



Exclusively Representing Family Owned Wineries



QUINTESSENTIAL

IMPORTER | MARKETER | DISTRIBUTOR



2020 IMPORTER OF THE YEAR



Quintessential is a family owned-and-operated fine wine import, marketing, sales and production company with headquarters in Napa, CA. We are dedicated to exclusively representing family owned-and-operated producers who share the same passion for winemaking as Quintessential has in strategically marketing and selling their wines. These producers, from the top wine regions around the world— create wines that offer the best, most authentic expression of the grapes’ terroir from their respective vineyards.

Est. 2003

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FATHER & SONS



With Quintessential, the Kreps family has realized their dream to nurture a roster of multi-generational, family owned-and-operated wineries whose wines reflect the best, most authentic expression of the terroir from their respective vineyards. Quintessential has evolved into one of the leading import and marketing companies of fine wines in the U.S.!

Steve Kreps Sr. started in the wine business in 1973 as a sales representative and merchandiser. He rapidly excelled and became an Area Manager covering ten states. Eventually he moved to an import company and quickly advanced from Division Manager to National Sales Manager. In 1988 he founded a wine brokerage company for premium and ultra-premium wines, covering the Midwest region. Ten years later, Steve formed a prestigious import and marketing company, which he eventually sold in 2002 when he partnered with Dennis to form Quintessential.

Dennis Kreps 31 year history in the wine industry starts in 1991 when he too, started as a sales representative and merchandiser with a major wine distribution company. Eventually he moved to a well established Importer, where he covered the Midwest and Western regions of the U.S. as a Division Manager. Today, Dennis manages the day-to-day business at Quintessential.

Steve Kreps Jr., formerly a Commercial Pilot for US Airways, joined the family business in 2005 and worked his way up from California sales rep to the Sales Manager. He started this division of Quintessential with 2 salesmen and has grown the business dramatically, increasing the California sales force to 14. Steve Jr. now manages the California sales division.

Between Steve Sr., Dennis and Steve Jr., the Kreps bring a combined 97 years of experience in the fine wine business.

INDEX

ARGENTINA

Bodegas Bianchi, San Rafael, Uco Valley, Mendoza	5-7
L10, San Rafael, Mendoza	8
Pascual Toso, Maipu', Mendoza	9-10
New Age, San Rafael, Mendoza	71

AUSTRALIA

3 Rings, Barossa Valley	11
Paringa, South Australia	12
Kay Brothers, McLaren Vale	13
Vintage Longbottom (Henry's Drive)	14

CALIFORNIA

Atlas Peak, Atlas Peak & Napa Valley	15
Eponymous, Napa & Sonoma Valley	16
Foppiano Vineyards, Russian River Valley	17
Geyser Peak	18
Ironstone Vineyards, Sierra Foothills & Lodi	19-20
Joseph Thomas, California	21
Leaping Horse, Sierra Foothills	22
Lucas & Lewellen, Santa Barbara County	23-24
Obsession Wines, Sierra Foothills & Lodi	25-26
Outlot Wines, Sonoma County	27
Samuel Charles, California	28
Two Angels, Red Hills, High Valley	29
XYZin, California	30

CHILE

Matetic Wines, Corralillo, San Antonio	31
EQ Wines, San Antonio	32
TerraPura, Central Valley	33

FRANCE

Champagne Palmer	34
Chateau Ferry Lacombe, Provence	35
Domaine & Chateaux, Burgundy	36-37
Georges Duboeuf, Burgundy	38
Georges Duboeuf Varietal Wines, Pays d'Oc	39

FRANCE CONTINUED...

Gustave Lorentz, Alsace	40
Famille Bouey	41-42
Domaine Andre Brunel	43-44

HUNGARY

Count Karolyi, Tolna	45
----------------------	----

ITALY

Ascevi Luwa, Friuli Collio	46
Attilio Ghisolfi, Piedmont	47
BelColle, Piedmont	48
Cortonesi 'La Mannella', Montalcino, Tuscany	49
Luca Bosio, Piedmont	50-51
Luca Bosio Semi-Sweet, Piedmont	52
Leda Truffle Hunter, Piedmont	53
Tenuta Carobbio	54
Tropical Moscato, Italy	55
Vino dei Fratelli	56-57

PORTUGAL

Casa Relvas, Alentejo	58-59
Quinta do Vallado, Douro	60-61
Vila Nova, Douro, Vinho Verde	62

SPAIN

Bodegas Muriel, Rioja	63
Bodegas Ollauri, Conde de los Andes, Rioja	64
Figuro, Ribera del Duero	65
Florinda, Penedes	66
Pazo Cilleiro, Rias Baixas	67
Vina Eguia, Rioja	68

SOUTH AFRICA

Simonsig, Stellenbosch	69-70
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San Rafael, Mendoza
ARGENTINA



In 1928 Italian immigrant Don Valentín Bianchi realized his dream of owning a vineyard and winery. His wines were awarded the 'Maximum Quality Prize' at the Official Wine Exhibition event held in Mendoza in 1934. In the early 1950s, Valentín's sons joined the successful winery which was eventually handed down to them and to his grandsons. With the continued expertise of their fathers, Raul Bianchi leads the third generation in running the winery. All of the wines are from sustainably-farmed estate owned vineyards.

Despite the distance from the Andes in the west, San Rafael is still located within the mountain range's considerable rain shadow and has a semi-arid climate as a consequence. At the same time rivers flowing down from the mountains provide plentiful snow- melt water for vineyard irrigation, which can be judiciously applied to limit growth and vigor of the vine. The sandy, alluvial soils help in this regard as well; they are seasonably free-draining and cause the vines to develop deep root systems.

Elsa Bianchi

Sourced from the family estate vineyard named after Dona Elsa Bianchi, the matriarch of the Bianchi family, and grandmother of the current Bianchi owners, comes these clean fresh wines. Older vines yield wines that are pure varietal expressions of the terroir of the San Rafael Region of Mendoza, Argentina.

Bianchi Oasis

Located in South Mendoza, the rapid waters of the Diamante and Atuel rivers give birth to this oasis, at the foot of the Andes Mountains. Having an east-west development, the southern oasis has a great variation in height above sea level. In turn, it is located significantly more to the south. The sun can be intense and the cool night allows for slow ripening of the grapes making these wines of incredible quality.



Raul Bianchi

SCORE HIGHLIGHTS

Bianchi Oasis Cabernet Sauvignon
2019 90 Pts. James Suckling

Bianchi Oasis Malbec
2020 92 Pts. James Suckling



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San Rafael, Mendoza
ARGENTINA



The Winery Caves & Cellar



Bianchi Estate Vineyards

Famiglia, a legacy of family...

Famiglia Bianchi represents the winery's Italian roots and most importantly, the legacy of our founder; who always worked with dedication so that the values of the family are continually kept alive in our wines. Friends are the family you choose and Famiglia is part of your chosen family.



Silvio Alberto, Winemaker

SCORE HIGHLIGHTS:

Famiglia Malbec

2021 91 Pts. James Suckling
2020 91 Pts. James Suckling
2019 91 Pts. James Suckling
90 Pts. Vinous

Famiglia Cabernet

2020 91 Pts. James Suckling
2019 90 Pts. Wine Enthusiast

Famiglia Chardonnay

2021 91 Pts. James Suckling
2020 90 Pts. Vinous

Famiglia Organic Malbec

2020 94 Pts. IWSC
91 Pts. James Suckling
2019 91 Pts. James Suckling
90 Pts. Wine Spectator



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Enzo Bianchi

Valle de Uco
ARGENTINA

Family Winemaking at an Iconic Winery



In 2016, Bodegas Bianchi expanded into the Uco Valley by acquiring another winery and property in the up-and-coming Los Chacayes IG region. Here is where the premium wines are produced, including Enzo Bianchi. This acquisition was the first outside of San Rafael, expanding the production into the Uco Valley and specifically into Los Chacayes IG. The 370 acre estate has more than 98 acres of vines planted and has altitudes ranging from 3200 ft to 3444 ft above sea level. Malbec is the most important variety here but the winery also has significant plantings of Cabernet Sauvignon, Tannat, Petit Verdot, Pinot Noir, Merlot, Cabernet France and Viognier. This is one of their top vineyards for premium wines. Combined with the property in San Rafael, Bianchi owns 865 acres of vineyards.

Gran Famiglia Bianchi was created as a tribute to the 90th anniversary of the winery. The vineyards are located in Vista Flores, in the renowned Los Chacayes area (Uco Valley), in the province of Mendoza, at an altitude of 3600 feet above sea level.

Enzo; This iconic wine is a tribute to Don Enzo Bianchi who was wine master at Bodegas Bianchi for more than 50 years. The base is Cabernet Sauvignon with Malbec with a mature and spicy expression that this varietal achieves in our stony soils of San Rafael. Full-bodied, fruity, ample mouth-feel, well balanced and good structure. Aged 14 months in 100% new French oak.

SCORE HIGHLIGHTS

Gran Famiglia Corte
2019 92 Pts. James Suckling
91 Pts. Vinous

Gran Famiglia Malbec
2019 91 Pts. Vinous
2018 91 Pts. Vinous

Particular Malbec
2017 91 Pts. James Suckling

Particular Cabernet
2019 93 Pts. James Suckling
2018 92 Pts. James Suckling

Particular Cabernet Franc
2019 91 Pts. James Suckling

Enzo
2019 93 Pts. James Suckling
2018 92 Pts. 'Silver Medal' – Decanter
91 Pts. Wine Spectator



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San Rafael, Mendoza
ARGENTINA



This label is a collaboration between Bianchi and Argentine soccer superstar, Lionel Messi's Charity Foundation. A portion of the proceeds of the sale of L10 wines will be donated to the Foundation, which focuses on healthcare and educational initiatives for socially disadvantaged children.

Lionel Messi is an Argentina soccer player, widely recognized as the best player in the world and rated by some commentators, coaches and players as the greatest player of all time. He plays professionally for FC Barcelona but during the FIFA World Cup, he teams up with his compatriots from Argentina and goes far into the tournament.

The L10 Wines, made at Bodegas Bianchi with the guidance and input from the famous soccer player, are sourced from the Doña Elsa Estate in San Rafael, Mendoza, at 2560 feet above sea level. This is one of the coolest areas of San Rafael in sandy, calcareous soil of alluvial



Leo Messi, wearing his World Cup jersey for Argentina



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Pascual Toso

Maipú, Mendoza
ARGENTINA



Founded in 1890, Pascual Toso remains faithful to its principles: Tradition, Authenticity and Innovation.

Pascual Toso reflects the authentic essence of Las Barrancas, the location of its single-vineyard estate and a region of Mendoza characterized by premium soils. Its terroir-driven profile makes Pascual Toso ideal for wine aficionados. At the beginning of the twentieth century, Pascual decided to expand the business and acquired 988 acres of vineyards in Maipú, which he correctly believed contained the best quality grapes in the region. At his estate "Las Barrancas", he built another winery and 100% of their wines are estate produced and bottled. Today, the Maipú area is considered by technicians to be the prime wine producing area not only in the region of Mendoza, but throughout Argentina.

SCORE HIGHLIGHTS

**Pascual Toso Sparkling Brut
NV 90 Pts. James Suckling**

**Pascual Toso Estate Chardonnay
2018 91 Pts. James Suckling**

**Pascual Toso Estate Malbec
2021 92 Pts. James Suckling
2020 91 Pts. James Suckling
2019 90 Pts. James Suckling**

**Pascual Toso Estate Cabernet
2021 92 Pts. James Suckling
2020 91 Pts. James Suckling
2019 90 Pts. James Suckling**

**Barrancas Toso Red Blend
2020 91 Pts. James Suckling**

**Pascual Toso Reserva Malbec
2019 93 Pts. Wine & Spirits
91 Pts. James Suckling
2018 92 Pts. James Suckling**

**Pascual Toso Reserva Cabernet
2019 90 Pts. James Suckling
2018 91 Pts. Wine Advocate**



Rodrigo Romero
Chief Winemaker



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Pascual Toso

Maipú, Mendoza
ARGENTINA



In the early 2000's, the winery brought in well-known American winemaker Paul Hobbs as a consultant. Pascual Toso is proud to have the wisdom and refinement of Paul Hobbs totaling more hierarchy, personality and distinction into their premium wines. Rodrigo Romero has taken on the role as Chief Winemaker bringing with him drive, determination, passion and experience. He also brings his natural talent to take on the challenge of leading the winemaking team to discover the characteristics of the Barrancas terroir Rodrigo is always striving to continue making exceptional wines and great wines are a true representation of terroir from which they come. The wines he is making for Pascual Toso are vigorous and full of character, portraying the beauty of the "harmonious relationship" humans can have with nature.

SCORE HIGHLIGHTS

Pascual Toso Alta Syrah

2020 93 Pts. James Suckling

2019 92 Pts. Vinous

Pascual Toso Alta Malbec

2020 94 Pts. James Suckling

2019 93 Pts. Vinous

92 Pts. Wine & Spirits

90 Pts. Wine Spectator

Pascual Toso Alta Cabernet

2020 93 Pts. James Suckling

Finca Pedregal

2018 94 Pts. Vinous

Magdalena Toso

2018 93 Pts. Wine Advocate

2017 97 Pts. Decanter

93 Pts. Wine Spectator



Paul Hobbs, Consulting Winemaker



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"IT'S MAGIC"



AUSTRALIA



The 3 Rings label was founded in 2004 and soon thereafter was earning 90+ ratings for its Shiraz and Reserve Shiraz in the world wine media, with the grapes coming from the rich terroir of Australia's famed Barossa Valley. The vineyards for 3 Rings Shiraz lie on an east-west slope with predominantly north-south rows, at an average age of 35 years. The soils are ancient and primarily clay over calcrete and slate bedrock, moving to more weathered slate at the bottom of an ancient glacier. Over the hills, the soils are deep, sandy loam and black clays. The grapes for 3 Rings Reserve Shiraz come from the nearby Kalimna sub-region of Barossa. It is a single vineyard owned by David Hickinbotham (one of the "three rings" of the wine's name). The terroir there also is sandy loam over black clay - and the age of the vines is an average of 85 years. 3 Rings is owned and operated by father and son team, David and Alan Robb Hickinbotham.

SCORE HIGHLIGHTS

3 Rings Shiraz

2017 90 Pts. Wine Spectator

90 Pts. Vinous

2016 90 Pts. Wine Enthusiast



David and Alan Robb Hickinbotham

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SOUTH AUSTRALIA

The family of David & Dena Hickinbotham and their son Alan, have been involved in the Australian wine industry for nearly 80 years. In 1936, David's grandfather Alan Robb Hickinbotham helped establish the highly respected winemaking course at Roseworthy Agricultural College in South Australia where he taught young, upcoming winemakers and subsequent industry leaders and is regarded the father of Australian professional winemaking education.

Alan Robb and the family began growing grapes in 1971 in South Australia and in 1999, Paringa was established as the family brand. Paringa was one of the first high quality, value-priced Australian wines to obtain a 90 point rating from the Wine Spectator, with both the 2000 Paringa Cabernet Sauvignon and the 2001 Paringa Shiraz appeared on their front cover and selected in the Wine Spectator Top 100 list for 2002. Since its inception, the Paringa wine range, all produced from family vineyards, has achieved numerous "Best Buy" nominations from Wine Spectator, Wine Enthusiast and the Wine Advocate.

SCORE HIGHLIGHTS

Paringa Shiraz

- 2019** One of the Year's Best for \$12 or Less Wine & Spirits
90 Pts. 'Best Buy' – Wine Enthusiast
- 2017** 92 Pts. – James Suckling



David and Alan Robb Hickinbotham



AUSTRALIA



Established in 1890 by Australian born brothers Herbert & Frederick Kay, it is the oldest McLaren Vale winery still in the hands of the founding family, with Herbert's grandson Colin Kay continuing the family winemaking tradition. Bordering St. Vincent's Gulf, 24 miles south of Adelaide, the Kay Brothers McLaren Vale vineyards grace the rolling foothills of the Southern Mt. Lofty Ranges. The winery is located at the top of a hill three miles from the McLaren Vale Township & the cellar door, which is part of the original winery complex, boasts some stunning panoramic views of the surrounding picturesque valleys and hillsides.

The Kay's are specialists of traditional grape growing & winemaking, utilizing grapes from their own 54 acre vineyards to produce their wines. The main grape variety grown is Shiraz, including the 1892 planted Block 6. Colin's winemaking philosophy is to make rich full-bodied fruit-driven wines (using the original open fermenters and basket press) with a minimum of 18 months ageing in small American oak casks. The Block 6 Shiraz & Hillside Shiraz spend up to two & a half years maturing in a combination of American, Eastern European and French oak barrels.



SCORE HIGHLIGHTS

Kay Brothers Block 6 Shiraz

2018 97 Pts. Wine Advocate
96 Pts. James Halliday Wine Companion
91 Pts. Wine Enthusiast

Kay Brothers Hillside Shiraz

2018 94 Pts. Wine Advocate
94 Pts. James Halliday Wine Companion
91 Pts. Wine Enthusiast

Kay Brothers Basket Pressed Grenache

2019 93 Pts. James Halliday Wine Companion



Colin Kay, Owner/Winemaker with Sam

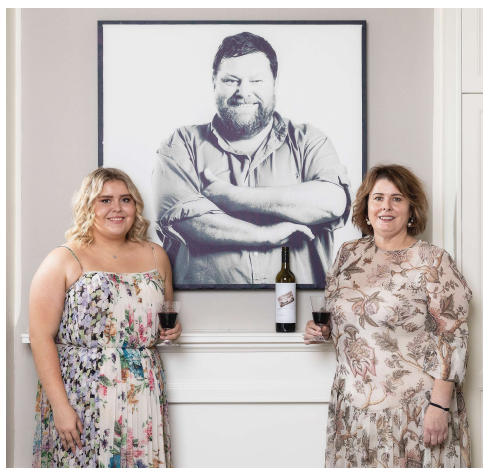


Herbert & Frederick Kay
circa 1890

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AUSTRALIA



Margo and Kim Longbottom, daughter and mother with Mark Longbottom in the center

SCORE HIGHLIGHTS

Henry's Drive 'H' Syrah
 2020 92 Pts. Vinous
 2019 92 Pts. Vinous
 90 Pts. Vinous
 90 Pts. Wine Advocate
 2017 94 Pts. James Halliday
 90 Pts. Wine Advocate
 90 Pts. Wine Enthusiast



Family always comes first for inspiring mother and daughter duo, Kim and Margo Longbottom as they move regions, re-brand and re-imagine the future of their unique, hand-crafted wine business. Ten years after Kim tragically lost her husband Mark to his battle with leukemia, mother and daughter have taken the bold step of re-inventing their enduring enterprise, literally from the ground up. First, they have shifted focus from their home and moved to the McLaren Vale and Adelaide Hills region. To also mark the transition, after a decade of Kim running the business alone since Mark's passing, she now welcomes her daughter Margo into the company to continue its history and look to its future. Margo brings with her a family-instilled passion for wine as well as a vibrant new outlook stemming from her studies in fashion, digital marketing and business. The new era in the Longbottom story is all about vitality of family, Kim says. "Before it's just been about me and my late husband, but with Margo coming into the fold, there's a natural transition underway. It's more than just sharing the load - it's a genuine fresh start and our next chapter." Under the new Vintage Longbottom branding, the traditional Henry's Drive brand also will re-position out of Padthaway to be sourced from the McLaren Vale region while retaining its classic styling. The 'H' series will also continue its elegant approach with an exciting and contemporary label facelift as well as moving to fruit sources from the Adelaide Hills.

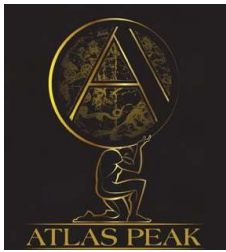
Henry's Drive 'H' Chardonnay
 2019 93 Pts. Vinous

Henry's Drive 'H' Sauvignon Blanc
 2019 92 Pts. Vinous

Henry's Drive Shiraz
 2019 91 Pts. Wine Spectator
 91 Pts. Wine Advocate
 91 Pts. Wine Enthusiast

Henry's Drive Shiraz/Cabernet
 2019 92 Pts. Wine Advocate





Atlas Peak, Napa Valley
CALIFORNIA



Atlas Peak is located in Napa Valley on the western slopes of the Vaca Range, which separates the Napa and Sacramento Valleys. With an elevation of 2663 feet, it is the most prominent peak in the region. Vineyards were first planted on Atlas Peak in 1870 with steady growth over the next 30 years.

Atlas Peak Vineyards was founded in 1987, 5 years before the AVA was designated, with the intent to make world class wine. High altitude vineyard location, specific soils & climate proved to be very conducive for growing premium Cabernet Sauvignon and this varietal is our primary focus.

The label takes its inspiration from Greek mythology. Atlas was a Titan condemned to hold up the celestial heavens for eternity. According to Greek legend, Atlas stands at the ends of the earth, in the west where the Nymphs of Golden Sunsets (Atlas's daughters) reign. He is also known for bearing the weight of the heavens on his shoulders. Atlas also plays a role in the myths of two of the greatest Greek heroes, Heracles (also known in Roman mythology as Hercules) and Perseus.



Bob Pepi, Winemaker

SCORE HIGHLIGHTS:

**Atlas Peak AVA Cabernet
2018 92 Pts. James Suckling**

**Atlas Peak Napa Valley Cabernet
2018 90 Pts. 'One of the Year's Best Cabernet
Sauvignon' - Wine & Spirits**



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EPONYMOUS

Napa | Sonoma
CALIFORNIA



The definition of "Eponymous" is "one for whom or which something is or is believed to be named. Bob Pepi has given it his own playful definition: "A play on words by one who is unable to use his own family name on his own bottle of wine."

In 1966, Bob Pepi's family bought a ranch with vineyards in the Napa Valley. In 1980, his father retired and Bob decided to start a winery on the property, giving it the name they each carried, Robert Pepi. Their first harvest was in 1981, and Bob has been making wine ever since. After the winery sold, Bob became a consulting winemaker, working mainly in California, but traveling also to Argentina, Colorado, and Texas. Eponymous began in 2000 with an opportunity to work with grapes that he felt would produce some of the best Cabernet wines in Napa Valley. Three vintages later, another opportunity presented itself through a friend and passionate vineyard manager, Javier Renteria; who was managing, and still is, the MacAllister Vineyard just off of Mt. Veeder ridge. Through planting Cabernet Sauvignon, Cabernet Franc and Merlot, the vineyards differing soils and exposures gave him the chance to produce an elegant Bordeaux-style blend from Sonoma County. In 2008 he found a Syrah vineyard with which he wanted to work, and in 2009 made Cabernet Franc from the MacAllister Vineyard and a Cabernet Sauvignon from Spring Mountain in Napa Valley. I am sure that the story will not end there, as the chance to work with a great vineyard is not one that Bob can easily pass up.



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FOPPIANO

VINEYARDS

Russian River Valley,
CALIFORNIA



Foppiano Vineyards is an epic family, proud of its Italian heritage, full of tradition, perseverance and contributions to the history of Sonoma County and the wine industry. Founded in 1896 by Giovanni Foppiano, Foppiano Vineyards is one of Sonoma County's oldest continually-operated, family-owned wineries. Our family has supplied Northern California with wine for over a century, surviving Prohibition in the 1920s by selling home winemaking kits.

We believe that through the strength of the family and a commitment to quality, our traditions can be maintained and thrive. We're proud to be one of the founding members of the Russian River Valley AVA, and continue to enjoy the fruits of our hardworking Italian heritage. To stay on the cutting edge of quality winemaking, we've made important investments in infrastructure and winery equipment throughout the years. The vision of the fifth generation of Foppianos, together with Giovanni's foresight to purchase land in the Russian River Valley, guides our family into the future while creating a world class wine program representative of our history.



Nova Perrill, Winemaker
Paul Foppiano, Vineyard Mgr & Owner

SCORE HIGHLIGHTS

Foppiano Estate Chardonnay
2020 90 Pts. James Suckling

Foppiano Estate Petite Sirah
2017 92 Pts. Wine Spectator
90 Pts. Wine Enthusiast

Foppiano Estate Zinfandel
2019 91 Pts. Wine Spectator
90 Pts. James Suckling
2017 91 Pts. Wine Spectator



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CALIFORNIA



Steeped in Sonoma heritage, founded on California spirit.

Since its establishment in 1880 as California's 29th bonded winery, Geyser Peak has been at the forefront of quality wine production since its earliest days. Founded by a pioneer of Alexander Valley winemaking, the original winery site was selected for its relation to The Geysers, discovered only 33 years prior. The winery was perched on a hillside, commanding a view of Geyser Peak Mountain and the white steam that billowed from its peaks. Geothermal activity in the region afforded diverse soil profiles, optimal for growing wine grapes. This later inspired the winery's motto of "Reach for the Peak", a mission of seeking out the utmost quality.

The brand has seen a storied past of over 140 years, founded locally and later managed by corporate interests. Today Geyser Peak is proudly returning to its roots as a family-owned and operated business, sourcing fruit from famed winegrowing regions of California and capturing the essence of Sonoma terroir. The wines speak to a sense of adventure, community and provenance – made for enjoying wherever life takes you. On August 1, 2020, Dennis and Steve Kreps Sr. decided to take the leap into production and marketing of the Geyser Peak brand.

SCORE HIGHLIGHTS

Sauvignon Blanc
2019 90 Pts. James Suckling

Cabernet Sauvignon
2019 90 Pts. James Suckling

Chardonnay:
2020 90 Pts. 'BEST BUY'
Wine Enthusiast
2018 90 Pts. James Suckling

Walking Tree Cab
2019 93 Pts. James Suckling
90 Pts. One of the Year's Best Cabs
Wine & Spirits



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IRONSTONE
Vineyards

Sierra Foothills
CALIFORNIA



Family owned & operated by the fourth generation of the Kautz Family State of the Art Winery & Caverns Lodi & Sierra Foothills appellations

Ironstone Vineyards, run by the fourth generation of the Kautz Family, is located in the Sierra Foothills town of Murphys, in the heart of California's scenic Gold Rush Country. In the early 1900's, Frederick and Marie Kautz came to America from Germany, buying farmland through a US Land Grant in the Lodi region of the San Joaquin Valley. Frederick passed away in 1940, leaving the farm to his young son John, who in 1948 dedicated 12 acres of their farm exclusively to growing grapes. John quickly built an excellent reputation as a premium grape supplier, amassing over 8000 acres devoted to vines in Lodi and in the Sierra Foothills.

In 1988, John, his wife Gail, and with the help of their children, Steven, Kurt, Jack and Joan, decided to follow their dream of building a winery, a state-of-the-art production facility with 10,000 square feet of hand blasted cellars located 42 feet below ground that maintain a year-round temperature of 60°F used for aging Ironstone wines. Ironstone Winery is now the 6th largest wine grape grower in California. The family is a huge supplier to other much-larger producers, while using its premium grapes for their own wines.

SCORE HIGHLIGHTS

Ironstone Cabernet Sauvignon
2019 'Best Buy' Wine & Spirits

Ironstone Sauvignon Blanc
2017 90 Pts. Planet Grape

Ironstone Petite Sirah
2016 91 Pts. Wine Enthusiast
2017 95 Pts. L.A. Intl. Wine Competition

Ironstone Zinfandel
2017 91 Pts. CA State Fair Wine Competition



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IRONSTONE *Vineyards*

Sierra Foothills
CALIFORNIA



In 1926, the Kautz family began farming in the Lodi region and in 1948, John Kautz Farms was founded. In 1990, after many successful years of growing wine grapes, the family completed the Ironstone Winery. Ironstone Winery is a modern replica of an 1859 Gold Stamp Mill complete with tasting room, gourmet delicatessen, wine aging cavern, conference and wedding facilities, outdoor Amphitheater and 14.5 acres of landscaped gardens. The Heritage Museum and Jewelry Shoppe contains artifacts from the gold rush era, as well as the largest specimen of Crystalline Gold Leaf - a 44 lb. treasure. The family philosophy of winemaking is that quality wine grapes, a touch of artistry and patience create captivating elegant wines.

SCORE HIGHLIGHTS

Ironstone Reserve Cabernet Sauvignon	2019	93 Pts. 'Best Buy' One of the Year's Best Cab – Wine & Spirits
Ironstone Reserve Cabernet Franc	2019	92 Pts. Wine Enthusiast
Ironstone Reserve Old Vine Zinfandel	2019	90 Pts. Wine Enthusiast

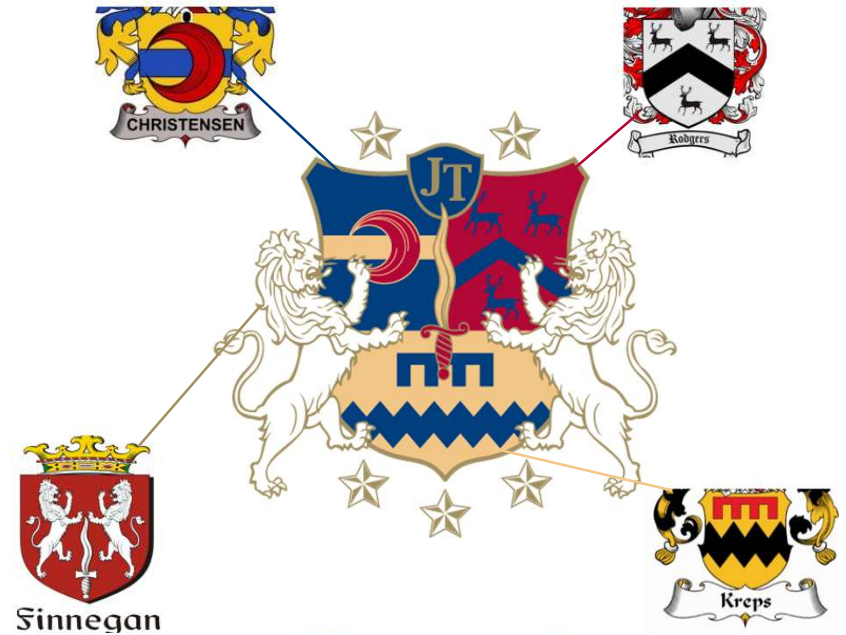


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JOSEPH THOMAS

CALIFORNIA



Joseph Thomas Kreps (February 27, 1925 – December 30, 1999) was a patriarch who lived in service to his family and country. He believed one of life's greatest blessings is family and our brand are a tribute to him.

The coat of arms emblazoned on the label incorporates elements from the four crests that make up his family tree; Finnegan, Kreps, Rodgers, and Christensen. These key symbols speak to Joseph Thomas' family legacy.

Our 1.5L Cabernet and Chardonnay are made with his legacy in mind—ideal wines for creating moments to remember with family and friends.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Sierra Foothills
CALIFORNIA



Born from a love of horses, Leaping Horse is aptly named. The Kautz Family have been involved in many generations of riders and are passionate about their equine friends and partners. From an artist rendition, to today's look, Leaping Horse is about unpretentious and contemporary wine styles. The Kautz Family has been promoting and working with sustainable viticulture for over 35 years. Crop reduction, leaf removal, organic materials and drip irrigation are used throughout the vineyards to improve the quality and intensity of flavors. Cover crops, which attract beneficial insects are also employed. In addition, owl boxes and wood duck boxes are placed around the vineyards and ponds helping to preserve the surrounding habitats.

SCORE HIGHLIGHTS

Leaping Horse Cab 2018 96 Pts. Double Gold SF International Wine Comp.

Leaping Horse Merlot 2018 Gold Medal SF International Wine Comp.

Leaping Horse Chardonnay 2018 Gold Medal SF Chronicle Wine Comp.

Leaping Horse Pinot Grigio 2018 Gold Medal SF Chronicle Wine Comp.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



LUCAS & LEWELLEN

Estate Vineyards

Santa Barbara County,
CALIFORNIA



Starting in 1975, what started as a friendship, became a lifelong partnership, converging on the belief in the quality of Santa Barbara. Over the next 30 years, they would acquire over 400 acres of vineyards with the goal of staying true to Santa Barbara's cool climate style. Vineyards like Los Alamos, Goodchild and Valley View would soon become the foundation and backbone to create their coastal quality spanning the micro-climates across Santa Maria Valley, Los Alamos Valley and Santa Ynez Valley.

Santa Barbara County has a history of winemaking and wine grape growing stretching back more than 200 years to before California was a state. From the Mission Era of early California through the Ranchero and Pueblo Era, struggling through Prohibition to the beginning of the modern era of winemaking that started in the 60's. Santa Barbara County is different than any other wine growing region in the world. Here, the east-west orientation of the coastal mountains forms valleys opening directly to the Pacific Ocean. This unique topography allows the flow of fog and ocean breezes to shape distinct micro-climates, perfect for the cultivation of classic grape varietals and world-class wines. The 50 miles stretching from Point Conception to Rincon constitutes the longest east-west traverse of shoreline from Alaska to Cape Horn. The Santa Ynez and San Rafael Mountains form a unique coastal range - the inland ebb and flow of fog and ocean breezes make the region one of the coolest vinicultural areas in California. This means that the fruit has an unusually long "hang time" on the vine, allowing it to fully develop the acids, flavors and tannins needed to produce wines of distinctive character.



Megan McGrath Gates, Winemaker

SCORE HIGHLIGHTS

Lucas & Lewellen Cabernet Sauvignon, Valley View
2016 90 Pts. Wine Enthusiast

Lucas & Lewellen Pinot Noir, Santa Barbara County
2018 92 Pts. 'BEST BUY' – Wine & Spirits
91 Pts. Wine Enthusiast
90 Pts. Wine Spectator

Lucas & Lewellen Sauvignon Blanc, Santa Barbara County
2018 90 Pts. Wine Enthusiast



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



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SCORE HIGHLIGHTS

Lucas & Lewellen Cote del Sol Cabernet

2017 91 Pts. Wine Enthusiast

Lucas & Lewellen Pinot Noir Goodchild High 9

2018 90 Pts. Wine Enthusiast

2017 93 Pts. 'BEST BUY' Wine & Spirits

91 Pts. Wine Enthusiast

Lucas & Lewellen Hidden Asset Red

2017 91 Pts. Wine Enthusiast

90 Pts. Gold Medal – LA Intl. Wine Comp.



Louis Lucas, Royce Lewellen, Mike Lewellen



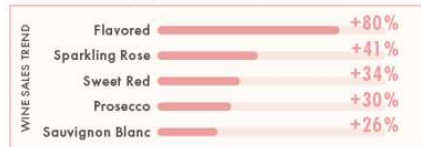
QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Sierra Foothills
CALIFORNIA

**CAPITALIZE ON THE
FLAVORED WINE TREND!**

Flavored Wines are the
Fastest Growing Among Top Varietals



Nielsen TTL US XAOC PLUS PACKAGE WINE 52 WK PE 012321, Min. 1% Sales Share

Consumers
Enjoy Wine
in More Than
a Glass Bottle



Nielsen TTL US XAOC PLUS
PACKAGE WINE PE 012321

CONVENIENT CANS THAT
CAN GO ANYWHERE



1 in 5
Consumers
Have Purchased
Canned Wine
(Vs. 1 in 10 Last Year)
(Source: US Wine Shopper)



Ironstone's Obsession Symphony is a seductively aromatic wine with captivating aromas of gardenia, honeysuckle and star jasmine. Flavors of this extremely enjoyable wine are tropical with peaches, pineapple, honeydew and a hint of ginger, finishing crisp and clean.

The Obsession Red has aromas that take hold in an instant with an incredible spiciness. Cloves and nutmeg, chocolate and vanilla beans give way to flavors of blueberries, plums, chocolate and mint that swirl in your mouth of this rich, well balanced and full wine. The finish is bold and lengthy.

The winery also produced these varietals in an easy to-go package. Become infatuated with our charming, fruity red wine in an easy to drink can. These wines are best served chilled.



Score Highlights

**Obsession Symphony
2019 90 Pts. Gold Medal
Sunset International Wine Competition**

OBSESSION
WINES



Sierra Foothills
CALIFORNIA



Obsession has always been the Kautz Family's signature wine for Ironstone Vineyards.

The selection of Symphony for the base wine and the choice of natural and organic fruit flavors to compliment it was the genesis of the Obsession Fruit wines. The low alcohol and higher fruit sweetness is balanced with higher acid and increased carbonation for flavor and texture.

The winemaking team lead by Steve Millier, decided to try something different and infuse wine with fruit and create a style that would be fun, flavorful and low calorie.

Although practicing "sustainability" in the vineyards for over 35 years, the Kautz Family were officially certified in 2018 and 2019 through the Sustainable Viticulture Certification. Crop reduction, leaf removal, organic materials and drip irrigation for water management have all been used throughout our vineyards. Additionally, cover crops which attract beneficial insects, as well as owl and wood duck boxes placed around the vineyards

These wines are perfect for various cocktails using vodka, tequila, Grand Marnier, Champagne and various other cocktail ingredients. Crisp, fun and refreshing fruit infused wines produced right here in California.

**BEST OF BOTH WORLDS:
CONSUMERS WANT HEALTHY & FUN**

7 in 10
Wine Consumers
Say Health Drive
Their Drink
Choices

Mintel Alcohol Beverage Drinking Occasions Sept 2019

**NATURAL FRUIT-INFUSED WINES
ADD A SPLASH OF FUN TO YOUR DAY**

30% of Alcohol Consumers
Want Natural Flavoring

Mintel Food Service Alcohol Trends Oct 2020

**GRAPES SELECTED FROM PREMIUM
VINEYARDS THAT PRACTICE SUSTAINABILITY**

1 in 5
Alcohol Consumers are Interested in
Sustainably Produced Products

Mintel White Spirits Dec 2020

OUTLOT

WINES

Alexander Valley,
CALIFORNIA



Outlot wines are a tribute to Sonoma's rich agricultural heritage. Named in tribute to the special area outside Healdsburg called the Magnolia Peninsula, where farmers fought to protect the land as agricultural, Outlot wines offer three distinct varietals priced within the fast growing premium category - a zesty Sauvignon Blanc, luscious Chardonnay, refreshing Rosé, and sumptuous Cabernet Sauvignon. The 'Magnolia Peninsula', an area located just outside downtown Healdsburg, has a long and rich history filled with stories of great ranches and exclusive resorts. Famous for its rich soil, nurseries and orchards thrived here from the late 1800s, ultimately giving way to the vineyards that are abundant in the area today. Threatened by development in the early 1970s, farmers fought to protect the land, which to this day, remains agricultural. Outlot wines are a tribute to this very special area and rich agricultural heritage, capturing the spirit of the land and the sentiment of preservation.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

SAMUEL CHARLES



CALIFORNIA



The majestic Stag's head is the perfect symbol for these fairly new wines from Dennis and Stephen D. Kreps. Like the Stag, a large male deer indigenous to Europe but now found as far away as Argentina and New Zealand, Cabernet Sauvignon and Sauvignon Blanc have taken root in vineyards across most of the New World. The symbol best represents the melding old world varietals and basic winemaking techniques with New World technology and innovation. These wines are truly the 'best of both worlds.'"

Renowned Napa Valley winemaker Robert Pepi is the magician behind these stellar wines. Grapes for the Oak Knoll Cabernet Sauvignon come from a vineyard located on the benchlands of the Mayacamas Mountain Range, where the region's best terrior is found. The Sauvignon Blanc grapes are grown in the High Valley AVA of Lake County, CA. At nearly 2,000 feet elevation, they are some of the highest and best Sauvignon Blanc vineyards in the state.

The label is named after Dennis Kreps' two sons; It expresses the great pride he has in both of them as well as the wines.



Robert Pepi, Winemaker

SCORE HIGHLIGHTS

North Coast Cabernet

2017 90 Pts. SD Intl. Wine Comp
91 Pts. CA State Fair Wine Comp.
91 Pts. Bluelifestyle.com



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

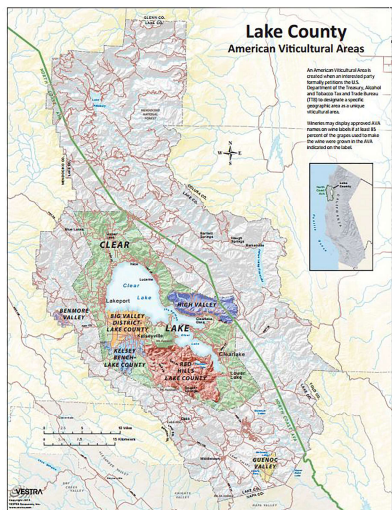


Red Hills, High Valley,
CALIFORNIA



Two Angels wines are crafted by famed California consulting winemaker Robert Pepi and owned by the Kreps family. Two Angels Petite Sirah and Sauvignon Blanc vineyards are located in the new AVA of High Valley and Red Hills in Lake County at an elevation between 1700-2200 ft.

The label art was created by Jacob de Backer in 1591 and the theme is the hilarity of inebriation and the trauma of the morning after. Excessive joy must be countered by equally excessive sorrow, with penitential atonement for pleasure. Related to the Oriental "yin and yang" concept it was created as an allegorical warning to "use wine sparingly or suffer the consequences."



SCORE HIGHLIGHTS

Two Angels Sauvignon Blanc
2019 90 Pts. James Suckling
2018 90 Pts. Wine Enthusiast

Two Angels Petite Sirah
2019 90 Pts. James Suckling
2018 93 Pts. James Suckling





CALIFORNIA

XYZin celebrates the pioneering spirit of California grape growing by focusing on the heritage grape Zinfandel. It is a versatile and unique grape with an aura about it that holds the rustic appeal of an easy-drinking informal wine. In crafting the wines, the winemaker works with vineyards of a variety of clones and training systems, with vines that range in age from 18 to 100+ years. Zinfandel readily takes on a distinct character unique to the region in which it is grown. We prize the many faces of Zinfandel and find that blending across appellations creates wines layered with fruit, spice and floral components. From Sonoma County to Lake County to Solano and Lodi, each region adds a lively and complementary dimension to this fragrant and luscious wine.



SCORE HIGHLIGHTS

2017 91 Pts. James Suckling
Great Value Wine CA Zinfandel Under \$30

XYZin celebrates the distinction and elegance of the Zinfandel grape. Though its origins are in Croatia, Zinfandel has uniquely become California's signature grape. The North Coast is home to some of the most historic plantings of Zinfandel in the state. Sonoma, Lake and Solano Counties are all home to plantings that date back over 100 years. We source from both historic and modern plantings with the aim to blend the best that each vineyard has to offer. The spectrum of fruit, spice and candied flavors found in this robust varietal range from indulgent to refined and make the wine pair with a variety of foods and occasions.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

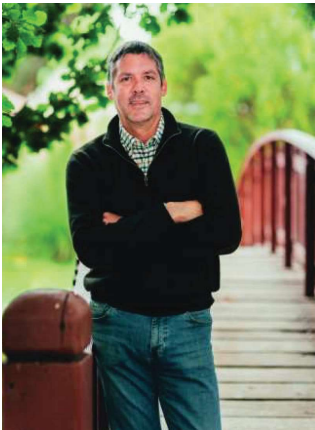


CORRALILLO

San Antonio,
CHILE



In 1892, the Matetic family emigrated from Croatia to Chile to colonize Patagonia. Over the years, the family has been successful in a number of earth-based businesses including farming, ranching, mining and tourism. Matetic Vineyards is part of Matetic Enterprises, a strong economic and diversified holding company with solid financial backing. While developing their Rosario Valley enterprise, they found extraordinary conditions for growing premium wine grapes giving them an opportunity to further diversify their agricultural business. In 1999, Matetic Vineyards was established by Jorge Matetic in the Rosario Valley, 75 miles away from Santiago. The north part of the property is located in the Casablanca Valley D.O. and the south part of the property is part of the San Antonio Valley D.O. Matetic was the first Chilean winery to grow cool climate Syrah. Matetic has 470 acres farmed organically (certification by CERES), under biodynamic principles (Demeter certification) to achieve 100% natural grapes. Two-thirds of the fruit is used for the production of Matetic Wines. Corralillo is the name of a very old wine cellar that used to be in El Rosario Valley, where wines of the ancient "País" grapes were once made. To honor the tradition of our terroir, we chose the name Corralillo and its symbol that is typical of our labels. Corralillo comes from the Spanish word "corral" that means farmyard in English. Today, these wines are the best expression of each variety in different areas of the estate's vineyard



Jorge Matetic, Owner

SCORE HIGHLIGHTS

Corralillo Chardonnay

2019 91 Pts. Wine Advocate

Corralillo Sauvignon Blanc

2020 90 Pts. James Suckling

2019 90 Pts. Wine Advocate

Corralillo Pinot Noir

2018 91 Pts. Wine Advocate

Corralillo Syrah

2017 95 Pts. James Suckling

91 Pts. Wine Advocate

Corralillo Syrah

2017 95 Pts. James Suckling

91 Pts. Wine Advocate

Corralillo Cabernet Sauvignon

2017 91 Pts. Wine Advocate

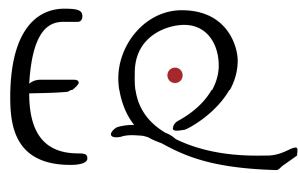
Corralillo Winemaker's Blend

2018 90 Pts. Wine Advocate

2016 92 Pts. James Suckling



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



San Antonio,
CHILE



In 1999, Matetic Vineyards was established in the Rosario Valley, 75 miles away from Santiago. The north part of the property is located in the Casablanca Valley D.O. EQ stands for "equilibrio", the Spanish word for balance. It represents the winery's quest for balance in each of its wines, crafting unique terroir wines, with flavors that show the origin of the grapes. "Sustainability is a hallmark of all Matetic family projects and we take our commitment to the environment and local communities seriously. In order to follow our principles we have chosen organic and biodynamic farming as the way to reach this goal." Jorge Matetic, President



Jorge Matetic, Owner

SCORE HIGHLIGHTS:

EQ Coastal Sauvignon Blanc

2020 92 Pts. Vinous
91 Pts. James Suckling
2019 93 Pts. Wine Advocate

EQ Organic Chardonnay

2018 94 Pts. Wine Advocate
2017 92 Pts. Wine Advocate

EQ Organic Pinot Noir

2017 93 Pts. Wine Advocate
93 Pts. James Suckling
92 Pts. Vinous
2015 93 Pts. James Suckling
93 Pts. Wine Advocate

EQ Syrah

2016 94 Pts. Wine Advocate



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Curico | Colchagua Valley,
CHILE



TerraPura was founded in 2005 as a means of sharing Chile's tremendous diversity of terroirs and varietals with the world - always with a strong commitment to quality and sustainability. The Matetic Wine Group joined the project in 2009, led by Jorge Matetic and in 2016 he bought out his partners and noted Chilean winemaker Felipe Vial joined the team. Certified sustainable grapes are sourced according to where the grape varieties excel. All grapes are hand harvested, cultivation of the vineyards is organic and fermentation is in stainless steel with the reds undergoing limited aging in French oak barrels.



SCORE HIGHLIGHTS:

TerraPura Cabernet Reserva
2018 91 Pts. WineReviewOnline

TerraPura Carmenere Reserva
2018 91 Pts. WineReviewOnline

TerraPura Chardonnay Reserva
2018 90 Pts. Planet Grape

TerraPura Sauvignon Blanc Reserva
2018 'BEST BUY' Wine Enthusiast



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Champagne, Reims
FRANCE



Founded in 1947 and established in Reims, Palmer & Co is an ultra-premium Champagne House with over 200 hectares (500 acres) of vineyards classified as Grand and Premier Crus in the Montagne de Reims area. The Palmer & Co wines mature in a maze of deep chalky galleries, remaining in contact with the lees for at least four years for Palmer Brut Reserve, six to eight years for the vintage cuvees and up to ten years or more for magnums and larger format bottles. Highly regarded for their excellence and elegance, the Palmer & Co cuvees are regularly distinguished in major international wine competitions and endorsed by Champagne experts.

Palmer & Co distinguishes itself through the grands terroirs of the Montagne de Reims, where all its vineyards are classified as Premier or Grand Cru. The Côte de Sézanne area, the Côte des Bar and the Marne Valley, complete this mosaic.



Rémi Vervier, CEO &
Winemaker



Xavier Berdin, Cellar Master

SCORE HIGHLIGHTS

Vintage 2012 98 Pts. Decanter
94 Pts. Wine & Spirits
93 Pts. Wine Advocate
93 Pts. Wine Spectator
Brut Reserve 90 Pts. Wine & Spirits Top 100

Blanc de Blanc 95 Pts. #14 out of 100 Fine Magazine
92 Pts. Wine Advocate
91 Pts. James Suckling
91 Pts. Wine & Spirits
91 Pts. Wine Spectator
Rose' Solera 93 Pts. One of the Year's Best
Wine & Spirits



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



CHÂTEAU
FERRYLACOMBÉ

Provence,
FRANCE



A jewel in the heart of Provence; between the Mount Sainte-Victoire and the Aurélien Hills, at the foot of the Sainte-Victoire mountain range, 12 miles east of Aix-en-Provence, sits one of the most beautiful terroirs of Provence, the Vallée de l'Arc, (Arc Valley). Château Ferrylacombé is situated at the heart of the valley.

The history goes that by accompanying good King René of Anjou from Naples to Provence, the Ferry family originally settled in this land in 1442, founded the vineyards and remained well into the 1800's.

About 16 years ago, the property was acquired by the Pinot family and the winery is run today by Michel and his children, Matthew and Alexandra. The vineyards use integrated farming techniques and follow the Terra Vitis charter for sustainable viticulture. Besides making great Rosé, respecting the environment is their primary concern.



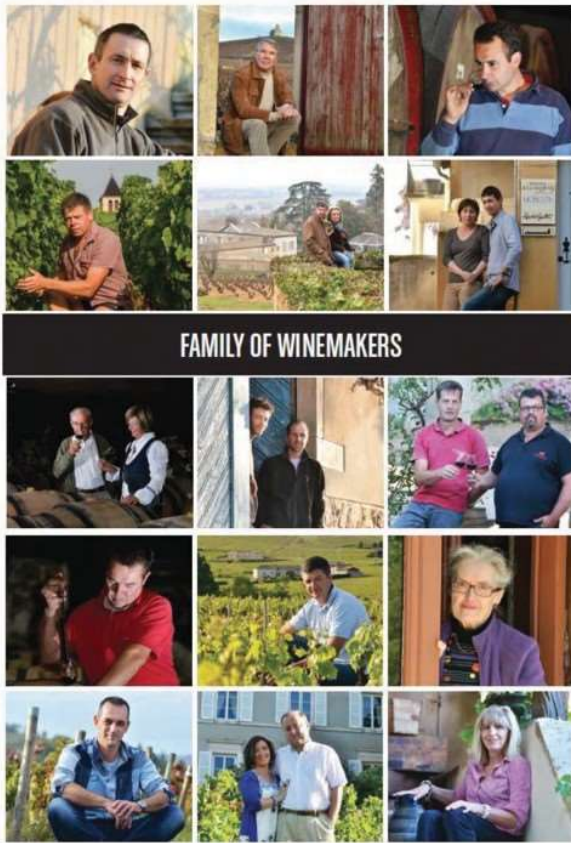
Michel and Alexandra Pinot



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Burgundy
FRANCE
A Family of Winemakers



FAMILY OF WINEMAKERS

What makes the 'Domaines & Chateaux Collection' so special?

The Domaines & Chateaux collection represents single-estate and even single-vineyard wines that are produced by independent vigneron and available to the US market exclusively through Quintessential. These wines come from some of the very best family-owned estates and producers located throughout the Beaujolais region.

Each wine is the ultimate expression of the unique terroir and character of each estate and its vineyards.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



SCORE HIGHLIGHTS

Domaine Les Chenevières
 2019 92 Pts. James Suckling 90 Pts. Wine & Spirits
 2018 91 Pts. James Suckling
 90 Pts. Vinous

Domaine Béranger
 2019 92 Pts. James Suckling 91 Pts. Wine & Spirits
 2018 93 Pts. Vinous
 92 Pts. James Suckling

Domaine des Pontheux
 2018 91 Pts. Vinous
 90 Pts. Wine Enthusiast

Domaine de Lafayette
 2019 92 Pts. James Suckling
 2018 92 Pts. James Suckling

Domaine du Riaz
 2018 90 Pts. Vinous
 93 Pts. James Suckling

Château de Saint-Amour
 2019 91 Pts. James Suckling
 2018 91 Pts. Vinous
 91 Pts. James Suckling

Clos des Quatre Vents
 2019 93 Pts. James Suckling 91 Pts. Wine Spectator
 2018 92 Pts. Vinous
 93 Pts. James Suckling

Domaine des Quatre Vents
 2019 97 Pts. Decanter
 92 Pts. James Suckling 91 Pts. Wine Enthusiast
 2018 93 Pts. Wine & Spirits 93 Pts. James Suckling

Jean Ernest Descombes
 2019 93 Pts. James Suckling
 2018 94 Pts. James Suckling 93 Pts. Wine & Spirits 92 Pts.
 Vinous
 90 Pts. Wine Spectator

Jean Ernest Descombes Cote du Py
 2019 92 Pts. James Suckling 91 Pts. Wine Spectator 90 Pts.
 Wine Enthusiast

Domaine de Javerniere
 2019 92 Pts. James Suckling
 2018 91 Pts. Vinous
 90 Pts. Wine Spectator

Domaine de Javerniere Côte du Py
 2020 90 Pts. James Suckling
 2019 92 Pts. James Suckling
 2018 94 Pts. James Suckling

Château des Capitans Julienas
 2019 93 Pts. James Suckling 91 Pts. Wine Enthusiast 90 Pts.
 Wine Spectator
 2018 93 Pts. James Suckling



Morgon



Moulin-a-Vent



Pouilly-Fuisse

GEORGES DUBOEU F

Burgundy
FRANCE

2019 Vintage Scores

Beaujolais	90 Pts. James Suckling
Beaujolais-Villages	91 Pts. James Suckling
Brouilly	92 Pts. James Suckling
Fleurie	91 Pts. James Suckling
Morgon	91 Pts. James Suckling
Moulin-A-Vent	91 Pts. James Suckling

2020 Vintage Scores

Beaujolais	90 Pts. James Suckling
Beaujolais-Villages	90 Pts. James Suckling



For *more than four centuries*, the Duboeuf family has been producing wine. Georges, who passed away in January, 2020 at age 86, was well-known for his dynamism, created *Les Vins Georges Duboeuf* in September of 1964. This historical date also marked the start of his wine merchant business -- selecting, bottling and selling fine French wines from the Beaujolais and Mâconnais regions of Burgundy. In the process, Georges and his wines became world famous.

In essence, Georges was the ambassador of the region...loyal to his quest of offering quality wines, combining the flavor profiles of their terroir with bold characters. He conducted his business by negotiating with heart, passion and the constant desire to share the very best of Beaujolais. In continuing the family tradition, Georges' son Franck runs the family business, with his son Aurélien recently taking a role on the winemaking side, his nephew Adrien on the business side, and Franck's wife Anne managing the unique "wine-centric" museum, botanical gardens and family-friendly amusement park, Le Hameau Duboeuf.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

GEORGES DUBOEUF

Pays d'OC
FRANCE



Produced by Georges Duboeuf, the Varietal Wines represent the best expression of each region with a touch of sunshine from the South of France in every sip.

Wildflowers bloom in the fields and vineyards of the Pays d'OC region that lies between lush mountains and the deep blue Mediterranean sea. The Pays d'OC region benefits from a climate that is ideal for growing grapes.

Each of the wildflowers pictured on the labels corresponds to a specific flower that is found in the region.

- Scabiosa – Cabernet Sauvignon - Full bodied, smooth with notes of cherry, spice and a touch of vanilla.
- Cornflower – Merlot - Rich, ruby color bursting with dark velvety fruit, notes of chocolate and tobacco, smooth, lingering finish.
- Red Poppy – Pinot Noir - Notes of ripe cherry and bright strawberry with an elegant mouth-feel and soft finish.
- Yellow Gentian - Chardonnay - Bright and crisp notes of apple, pear and lemon peel with a creamy body and refreshing finish.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

GRANDS VINS D'ALSACE

Gustave Lorentz

à Bergheim depuis 1836

FRANCE

Alsace,
FRANCE



The Lorentz family has been making wine since 1836 in the heart of the Alsace, which lies in the northeast corner of France, along the Rhine River. Charles Lorentz Sr., grandfather of the current president of Gustave Lorentz, developed his vineyards on the hills of Altenberg de Bergheim, in the foothills of the Vosges Mountains, which has grown to 85 acres in this extraordinary terroir, with four acres planted on the hills of the Grand Cru Kanzlerberg and 30 acres in the Grand Cru Altenberg de Bergheim.

The current management, led by Georges Lorentz, is the sixth generation of the family firm, headquartered in the medieval village of Bergheim, in the Haut-Rhin. As far back as anyone can recall, the grapes harvested from this extraordinary terroir have been vinified separately. Thus, Riesling, Pinot-Gris, Gewurztraminer and other Muscat varieties from the Altenberg de Bergheim vineyards unerringly express their unique qualities in these wines year-to-year. The family is very proud that the wines are “gastronomic,” meaning fresh, clean, well-balanced and mostly dry – great matches for many of the cuisines from the more than 55 countries where the wines are sold.

As they have down through the generations, the Lorentz family hews to tradition while also employing state-of-the-art vinification techniques and equipment. Gustave Lorentz was among the first producers in the Alsace to use stelvin (screw-cap) closures. In 2012 the Gustave Lorentz vineyards became certified organic by Ecocert.



SCORE HIGHLIGHTS

Cremant d'Alsace Brut

91 Pts. Wine Enthusiast

Cremant d'Alsace Brut Rose

90 Pts. Wine Enthusiast

**Gewurztraminer Reserve
2017**

**94 Pts. 'Excellent'
World Wine Championship**



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Bordeaux,
FRANCE



CULTIVATING THE FUTURE OF BORDEAUX

Famille Bouey has been deeply rooted in the Médoc since 1821 — where they have tended the vines, not merely owned. Like any other priceless heirloom, the Bouey Family aim to keep the vines fruitful for the generations to come.

CORE VALUES

- Continuing a family legacy of skillful vine-growing and winemaking
- Protecting and nurturing the earth through biodiversity and a strong bond with the land
- Creating and spreading a passion for Bordeaux wines

Cuvee 58

This wine is a reference to 1958, the year in which Maison Bouey was founded by Roger Bouey (1901-2000). This was a turning point for the Bouey family, winegrowers since 1821, marking the start of a new international adventure. Symbolic by definition, this wine could only come from the magnificent terroir where this family originated and prospered, Bordeaux.

SCORE HIGHLIGHTS

Chateau La France Delhomme

2019 91 Pts. James Suckling
2018 90 Pts. James Suckling

Colors 721

2020 90 Pts. James Suckling

INSPIRED BY PANTONE 721

It's easy to overlook a wine's color in favor of its aromas or complexity on the palate, but you can capture the very essence of a particular vintage at first sight.

Maison Bouey created **Colors Rosé** in partnership with **Pantone, world-renowned colorist**. This collaboration is the first and only for Pantone in the wine industry.

This unique cobranding encourages the buyer to choose Famille Bouey's Rosé based on its captivating color, inspired by **Pantone 721**.





IGP, Atlantique
FRANCE



Jacques, Serge, Yann, Patrick Bouey

CUVÉE 11 & CUVÉE 20

Two wines whose fruit and freshness come together to honor two major events in the Bouey Family history.

Cuvée 11 – named for **the first 11 hectares** of vines acquired by Jean Bouey in 1821.

Cuvée 20 – acknowledges the fourth generation of the Bouey Family, **Yann Bouey**, who joined the family business in 2020 to continue the family legacy.

OH LA VACHE!

“Oh La Vache!” (French slang for “Holy Cow”), an eco-responsible wine produced with respect to **biodiversity** and **durable development**. *The future of our planet is being written today, one bottle at a time.*

- High Environmental Value (HVE) Level 3 Certified
- Recycled glass bottle
- Label produced from cane sugar fibers
- Cork sourced exclusively from sustainable forests
- Intended to be recycled in full once enjoyed

SCORE HIGHLIGHTS

Oh La Vache!
2020 Vintage 90 Pts. James Suckling



OH LA VACHE !





Châteauneuf-du Pape,
Côtes-du-Rhône,
Vin De Pays,
FRANCE



The Brunel family's winemaking history reaches back to the 17th century with the purchase of a vineyard plot to the north of the Châteauneuf-du-Pape appellation from the Bishop of Avignon. Numerous generations followed, all working in the vineyards, but it was in 1954 that Lucien Brunel created the name "Les Cailloux" or "The Pebbles" to promote the Domaine's wine qualities and special geological characteristic of the large oval stones covering his vineyards.

In 1971, Lucien's son André Brunel took the helm at the Domaine. His endless motivation and eye for quality resulted in a steady expansion of the family's vineyards with acquisitions in the Côtes du Rhône and select plots of Vauduse Vins de Pays. In 1989 he launched the now coveted Cuvée Centenaire and continued to improve the vineyard management practices. André was one of the first in Châteauneuf-du-Pape to use tailored ground cover methods and to practice a non-chemical approach to farming his vineyards.

In 2012, Fabrice Brunel, the son of André Brunel, joined the team to ensure the family's history and passion would continue. The pursuit for quality; the utmost respect for the land; and the drive to produce beautiful wines, which are both enjoyable in the immediate present as well as in future years with excellent aging potential, the Brunel family is meticulous in cultivating vineyards, sourcing quality grapes, and winemaking style.



Fabrice & André Brunel

QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Châteauneuf-du Pape,
Côtes-du-Rhône,
Vin De Pays,
FRANCE



The Estate is divided up into three appellations: Châteauneuf-du-Pape, Côtes du Rhône, and Vaucluse Vins de Pays. Our pursuit for quality, respect for the land, and drive to provide customers with wines to enjoy throughout their aging, impels us to be immeasurably meticulous during production, regardless of appellation. The differences are mainly the maturation periods (longer for the Châteauneuf, and shorter for the Vins de Pays to make them available sooner) and the usage of vats (for Syrah in Châteauneuf-du-Pape to mellow out the tannins, absent on the Côtes du Rhône and the Vins de Pays to maintain the fruits freshness).

We aim to produce wines reflecting their region and origin while remaining elegant and subtle.

As we shift to the next vintage for some of these classic wines, we will transition to a new updated label, keeping with the classic look expected from these regions in France but elevating the packaging for the more modern wine consumer.

SCORE HIGHLIGHTS

Châteauneuf-du-Pape André Brunel Les Cailloux Blanc

2020 91 Pts. Wine Advocate
2019 93 Pts. 'Cellar Selection' - Wine Enthusiast
93 Pts. Wine Advocate

Châteauneuf-du-Pape André Brunel Les Cailloux Rouge

2019 92 Pts. Wine Advocate
2018 92 Pts. Wine Spectator
92 Pts. Wine Advocate

Andre Brunel CDP Cuvee Centenaire

2019 95+ Pts. Wine Advocate
2016 97 Pts. Wine Advocate
96 Pts. 'Cellar Selection' – Wine Enthusiast
96 Pts. Wine Spectator
97 Pts. Wine Advocate
94 Pts. Wine Advocate



New labels / package



Tolna,
HUNGARY

Dr. Herold Binderer founded the company Binderer St. Ursula in 1951 and worked tirelessly until his late eighties. His son, Peter, who took over the business, carries on the family tradition. After the fall of the "Iron Curtain" Peter decided in the mid-90's to buy one winery in the north and to build another winery in the south of Hungary because he knew about the long tradition and excellent potential of Hungarian winemaking. Together with Lazlo Karolyi, a Hungarian aristocrat with a turbulent life, shaped by escape from war and comebacks in different continents. Peter created his first white wine in 1998.

Since then, quality and innovative concepts have been the key factors in the success of these two gentlemen. As Lazlo loves the taste of the important white wine variety Gruner Veltliner, he gave his name "Count Karolyi" to create this brand. This fresh white wine has a real varietal character. Enjoy its lemony aromas with a spicy, peppery touch typical of Gruner from Pannon, south west Hungary - a region spoiled by sunshine.

2019 Count Karolyi
Grüner Veltliner

#96
TOP 100

BEST BUY 2021

~ July 2021



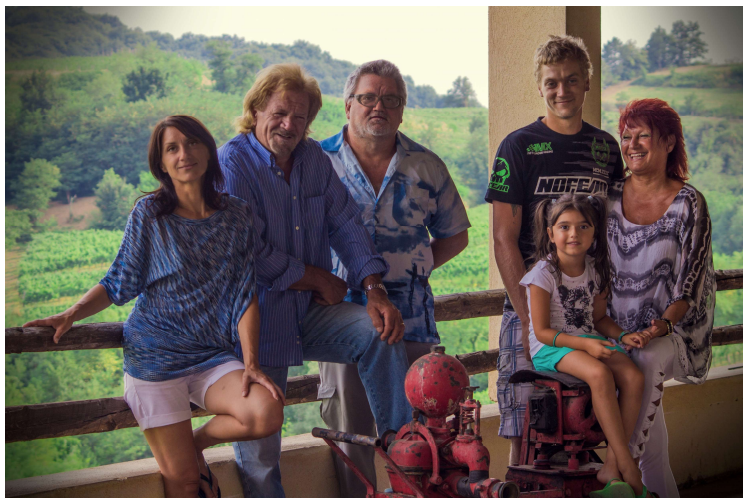
QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

Ascevi Luwa

Friuli Venezia Giulia
ITALY



The City of San Floriano del Collio nestles among gently rolling hills covered with vineyards, cherry trees and acacia woods, within the Friuli Venezia Giulia region near the Slovenian border. It is here that Mariano Pintar and his wife Loredana planted their first vineyard on a small plot of land in 1972. Over the years their great commitment and enthusiasm has allowed the estate to increase its area to approximately 74 acres, situated in the Collio and Friuli Isonzo DOC zones, which have always been prime winegrowing country.



The Family

The hamlet of Ascevi is the name of the area where the largest vineyard (approximately 14 acres) is located. Luwa is derived from combining the names Luana and Walter, Marian and Loredana's children. The Collio vineyards are situated at an altitude between 590-820 feet above sea level in soil with good structure and mineral content made up of stratified marl and sandstone. Most of the estate's production comes from these vineyards. "Ceròu" is the old name of area where winery owner Mariano Ascevi first planted vines in the 1970's. He transformed what was mostly forest into vineyards through major evacuation work, including the removal of old bombs from the First World War.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

ATTILIO GHISOLFI

★
MONFORTE D'ALBA

Piedmont
ITALY



Carlo Ghisolfi bought a small property of approximately nine acres in 1985 in what is now known as the "Cru Bussia" and started making wine. Carlo's son and grandson expanded the property accumulating 21 additional acres of neighboring lands. The wines under the Ghisolfi label were made in 1988 and it included a Barolo Bricco Visette, which is the name of the hill of Carlo's original nine acres. Until 1987, the land was used for both vines and other agricultural products. At that time, Carlo's great grandson Gianmarco Ghisolfi had come into the family business and, with his father Attilio, converted most of the land over to grapevines in order to start producing wines under their own label. While not organically certified, the vineyards are eco-friendly and cultivated with a great respect for the environment.



Gianmarco and Attilio Ghisolfi

SCORE HIGHLIGHTS

Ghisolfi Barolo Bussia

2017	95 Pts. Wine Spectator
	94 Pts. Wine Enthusiast
2016	94 Pts. James Suckling
	94 Pts. James Suckling
	92 Pts. Wine Enthusiast

Ghisolfi Barolo Bussia Bricco Visette

2015	91 Pts. Wine Spectator
2014	92 Pts. Wine Enthusiast

Ghisolfi Barolo Bussia Bricco Visette

2015	91 Pts. Wine Spectator
2014	92 Pts. Wine Enthusiast



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

BEL COLLE

VERDUNO - ITALIA

Piedmont,
ITALY



Founded in the late 1970's by brothers Franco Pontiglione, Carlo Pontiglione and Giuseppe Priola, the Bel Colle Winery was a dream come true. Diligence and dedication produced great wines winning many accolades and awards in national and international magazines including Gambero Rosso, Wine Spectator and Wine Enthusiast to name a few.

In August 2015, Bel Colle was purchased by Luca Bosio, whose family has been growing grapes and making wines in the nearby Asti section of Piedmont since the mid-1960's. As a skilled winemaker, Luca was thrilled to be able to make wines from a different part of the region where there is an unusual microclimate and geology that is especially congenial to the growing region of Nebbiolo. When he purchased the Bel Colle property, there was 25 acres of property plus another 30 acres of rented vineyards. Over the years since this acquisition, Luca has purchased an additional 100 acres or so totaling 120 acres now including 25 acres of organic grapes which will increase in the next 5 years to 60 acres.

SCORE HIGHLIGHTS

Bel Colle Simposio Barolo

2017 91 Pts. James Suckling
91 Pts. Wine Advocate
91 Pts. Wine Enthusiast
2016 93 Pts. James Suckling

Bel Colle Monvigliero Barolo

2015 93 Pts. Wine Enthusiast

Bel Colle Barbaresco Pajore'

2017 93 Pts. Wine Enthusiast

Bel Colle Dolcetto d'Alba

2017 91 Pts. Planet Grape



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

CORTONESI



Montalcino, Tuscany
ITALY



The "La Mannella" vineyards, owned by the Cortonesi family, covers a surface of 138 acres, 20 of which especially devoted to the production of Brunello di Montalcino. The vineyards are located in one of the most valuable areas of the region, both north and south-east of Montalcino.

It is a rather young company, with their first bottled vintage from 1990. The Cortonesi family works according to tradition, yet employs modern winemaking technologies that help enhance the quality of their wines. The favorable location of its vineyards, and the rocky soil where they are planted, all contribute to the making of a deep and elegant Brunello, well suited for a long aging period.



Tommaso Cortonesi

SCORE HIGHLIGHTS

Cortonesi La Mannella Brunello Montalcino

2017	93 Pts. James Suckling
	90 Pts. Vinous
2016	95 Pts. James Suckling
	94 Pts. Wine Advocate
	94 Pts. Wine Enthusiast
	93 Pts. Wine Spectator

Cortonesi La Mannella Poggiarelli

2017	93 Pts. James Suckling
2016	96+ Pts. Wine Advocate
	96 Pts. James Suckling

Cortonesi Brunello di Montalcino Riserva

2016	96 Pts. James Suckling
	93 Pts. Vinous

Cortonesi La Mannella Rosso

2019	91 Pts. James Suckling
2018	91 Pts. James Suckling



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BOSIO FAMILY ESTATES

BELCOLLE
VENETO - ITALIA

BOSIO

LUCA BOSIO
VINEYARDS

Veneto,
ITALY



PROSECCO di Nonna Angela

In 1967 Edigio Bosio, together with his wife Angela, began cultivating a small plot of land in Santo Stefano Belbo—a territory rich in history, culture, and stunning natural landscapes—and sowed the seed of what would later become the Bosio Family Estates winery.

As is common in the Piedmont, the company was passed from father to son. Born in 1958, Valter Bosio carried on the family’s tradition of agriculture starting at the age of 20. Since then, Valter has continued to build the family business and now works alongside third-generation winemaker Luca Bosio who is following in his father’s footsteps.

Luca produces wines with a deep connection to tradition and in loving memory of his grandparents. In turn, Luca Bosio Prosecco is named in honor of his grandmother, Nonna Angela. A favorite sparkling wine of Nonna Angela, the Prosecco emulates her bright, fresh, and jovial spirit. Through this wine Luca conveys love for his family, his heritage, and gratitude for his grandmother.

Nonna Angela is unconditional love, Nonna Angela is home.



Egidio & Nonna Angela



Valentina (wife of Luca), Valter, Rosella and Luca



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

B
BOSIO FAMILY ESTATES

BELCOLLE BOSIO LUCA BOSIO
WINERY ITALY VINEYARDS

Piedmont,
ITALY



Luca Bosio Vineyards, now in its 3rd generation, was established in 1967 by farmers Egidio and Angela. Their son, Valter Bosio married Rosella and along with their son Luca, a graduate winemaker, work tirelessly to keep up the family tradition. Luca has brought a wave of freshness and novelty both in technical and commercial areas. After the success of his innovative and progressive ideas, and under the constant support of the family, the company has taken the name of Luca Bosio Vineyards. The winery is located in the center of the Langhe region of Piedmont and has 60 acres of vineyards.

SCORE HIGHLIGHTS

- Luca Bosio Langhe Arneis**
2018 91 Pts. Planet Grape
91 Pts. Wine Review Online
- Luca Bosio Barbera d'Asti**
2017 91 Pts. BlueLifestyle.com
- Luca Bosio Barbaresco**
2017 91 Pts. Wine Advocate
- Luca Bosio Nebbiolo d'Alba**
2018 90 Pts. Wine Advocate
- Luca Bosio Moscato d'Asti**
2018 90 Pts. Planet Grape
- Luca Bosio Barolo**
2016 92 Pts. Wine Advocate



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Piedmont,
ITALY



Luca Bosio has brought a wave of freshness and novelty both in technical and commercial areas. After the success of his innovative and progressive ideas, and under the constant support of the family, the company took the name Luca Bosio Vineyards. The winery is located in the center of the Langhe region of Piedmont with 60+ acres of vineyards.

The Luca Bosio Semi-Sweet Wines are harvested by hand, the grapes are crushed and undergo prolonged skin contact to extract as much of the natural red grape color as possible without losing its flavor. Fermentation takes place in stainless steel under pressure with wine then stored in stainless steel for 10 days of stabilization and clarification. Then if infusions are to be added, that is the time it is done. All infusions are natural and produced at the winery, with blueberry, raspberry and strawberry flavors used.



Luca Bosio, Proprietor and Winemaker



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



LEDA

TRUFFLE HUNTER

Piedmont,
ITALY



Leda 'Truffle Hunter' wines are made by Bosio Family Estates. The winery, now in its 3rd generation was established in 1967 by farmers Egidio and Angela. Their son, Valter Bosio married Rosella and along with their son Luca, a graduate winemaker, work tirelessly to keep up the family tradition. Luca brought a wave of freshness and novelty, both in technical and commercial areas, and after the success of his innovative and progressive ideas, and under the constant support of the family, the winery was renamed, Luca Bosio Vineyards and Luca was put in charge.

Located in the center of the Langhe region of Piedmont, with 60 acres of vineyards, the winery dedicated this special wine and label to Leda, a faithful companion to the Bosio family for 15 years and is legendary for her ability to hunt truffles. The family named this wine in her honor so her legacy and story will live on each time a bottle is opened and a glass is toasted. Leda is a Lagotto Romagnolo, a breed of dog that comes exclusively from the Romagna sub-region of Italy. Leda '2000 - 2015'.



Luca Bosio & Leda



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

PANZANO IN CHIANTI



Carobbio

Chianti,
ITALY



Dario Faccin - Winemaker

Located in the Conca d'Oro of Panzano in Chianti, Carobbio covers a total of 123 acres with ancient vineyards, olive groves and lush woodlands. The excellent position, altitude and type of soil make this vineyard the perfect place for growing and transforming marvelous grapes, of which Sangiovese is the undisputed king. Thanks to the supervision of the Novarese family and the daily work of enologist Dario Faccin and his close-knit team, Carobbio fully expresses its extraordinary vocation through its prestigious collection of wines and fragrant olive oil. The 150-year-old farmhouse, surrounded by olive groves and vineyards in a magnificent, peaceful setting, is in one of the most beautiful locations of the Chianti region. Its unforgettable view of the Tuscan countryside extends from Rignano to San Donato, with Tavarnelle in the distance. The wine that we produce will delight the body and soul.



The Novarese Family
Daughter Federica, Alberto (Son of Carlo), wife
Francesca, daughter Alessandra

SCORE HIGHLIGHTS

Chianti Classico

2016 90 Pts. Wine Advocate
 90 Pts. Wine Enthusiast

Chianti Classico Riserva

2015 92 Pts. Wine Advocate



TROPICAL MOSCATO

ITALY



Luca Bosio, at his family winery in Piedmont, Italy, blends his best Moscato with 100% all natural fruit in each bottle; real passion fruit and mango from Brazil, Italian white peaches, cranberries, strawberries and blueberries from the Italian Alps and grapefruit sourced from Sicily. Tropical Moscato is a delicious blend that captures the aromas and flavors of the tropics in every bottle.

No artificial ingredients! No added sugar.

You will be swept away into a tropical daydream with your first sip.

Bright, refreshing, these wines are described as

"Paradise in a Glass" or "Vacation in a Bottle".

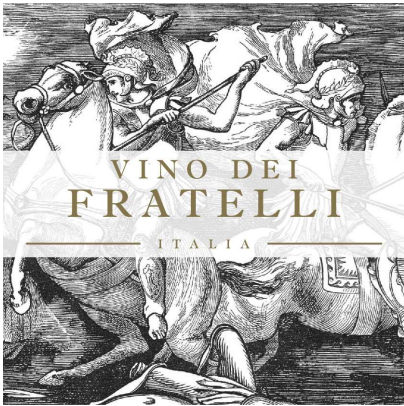
Tropical Passion Fruit - 93 Pts. SF International Wine Competition

Tropical Mango - 90 Pts. The Tasting Panel

Tropical Peach - 90 Pts. The Beverage Testing Institute



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR

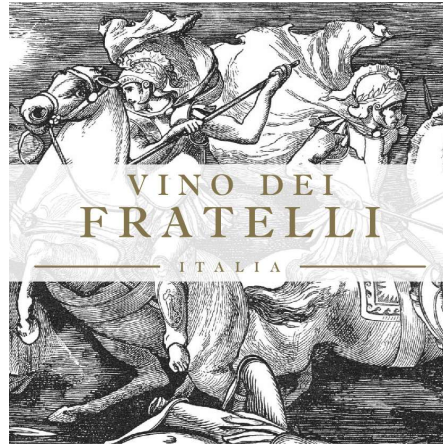


ITALY & CALIFORNIA

Vino dei Fratelli translates to "Wine of the Brothers" features a new label that was inspired by the image on an ancient Roman coin of the famous brothers Castor and Pollux who, together, symbolize the ideal of brotherly love. The updated packaging features a dramatic battle scene from an 1879 engraving by John Reinhard Weguelin. It depicts a Roman legend in which Castor and Pollux are transformed into two young knights who battled so bravely together that they spurred on the army of the Kingdom of Rome to a legendary victory at the Battle of Lake Regillus in the early 5th Century B.C. The new labels make a strong statement between brothers and the power of family. Each of the wines under this brand has been made in proud partnership with a family owned Italian winery that represents top quality of their respective region.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Pinot Grigio

The history of the current Mosolo family begins in the early 1930's when grandfather Angelo started an entrepreneurial activity of production and sale of bulk wines destined for the local market. At the beginning of the 1970's, with the entry of his son Gleni on the scene, the company marked an important commercial turning point, starting the bottling of wines and acquiring new land in the Colli Orientali del Friuli area. At first the bottled wines of Mosolo Gleni conquer the national market, then thanks also to the arrival in the company of his son Michele who after completing his studies, decides to help his father in the wine business, they also make themselves known abroad. Taking advantage of the progress made in the field of viticulture and oenological technology wisely, the Mosolo Gleni Company has revised the entire production structure from the vineyards to the cellars, investing considerable economic resources in the qualitative strengthening of production to meet the demands of the global market.

Chianti | Montepulciano

Caviro was founded in 1966 in Faenza, in the heart of Emilia-Romagna – a land with a rich identity and high wine vocation – to enhance the member's grapes. Today, 50 years after the first contributions of grapes, the group exports to over 80 countries and represents the largest winery in Italy and is the number one company for wine produced in Italy. Thanks to Caviro, they represent and foster a community of families with a beautiful and meaningful history for the Italian people and their land.

Moscato Rosa | Casa Rossa

Bosio vineyards, now in its 3rd generation, was established in 1967 by farmers Egidio and Angela. Their son, Valter Bosio married Rosella and along with their son Luca, a graduate winemaker, work tirelessly to keep up the family tradition. Luca has brought a wave of freshness and novelty both in technical and commercial areas. He has brought innovative and progressive ideas and is carrying on the family tradition of making superior wines. The winery is located in the center of the Langhe region of Piedmont and has 100 acres of vineyards.

Prosecco

The Serena's roots can be found in Venice dating back to 1390 but it was actually 1881 that they began making great wine with passion, perseverance and pride. The two following generations brilliantly realized that innovation and passionate research would preserve and carry their wines into the future. In the mid 70's, Adolfo Serena's two sons, Giorgio and Luca, became part of the family business and are now managing it.

QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Alentejo,
PORTUGAL



Alexandre Relvas and his family have been developing different types of wines using mostly indigenous varieties throughout the years at Herdade São Miguel producing incredible quality to price values.

Sul is a red wine produced by Herdade de São Miguel with grapes grown in magnesium sedimentary loam soils, ranging from sandy-loam to clay-loam in the Alentejo area of Southern Portugal. Portugal is the world's largest producer of cork, and Alentejo is called the land of cork. Portuguese cork forests rank among the top biodiversity hotspots in Europe. This wine is a tribute to the region and to the family's commitment in preserving the cork forests in these lands.

Clay amphora has been used for making wine for more than 3000 years, since Roman times. Because it is made of clay, it is porous and the inside has to be coated with an impermeable surface. the ancestral technique, still in use today is to varnish the inside with pine resin, called Pez Louro, in which other natural ingredients such as herbs and bee wax may be mixed.



Antonio Relvas, Alexandre Relvas Sr., Alexandre Relvas Jr.



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Alentejo,
PORTUGAL



Alexandre Relvas and his family have been developing different types of wine throughout the years at Herdade de São Miguel producing incredible quality to price values in Redondo in the Alentejo region.

Projected and built in 2003 in a minimalist style, this winery is located at the middle of the Herdade de São Miguel vineyards. All the grapes are hand-crafted to preserve the maximum expression of the terroir in the Alentejo region, a third of Portugal's area but having only one tenth of its population, it is best known by its extremely differentiated climate and unique, natural beauty. The winery employs sustainable practices and currently has roughly 20% of its vineyards certified organic and working to convert more of its vineyards to organic every year. The area is the largest growing area for cork trees producing 40% of the world's cork and the family has 240 acres of cork trees.

Freedom of spirit, vitality, versatility and responsibility are some adjectives that portray and characterize our team work; developing different types of wine throughout the years.



Alexandre Relvas Jr., Alexandre Relvas Sr., Antonio Relvas

SCORE HIGHLIGHTS

Herdade de São Miguel Escolha dos Enólogos

- 2019 93 Pts. Wine Enthusiast
- 91 Pts. Wine & Spirits
- 90 Pts. Wine Advocate

Herdade de São Miguel Reserva

- 2019 94 Pts. 'Cellar Selection' Wine Enthusiast
- 2018 94 Pts. 'Cellar Selection' Wine Enthusiast
- 93 Pts. Wine & Spirits



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



EST 1716

QUINTA DO VALLADO

Douro,
PORTUGAL



Quinta do Vallado, in its sixth generation, has been family-owned since 1716, originally owned by the legendary Doña Antonia Adelaide Ferreira. It is one of the oldest and most famous quintas in the Douro region, for a long time its vineyards went into the best Ports produced by the large shipper Ferreira.

Today the winery is owned by João Ferreria Alvares Ribeiro, Francisco Ferreira and Francisco Olazabal. It is one of the oldest and most famous “Quintas” in the Douro region. Two thirds of the vineyards are planted in terraces with a single row of vines and pruned according to the double cordon system. The old vines, which make up almost 40% of the vineyards are at least 80. A new state-of-the-art winery was built in 1997 and a newly built, ultra-modern hotel was completed in 2012 making Quinta do Vallado a travel destination in the Douro Valley.

SCORE HIGHLIGHTS

Douro Red

2019 90 Pts. Wine Enthusiast
2018 90 Pts. Wine Enthusiast

Douro Reserva Red ‘Field Blend’

2019 94 Pts. Wine Advocate
2018 92 Pts. Wine Advocate

Touriga Nacional

2019 93 Pts. Wine Advocate
2018 93 Pts. Wine Advocate

Vintage ‘Adelaide’ Port

2015 95 Pts. Wine Spectator



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



EST 1716

QUINTA DO VALLADO

Douro,
PORTUGAL



Vintage Ports are made in the best of the vintages, the hallmark of each Port house. Vintage Port is aged for a few years in tank or cask then bottled to finish aging in the bottle. If properly stored, these wines will age for decades throwing sediment after a few years and should be decanted.

Tawny Port wines are intended to be sweet, so fermentation is arrested halfway through the process, before all the residual sugar has been fermented through the addition of grape spirits, thus fortifying the wine and aged in 600 liter oak casks for years during which time, the complex aromas and flavors become thoroughly integrated and the distinct hue develops.

100 years of Port is a special collection with all four aged Tawny Ports, which adds up to 100 years, a century of Port. Truly a unique gift, these smooth, richly flavored Tawny Ports come in a handsome wooden box. ** special order only **



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



CASA *de* VILA NOVA

Douro,
PORTUGAL



The Lencastre family is of royal Portuguese lineage – descended from Antonio Pinot Garces Mandureira, named the First Barão da Varzea do Douro by Portugal's Queen Maria II on July 16, 1846.

The family's royal residence, located near the town of Penafiel and the eastern border of Portugal's Vinho Verde wine region. The land has been in the family since the 12th Century, with the ivy-covered stone tower standing as the only remnant from the estate's early days. The tower is now surrounded by Vila Nova, built in the 1700's.

In the late 1970's, the family planted grape vines over 29 acres; mostly the native Portuguese varietals that are most often used in Vinho Verde wines.

In 2003, Bernardo Lencastre, who will be the 5th Baron in the family, took over the property with his siblings, revitalized the vineyards and started making Vinho Verde. He also spearheaded efforts to make Vila Nova the showplace it is today.



Bernardo Lencastre, sister Luisa, father Luis Lencastre, (Baron of Varzea do Douro), sister Sofia & brother Filipe



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



MURIEL

Rioja,
SPAIN



Founded in 1982, when Julian Murua Entrena revived his father, Jose Murua's winery, which dates back to 1926 in the heart of the Rioja Alavesa (one of the three sub-regions that make up Spain's Rioja appellation). The cellars are in the quaint, historic village of Elciego, which is renowned for being surrounded by some of the best "terrior" in Rioja. The name "Muriel" comes from the combination of the family name, Murua, and the name of the town itself, Elciego.

Today, Julian and his son Javier run the winery with the mission to meld the long-held winemaking traditions of the region with new technologies and techniques in order to make wines that express the "best qualities" of the grapes coming from these fertile Riojan vineyards. Like most of red wines in the region, all Bodegas Muriel wines are 100% Tempranillo, the "signature" grape of the region. Due to the special micro-climate of the region, there is a triple influence from the Mediterranean, Continental and Atlantic climates, which helps the vines produce very aromatic and elegant wines, whose main characteristic is the potential to age.

All grapes are selected from Rioja Alavesa and Alta vineyards where soils are very poor and chalky with a clayish-sandy texture. Due to the special micro-climate of the region, there is a triple influence from the Mediterranean, Continental and Atlantic climates, which helps the vines produce very aromatic and elegant wines, whose main characteristic is the potential to age.

SCORE HIGHLIGHTS

Muriel Reserva

2016	92 Pts. James Suckling
2015	93 Pts. Wine Spectator
	93 Pts. James Suckling
2014	91 Pts. Wine Spectator

Muriel Gran Reserva

2011	92 Pts. James Suckling
2010	93 Pts. James Suckling
	92 Pts. Wine Enthusiast
	90 Pts. Wine Spectator
2006	91 Pts. Vinous
	90 Pts. James Suckling

Muriel Crianza

2016	90 Pts. Wine Enthusias
2015	90 Pts. Vinous
	90 Pts. James Suckling
2014	90 Pts. James Suckling



Javier and Julian Murua



QUINTESSENTIAL | IMPORTER | MARKETER | DISTRIBUTOR



Rioja,
SPAIN



The Murua family, owners of Bodegas Muriel and Viña Eguia, bought the famed Conde de los Andes and its legendary cellars in 2014, with the dream of rescuing one of the most historical names and places in the Rioja wine industry from the ravages of time and neglect. They have been conducting an ambitious recovery project - renovating the cellar and winery buildings, cataloging 400,000 bottles in the cellar (with wines dating back to 1892) and tasting through all the historical vintages.

Conde de los Andes is located in Ollauri, a small, old village of just 300 in the heart of the Rioja Alta, part of the Rioja appellation, between the southern banks of the Ebro River and the foothills of the Sierra de la Demanda mountain range. It lies in what has long been considered the best terroir of Rioja, world-renowned for the quality of the vineyards and the wines made from the grapes those vines yield. In 1896, a winery was established, but the amazing underground cellars go back even further, to the 16th century, when they were first excavated as wine caves for a wealthy family. It was enlarged in the 17th century. And by the 1950's, the cellars and the wines housed in them were so well-known that wine aficionados visited from around the globe, including Ernest Hemmingway.

The grapes for the new Conde de los Andes range come from approximately 49 acres of vineyards either owned or controlled by the Murua family in three municipalities in the Rioja Alta - Ollauri, Haro, and Brinas. Spain's "signature" red grape, Tempranillo, covers nearly 90% of the vineyards, with a little Garnacha also growing there. The rest is planted to Viura and Malvasia, the base for a semi-sweet white. All of the vines are more than 50 years old and the majority of those vines are planted in the traditional gobelet system.

According to Javier Murua, "unlike most Spanish wineries that usually release a number of red wines at different levels of barrel aging, we are producing only one red wine that will be aged as our winemaker decides for each new vintage. This actually is in tradition of the winery itself, when Conde de los Andes wines were at the height of their popularity.



Score Highlights

Tempranillo

2016

91 Pts. James Suckling

2015

92 Pts. Wine Enthusiast

91 Pts. James Suckling

2017 Blanco

93 Pts. James Suckling



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Tinto FIGUERO

Ribera del Duero
SPAIN



Tinto Figüero is the great dream of José María García and Milagros Figüero, a couple who have devoted their entire lives to looking after their “majuelos,” with the aim of producing “top quality” grapes. They are the proud heirs to a culture that has come down to them through several generations. “What make us different is that 62 of our 131 acres, are older than 60 years. These high quality grapes is what makes our wines so prestigious around the world.” The winery boasts of state-of- the-art technology and has the best resources to produce great wines. The barrels are made from the best American and French oak, toasted by renowned master coopers and renewed every three years, endowing Tinto Figüero wines with their unmistakable bouquet.

SCORE HIGHLIGHTS

Figüero 4 Month

2014 90 Pts. Vinous

Figüero Noble Red

2015 91 Pts. Wine Enthusiast
91 Pts. Wine & Spirits

2014 93 Pts. Wine Advocate
93 Pts. Wine Enthusiast
90 Pts. Wine & Spirits

Figüero Milagros

2015 91 Pts. Wine Enthusiast

Figüero VV

2017 90 Pts. One of the Year's Best
Wine & Spirits



The Garcia Figüero Family

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FLORINDA CAVA BRUT

Penedes,
SPAIN



Florinda is produced by the *fifth generation of the Domènech family*. The winery was established in 1865 in Vilobí del Penedès, southwest of Barcelona in the heart of the Cava D.O. appellation. The vineyards are located in a valley between the Mediterranean Sea and the Catalan Pre-coastal Mountain Range. It is considered a prized land with unique characteristics for viniculture, particularly with the white varietals that make up Spain's best Cavas. The family name first appeared in local history as far back as the 10th Century. In 1865, Don Francisco Jose Domènech planted vines on the land that became the family's first vineyards. After Phylloxera destroyed almost all the vines in Spain in the late 1880's, Florinda was among the pioneering wineries to replant non-contaminated rootstock. In the late 1930s, the Spanish Civil War erupted and part of winery was destroyed during fierce fighting near the end of the war. In 1940, when the Domènech family returned to rebuild the winery, Don Jose Domènech Torne (the son of Don Francisco) produced the first three bottles of Vallformosa Cava. Since the beginning, the Domènech family has been passionate about their wines and, even today, follow the teachings of their ancestors that the "soul of the wine is in the soil and in their family roots." The Domenech family is heavily involved with charitable endeavors, and are actively involved in cancer research through the Catalan Oncology Institution Foundation.



The Domènech family

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PAZO CILLEIRO

albariño

RÍAS BAIXAS
DENOMINACIÓN DE ORIGEN

Rias Baixas,
SPAIN



From the Murua Family, owners of Bodegas Muriel, Conde de los Andes, and Viña Eguia in Rioja, Pazo Cilleiro Albariño is made from selected small vineyards around the winery, in Salnés Valley, in the heart of Rías Baixas appellation (in Galicia - Northwestern Spain). Fresh, humid, soft and pleasant...this is the personality of this valley in Rías Baixas.

Long ago, monks arrived there and settled in the beautiful valley near the sea, they built a monastery called, Armenteira. The monks planted their vines and soon realized how well they adapted to this new land. One of the monks was appointed as the official winemaker of the monastery and called the "Pazo Cilleiro" or the Cellar Master. In the dark of the cellar, the Pazo Cilleiro kept the treasure of Armenteira, a white wine "made to touch heaven".

A thousand years later, the inspiration is still the care and passion of the ancient cilleiros. The soil is granite, quite rich in quartz but poor in organic components, with a sandy texture. The vines are 25 years old, grown mostly in the traditional pergola system. All processes from vineyard to winery are focused to extract the maximum quality of this highly concentrated grape.



SCORE HIGHLIGHTS

2019

91 Pts. Vinous

" Pale, green-tinged straw. Vibrant citrus and orchard fruit scents are complemented by honeysuckle and smoky mineral flourishes. Juicy, penetrating and lively in style, offering vibrant Anjou pear, tangerine and white peach flavors and a touch of fennel. Becomes fleshier with air and finishes with sharp clarity and strong tenacity, leaving mineral and pear skin notes behind."

2018

90 Pts. James Suckling

"A little lifted pears and apples on the nose with a succulent, juicy feel and plenty of white peaches on offer. This has good depth. Drink now."



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VIÑA EGUÍA

Rioja,
SPAIN



The Vina Eguia winery and vineyards were established in 1973 in Elciego and purchased by Bodegas Muriel in 2010. Elciego is a historic village in the Rioja Alavesa, which borders the Spanish “Basque” region, and the language spoken there often includes Basque words, such as “Eguia” which means “truth.” The brand is symbolized by an open hand over the label, which is in the shape of an open book – analogous to putting one’s hand on a Bible to swear to the truth of what one is saying.



Julian and Javier Murua

SCORE HIGHLIGHTS

Eguia Tempranillo

2019	90 Pts. 'Best Buy' Wine Enthusiast
2018	90 Pts. James Suckling



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Stellenbosch,
SOUTH AFRICA



Simonsig Wine Estate is synonymous with the history of South African wine industry, the Stellenbosch wine region, and the Malan family name. These elements are intertwined in this family-owned farm, where the late Frans Malan produced the first bottle of our much loved Kaapse Vonkel, South Africa's first Methode Cap Classique made in the classic bottle-fermented style. He is also honored for co-funding the thriving Stellenbosch Wine Route, a first in its time. Today, his legacy lives on through his sons, Francois and Johan, and grandchildren Francois-Jacques, Christelle and Michael, the 2nd and 3rd Malan generations at Simonsig Wine Estate. The winery recognizes the importance of sustaining the source of their beautiful products which is why the Estate ascribes to Wieta, BWI, HACCP, IPW and CVC standards that ensure responsible and ethical wine production. At Simonsig, the Malan family values drive the Estate's commitment to producing wines of internationally regarded excellence, expressing the unique and diverse terroir of the Stellenbosch region. They also believe their wines being a gift of nature are made for the enjoyment of people; therefore, their wine offering should always be complemented by true Cape hospitality and efficient service.



SCORE HIGHLIGHTS

Simonsig Brut Rose

2017 90 Pts. 'EDITOR'S CHOICE' - Wine Enthusiast
2016 91 Pts. Wine & Spirits
90 Pts. James Suckling
90 Pts. Vinous
90 Pts. Wine Enthusiast

Simonsig Kaapse Vonkel Brut

2017 90 Pts. 'EDITOR'S CHOICE' Wine Enthusiast

Simonsig Sauvignon Blanc

2017 91 Pts. 'BEST BUY' Wine & Spirits



Seated: Francois & Johan Malan
Standing: Michael Malan, Christelle and
Francois=Jacques

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Stellenbosch,
SOUTH AFRICA



Named after the majestic views of the Simonsberg Mountain, Simonsig Estate is situated in the famous Stellenbosch Winelands just east of Cape Town. Since French Huguenot Jacques Malan first set foot in the cape in 1688, the Malan family's wine knowledge accumulated over many generations, has equipped them to excel as one of the leading private producers of estate wines in South Africa. The late Frans Malan, beloved patriarch of the Malan Family and one of the pioneers of the South African wine industry, was not only a craftsman of superior wines, but also introduced numerous Simonsig 'firsts' cementing the estate's stately legacy in the Cape Winelands. Frans Malan's groundbreaking innovations include South Africa's first Méthode Cap Classique, Kaapse Vonkel, more than 40 years ago. This bottle fermented sparkling wine first produced on Simonsig Estate in 1971, is made in the style of French champagne. He was also a co-founder of the Stellenbosch Wine Routes.



SCORE HIGHLIGHTS

Simonsig Redhill Pinotage

2016 **92 Pts. Vinous**
 90 Pts. Wine Enthusiast
 90 Pts. Wine & Spirits

Simonsig Merindol Syrah

2012 **91 Pts. Wine Enthusiast**



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NEW AGE



New Age, produced by family-owned Bodegas Bianchi from sustainably-farmed, picked-by hand, estate-owned vineyards in Argentina, the grapes for New Age wines are crushed and cooled, followed by 12 hours of cold maceration (to pull the color and flavor from the skins) and then pressed. Fermentation begins by inoculation with selected yeasts, half-way through the fermentation process the wine is centrifuged (spun) to halt fermentation, creating slightly sweet, wine with a slight sparkle to them.

Enjoy these wines chilled on their own or serve as simple or complex cocktails.

Unique Cocktail Recipes on back label of bottles

New Age - New Trial – New Consumers



Mintel Purchase Intelligence; Scarborough Market Release; Multi-Market 2020 Release 2 Tired (Jul 2019 - Sep 2020) | Wine Business

TINCHO NEW AGE + LIME

POUR NEW AGE WHITE OVER ICE, A SQUEEZE OR TWO OF A FRESH LIME. DECORATE WITH A LIME SLICE.

HEARTBREAKER

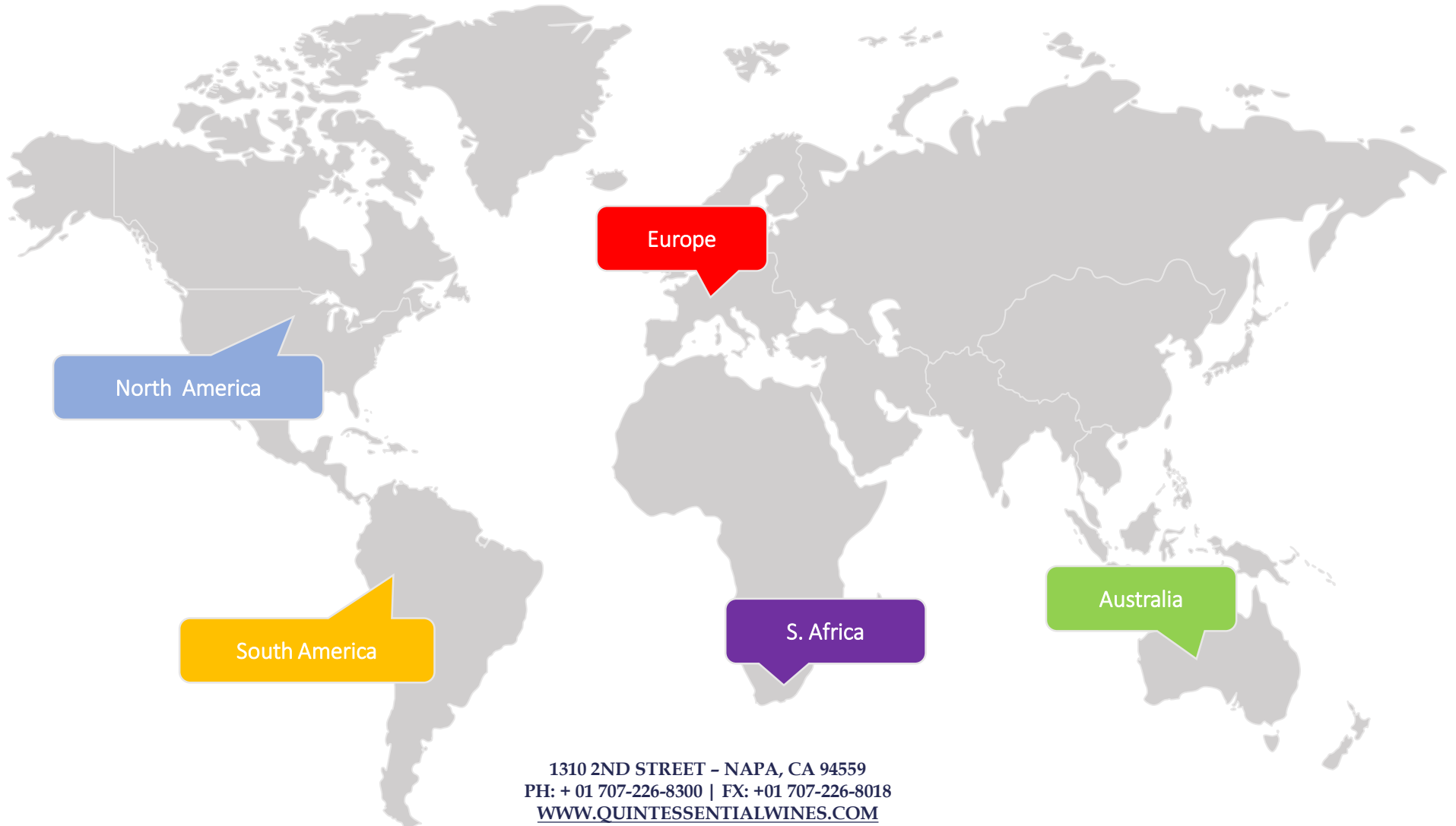
1 OZ. RUM. ADD ICE AND COMPLETE WITH NEW AGE ROSE. GARNISH WITH MINT LEAVES, A CINNAMON STICK, AND A STAR ANISE

SANGRÍA

SLICE ORANGE, STRAWBERRIES AND LIMES. ADD ICE AND COMPLETE WITH NEW AGE RED. GARNISH WITH SLICES OF CITRUS AND BERRIES.

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Exclusively Representing Family Owned Wineries



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Thank You!

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