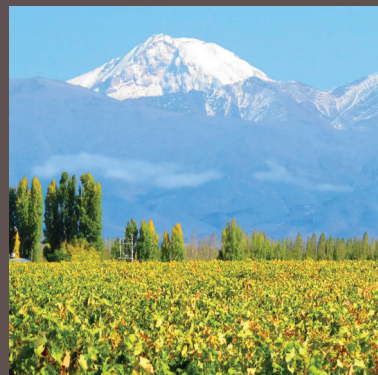
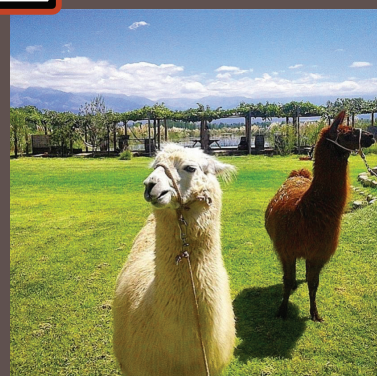




# THE ESSENTIAL GUIDE TO ARGENTINA

VINE CONNECTIONS

LEADING WINE PORTFOLIO



VINE CONNECTIONS

Copyrighted material, May 2021



# 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 & Nick*



## 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, Vistalba

**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

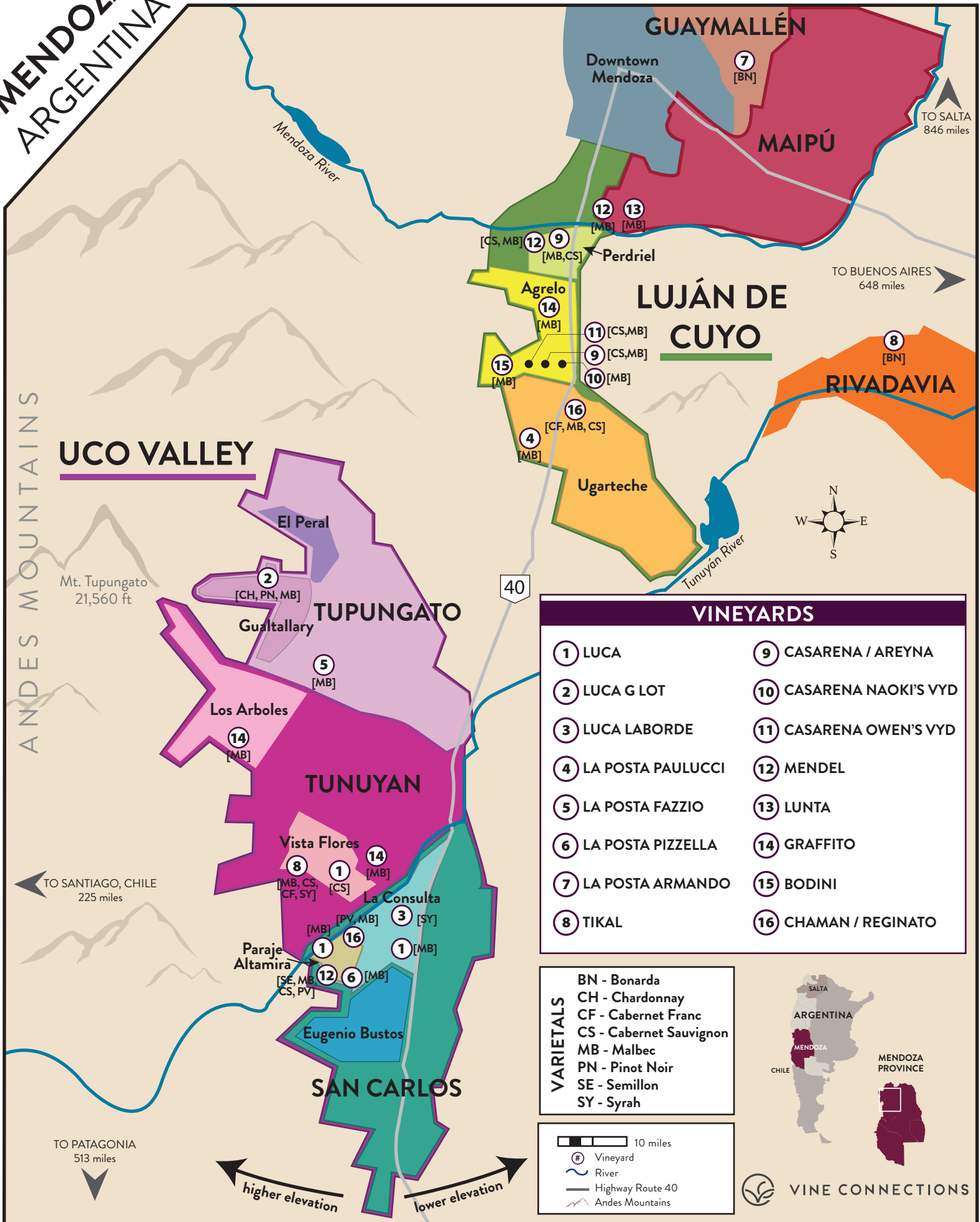
## CUYO

## ATLANTIC



# VINEYARD MAP

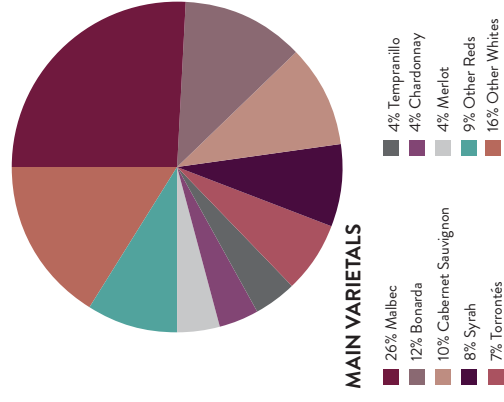
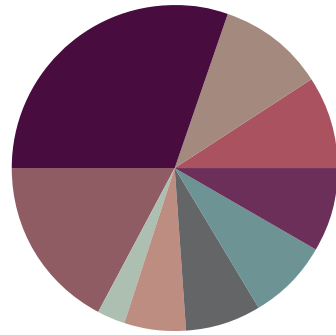
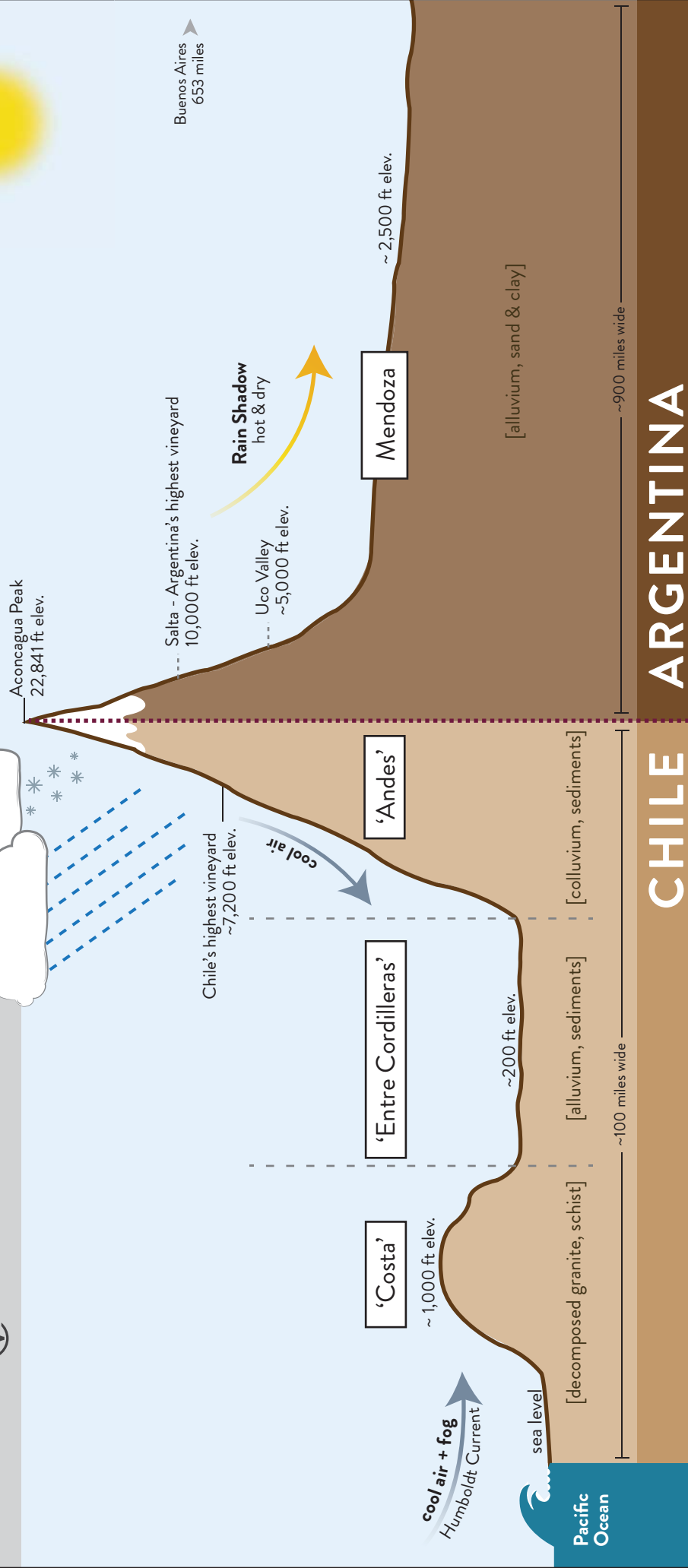
MENDOZA  
ARGENTINA



# WINEMAKING ACROSS THE ANDES



VINE CONNECTIONS

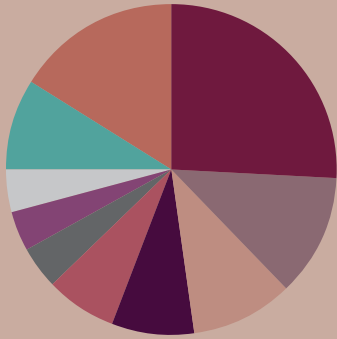


First Planted:	1548	1551
First Bordeaux Varietals:	1851	1853
Total Wine Production:	6 <sup>th</sup> largest wine producer	5 <sup>th</sup> largest wine producer
Total Acreage Planted:	350,687 acres	504,485 acres
Winemaking Latitudes:	27° S (Atacama)	22° S (Salta)
Winemaking Elevations:	41° S (Osorno, Patagonia)	39° S (Neuquen, Patagonia)
	1,000ft ('Costa')	2,500ft (Mendoza)
	200ft ('Entre Cordilleras')	5,000ft (Uco Valley)
	7,200ft ('Andes')	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.



# 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**

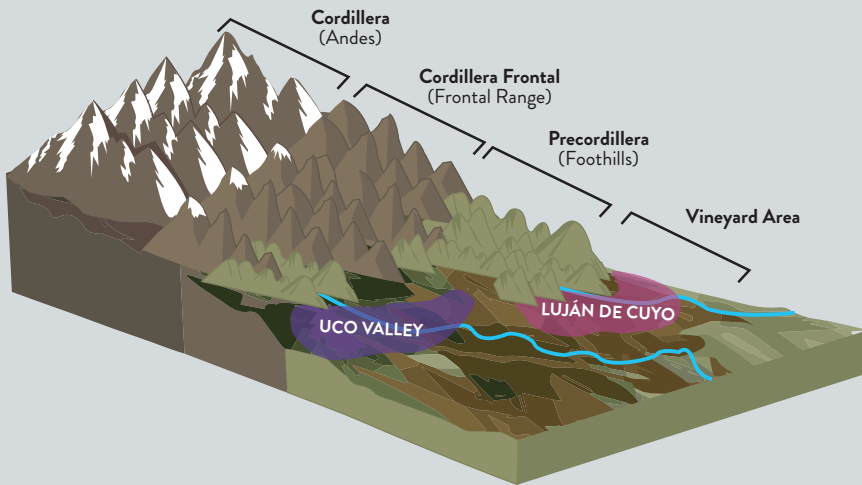
Irrigation comes mostly from Andes snowmelt.



**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



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



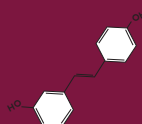
## RULES OF TASTE



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

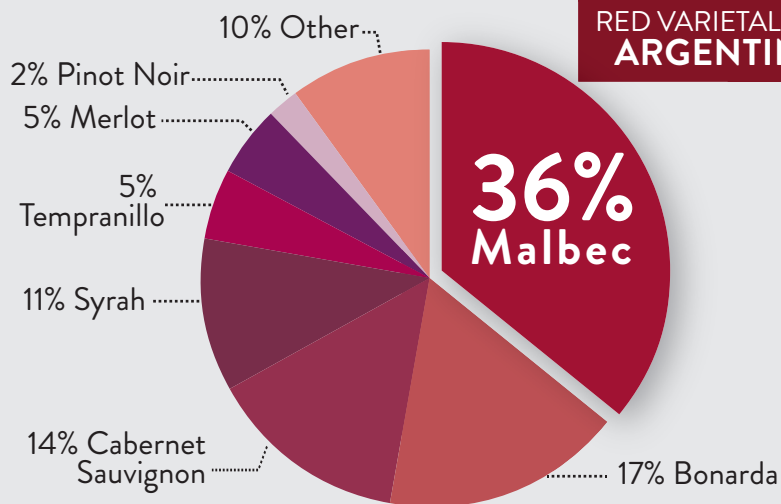


Argentine grapes have the longest "hang time" in the world, which creates balanced wines with ripe fruit flavors and smooth tannins.

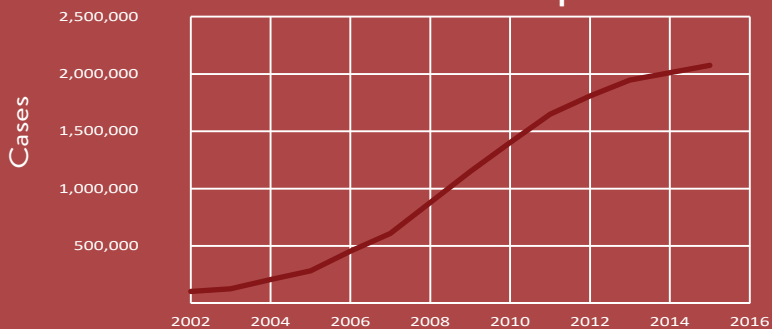


Argentine Malbec has the highest polyphenol count of any wine in the world, which improves flavor and aging potential.

## 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:**



#### TUNUYÁN

**AVG. ELEVATION:** 3,000 ft

**TASTE:** plum, black fruit, violets, good acidity

**TRY:**

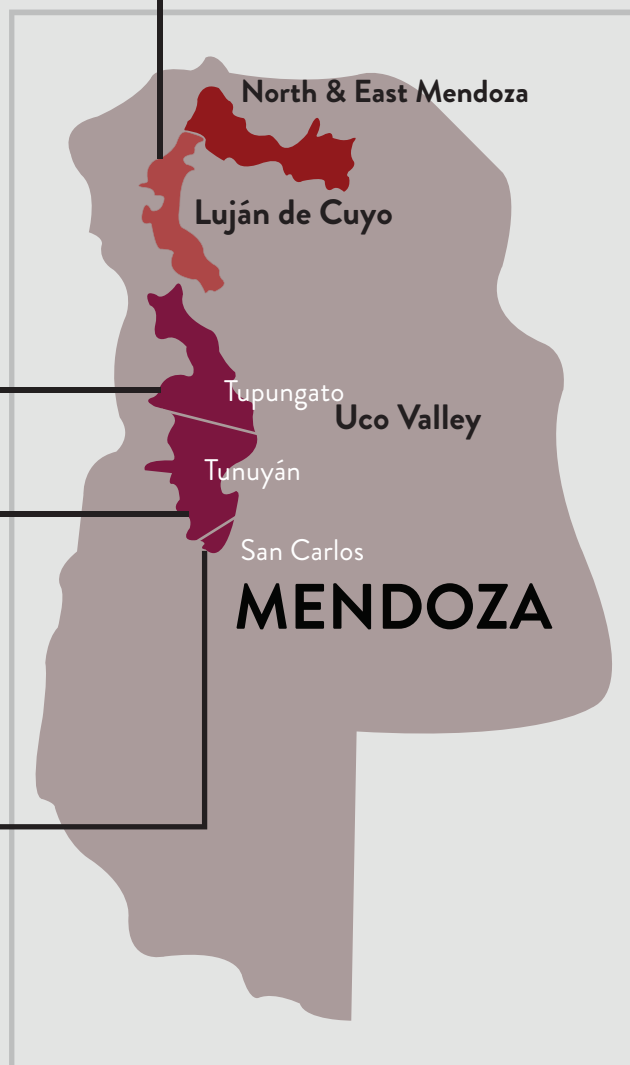


#### SAN CARLOS

**AVG. ELEVATION:** 3,500 ft

**TASTE:** dark berries, complex structure, minerality, tannins

**TRY:**



INFOGRAPHIC PROVIDED BY VINE CONNECTIONS

[www.vineconnections.com](http://www.vineconnections.com)



# CRITICS APPLAUD VINE CONNECTIONS' ARGENTINA PORTFOLIO

31 WINES SCORE 90+ POINTS

## AREYNA

Cabernet Sauvignon	2019	90 JS		
	2018	90 D		
Malbec	2019	92 JS		
	2018	90 D		
Torrontes	2019	91 JS	90 D	

## BODINI

"Wonderful Value"  
- James Suckling

Malbec	2019	90 JS		
	2018	90 JS		

## graffito

"Balanced, elegant, delicious."  
- The Wine Advocate

Malbec	2018*	91 JS	91 V	
	2017	92 JS	90 WA	90 V
Cabernet Franc	2017	93 JS	92 TA	91 V

## CASARENA

Owen's SV Cabernet	2019	91 WA		
	2018*	94 D	92 JS	92 V
Naoki's SV Malbec	2018*	93 D	92+ WA	91 JS
	2017	94 D	93 TA	91 V
Lauren's SV Cabernet Franc	2019	92 WA		
	2018*	94 D	92 WA	91 V

## La Posta

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

Pizzella Malbec	2020	90 WA		
	2019	93 D	91 JS	91 WA 90 V
Fazzio Malbec	2019	93 JS	93 D	90 V 90 W&S
	2018	92 JS		
Paulucci Malbec	2020	90 WA		
	2019	92 JS	92 D	90 WA
Armando Bonarda	2019	90 JS		
	2018	91 JS		
Tinto Red Blend	2019	91 JS		
	2018	92 JS		

## LUCA

Luca Malbec ranked #4  
"Top 100 Enthusiast Wines for 2020"  
- The Wine Enthusiast

Old Vine Malbec	2019	92 WA		
	**2018	94 JS	93 WE	92 WA 92 W&S
			**#4 Top 100 List	
Malbec Paraje Altamira	2019	92 WA		
	2018	92 V	91 WS	91 WA
Chardonnay	2020	92 WA		
	2019	94 JS	94 D	93 WA 90 WS
Pinot Noir	2018	94 JS	92 TA	92 WA 90 V
	2015	92+ WA	91 V	
Syrah	2019	90 WA		
	**2018	94 JS	94 D	90 WA 90 V
			**Top 100 Value Wine	
Beso de Dante	2019	92 WA		
	2016	92 JS	92 D	90 V
Nico	2018	93 WA		
	2017	93 WE	92 WA	92 JS 91+ V

## MENDEL

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

Malbec	2019	92 WA		
	2018	94 JS	92 D	91 V 91+ WA
Cabernet Sauvignon	2019	93 D	91 WA	
	2018	95 JS	93 TA	
Semillon	2020	92 WA		
	2019	94 JS	94 WA	94 D 93 V
Unus	2019	93 WA		
	2018	94 D	94 WA	
Finca Remota	2018*	95 D	95 WA	
	2017	96 JS	95 TA	94 WE 94 WA

## tikal

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

Patriota	2018	90 WA		
	2017	93 JS	91 V	90 WA
Natural	2018	91 WA		
	2017	93 JS	92 V	91 WA
Amorio	2018	92 WA		
	2016	93 WE	92 JS	92 WA 91 V
Jubilo	2017	91 WA		

## LUNTA

"A fruity, easy wine" - James Suckling

Malbec	2018	91 JS	90 WA
	2017	92 JS	90 D

WA = The Wine Advocate V = Vinous Media W&S = Wine & Spirits JS = James Suckling  
WE = Wine Enthusiast D = Descorchados by Patricio Tapia TA = Tim Atkin

\*future vintage  
APRIL 2021

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.





# 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

**LAUREN'S VYD. CABERNET FRANC:** An expressive & elegant Cabernet Franc from Agrelo, one of Mendoza's top terroirs for Cabernet Franc grapes.

**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.



IMPORTED BY  VINE CONNECTIONS

# 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 100 year 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.





La Posta, or tavern, celebrates Argentina's best small family growers who meet at the end of the day to share a story and a glass of Malbec.

## 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 Luis Reginato 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 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.



# 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

**OLD VINE 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.

**MALBEC, PARAJE ALTAMIRA:** This Malbec is from the newly designated sub-appellation Paraje Altamira in the Uco Valley. Available exclusively at restaurants and wine bars.

**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.





# MENDEL



Mendel wines are classic and timeless, combining Roberto de la Mota's prestigious winemaking skills and 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.



# 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.

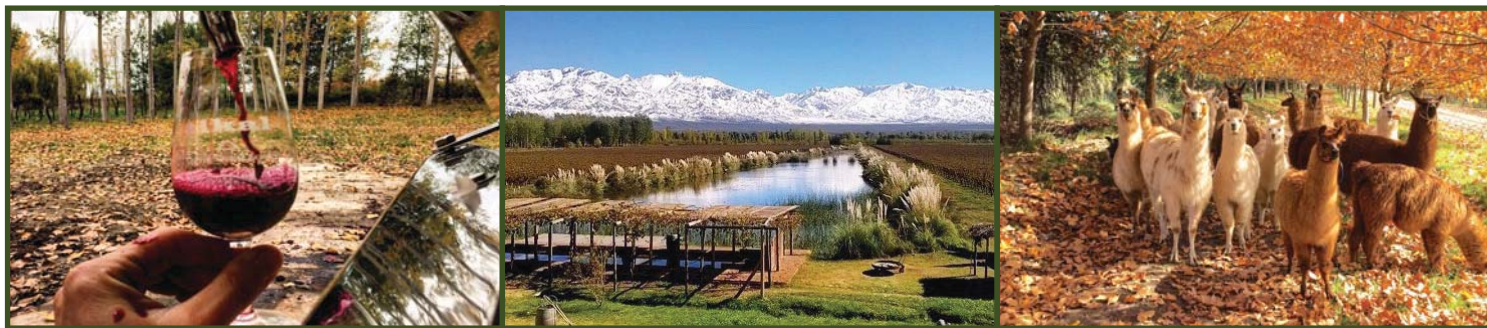
## WHY DOES REGINATO STAND OUT?

- 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—

**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.





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