

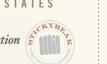
GREYWACKE Marlborough. New Zealand

Wine By Joe, Jovino) Willamette Valley,



Oregon





Napa Valley California





### OLD BRIDGE CELLARS

| WHAT WE DO:  | Old Bridge Cellars imports, produces and markets wines from<br>a handful of fiercely independent wineries in the world's leading<br>wine regions. |
|--------------|---|
| HOME BASE:   | Napa, California  |
| ESTABLISHED: | 1990  |

### MISSION:

We see as our mission the championing of a select group of uncompromising winemakers who give everything in their pursuit of truly distinctive, regionally defined styles that sit comfortably with the world's best. Our parameters are, simply, that the wineries we represent remain true to their regions and true to themselves.

### **NUR PORTFOLIO**.

Our wine cellar, while anchored in Australia, boasts 244 different wines from 15 applauded winemaking regions across the globe. Our 28 winemakers travel home to one of six countries (AU, CL, FR, IT, NZ, USA), so from Hunter Valley Semillon to Napa Valley Cabernet Sauvignon, we have it covered.

### HERITAGE ESTATES:

ALL of our wineries are independently owned, one in three are family owned and operated, and one in four are multi-generational.

#### GREEN GROWERS:

One in five of our wineries are classified as either organic or biodynamic in their practices, with many more in conversion, and we have 24 wines that are produced to these standards.

### ACCOLADES:

2007 - 'IMPORTER OF THE YEAR' by the Critics' Challenge

- 2011 'EXEMPLARY SUPPLIER OF THE YEAR' by Wine.com
- 2012 'IMPORTER OF THE YEAR' nomination by Wine Enthusiast

"Thanks in large part to the work of such talented importers as Old Bridge Cellars et all, American consumers have never had such an enormous selection of Australia's finest as well as rarest wines." - Robert Parker, Jr., The Wine Advocate

### CRITICAL ACCALIM 2-YEAR RECAP\*:

Always ready at the with compelling insights and stories to share, we are grateful for the regular mentions and headlines our wines, and the people who make them, generated in the media. There were also more top ratings than you can shake a stick at including having **21 TOP WINERIES** (Top 100 Wineries of the Year/5-Star Wineries/Winery of the Year), 25 95+ POINT wines, 605 90+ POINT wines and 67 TOP WINES (Top 100/Top 100 Values/Year's Best + Best Buys/Editor's Choice/Cellar Selections).

\*Information was captured from the following five major US wine publications: Wine Spectator, The Wine Advocate, International Wine Cellar, Wine & Spirits, and Wine Enthusiast.

**REAL PEOPLE. COMPELLING WINES.** 

703 Jefferson Street, Napa, California 94559 Tel (707) 258 9552 • Fax (707) 258 9577 • www.obcwines.com • info@obcwines.com

# MAIN CONTACTS

### SALES DIRECTORS:

National Sales Director - Rick DeGrande, CO Rick.DeGrande@obcwines.com (303) 921-8001

New England - Joyce Hulm, MA (ME, NH, VT, MA, RI) Joyce.Hulm@obcwines.com (707) 258-9552

Atlantic - Max Pearlstein, PA (CT, NY, NJ, PA, DC) Max.PearIstein@obcwines.com (203) 948-9573

Mid-Atlantic - Bruce Wills, MD (DE, VA, WV, MD, NC, SC) Bruce.Wills@obcwines.com (410) 688-0148







Gulf - Thomas Smitherman, FL (FL, GA, AL, MS, TN) Thomas@obcwines.com (954) 343-5557

The Great Lakes - Rebecca Loewy-Hoffman, IL (IL, WI, MI, IN, OH, KY) Rebecca.Loewy@obcwines.com (312) 848-6666

Central - Chris Rowe, CO (CO, ND, SD, NE, KS, MN, IA, MO) Chris.Rowe@obcwines.com (303) 725-0360

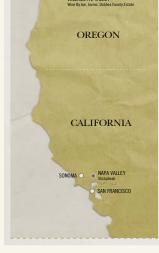
Delta - Alan Lagarde, TX (TX, OK, LA, AR, NM) Alan.Lagarde@obcwines.com (214) 207-4330

Southwest - Mark Salter, CA (Southern CA, AZ, NV, UT, WY, MT) Mark.Salter@obcwines.com (213) 308-8189

Pacific - Steve Fisher, CA (Northern CA, OR, WA, ID, HI) Steve.Fisher@obcwines.com (415) 533-3773

## OUR WINE WORLD





### MAIN OFFICE:

**Operations Manager - Alysse Thomas-Holman** Alysse@obcwines.com (707) 258-9552

LAND MASS COMPARISON

Wholesale Order Processing - Stacy Geary Stacy.Geary@obcwines.com (707) 258-9552

Accounting/Compliance - Dena Schindler Dena@obcwines.com (707) 258-9552

Media Relations/PR/Business Development -Shae Kinsman Shae.Kinsman@obcwines.com (707) 258-9552

### Events/Market Analyst/Online Marketing -Sherry Stolar

Sherry.Stolar@obcwines.com (732) 609-3991

Trade Marketing - Emily Barouch Emily.Barouch@obcwines.com (707) 258-9552

Wine & Marketing Director - Gavin Speight Gavin@obcwines.com (707) 258-9552

President - Rob Buono Rob.Buono@obcwines.com (707) 258-9552

### **DISTRIBUTION POINTS:**

Western Wine Services - CA 125 Mazetta American Canyon, CA 94503 (800) 999-8463

Western Carriers - NJ \*limited SKUs 2220 91st St., N. Bergen, NJ 07047 (800) 631-7776

**Oregon Wine Services - OR** \*Dobbes Family Estate, Wine By Joe, Jovino only 9650 SW Herman Rd Tualatin, OR 97062 (503) 474-9800