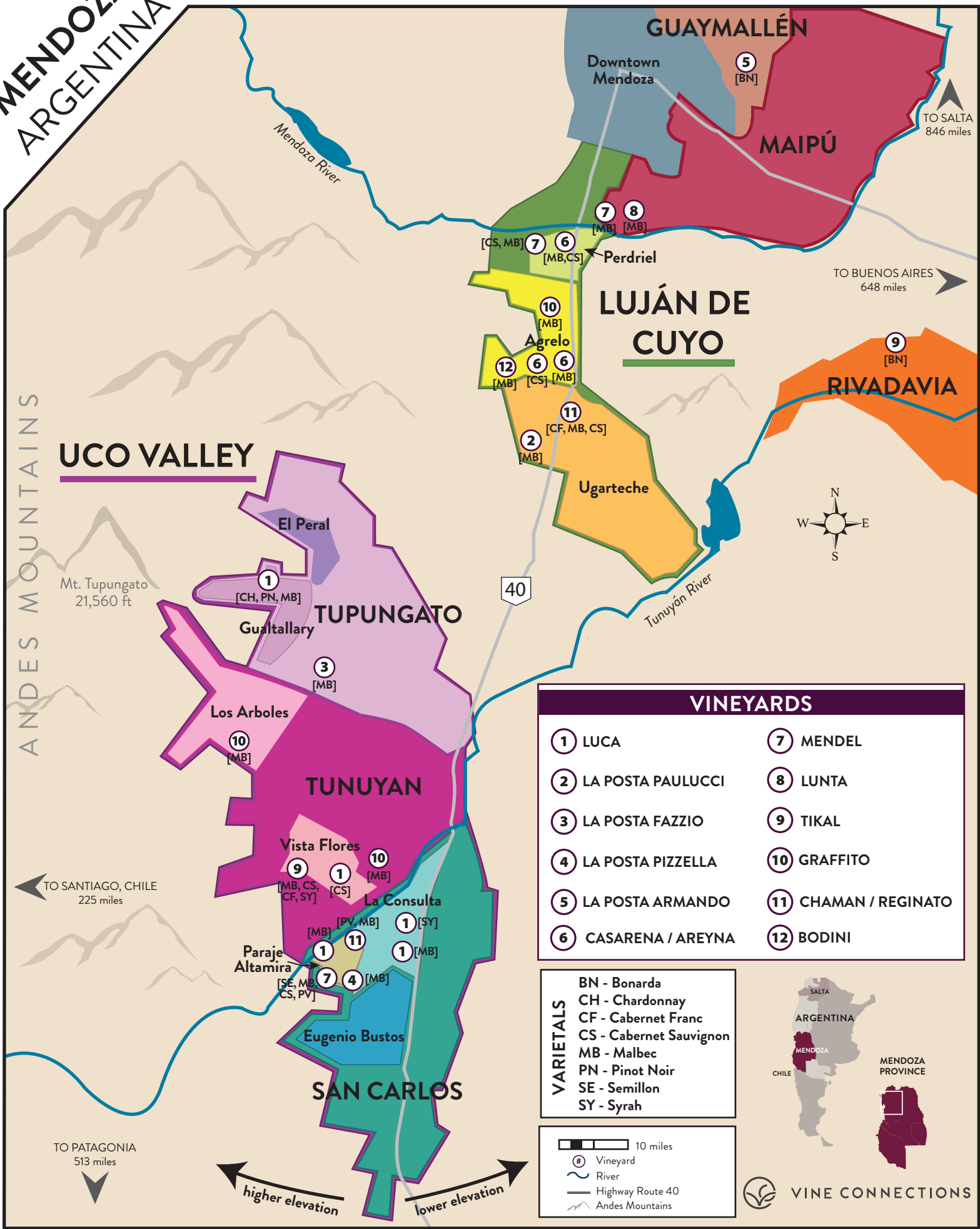


VINE CONNECTIONS

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VINEYARD MAP

MENDOZA
ARGENTINA



VINEYARDS	
1 LUCA	7 MENDEL
2 LA POSTA PAULUCCI	8 LUNTA
3 LA POSTA FAZZIO	9 TIKAL
4 LA POSTA PIZZELLA	10 GRAFFITO
5 LA POSTA ARMANDO	11 CHAMAN / REGINATO
6 CASARENA / AREYNA	12 BODINI

VARIETALS	BN - Bonarda
	CH - Chardonnay
	CF - Cabernet Franc
	CS - Cabernet Sauvignon
	MB - Malbec
	PN - Pinot Noir
	SE - Semillon
	SY - Syrah

10 miles

● Vineyard

~ River

— Highway Route 40

Andes Mountains

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 16 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 range 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 at all prices.



VINE CONNECTIONS

MEET ED



MEET NICK

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.

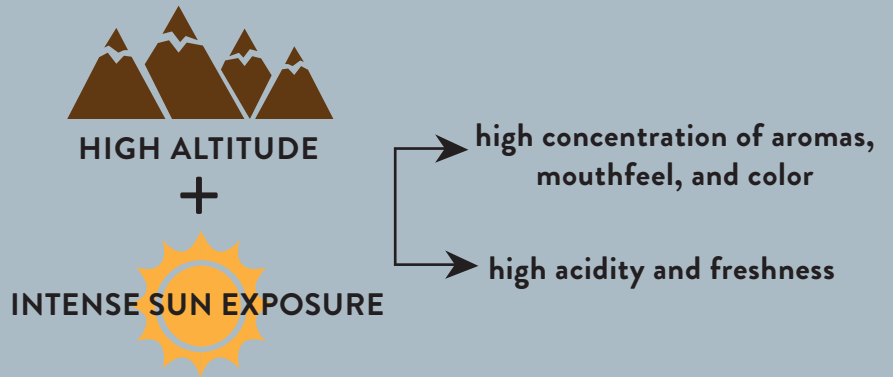
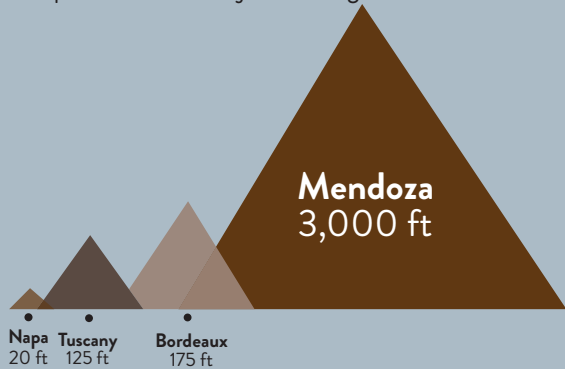
5. I have been in the wine business for almost 30 years, but it feels like yesterday when I was driving cases of wine in my Nissan Sentra making sales calls and deliveries to Southern California.

Ed y Nick

ARGENTINE WINE 101

AVG. ELEVATION

Compared to other major wine regions



SOIL



Vineyard soils vary from sand to clay, but are predominantly loamy with excellent drainage. Most soils are low in organic material due to elevation and climate, creating desirable vine stress.

CLIMATE



300 days of sun

Yields ripe grapes with thick skin for concentrated wines and smooth tannins.



<10 inches of rain / year

Irrigation comes mostly from Andes snowmelt.



30°F temp shifts

Large day-to-night temperature swings creates natural acidity and balance.



ECO FRIENDLY

- Pesticides and herbicides are barely needed and rarely used. The high altitude and desert climate reduce issues of insects and molds.
- Vines are resistant to Phylloxera because of healthy and strong roots. They are able to be planted without grafting onto rootstock.

ARGENTINA IN NUMBERS



5th

largest wine producer in the world

75k

acres of vines planted

80%

of Argentine wine comes from Mendoza

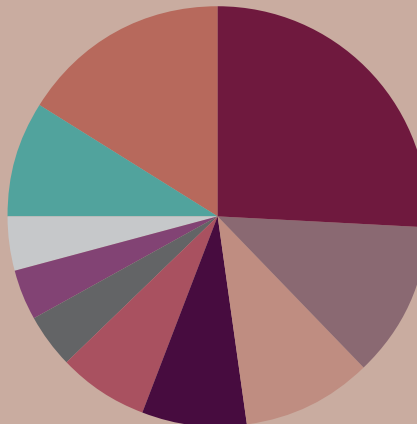
1551

year the first vines were planted (mission grape)

1850

year Malbec was brought to Argentina from France

MAIN VARIETALS



Percent of acres planted

- 26% Malbec
- 12% Bonarda
- 10% Cabernet Sauvignon
- 8% Syrah
- 7% Torrontés
- 4% Tempranillo
- 4% Chardonnay
- 4% Merlot
- 9% Other Reds
- 16% Other Whites



VINE CONNECTIONS
www.vineconnections.com

CRITICS APPLAUD VINE CONNECTIONS' ARGENTINA PORTFOLIO

25 WINES SCORE 90+ POINTS



"Impressive juice... nicely integrated oak"
- The Wine Advocate

Owen's SV Cabernet	2014	90	WA
Naoki's SV Malbec	2013	91	WA



"Attractive, well-defined, very composed."
- Wine Advocate

Red Blend	2014	89	VIN	89	WA
	2013	91	WA		
Cabernet Franc	2015	89	WA	2014	89 WA
Petit Verdot	2014	89	WE		



"Balanced, elegant, delicious."
- Wine Advocate

Malbec	2014	92	W&S
	2013	90	WA
	2012	90	WA

HERMANOS

"Finding the expression of Salta in a more balanced way"
- The Wine Advocate

Torrontés	2016	89	WA
Malbec - Tannat	2014	89	WA



Wine Label of the Year, 2016:
La Posta Fazzio
- International Wine & Spirits Competition

"Value Brand of the Year, 2015"
- Wine & Spirits

Pizzella Malbec	2014	90	WA
	2013	90	VIN
Fazzio Malbec	2015	92	JS
	2014	90	W&S
Paulucci Malbec	2015	90	JS
Armando Bonarda	2015	90	JS
	2014	90	WE
Tinto Red Blend	2015	91	JS 89 WA

LUCA

"Compelling...Impressive...Very Satisfying." - Tanzer
#19 of TOP 100 WINES, 2012 Malbec - Wine Spectator

Nico	2011	93	WA	91	VIN
	2010	93	WA		
	2009	94	WA	93	JS
Beso de Dante	2014	90	WA	2013	92 WA
	2012	91	VIN	90	WS

Malbec	2015	90	WA	2014	93	WA	90	VIN
	2013	93	JS	91	WA			
Pinot Noir	2015	92+	WA					
	2013	91	WA	90	JS			
Chardonnay	2015	93	WA	2014	92	WA	91	VIN
	2013	93	WA	90	VIN			
Syrah	2015	90	WA					
	2013	91	JS	90	WA	90	VIN	
Malbec Paraje Altamira	2014	91	WA	2013	92	VIN		

LUNTA

"Fresh and light... easy to drink."
- Wine Advocate

Lunta Malbec	2014	92	JS	89+	WA
	2013	92	W&S	90	JS

MENDEL

"These are splendid, intellectual Mendoza wines."
- Wine Advocate

Malbec	2014	92	WA	91	JS	90	VIN
	2013	93	JS	92	WA		
Cabernet Sauvignon	2014	92	JS	91	WA	91	VIN
	2013	93	WA	91	WE	90+	VIN
Semillon	2016	92	VIN				
	2015	92	JS	91	WA	90	VIN
Unus	2013	95	JS	93+	WA	93	WE
	2012	95	JS	93	WA	93	WE
Finca Remota	2013	95	WA	93+	VIN		
	2012	95	JS	92	VIN		

tikal

#45 of TOP 100 WINES, 2012 Patriota - Wine Spectator

Patriota	2015	90	WA		
	2014	92	W&S	90	VIN
Natural	2015	91	WA		
	2014	90	WA	90	VIN
Amorio	2014	90	WA		
	2013	93	WA	90+	VIN 90 WE
Jubilo	2015	92	WA		
	2014	91	WA	91	VIN 91 WE

WA = The Wine Advocate VIN = Vinous reviewed by Stephen Tanzer IWC = Stephen Tanzer's International Wine Cellar W&S = Wine & Spirits WS = Wine Spectator WE = Wine Enthusiast JS = James Suckling

JANUARY 2017

IMPORTED BY VINE CONNECTIONS



VineConnections.com

AREYNA

Areyna marks a moment in time in the evolution of Lujan de Cuyo, sparking the modern chapter of this region's traditional past to unleash its full potential.

WHY DOES AREYNA STAND OUT?

- 1) Rethinking a classic, historic wine region to reveal freshness and innovation, Areyna's estate wines are full of bright flavors and inspiring energy.
- 2) Dubbed the "punks of Lujan" for their nonconformist outlook on winemaking in the region, the Areyna crew is led by adventurous and ambitious winemaker Mariano Quiroga Adamo.
- 3) Areyna loosely translates to "sand" in Spanish, referring to grains of sand passing time through an hourglass. It also acknowledges the umbrella winery, Casarena, or "house of sand," relating to the 1930s winery made of sand-colored stone and the sandy soil surrounding the estate.

WINES

- **Cabernet Sauvignon:** An Old-World style Cab from the oldest region of New World Mendoza known for the varietal. Flavors of fig, cassis, dark fruits, and spices with bright acidity.
- **Malbec:** Estate-grown Malbec with impressive structure, lively acidity, and a lingering finish.



BODINI

Expressive estate-grown wines that impress any palate and showcase the unique winemaking region of Mendoza.

WHY DOES BODINI STAND OUT?

- 1) Estate fruit is hand-harvested from Luján de Cuyo, highlighting the region's high-elevation desert, long sunny days, cold nights, low humidity, and natural irrigation from glacial snowmelt from the Andes Mountains.
- 2) Winemaker Jimena Lopez (Graffito) has made wine for over 18 years all around the world. She is passionate and dedicated with a tenacious drive and unmatched attention to detail.
- 3) A brand new wine, Bodini Rosé of Malbec, was launched in 2017 to demonstrate the varietal's versatility.

WINES

- **Malbec:** Approachable and energetic estate Malbec at an unbeatable price that is perfect for grilling.
- **Rosé of Malbec:** Bright and clean medium-bodied wine that demonstrates the Malbec grape's unique expression as a rosé wine.



Jimena's personal wines consistently receive high accolades and have a track record of 90+ point scores over the last five years.



Casarena is rewriting the story of Luján de Cuyo by discovering hidden gems and by focusing on terroir diversity in its estate vineyards.

WHY DOES CASARENA STAND OUT?

- 1) The winery is committed to cultivate, study, and stay true to its place in Luján, constantly searching for micro-terroir vineyards that tell the story of the land.
- 2) Focused on Cabernet and Cabernet blends – the true strength of the appellation and some of the oldest plantings in Mendoza.
- 3) Rising star winemaker Mariano Quiroga Adamo is a Mendoza native who is bringing innovation to Casarena. He was named “Young Winemaker of the Year” at the Gaucho Annual Winemaker Awards in the UK.

WINES

- **Estate Cabernet Sauvignon:** Estate old-vine Cabernet that demonstrates the stunning profile of this varietal as it thrives in a high-elevation desert climate.
- **Estate Red Blend:** A complex Cabernet blend that exhibits impressive balance from Luján with flavors of plum, cherry, and hints of spice.
- **Owen’s Vineyard Cabernet:** Single Vineyard Cab from the best block of this 80-year old pergola style vineyard planted with original vines.
- **Naoki’s Vineyard Malbec:** This Single Vineyard wine comes from a newly discovered terroir - an untouched plateau rich with limestone that imparts a unique minerality to the usually fruity varietal.



“Casarena is one of the names to keep in mind when thinking about new reds from Mendoza.”

- ROBERT PARKER’S THE WINE ADVOCATE



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VINE CONNECTIONS

Chaman

Revolutionary winemaker Luis Reginato brings Argentine winemaking to the next level with terroir-focused, original varietal wines that speak to the future of Mendoza.

WHY DOES CHAMAN STAND OUT?

- 1) Chaman is Luis Reginato's homage to the vineyard wisdom handed down by his father and wine mentor, or 'chaman,' José Reginato.
- 2) Luis is a winemaker who has risen to the top of the Argentine wine scene and is exploring its outer boundaries, starting in his home district of La Consulta in the southern Uco Valley.
- 3) Less common varietals like Cabernet Franc and Petit Verdot make Chaman stand out in a Malbec-dominated category.

WINES

- **Red Blend:** A lush and juicy Petit Verdot-based blend that consistently overdelivers.
- **Cabernet Franc:** Aromatic, savory, and vivid. Luis' Cabernet Franc is one of the best in Argentina.
- **Petit Verdot:** Luis transforms the powerful Petit Verdot into a supple, elegant wine with depth and grace.



Luis Reginato is one of the "Top 10 Argentine Winemakers to Watch."

- The DRINKS BUSINESS



IMPORTED BY

VINE CONNECTIONS



Brilliant and meticulous winemaker Jimena Lopez shows her talents with a beautifully crafted Malbec from a century-old vineyard.

WHY DOES GRAFFITO STAND OUT?

- 1) Winemaker Jimena Lopez handles all aspects of Graffito from vine selection to the final blend with a precise attention to detail.
- 2) Jimena believes so deeply in her wine quality that she puts her fingerprint stamp of approval right on the label.
- 3) After being a consulting winemaker in 7 countries for 18 vintages, Graffito is Jimena's first personal project. Her breadth of talent and experience ensures a bright future.

WINES

- **Malbec:** Small-production Malbec from over 100-year-old vines with amazing concentration, aromatics, and earthy notes of smoke and espresso.



"This is a balanced, elegant, delicious and fresh Malbec at a great price."

- Luis Gutierrez, ROBERT PARKER'S THE WINE ADVOCATE



IMPORTED BY

VINE CONNECTIONS

HERMANOS

Grown 850 miles north of Mendoza, Hermanos wines express the unique character of Salta's high desert with approachable flavors and unbeatable value.

WHY DOES HERMANOS STAND OUT?

- 1) Hermanos vines are nourished by the ultra-pure water that percolates from the Andes mountains towering above the vineyard. The consistent and extreme solar intensity above 6,000-feet altitude gives the wines intense aromas and soft tannins.
- 2) The Domingo brothers, or "hermanos," form a team of a second-generation winemaker (Rafael), a viticulturist (Osvaldo), and a businessman (Gabriel, who is also a cheese maker).
- 3) Hermanos is one of only two wineries located on the rocky, granitic slope of the Yacochuya district. This is considered one of Cafayate's premier growing areas.

WINES

- **Torrontés:** Argentina's most compelling Torrontés. Floral aromatics are followed by crisp, unoaked fruit and a dry finish. A staple to have year-round in the fridge for sipping, sushi, and cheese.
- **Malbec-Tannat:** Tannat, Argentina's unsung red hero, gives this blend its structure and complexity along with a core of dark fruit.
- **Cabernet Sauvignon:** Intense Salta terroir gives a new face to Cabernet, adding distinctive minerality to this well-known varietal.



"Shows what Torrontés can do in the right hands. Excellent."

- Neal Martin, ROBERT PARKER'S THE WINE ADVOCATE



IMPORTED BY

VINE CONNECTIONS



Argentina's best small-family growers invite you to experience the passion of Argentina while sipping their distinctive, grower-specific Malbecs.

WHY DOES LA POSTA STAND OUT?

- 1) La Posta's 3 single-vineyard Malbecs, named after the grower families, demonstrate the wide range of Malbec flavor profiles provided by distinct Mendoza appellations.
- 2) Laura Catena and winemaker Estela Perinetti create complex and approachable wines that truly overdeliver in both presentation and quality.
- 3) La Posta's award-winning packaging offers an intimate connection to these family growers with an invitation to "*raise your glass*" and join their experiences.

WINES

- **Tinto Red Blend:** This complex table blend of Malbec, Syrah, and Bonarda is perfect by the glass, but you'll want it by the bottle.
- **Pizzella Malbec:** '*Enjoy the simpler times*' in La Consulta, Uco Valley with the Pizzella family and their rich Malbec full of dark fruit and spice.
- **Paulucci Malbec:** '*Find your passion*' with Angel Paulucci riding through his Ugarteche vineyards in his 1933 Model A. His Malbec boasts red fruits, violet aromas, and a soft caramel finish.
- **Fazzio Malbec:** '*Never slow down*' and dance in Tupungato with Domingo Fazzio with his Malbec full of supple tannins, red currant, and mocha notes.
- **Armando Bonarda:** '*Raise your glass*' to Estela Armando and her grandfather's half-century old Bonarda vineyard. This wine is fresh with notes of red raspberry and smoky oak.



Value Brand of the Year, 2015

- WINE & SPIRITS MAGAZINE



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VINE CONNECTIONS

LUCA

Laura Catena's ultra-premium, boutique Luca wines make history with groundbreaking work in cultivating small-grower relations, sourcing premier old-vine Malbec, and mastering non-Malbec varietals.

WHY DOES LUCA STAND OUT?

- 1) As a wine industry icon, mother of three, author, and ER doctor, Laura's relentless determination to excel at all aspects of her life is embodied in her Luca wines.
- 2) Laura pioneered the fostering of small-family grower relations, allowing her to gain access to some of Argentina's best old-vine, low-yield, high elevation Malbec vineyards.
- 3) Luca made history as the first to plant Pinot Noir and Chardonnay at over 4,500 feet—the highest elevations in Mendoza for these varietals. Located in Gualtallary, they called the vineyard the G-Lot.

WINES

- **Malbec:** This Malbec has made Wine Spectator's Top 100 List twice for a reason —it is quintessentially expressive of Mendoza and impossible to replicate.
- **Chardonnay:** The perfect balance between a Burgundian and California-style Chardonnay from the high altitude "G Lot" in Gualtallary at 4,900 feet above sea level.
- **Pinot Noir:** This wine's Burgundian style makes it one of Argentina's leading and highest-regarded Pinots.
- **Laborde 'Double Select' Syrah:** Over 50 years ago, viticulturist Luis Laborde created one of the world's only double massal selection vineyards by taking cuttings from the Rhone valley and doing a second selection in their new home in the Uco Valley.
- **Beso de Dante:** An homage to the original Bordeaux blend of Malbec and Cabernet, this powerful wine has gripping tannins and great freshness and length.
- **Nico:** An iconic 100% old-vine Malbec from the 80-year old Rosas Vineyard in the Uco Valley.



Luca Malbec 2012 is #19 on the Top 100 List.

Highest Rated Argentine Wine

- Top 100 List 2014, WINE SPECTATOR



IMPORTED BY

VINE CONNECTIONS

MENDEL

Mendel wines are classic and timeless, combining Roberto de la Mota's prestigious winemaking skills and tremendously old vineyards to make Mendoza's most elegant wines.

WHY DOES MENDEL STAND OUT?

- 1) Using his French winemaking experience, Roberto de la Mota has led Argentina's winemaking movement toward world-class wine production.
- 2) Mendel has solidified Argentina's place as a premier world wine producer with seamless, consistent, and polished wines.
- 3) Anabelle Sielecki partnered with Roberto de La Mota to transform her family's historic 1928 vineyard into the respected estate it is today, naming it after her father, Mendel.

WINES

- **Lunta Malbec:** This vineyard faces the Lunlunta Hills and gives a refreshing, approachable style to Malbec.
- **Semillon:** One of Argentina's oldest varietals, this rare barrel-fermented white is harvested from 60+ year-old vines and has fresh, clean citrus aromas with a hint of oak.
- **Malbec:** This timeless Malbec aged in Taransaud Burgundy barrels has incredible depth and stature. A wine you can drink now or cellar.
- **Cabernet Sauvignon:** Perdriel terroir and precision winemaking make this one of Argentina's best Cabs.
- **Unus:** Blended from the best lots of the 1928 estate vineyards, this iconic small-batch blend of Malbec, Cabernet Sauvignon, and Petit Verdot is powerful yet smooth.
- **Finca Remota:** From 60+ year-old vineyards at the 'Faraway Ranch' in Altamira (Uco Valley), this dense Malbec is full-bodied with thick tannins.



"Mendel is 'The Best of the Best' for Roberto de la Mota's brilliant talent and spirit."

- ROBERT PARKER'S THE WINE ADVOCATE



IMPORTED BY

VINE CONNECTIONS

REGINATO

As Argentina's most revered sparkling producers, the father-son Reginato team makes some of the world's only sparkling wines with classic Argentine varietals.

WHY DOES REGINATO STAND OUT?

- 1) Handcrafted from grape to bottle, Reginato wines' artisan quality makes them some of Mendoza's most sought-after sparkling wines.
- 2) From Rosé of Malbec to Torrontés-Chardonnay, José and Pepe go outside the box of traditional sparkling varietals to give an Argentine twist to the French classics.
- 3) Using both the Traditional Method (méthode champenoise) and the Charmat Method, the Reginatos showcase the breadth of their expertise in their sparkling wine production.

WINES

- **Celestina Rosé of Malbec:** A rare vintage and pink sparkling made using the méthode champenoise. It is named after the family's late matriarch, Celestina, whose name means "matchmaker" in Spanish.
- **Sparkling Torrontés-Chardonnay:** An intensely aromatic wine from a unique fusion of new and old world varietals.
- **Sparkling Rosé of Malbec:** A medium-bodied Rosé made using the Charmat Method that is perfect alone or paired with food.



"Flavorful sparklers with a nice sense of place."

- BEVERAGE TESTING INSTITUTE



IMPORTED BY

VINE CONNECTIONS

tikal

Ernesto Catena's creative, artistic passion to always think outside the box is embodied in Tikal's top-rated Malbec blends.

WHY DOES TIKAL STAND OUT?

- 1) Ernesto Catena gives a rebellious edge to Tikal's outstanding quality with his artistic, free-spirited approach to winemaking.
- 2) Tikal uses biodynamic viticulture including grazing llamas between the vines and following the moon cycle for harvest, leading to a purer expression of the vineyard in the wines.
- 3) Each Tikal wine blends Malbec with a unique varietal to show Malbec's adaptability and is named with a Spanish word that reflects the spirit of Mendoza's pride, love, and celebration.

WINES

- **Patriota:** As #45 on Wine Spectator's 'Top 100 List,' this '*Patriotic*' old-vine Bonarda and Malbec is blended to perfection.
- **Natural:** An '*earth-friendly*' biodynamic blend of Malbec and Syrah made with certified organic grapes.
- **Amorio:** A rich and passionate '*Love Affair*' between Argentina's beloved Malbec & Cabernet Franc.
- **Jubilo:** Cabernet lovers will '*Rejoice*' when realizing their favorite varietal gets even better with the soft touch of Malbec.



Tikal Patriota 2012 is #45 on the Top 100 List.

- Top 100 List 2014, WINE SPECTATOR



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VINE CONNECTIONS

THE FACES OF ARGENTINA'S BEST



Laura Catena & Estela Perinetti, *Luca & La Posta*



Roberto de la Mota, *Mendel*



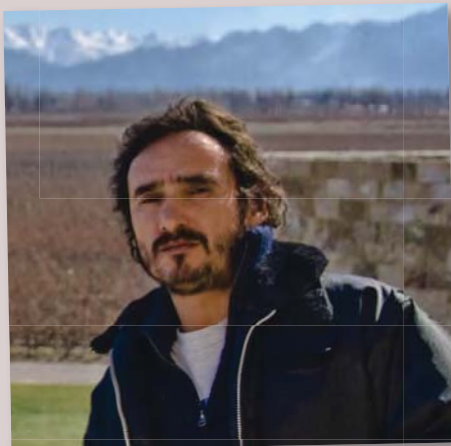
Angel Paulucci, *La Posta grower*



Domingo Fazzio, *La Posta grower*



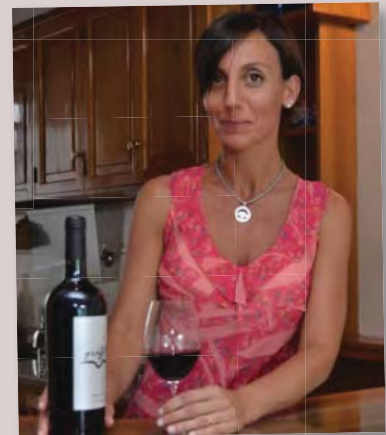
Pizzella Family, *La Posta growers*



Ernesto Catena, *Tikal*



Luis Reginato, *Chaman*



Jimena Lopez, *Graffito*



Jose & Pepe Reginato, *Reginato*



Osvaldo, Rafael, & Gabriel Domingo, *Hermanos*