

THE
Essential Guide
TO

THE
NEW CHILE

IMPORTED BY
Vine Connections

★★★★★



VINE CONNECTIONS

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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.

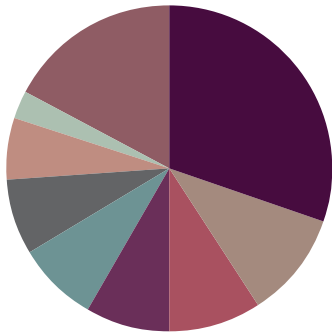
5. I have been in the wine business for almost 30 years, but it feels like yesterday when I was driving cases of wine in my Nissan Sentra making sales calls and deliveries to Southern California.

Ed y Nick

CHILEAN WINE 101

MAIN VARIETALS

Percent of acres planted



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



350.5K
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

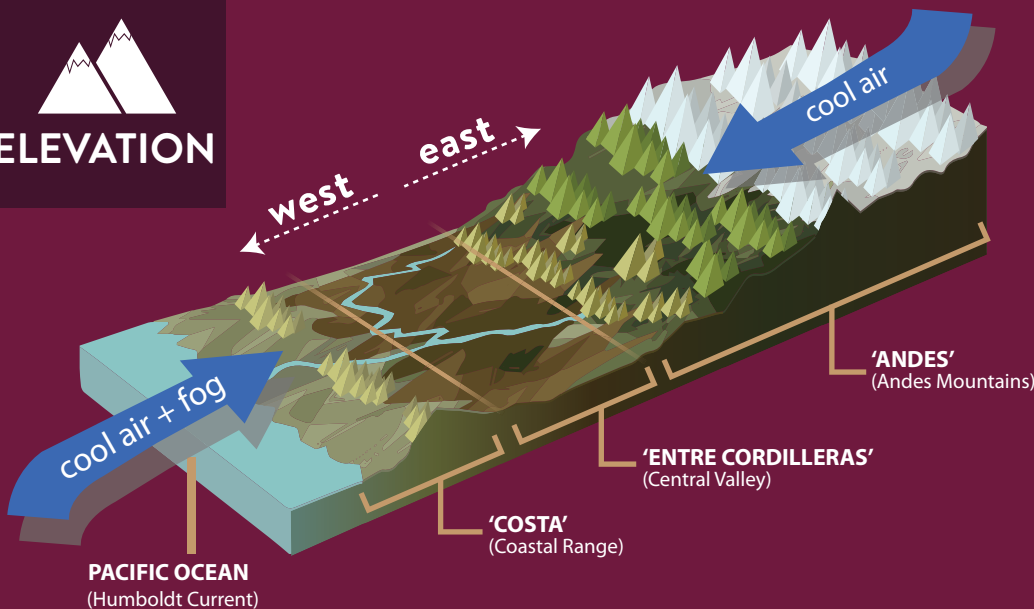
warm, dry

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.)



SOIL



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



Chile has never had a Phylloxera outbreak.

PROTECTED TERROIR

ATACAMA DESERT

PACIFIC OCEAN
VINEYARD AREA
ANDES

PATAGONIA

CHILE IN NUMBERS

2,700
miles in length

1,100
mile stretch of
viticultural regions

100
average miles
in width

80%
landmass is mountains

450+
years of winemaking
history

18
winemaking valleys

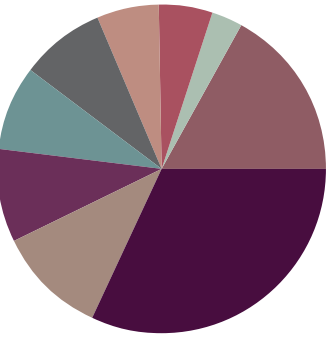
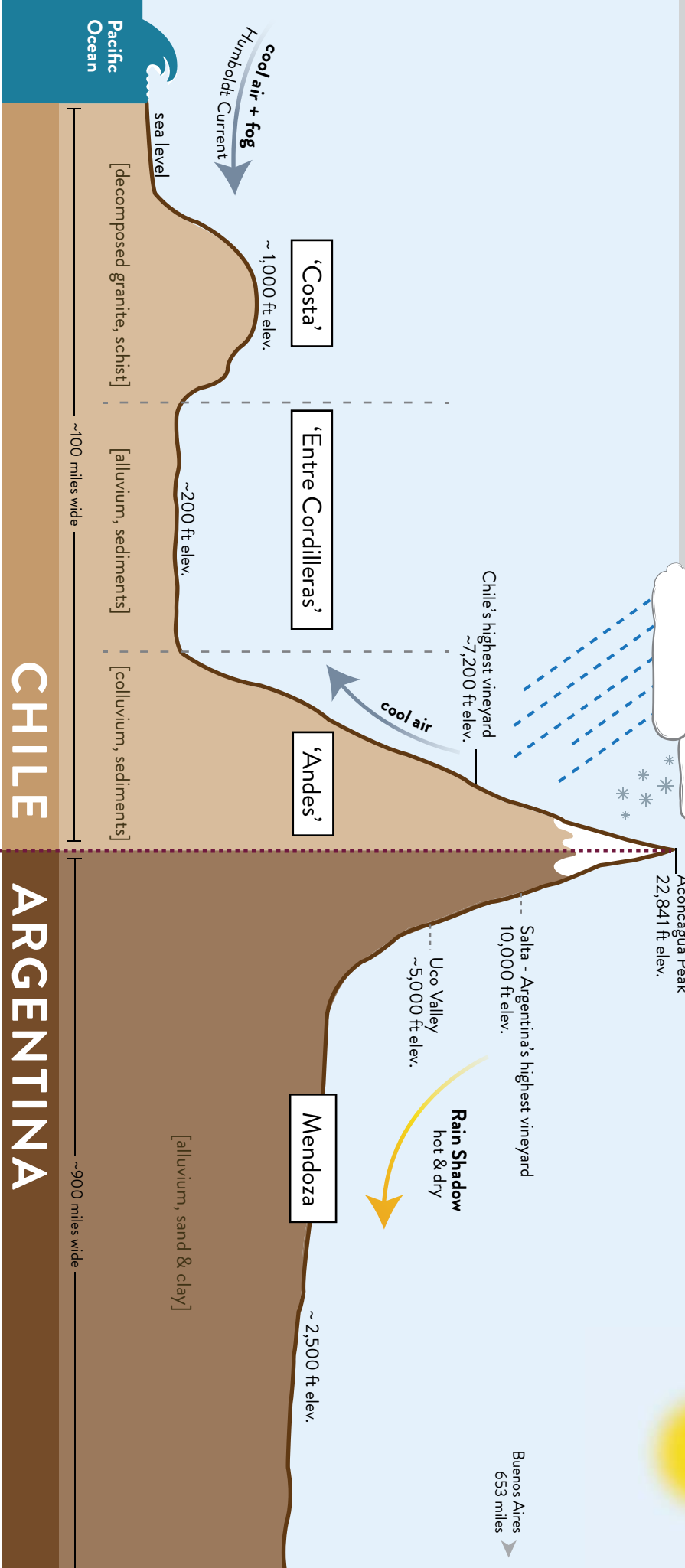
27/41°S
latitude bracket of
winemaking regions



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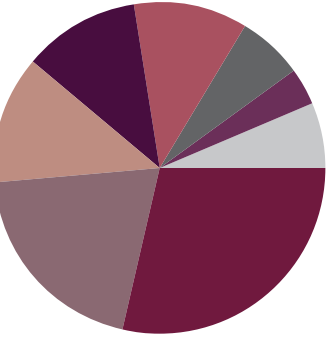
THE
NEW CHILE

WINEMAKING ACROSS THE ANDES



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

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:	339,997 acres	504,485 acres
Winemaking Latitudes:	27° S (Atacama)	22° S (Salta)
	41° S (Osorno, Patagonia)	39° S (Neuquen, Patagonia)
Winemaking Elevations:	1,000ft ('Costa')	2,500ft (Mendoza)
	200ft ('Entre Cordilleras')	5,000ft (Uco Valley)
	7,200ft ('Andes')	10,000ft (Salta)
Average Rainfall:	1.18in (Elqui), 47.24in (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**
- 23% Malbec
 - 16% Bonarda
 - 10% Syrah
 - 9% Cabernet Sauvignon
 - 9% Torrontes
 - 5% Tempranillo
 - 4.9% Chardonnay
 - 3% Merlot



CHILE Wine Regions



ACONCAGUA REGION

ACONCAGUA VALLEY

CASABLANCA VALLEY

SAN ANTONIO VALLEY

LEYDA VALLEY

SOUTH REGION

ITATA VALLEY

BÍO-BÍO VALLEY

MALLECO VALLEY

AUSTRAL REGION

CAUTIN VALLEY

OSORNO VALLEY

ATACAMA REGION

COPIAPÓ VALLEY

HUASCO VALLEY

COQUIMBO REGION

ELQUI VALLEY

LIMARÍ VALLEY

CHOAPA VALLEY

CENTRAL VALLEY REGION

MAIPO VALLEY

RAPEL VALLEY

CACHAPOAL VALLEY

COLCHAGUA VALLEY

CURICÓ VALLEY

MAULE VALLEY

ATACAMA DESERT

ANDES MOUNTAINS

ANDES MOUNTAINS

70.6° W
SANTIAGO

La Serena

Valparaíso

San Antonio

San Felipe

Mt. Aconcagua
Elev 22,841'

Mt. Tupungato
Elev 21,500'

SANTIAGO

Rancagua

Santa Cruz

Curico

Talca

Chillán

Concepción

Angol

Temuco

★ MENDOZA (ARG)

Map Key

- ★ Capital
- ★ City
- Large Town
- Small Town
- ▬ Highway
- River

CHILE

from **SANTIAGO**
to LA SERENA= 296 mi N
to COPIAPO= 500 mi N
to MALLECO= 383 mi S
to OSORNO= 560 mi S
to MENDOZA=226 mi NE

SANTIAGO AREA ENLARGED

0 60 km
0 30 miles

CHILE'S GEOLOGY OF TERROIR

And Where It's Found Around The World

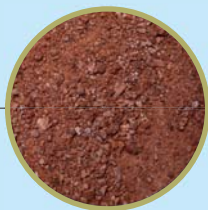
LIMESTONE

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



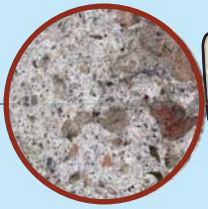
BASALT

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



TUFF

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



PACIFIC OCEAN

ATACAMA DESERT

30° S



ANDES MOUNTAINS

Mt. Aconcagua
Elev 22,841'

Mt. Tupungato
Elev 21,500'

★ SANTIAGO

ARGENTINA

38° S

PATAGONIA

100 miles



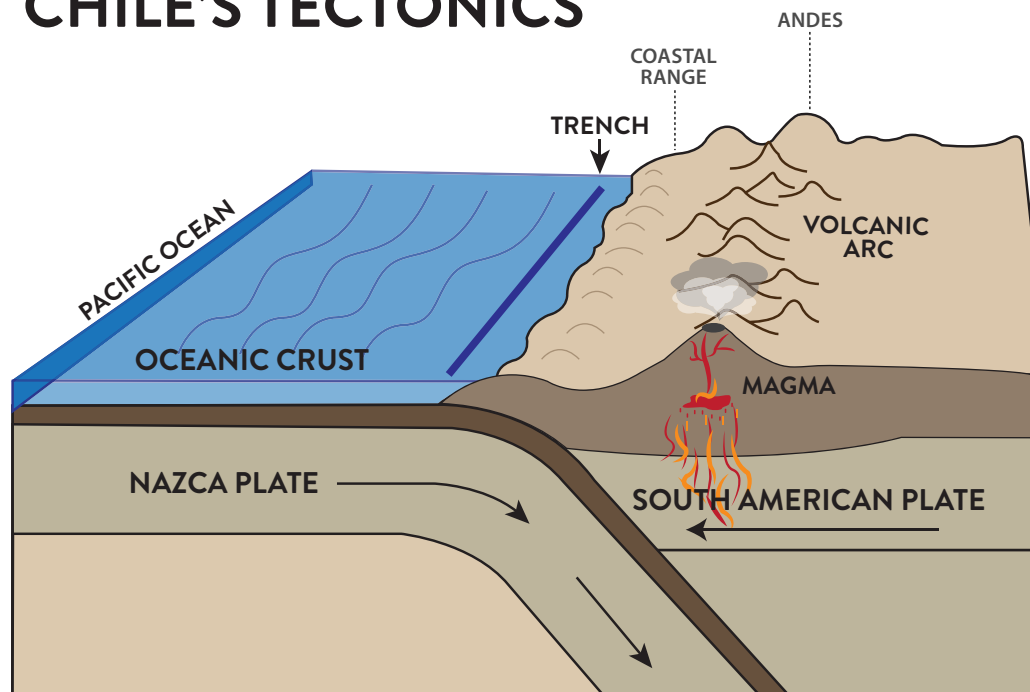
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THE
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TASTE THE ROCK

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

CHILE'S TECTONICS



CRITICS RAVE FOR THE NEW CHILE

90+ POINTS ON 26 WINES

Amayna

Ranked Best Sauvignon Blanc & Best of Leyda
- Descorchados 2018

Pinot Noir	2016	93 D	91 W&S	91 JS
	2015	91 JS		
Sauvignon Blanc	2019*	92 TA		
	2018	95 D	94 W&S	91 JS

Casa Silva

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

Carmenere, Cuvee Colchagua	2018	90 JS	90 WE
	2017	90 JS	90 D
Carmenere, Los Lingues	2019	93 JS	
	2018	91 V	
Cabernet Sauvignon, Los Lingues	2017	91 JS	
Microterroir	2012	93 JS	93 D
	2011	91 JS	91 WA
Lago Ranco Sauvignon Blanc	2017	90 JS	
S38 Cabernet Sauvignon	2017	92 V	91 TA
	2016	93 JS	93 D

AQUITANIA

"Very good balance and elegance."
- The Wine Advocate

Lazuli	2016	93 TA	92 WA	91 WE
				<i>*Cellar Selection</i>
Cabernet Sauvignon	2016	90+ WA		
	2015	91 JS	91 W&S	90 WA

Boya

Wine & Spirits' Best New World
Sauvignon Blanc 2 years in a row.

Sauvignon Blanc	2019	90 V		
	2018	94 D		
Pinot Noir	2017	90 D		
Rosé	2019	89 V		
	2018	92 D	90 JS	

P. S. GARCIA

"Full and polished. Shows clarity and brilliance"
- James Suckling

Bravado	2018	93 TA	91 V	90 WA
	2016	93 WA	93 W&S	
			<i>*Best Buy</i>	
Facundo	2014	93+ WA	92 WE	92 JS
	2012	92 JS	92 V	92 WA
VIGNO	2015	95 WA	95 JS	94 D
	2014	94 WA	92 JS	

J. BOUCHON

2017 Wine & Spirits Magazine Top Ten Wineries to watch

CantoSur	2018	92 D	90 W&S	
			<i>*Best Buy</i>	
Cabernet Sauvignon	2017	90 WA	90 V	
	2016	90+ WA		
Pais Viejo	2019	90 WA		
Pais Salvaje	2019	92 WA	92 TA	91 V
Pais Blanco	2019	90+ WA		

SOLdeSOL

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

Chardonnay	2017	93 V		
Pinot Noir	2014*	92 JS	91 WA	
	2013	91 WA		

MAYU

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

Carmenere - Syrah	2017	90 WA		
Sauvignon Blanc	2019	90 WA		
Pedro Ximenez	2019	90+ WA		

WA = The Wine Advocate V = Vinous Media (formerly Stephen Tanzer's Int'l Wine Cellar) W&S = Wine & Spirits ^{*future vintage}
JS = James Suckling WE = Wine Enthusiast D = Descorchados by Patricio Tapia TA = Tim Atkin

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VineConnections.com

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?

- Amayna was one of the first wineries to establish the Leyda appellation in the late 1990s when Garcés Silva family recognized the incredible, overlooked potential of Chile's San Antonio coast for premium viticulture.
- Amayna's boutique, gravity-fed winery is designed for quality winemaking and environmental sustainability.
- Amayna vineyards have an unobstructed view of the ocean and are located seven miles inland from the coast. The word "amayna" in Chile loosely translates to "the calm after the storm" - that ominous yet peaceful feeling that you only experience around the ocean.

WINES

SAUVIGNON BLANC: Ocean breezes bring a savory saline balance to the wine's intense fruit character. A beautiful wine with balanced acidity and expressive notes of tropical fruits such as mango, pineapple and passion fruit.

PINOT NOIR: A rich and coastal Pinot that has world-class elegance and quality. The influence of the sea and soil combined with slow ripening make for a deep ruby-red wine with a touch of violet and great aromatic complexity.



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

- Stephen Tanzer, International Wine Cellar

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?

- Aquitania was one of the first small-production, boutique wineries in Maipo.
- Aquitania Cabernets have a true 'Macul' style: earthy, herbal, reminiscent of Bordeaux.
- 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.



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

- 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?

- Boya vineyards are some of Chile's closest vineyards to the ocean, located five miles from the coast with direct exposure.
- Early harvest and young vineyards provide vibrancy and freshness in the wines.
- 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. Intense nose of fresh fruits like strawberry, red cherries and plenty of floral aroma.

SAUVIGNON BLANC: The perfect balance of lime-tinged fruit and natural acidity with a clean, refined finish. An attractive nose of fresh white flowers and pineapple with hints of mango and passion fruit.

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.



"Fresh, young, citric, exotic."
- Luis Gutierrez, *The Wine Advocate*

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Casa Silva



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

WHY DOES CASA SILVA STAND OUT?

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

WINES

SAUVIGNON GRIS: A rarely-seen varietal harvested from vines planted in 1912.

CARMENERE CUVÉE COLCHAGUA: This wine elevates the conversation about less-expensive Carmenere.

CARMENERE LOS LINGUES: A single-vineyard wine showing an Andean-climate expression of Carmenere.

S38 CABERNET SAUVIGNON: S38 marks a single, small soil block in Casa Silva's iconic Los Lingues vineyard.

CABERNET SAUVIGNON LOS LINGUES: A single-vineyard wine showing an Andean-climate expression of Carmenere.

MICROTERROIR: The result of groundbreaking research aimed at defining Carmenere's potential in Chile.



J. BOUCHON



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

WHY DOES J. BOUCHON STAND OUT?

- J. Bouchon's Canto Norte blend represents their French ancestry (Merlot/Cabernet Sauvignon/Cabernet Franc), and the Canto Sur blend represents their Chilean roots (Carmenere/Carignan/old vine Pais).
- J. Bouchon's fresh, unoaked blends show natural structure and character of the vineyards.
- 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 Carmenere, 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 wild in the trees next to the vineyards. 100% organic, 100% dry-farmed, 100% wild.

PAIS SALVAJE BLANCO: Harvested lighter clusters from the wild pais vines and aged in an ancient tinaja (clay amphora) with native yeast with no filtration.

PAIS VIEJO: 'Old Pais' is a wine with history. Made with Pais grapes from over 100-year-old Gobelet vines planted in the dry-farmed, coastal region of Maule.



Descorchados Winery of the Year
- Descorchados 2017

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P.S. GARCIA



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 P.S. GARCIA STAND OUT?

- P.S. Garcia's micro-boutique winemaking is small, hands-on, and with 3 wines adding up to only 750 cases imported to the US.
- P.S. Garcia works with growers from Chile's finest, old vine vineyards in Maule (VIGNO) to preserve Chile's 'ancestral viticulture'.
- 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 of 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.



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

- Luis Gutierrez, Robert M Parker Jr.'s *The Wine Advocate*

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?

- 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.
- Mayu's Pedro Ximenez is harvested from one of the highest elevation vineyards in Chile at 6,320 feet.
- 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 at 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.



"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*

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?

- Felipe de Solminihaac was the first to ever plant vines in Malleco after being inspired by the cooler, rainy climate similar to Burgundy and Oregon.
- Sol de Sol uncovered a new region and created a new category of world-class, age-worthy Chilean Chardonnay.
- 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.



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

- Luis Gutierrez, Robert M Parker Jr.'s *The Wine Advocate*

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