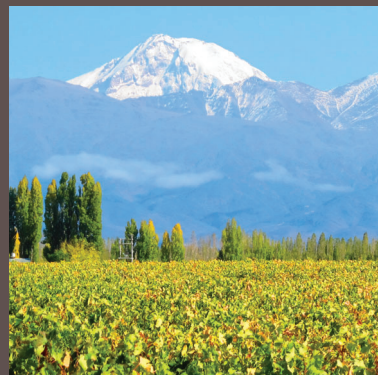
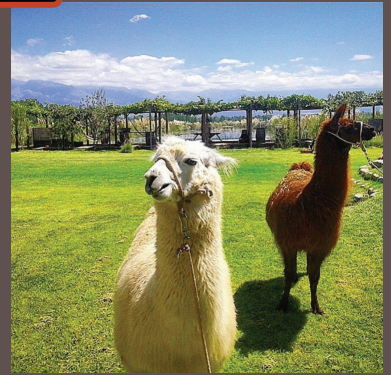
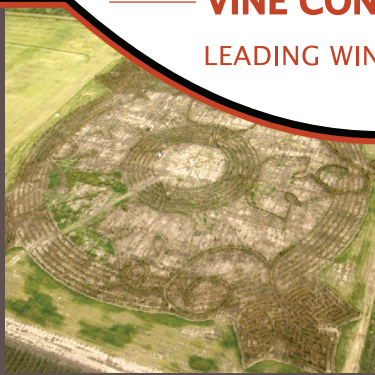




THE
ESSENTIAL GUIDE TO
ARGENTINA

VINE CONNECTIONS
LEADING WINE PORTFOLIO



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



ARGENTINA WINE REGIONS



NORTH

1. Humahuaca

Altitude: 8,900 - 9,800 ft.
JUJUY

2. Tilcara

Altitude: 7,500 - 9,200 ft.
JUJUY

3. Tumbaya

Altitude: 5,600 - 7,500 ft.
JUJUY

4. Cachi

Altitude: 7,600 - 9,500 ft.
SALTA

5. Molinos

Altitude: 6,500 - 7,600 ft.
SALTA

6. San Carlos

Altitude: 5,000 - 6,300 ft.
SALTA

7. Cafayate

Altitude: 5,100 - 6,600 ft.
SALTA

8. Colalao del Valle

Altitude: 5,500 - 6,100 ft.
TUCUMÁN

9. Amaicha del Valle

Altitude: 6,300 - 7,300 ft.
TUCUMÁN

10. Santa Maria

Altitude: 6,000 - 7,600 ft.
CATAMARCA

11. Belén

Altitude: 3,700 - 4,700 ft.
CATAMARCA

12. Tinogasta

Altitude: 3,600 - 6,700 ft.
CATAMARCA

13. Pomán

Altitude: 2,500 - 3,200 ft.
CATAMARCA

14. San Blas de los Sauces

Altitude: 3,100 - 3,600 ft.
LA RIOJA

15. La Costa Riojana

Altitude: 4,200 - 5,600 ft.
LA RIOJA

16. Famatina

Altitude: 4,500 - 6,100 ft.
LA RIOJA

17. Vinchina

Altitude: 4,600 - 4,900 ft.
LA RIOJA

18. Castelli

Altitude: 4,200 - 4,300 ft.
LA RIOJA

CUYO

19. Chilecito

Altitude: 2,500 - 4,200 ft.
LA RIOJA

20. Felipe Varela

Altitude: 3,300 - 3,800 ft.
LA RIOJA

21. Jáchal

Altitude: 3,100 - 4,000 ft.
SAN JUAN

22. Iglesia

Altitude: 5,100 - 6,600 ft.
SAN JUAN

23. Tulum

Altitude: 1,800 - 2,800 ft.
SAN JUAN

24. Ullum

Altitude: 2,500 - 3,000 ft.
SAN JUAN

25. Calingasta

Altitude: 4,400 - 5,700 ft.
SAN JUAN

26. Zonda

Altitude: 2,500 - 2,800 ft.
SAN JUAN

27. Pedernal

Altitude: 3,800 - 4,600 ft.
SAN JUAN

28. North Mendoza

Altitude: 1,900 - 2,300 ft.
MENDOZA: Las Heras, Lavalle

29. Central Oasis

Altitude: 2,000 - 4,300 ft.
MENDOZA

•**Maipú:** Coquimbito, Cruz de Piedra, Fray Luis Beltrán, General Ortega, Gutiérrez, Las Barrancas, Lunlunta, Luzuriaga, Maipú, Rodeo del Medio, Russell, San Roque

•**Luján de Cuyo:** Agrelo, Carrodilla, Chacras de Coria, El Carrizal, La Puntilla, Las Cumpuertas, Luján de Cuyo, Mayor Drummond, Perdriel, Ugarteche, Vístalba

30. East Mendoza

Altitude: 1,600 - 2,300 ft.
MENDOZA: San Martín, Junín, Santa Rosa, Rivadavia, La Paz

31. Uco Valley

Altitude: 2,800 - 5,300 ft.
MENDOZA

•**Tupungato:** Cordón del Plata, El Peral, El Zampal, El Zampalito, Gualtallary, La Arboleda, La Carrera, San José, Villa Bastias, Zapata

•**Tunuyán:** Campo de los Andes, Colonia Las Rosas, El Algarrobo, El Totoral, La Primavera, Las Pintadas, Los Árboles, Los Chacayes, Los Sauces, Villa Seca, Vista Flores

•**San Carlos:** Chilecito, El Cepillo, Eugenio Bustos, La Consulta, Paraje Altamira, Pareditas, Tres Esquinas, Villa San Carlos

32. South Mendoza

Altitude: 1,400 - 2,900 ft.
MENDOZA: San Rafael, General Alvear

PATAGONIA

33. Rio Colorado Upper Valley

Altitude: 1,000 - 1,200 ft.
LA PAMPA

34. San Patricio del Chañar

Altitude: 1,100 - 1,400 ft.
NEUQUÉN

35. Rio Limay Lower Valley

Altitude: 850 - 1,000 ft.
NEUQUÉN

36. Rio Colorado Upper Valley

Altitude: 1,000 - 1,200 ft.
RIO NEGRO

37. Rio Negro Upper Valley

Altitude: 590 - 870 ft.
RIO NEGRO

38. Rio Negro Middle Valley

Altitude: 390 - 520 ft.
RIO NEGRO

39. Rio Colorado Lower Valley

Altitude: 230 - 330 ft.
RIO NEGRO

40. Rio Negro Lower Valley

Altitude: 13 - 53 ft.
RIO NEGRO

41. Comarca Andina Paralelo 42

Altitude: 660 - 890 ft.
CHUBUT

42. Piedra Parada

Altitude: 1,300 - 1,400 ft.
CHUBUT

43. Paso del Sapo

Altitude: 1,300 - 1,320 ft.
CHUBUT

44. 16 de Octubre Valley

Altitude: 1,100 - 1,200 ft.
CHUBUT

45. Rio Pico Valley

Altitude: 1,900 - 2,200 ft.
CHUBUT

46. Los Altares

Altitude: 1800 - 850 ft.
CHUBUT

47. Sarmiento

Altitude: 870 - 980 ft.
CHUBUT

48. Rio Chubut Lower Valley

Altitude: 33 - 160 ft.
CHUBUT

49. Médanos

Altitude: 98 - 112 ft.
BUENOS AIRES

50. Ventania Hills

Altitude: 690 - 1,600 ft.
BUENOS AIRES

51. Tandilia Hills

Altitude: 690 - 1,600 ft.
BUENOS AIRES

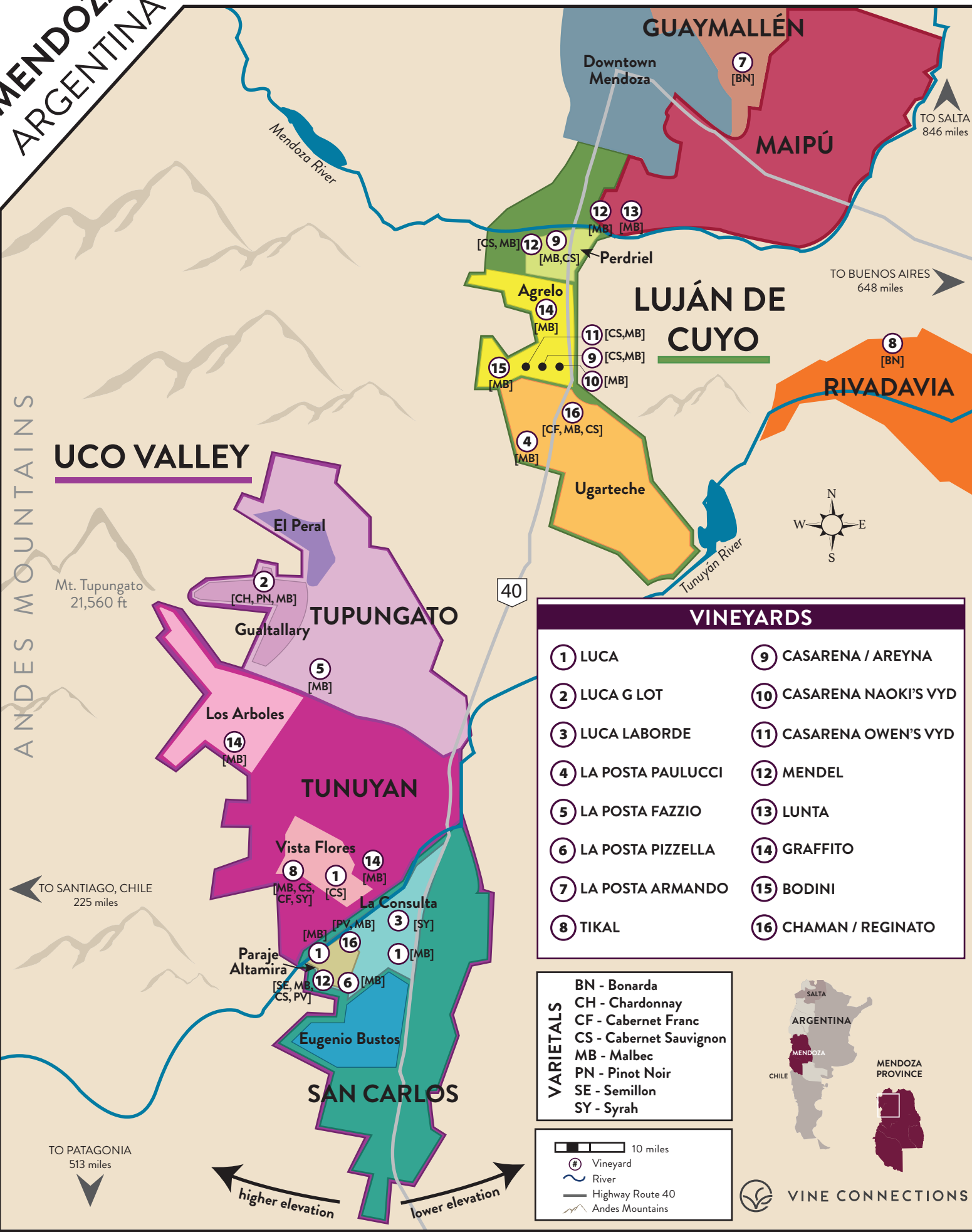
CUYO

ATLANTIC

VINEYARD MAP

MENDOZA ARGENTINA

ANDES MOUNTAINS



UCO VALLEY

Mt. Tupungato
21,560 ft

TO SANTIAGO, CHILE
225 miles

TO PATAGONIA
513 miles

higher elevation lower elevation

GUAYMALLÉN

MAIPÚ

LUJÁN DE CUYO

RIVADAVIA

El Peral

Gualtallary

Los Arboles

TUNUYAN

Vista Flores

La Consulta

Paraje Altamira

Eugenio Bustos

SAN CARLOS

Downtown Mendoza

Agrelo

Ugarteche

Tunuyón River

Perdriel

TO SALTA
846 miles

TO BUENOS AIRES
648 miles



VINEYARDS	
1 LUCA	9 CASARENA / AREYNA
2 LUCA G LOT	10 CASARENA NAOKI'S VYD
3 LUCA LABORDE	11 CASARENA OWEN'S VYD
4 LA POSTA PAULUCCI	12 MENDEL
5 LA POSTA FAZZIO	13 LUNTA
6 LA POSTA PIZZELLA	14 GRAFFITO
7 LA POSTA ARMANDO	15 BODINI
8 TIKAL	16 CHAMAN / REGINATO

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

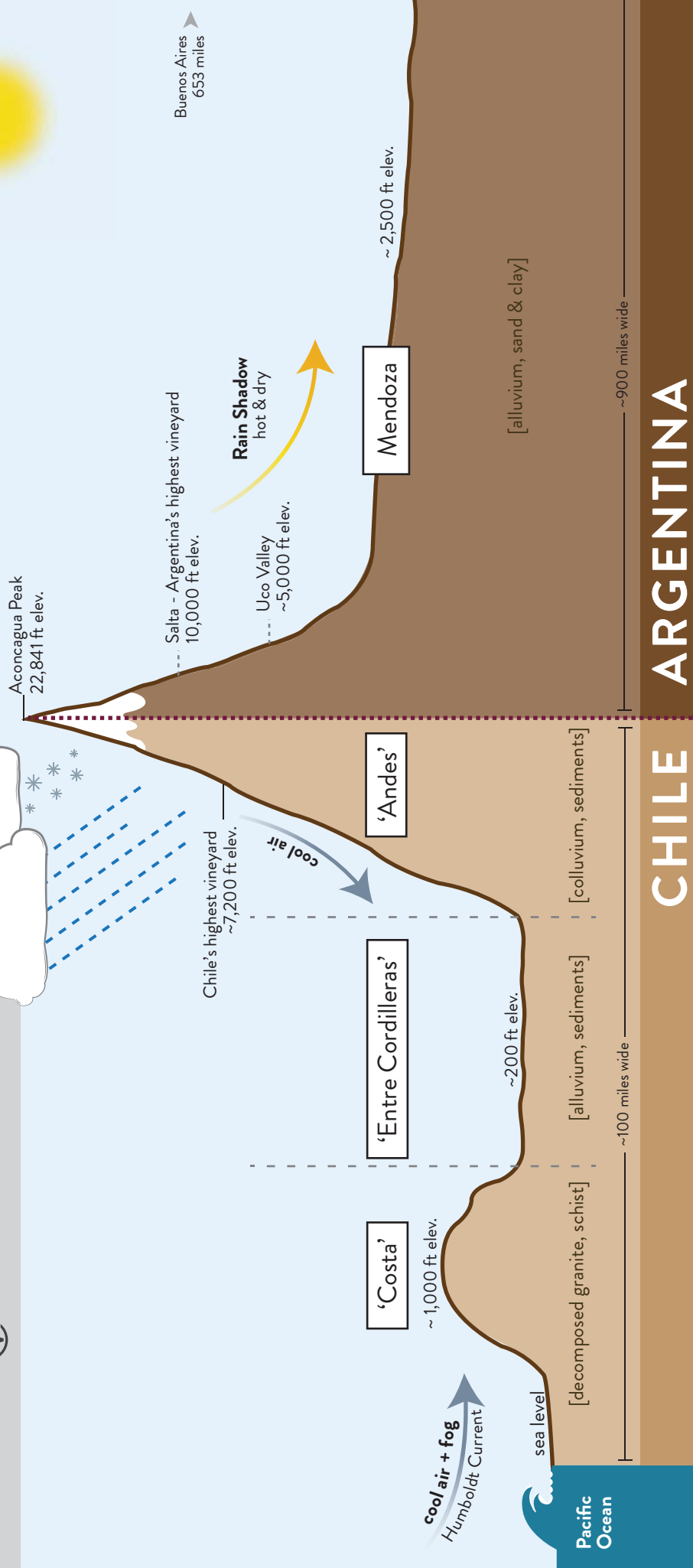
10 miles
Vineyard
River
Highway Route 40
Andes Mountains



WINEMAKING ACROSS THE ANDES

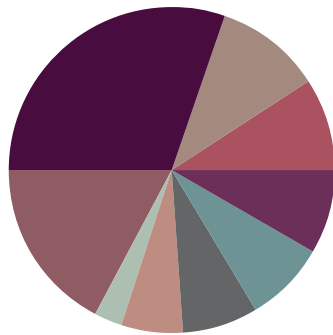


VINE CONNECTIONS



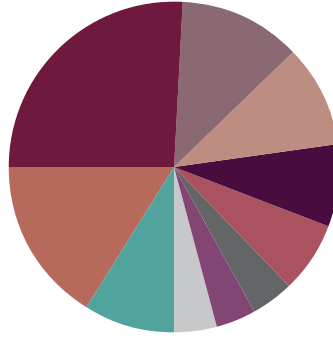
CHILE ARGENTINA

First Planted:	1548	1551
First Bordeaux Varietals:	1851	1853
Total Wine Production:	6 th largest wine producer	5 th largest wine producer
Total Acreage Planted:	350,687 acres	504,485 acres
Winemaking Latitudes:	27° S (Atacama)	22° S (Salta)
Winemaking Elevations:	41° S (Osorno, Patagonia) 1,000ft ('Costa') 200ft ('Entre Cordilleras') 7,200ft ('Andes')	39° S (Neuquen, Patagonia) 2,500ft (Mendoza) 5,000ft (Uco Valley) 10,000ft (Salta)
Average Rainfall:	2.76 in (Elqui), 50.2 in (Malleco)	7.87in (Mendoza)
Fun Fact:	Chile's vineyard area dedicated to Cabernet Sauvignon is second only to France.	Argentina produces 75% of the world's Malbec.



MAIN VARIETALS

- 30.5% Cabernet Sauvignon
- 10.5% Sauvignon Blanc
- 9% Pais
- 8.5% Merlot
- 8% Chardonnay
- 7.5% Carmenera
- 6% Syrah
- 3% Pinot Noir
- 17% Other

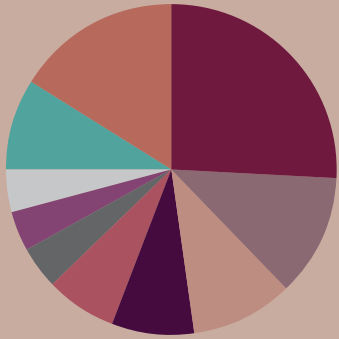


MAIN VARIETALS

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

ARGENTINE WINE 101

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

CLIMATE



300 days of sun

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



<10 inches of rain / year

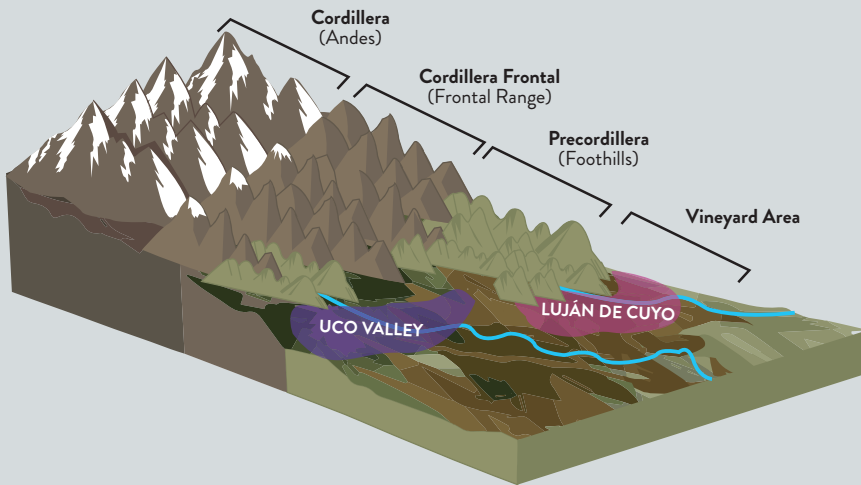
Irrigation comes mostly from Andes snowmelt.



30°F temp shifts

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

ELEVATION



HIGH ALTITUDE

+



INTENSE SUN EXPOSURE

• high concentration of aromas, mouthfeel, and color

• high acidity & freshness

SOIL



clay



sand



loam



limestone

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.

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

ARGENTINA

Salta
Buenos Aires
Mendoza
Patagonia



MENDOZA

5th

largest wine producer in the world

510k

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



VINE CONNECTIONS
www.vineconnections.com

MALBEC



FRANCE
Originated in Cahors, supposedly planted by a Hungarian peasant and called "Cot" or "Cot Noir."

15,000 acres

larger grapes, looser bunches

900 ft

cool, rainy

thin top soil, limestone

tannic, savory, meaty



VS

ORIGIN

ACRES PLANTED

GRAPE BUNCHES

AVG. ELEVATION

CLIMATE

SOIL

STYLE

ARGENTINA
Brought to Mendoza in 1852 by Michel A. Pouget, a French agronomist who was hired by the Argentine government.

99,800 acres

smaller grapes, tighter bunches

3,000 ft

warm, dry, sunny, windy

alluvial sand, clay, mineral deposits

fruit-forward, velvety texture, plum, black fruits



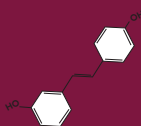
RULES OF TASTE



Unoaked Malbecs should be consumed young; those aged in oak may be kept for 2-10 years.

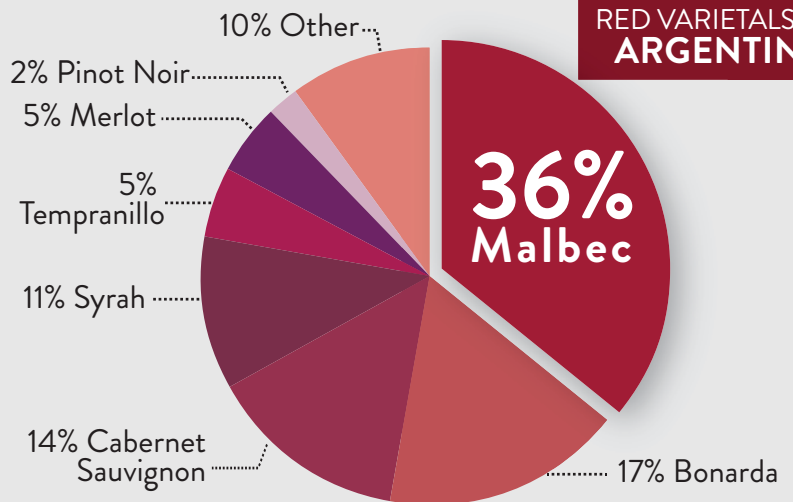


Argentine grapes have the longest "hang time" in the world, which creates balanced wines with ripe fruit flavors and smooth tannins.

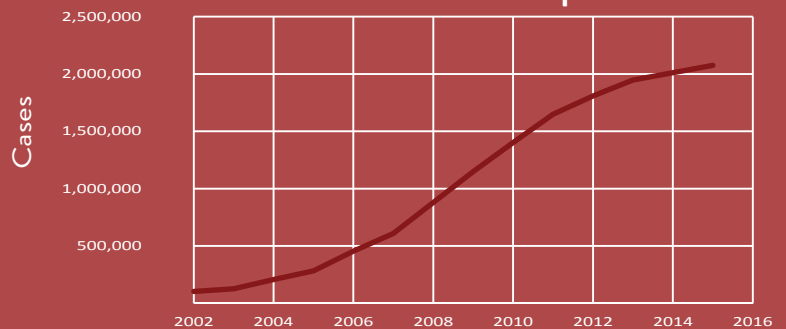


Argentine Malbec has the highest polyphenol count of any wine in the world, which improves flavor and aging potential.

RED VARIETALS OF ARGENTINA



GROWING FAST: Volume of Cases Imported Into the US



* Data sourced from Caucasia



REGIONALITY OF MALBEC

ARGENTINA



LUJÁN DE CUYO

AVG. ELEVATION: 3,000 ft

TASTE: high concentration, elegant tannins, red fruits, spicy flavors

TRY:



UCO VALLEY

TUPUNGATO

AVG. ELEVATION: 3,500 ft

TASTE: red fruit, rose, plum

TRY:



LA POSTA
Fazzio

TUNUYÁN

AVG. ELEVATION: 3,000 ft

TASTE: plum, black fruit, violets,
good acidity

TRY:



TIKAL
Patriota

GRAFFITO

SAN CARLOS

AVG. ELEVATION: 3,500 ft

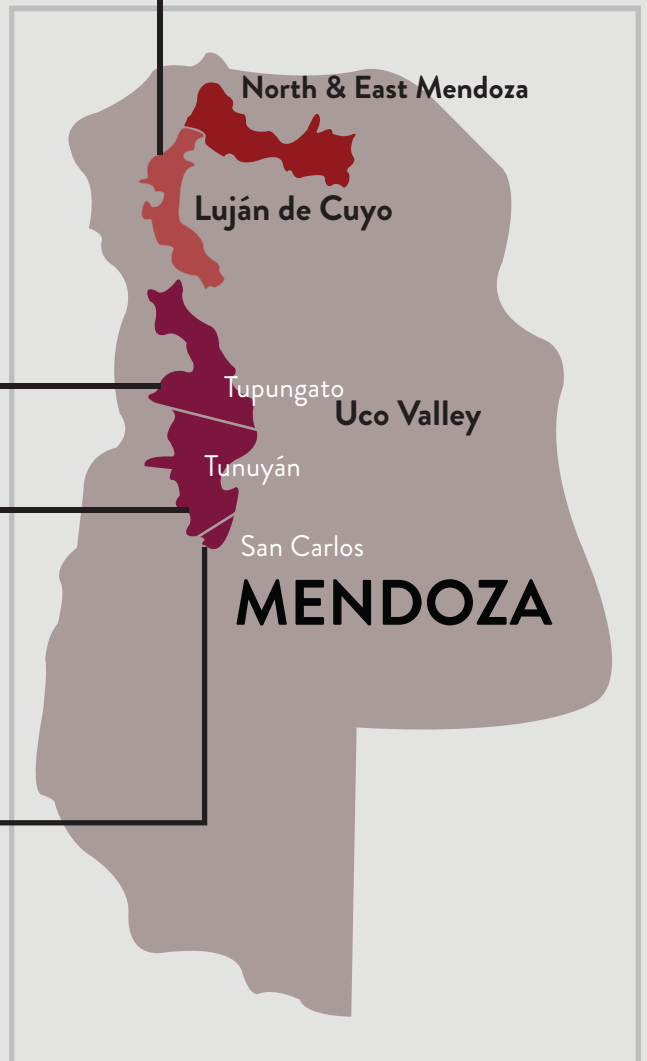
TASTE: dark berries, complex
structure, minerality, tannins

TRY:



LA POSTA
Pizzella

LUCA



INFOGRAPHIC PROVIDED BY VINE CONNECTIONS

www.vineconnections.com





ARGENTINE WINE CAPTURES GLOBAL ATTENTION



JAMES SUCKLING

“The quality-value ratio is so impressive [and] the combination of pure fruit and minerality is show-stopping... Not heavy and not overdone - that’s where Argentine wines are now.”

James Suckling, ‘The Many, Diverse Wonders of Argentina’, June 2017



DECANTER

“Argentinian producers seem to be learning how to take advantage of the fresh influence of the Andes to produce more elegant wines.”

Patricio Tapia, ‘World Wine Awards 2017’, July 2017



WINE & SPIRITS

“Argentina has been paying attention to the grower-producer movement. The talk now is about organics, blends, old vines and the shift to fresher, brighter styles.”

Wine & Spirits, ‘28th Annual Restaurant Poll’, April 2017



ROBERT M PARKER JR.’S THE WINE ADVOCATE

“People, places, soils, rootstocks, varieties – they are all part of the equation that defines quality...”

Luis Gutierrez, ‘Argentina: 2016 - The Sky Is The Limit’, December 2016



TIM ATKIN

“The country’s wines have entered a new and exciting phase... Right now, there’s a dynamism and vitality to the Argentinean wine scene that I haven’t seen since the 1900’s. In fact, it’s even more exhilarating than it was then, thanks to the emergence of new regions, styles and winemakers, and a renewed sense of self-confidence... The future of the wine industry looks extremely bright.”

Tim Atkin, ‘Argentina 2016 Special Report’, April 2016



VINOUS

“Current releases from Argentina are strikingly different from wines of just a decade ago. In recent years, Argentina’s top grape-growers and winemakers have sought out cooler, mostly higher-altitude sites and soils more conducive to making fresher, more complex, better-balanced wines.”

Josh Reynolds, ‘Argentina: The Cool Years’, March 2016

CRITICS APPLAUD VINE CONNECTIONS' ARGENTINA PORTFOLIO

31 WINES SCORE 90+ POINTS

AREYNA

"Aromas of currants, berries and hints of fresh herbs." - James Suckling

Cabernet Sauvignon	2016	90	JS
Malbec	2016	92	JS
Torrontes	2018	91	D

BODINI

"Wonderful Value." - James Suckling

Malbec	2017	90	JS
Rosé of Malbec	2017	89	JS

Chaman

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

Cabernet Franc	2015	89	WA
Petit Verdot	2016	89	V



CASARENA

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

Estate Red Blend	2015	90	V
Owen's SV Cabernet	2016*	92	V 91 D
	2015	94	WA 93 W&S
Naoki's SV Malbec	2014	92	WA 92 WS

graffito

"Balanced, elegant, delicious." - Wine Advocate

Malbec	2016	90	JS 90 WA
	2015	92	JS
Cabernet Franc	2016	91	JS

La Posta

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

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

Pizzella Malbec	2017*	94	D 93 JS 90 WA
	2016	92	JS 91 WA
Fazzio Malbec	2017*	93	D 92 JS 90 WE
	2016	90	JS
Paulucci Malbec	2017*	92	D 91 JS 90 WA
	2016	91	JS
Armando Bonarda	2017*	91	D 91 JS 90 WE *Best Buy
	2016	91	JS
Tinto Red Blend	2017*	92	JS
	2016	92	JS

LUCA

"Compelling... Impressive... Very Satisfying." - Stephen Tanzer
Luca Malbec - Featured twice on Wine Spectators Top 100 List

Old Vine Malbec	2016*	94	WE 94 D 93 JS 91 V
	2015	93	V 93 JS 92 WE

Malbec Paraje Altamira	2017*	91	WA
	2015	91	V
Chardonnay	2016	91	JS 90 WE 90 V
Pinot Noir	2015*	92+	WA 91 V
Syrah	2016*	92	JS 92 D 90 V
	2015	94	JS 90 V 90 WA
Beso de Dante	2014	93	JS 90 WA
Nico	2014	95	JS 94 WE 93+ V

LUNTA

"Full body, firm tannins and a fresh finish. Refined and pretty" - James Suckling

Malbec	2016	92	JS
	2015	92	JS 91 D 90 V

MENDEL

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

Malbec	2016	93	JS 91 WA
	2015	93	JS 91 V 90+ WA
Cabernet Sauvignon	2016	90+	WA 90+ V 90 JS
Semillon	2018	92	D
	2017	92+	WA 92 JS 92 W&S
Unus	2015	94	JS 93 WA 92+ V
Finca Remota	2015	94	JS 95 WA 93+ V
	2014	95	D 92+ V 92 JS

tikal

"They are letting the terroir express itself, resulting in fresher wines." - The Wine Advocate

Patriota	2015	91	V 90 WE 90 WA
Natural	2015	91	WA 92 D
	2014	90	WA 90 V
Amorio	2015*	94	D 91 WA 90 WS
	2014	92	V 92 WE 90+ WA
Jubilo	2014*	91	WA 91 V 91 WE
	2013	93	D 91 JS

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 D = Descorchados by Patricio Tapia

*future vintage
DECEMBER 2018

IMPORTED BY VINE CONNECTIONS



VineConnections.com

ARGENTINE WINE HISTORIC TIMELINE

ROOTS + REBELLION

- **1551** - Spanish Missionaries bring the first *Vitis vinifera* vines (Listan Prieto from the Canary Islands) to the New World.
- **1561** - Spanish Pedro Ruiz del Castillo crosses from Chile to Argentina, declares Spanish rule over the native Huarpe people and founds Mendoza.
- **1595** - Local wine production thrives. King Philip II of Spain bans new vineyard planting and limits production. Argentina doesn't abide.

WAVE OF IMMIGRATION

- **1861** - Argentina gains independence.
- **1847-1939** - 7 MILLION immigrants arrive to Argentina (fueled by Italy and Spain), bringing their viticultural and winemaking skill.
- **1853** - Frenchman Michel Aime Pouget brings Bordeaux varietal cuttings to Mendoza and establishes the government sponsored La Quinta Normal vine nursery.
- **1857** - The first train runs in Argentina, eventually connecting Mendoza to Buenos Aires in 1885.
- **1915** - Only 2% of wine consumed in Argentina is imported (down from 65% in 1880).

ROCKY ROAD

- **Early 1900's** - Bulk production rises, wine quality plummets, economic corruption strains the industry.
- **1976-1983** - 'The Dirty War' (Military Dictatorship) where an estimated 30,000 civilian oppositionists disappear.
- **1982-1992** - 36% of the existing vineyards are removed in Mendoza.

REVIVAL, RISE, RECOGNITION

- **1987** - Michel Rolland arrives in Argentina, beginning in Salta.
- **1989** - Paul Hobbs begins consulting with Nicolas Catena.
- **1994** - Catena Zapata produced the first exported 100% Malbec.
- **1995** - Alberto Antonini establishes Altos Las Hormigas and buys 535 acres for \$100k.
- **1998** - Santiago Achaval establishes Bodega Achaval-Ferrer with Robert Cipresso.
- **1998** - Michel Rolland brings 7 Bordeaux families to Uco Valley and develops Clos de Los Siete, 2100 acres. As large as Pomerol.
- **1999** - Official Argentine Wine Appellations (IG's) established by the INV.

REVOLUTION

- **1999** - Vine Connections is founded by Ed y Nick, importing the first premium Argentine wine portfolio into the US market.
- **2006** - Mendoza named one of the nine Great Wine Capitals of the World.
- **2013** - Paraje Altamira officiated as first Argentine Wine region (IG) that is based on quality of terroir and not a political boundary.
- **1993-present** - Total US export dollars of Argentine Malbec increases from \$24m to \$936 million.



AREYNA



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

WHY DOES AREYNA STAND OUT?

- Rethinking a classic, historic wine region to reveal freshness and innovation, Areyna's estate wines are full of bright flavors and inspiring energy.
- Dubbed the "punks of Luján" for their nonconformist outlook on winemaking in the region.
- Areyna loosely translates to "sand" in Spanish, referring to the 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.

TORRONTES: A fresh and aromatic wine with a tight profile, elegant tension and beautiful citrus notes. The grapes are harvested from a pergola style vineyard located in Cafayate (Salta).



BODINI



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

WHY DOES BODINI STAND OUT?

- 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.
- Winemaker Jimena Lopez (Graffito) has made wine for over 18 years all around the world. She is passionate and dedicated with tenacious drive and unmatched attention to detail.
- 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. Fruit and spice on the palate balanced by notes of fresh fruits like plums and blackberries.

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



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

WHY DOES CASARENA STAND OUT?

- 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.
- Focused on Cabernet and Cabernet blends - the true strength of the appellation and some of the oldest plantings in Mendoza.
- The name “Casarena” is a creative merging of the Spanish words “casa” (house) and “arena” (sand), and is a tribute to their restored 1930s winery made of sand-colored stone and the sandy soil that their estate is built on.

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 VYD. CABERNET: Single vineyard Cab from the best block of this 80-year-old pergola style vineyard planted with original vines.

NAOKI’S VYD. 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*

Chaman



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

WHY DOES CHAMAN STAND OUT?

- Chaman is Luis Reginato's homage to the vineyard wisdom handed down by his father and wine mentor, or 'chaman,' José Reginato.
- 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.
- Less common varietals like Cabernet Franc and Petit Verdot make Chaman stand out in a Malbec-dominated category.

WINES

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*

graffito



Brilliant and meticulous winemaker Jimena Lopez shows her talents with beautifully crafted wines from old vines.

WHY DOES GRAFFITO STAND OUT?

- Winemaker Jimena Lopez handles all aspects of Graffito from vine selection to the final blend with a precise attention to detail.
- Jimena believes so deeply in her wine quality that she puts her fingerprint stamp of approval right on the label.
- 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.

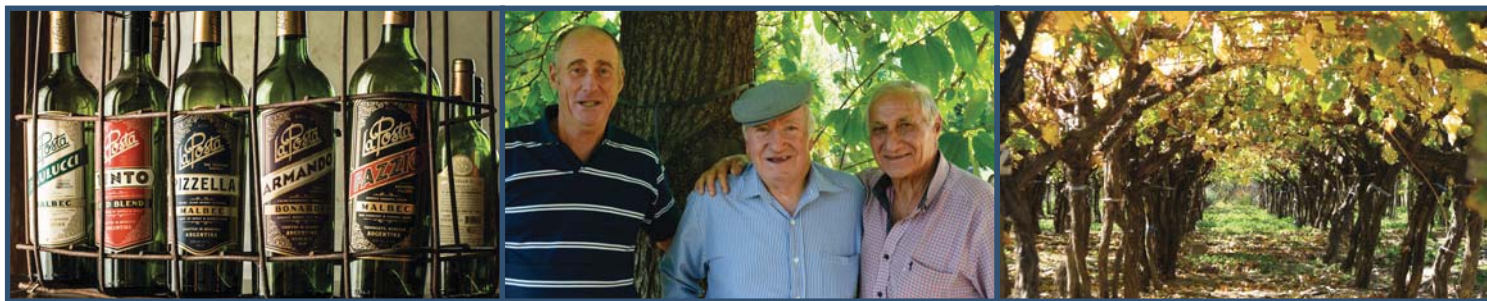
WINES

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

CABERNET FRANC: Jimena made this wine to experiment with one of her favorite varietals. Made from 24-year-old vines, this wine has balance, elegance, and varietally spicy characteristics.



90+ scores on every vintage since 2009 [Graffito Malbec]



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?

- 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.
- Laura Catena and winemaker Estela Perinetti create complex and approachable wines that truly overdeliver in both presentation and quality.
- 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.

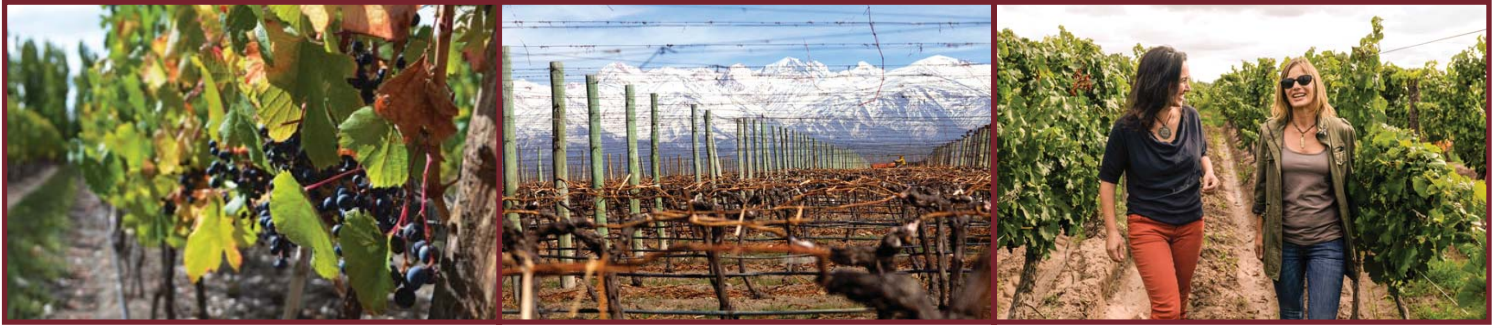
FAZZIO MALBEC: 'Never slow down' and dance in Tupungato with Domingo Fazio with his Malbec full of supple tannins, red currant, and mocha notes.

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

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?

- As a wine industry leader, 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.
- 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.
- 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

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 ranked twice on Wine Spectator's Top 100 List

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?

- Using his French winemaking experience, Roberto de la Mota has led Argentina's winemaking movement toward world-class wine production.
- Mendel has solidified Argentina's place as a premier world wine producer with seamless, consistent, and polished wines.
- 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 (Luján de Cuyo) 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 enticing floral aromas and black fruit flavor.



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

- Robert Parker's *The Wine Advocate*

REGINATO



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

WHY DOES REGINATO STAND OUT?

- Handcrafted from grape to bottle, Reginato wines' artisan-quality makes them some of Mendoza's most sought-after sparkling wines.
- Unlike other "factory" sparkling wine producers in Mendoza, Pepe and his father José personally manage the whole process themselves from grape to bottle.
- 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

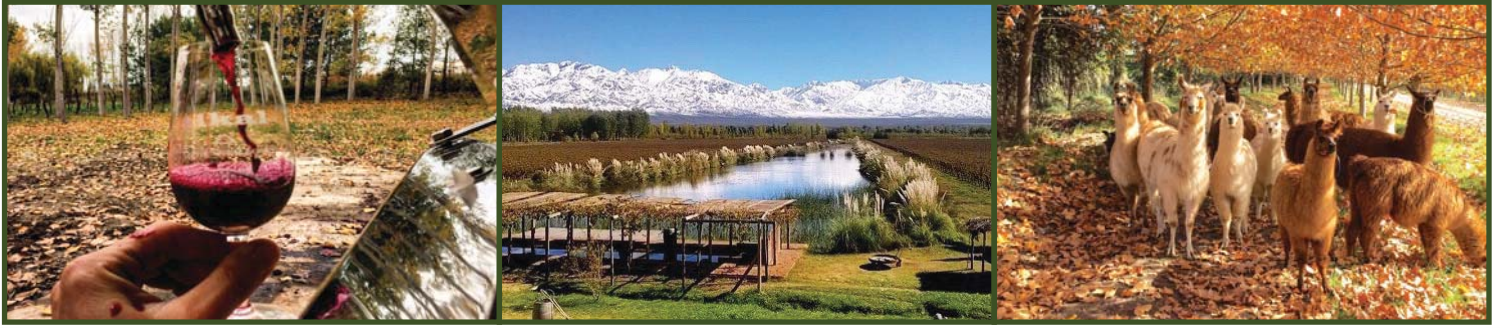
CELESTINA ROSÉ OF MALBEC: A rare vintage and pink sparkling wine aged 18 months and made using méthode champenoise. It is named after the family's late matriarch, Celestina, whose name means "matchmaker" in Spanish. This Rosé is crisp and refreshing with notes of floral spice, and an amazing elegant finish.

ROSÉ OF MALBEC: A medium-bodied Rosé made using the Charmat Method. This wine is perfect alone or paired with food. Try paired with seared ahi tuna, roasted turkey or fresh berries.



"Flavorful sparklers with a nice sense of place."
- Beverage Testing Institute

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?

- Ernesto Catena gives a rebellious edge to Tikal's outstanding quality with his artistic, free-spirited approach to winemaking.
- 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.
- 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 blend of Malbecs from different appellations in Mendoza. Amorio, or 'Love Affair' represents the deep and enduring feelings the Argentine people have toward the Malbec grape.

JUBILO: Cabernet lovers will 'Rejoice' when realizing their favorite varietal gets even better with the soft touch of Malbec.



Tikal Patriota 2012 is #14 on the Top 100 List
- Top 100 List 2014, Wine Spectator