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### **QUINTESSENTIAL BRINGS PROVENÇAL ROSES TO US**

Napa, CA – Quintessential, the family owned-and-operated wine import, sales and marketing company based in Napa, CA is bringing to the US the French Roses of Chateau Ferry Lacombe, a family owned winery in the fabled Provence region of Southern France.

Stretching over 130 hectares of vineyards and forest in the Vallee de l'Arc, between Mount Sainte-Victorie and the Aurelien hills in the valley between Aix-en-Provence and Saint Maximin, Ferry-Lacombe sits on some of the richest terroir in the region. The Ferry family moved here in 1442, accompanying France's Le Bon Roi Rene (Good King Rene) to Aix-en-Provence, where they stayed until 1820. After a succession of families who farmed the land, it was finally planted with vineyards at the turn of the 21<sup>st</sup> Century when Michel Pinot bought the land and realized a life-long dream to make fine wines.

Fifty-five hectares of Ferry Lacombe vines surrounding the Chateau and on the foothills of the Aurelien hills and Mount Olympe are grown in the calcareous clay soil classified Cotes de Provence. Eleven hectares of vines at the foot of Mount Sainte-Victorie flourish in soil containing crushed pebbles created when the mountain was formed. It is from these vineyards

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that the Syrah, Grenache and Cinsault used to make Ferry Lacombe's top Estate Roses are chosen. Natural farming practices are employed, including a careful "tilling" of the soil (loosening the earth) with the onset of winter, and chiseling it to promote deep root growth. Ploughing and exposing the roots help negate the need for herbicides.

Michel's son Matthieu (with help from a viticulturist and winemaker) oversees all wine production, from the vines to the bottles. His sister Alexandra (who worked in marketing for major French supermarkets such as Carrefour and Monoprix), along with their father, handle the marketing, sales and export of the wines. Michel lives in the Chateau that is the focal point of the picturesque vineyards and forest surrounding it, built in the early 20<sup>th</sup> Century, with both Matthieu and Alexandra, and their families, living nearby.

According to Dennis Kreps, co-owner of Quintessential, with his father Stephen D. Kreps, "From France's 'cradle of rose,' Ferry Lacombe is producing some of the freshest and most sophisticated Roses my dad and I have ever tasted. Like many of the other family owned-and-operated wineries we represent, they are dedicated to making the best wines from the terroir with as little manipulation of the grapes as possible. We're very pleased that they have joined our portfolio."

Quintessential is bringing in two of their top Roses, Haedus (a four-varietal wine produced from the grapes of Ferry Lacombe's youngest vines and aptly named after a young star in the Auriga Constellation) and Mira, made from the more traditional Grenache and Syrah

combination. Both come in tall, elegant “rose-style” bottles with a distinctively “modern art” typeface of the F and L initials of Ferry Lacombe on the bottle. They have suggested retail pricing of \$21.99 for Haedus and \$16.99 for Mira.

For further information on Ferry Lacombe wines, please go to the Quintessential website, [www.quintessentialwines.com](http://www.quintessentialwines.com) or call (707) 226-8300.

Bottle photos and label art are available.

***Founded in 2002 by father and son, Stephen D. and Dennis Kreps, Quintessential is a family owned-and-operated import, marketing and sales company headquartered in Napa, CA. It is dedicated exclusively to representing multi-generational, family owned-and-operated producers who have the same passion for winemaking as Quintessential has in strategically marketing and selling their wines. These producers, from most of the top wine regions around the world, create wines that offer the best, most authentic expression of the grapes from their respective vineyards.***

*In addition to Chateau Ferry-Lacombe, Quintessential’s roster of “top-quality” family producers include Bodega Valentin Bianchi, New Age, Senusal and LTU from Argentina; Henry’s Drive, Pillar Box, Shirvington, Paringa, 3 Rings, Kay Brothers and Frankland Estate from Australia; California’s Ironstone Vineyards, Eponymous and Two Angels; Brazil’s Bodegas Perini and Macaw wines; the Chilean wines of Matetic Vineyards, Vina Koyle and Terrapura; Les Vins Georges Duboeuf (starting January 1, 2016), Gustave Lorentz, Cachette and Esprit du Rhone from France; the Karolyi Estate wines from Hungary; Villa Huesgen rieslings from Germany; Italy’s La Mannella, Attilio Ghisolfi, Paolo Manzone, Luca Bosio, Bel Colle, Ascevi Luwa, Vino dei Fratelli and Villa de Varda Grappas and Fruit Liqueurs; the Portuguese wines of Quinta do Vallado and Casa de Vila Nova; Spain’s Bodegas Muriel, Vina Eguia, Conde de los Andes, Marquis de Elciego, Real Compania, Paz Cilliero, Bodegas Farina,, Figuero and Vallformosa Cavas, and South Africa’s Simonsig Estate.*

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