

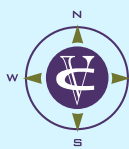


THE
Essential Guide
TO

THE NEW CHILE

IMPORTED BY
Vine Connections

★★★★★



VINE CONNECTIONS

CHILE

Elqui Valley

Limarí Valley

Aconcagua Valley

Casablanca Valley

San Antonio Valley
(Leyda Valley)

Maipo Valley

Cachapoal Valley

Colchagua Valley

Maule Valley

Itata Valley

Bío Bío Valley

Malleco Valley



Map Key	
★	Capital
★	City
●	Large Town
●	Small Town
◆	Winery/Bodega
◆	Vineyard
◆	Highway
—	River

SANTIAGO TO MENDOZA = 226 MILES NE
SANTIAGO TO LA SERENA = 296 MILES N
SANTIAGO TO MALLECO = 383 MILES S

MENDOZA

ARGENTINA

WINERIES:

- 1 MAYU
- 2 MERINO
- 3 VON SIEBENTHAL
- 4 AQUITANIA
- 5 AMAYNA
- 6 CASA SILVA
- 7 J. BOUCHON
- 8 CLOS DES FOUS

VINEYARDS:

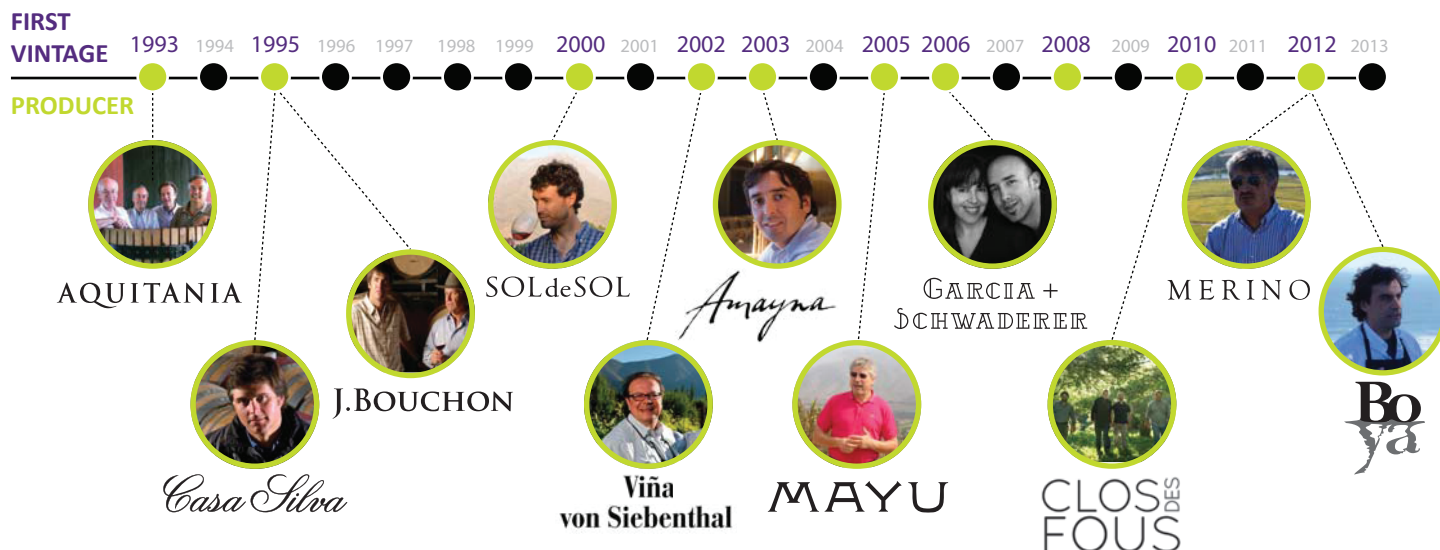
- GARCIA & SCHWADERER VYD
- CLOS DES FOUS VINEYARD
- CASA SILVA VINEYARD
- SOL DE SOL VINEYARD
- MAYU VINEYARD
- BOYA VINEYARD

CHILEAN WINE: TOP TEN FACTS

1. **GEOGRAPHY** Chilean wines are made from as far north as the Atacama Region (27° S) and as far south as the Austral Region (41° S) – a span of 1,100 miles. The Elqui Valley (30° S) and Malleco Valley (38° S) are the current northern and southern limits for exported wines.
2. **PRODUCTION** Chile is the world's 8th largest producer of wine and the 4th largest exporter (in dollars) behind France, Italy and Spain.
3. **REGIONS** Chilean wine regions are typically organized by valleys from north to south: Elqui, Limarí, Choapa, Aconcagua, Casablanca, San Antonio, Maipo, Cachapoal, Colchagua, Maule, Curicó, Itata, Bío Bío, and Malleco are the core valleys for exported wines.
4. **APPELLATIONS** Chilean wine laws are more similar to the US appellation system than the European system (where grape varieties are often restricted based on region).
5. **VITICULTURAL ZONES** Wines are often defined by proximity to the Pacific Ocean coast and the Andes Mountains – the three zones designated by the government are the Costa, Entre Cordillera, and Andes.
6. **CLIMATES** Cool air currents coming off the Andes Mountains and the Pacific Ocean surround the warmer mid-valley and create a vast array of micro-climates spanning the length and width of Chile.
7. **PROTECTION** The Pacific Ocean to the west, the Andes Mountains to the east, the Atacama Desert to the north, and the Patagonia glaciers to the south have long provided isolation from grape diseases like phylloxera.
8. **HARVEST TIME** Harvest typically begins at the end of February for varietals like Chardonnay and is followed by red varietals like Cabernet Sauvignon in April. Carmenere often stays on the vine until May.
9. **RAINFALL** With the exception of areas directly on the coast and in the southern valleys, Chilean wine regions have dry conditions with low ambient humidity and rainfall.
10. **HISTORY** Although Chile's wine history goes back to the 16th century, the early 1990s marked Chile's entrance into premium production of fine wines on the world stage. Today there are 250+ wineries in Chile.

THE 'NEW' CHILE TIMELINE

What makes The New Chile 'New'? The New Chile's winemaking timeline is just over 20 years old. These are wineries that have gained incredible stature in a short amount of time and have unparalleled potential in what they will be capable of producing in the years to come.



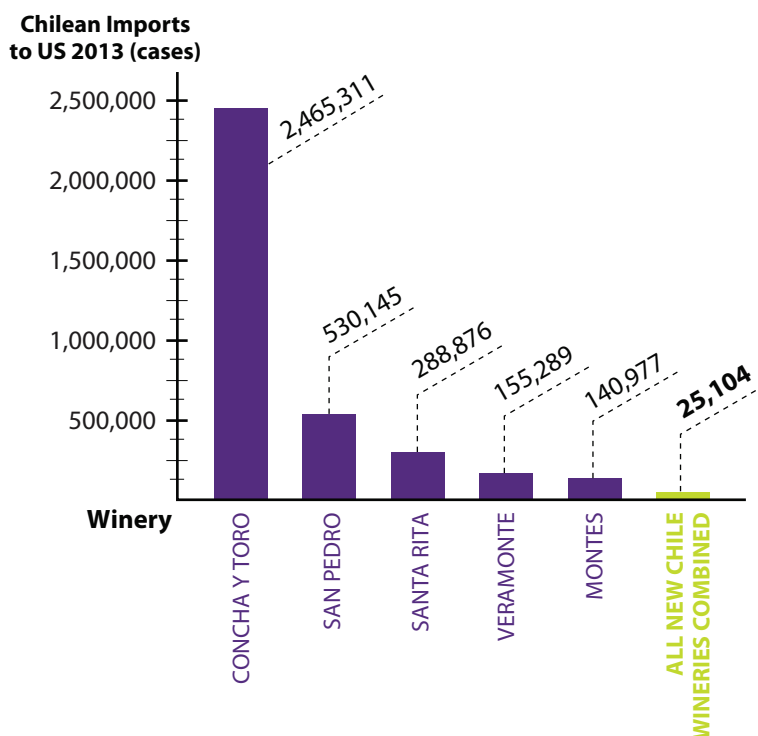
SIZE MATTERS

In winemaking, bigger doesn't mean better. While industrial size wineries focus on volume and uniformity, The New Chile focuses on creating wines with character and producing them on a small, human scale. The difference in imported case numbers alone is an eye-opening way to compare The New Chile production size to the larger producers in Chile.

THE NEW CHILE IMPORT STATS

Winery	Total US Imports 2013 (cases)
MAYU	5,984
MERINO	2,664
VON SIEBENTHAL	1,220
GARCIA & SCHWADERER	711
AMAYNA	1,809
BOYA	726
AQUITANIA	1,482
SOL DE SOL	470
CASA SILVA	5,013
CLOS DES FOUS	1,148
J. BOUCHON	3,877

CHILE'S LARGE PRODUCERS



VINE CONNECTIONS

THE
NEW CHILE

TASTE THE ROCK

VALLEY	SOILS [MOST COMMON IN REGION]
ELQUI	limestone, alluvial granite
LIMARI	limestone, clay, gravels
ACONCAGUA	clay and sand to the east; granite, clay and limestone to the west
CASABLANCA	red and black clay, sand, decomposed granite
LEYDA	granite, clay, limestone
MAIPO	complex gravels, clay
CACHAPOAL	complex gravels, clay
COLCHAGUA	decomposed granite, alluvial gravels, clay and quartz
MAULE	alluvial gravels, clay, sand
ITATA	schist, granite, clay
BIO BIO	alluvial gravels, clay, sand, schist
MALLECO	alluvial gravels, volcanic tufa, granite

Effects of Bedrock on the Mouthfeel of Wine - Notes by Pedro Parra



LIMESTONE

- Chalky and softly mineral on the tongue
- Very direct; strictly front-to-back (vertical) on the palate with no lateral dispersion
- Incredibly long and satisfying finish

Found in: **Elqui, Limari, Leyda, Aconcagua**, Burgundy, Uco Valley, Piedmont, Montalcino, Champagne, Loire



SCHIST

- Very mineral driven, with more lateral than vertical dispersion on the palate
- Can have rounded body, but strong mineral tension keeps it precise
- Powerful
- Minimal intervention winemaking is best

Found in: **Itata, Bio Bio**, Northern Rhone, Central Otago, Bierzo, Ribera Sacra, Priorat



GRANITE

- Always a little dry, very frontal on the palate
- Slightly mineral and rustic with great tension

Found in: **Elqui, Aconcagua, Casablanca, Leyda, Itata, Colchagua, Malleco**, Hermitage, Saint Joseph, Morgon, Cornas, Swartland, Dao



COMPLEX GRAVELS*

- Elegant and soft tannins
- Easy to drink, but never plush
- Light minerality with a medium long finish

Found in: **Maipo, Cachapoal**, Left Bank Bordeaux, Mendoza, Sonoma

*Mixture of alluvial & colluvial gravels, sand and silt



CRITICS RAVE FOR THE NEW CHILE

39* WINES SCORE 90+ POINTS

Amayna

"Suave balance of richness & vivacity, with an earthiness that's reminiscent of serious Burgundy." - Tanzer

Chardonnay	2011	91	WA
Sauvignon Blanc	2012	91	IWC
Barrel-Fermented Sauv Blanc	2010	90	WA
Pinot Noir	2011	91	IWC
Syrah	2011	91	IWC

AQUITANIA

"Elegant, pliant, fully mature wine... impressive, showing very good energy." - Tanzer

Lazuli	2006	92	WA
Cabernet Sauvignon	2011	90	IWC

Boya

"Fresh, young, citric, exotic." - Wine Advocate

Sauvignon Blanc	2013	91	W&S
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Casa Silva

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

Sauvignon Blanc, Cool Coast	2013	90	WA
Sauvignon Gris, 1912 Vines	2013	91	WA
Cabernet Sauvignon	2012	90	IWC
Carmenere, Los Lingues Vyd	2012	90	IWC
Carmenere, Carmenere Project	2013	90	WA
Carmenere, Microterroir	2008	93	WA
Altura (Red Blend)	2008	93	WA

CLOS DES FOURS

"One of the most exciting new projects in Chile...& the best is yet to come." - Wine Advocate

Chardonnay	2012	91	WA
Pinot Noir, Latuffa	2011	93	WA
Cauquenina	2012	91	WA
Pinot Noir, Subsolum	2012	91	WA
Cabernet Sauvignon	2011	91	WA

GARCIA + SCHWADERER

"Elegant rusticity in a bottle. All of these wines are highly recommended." - Wine Advocate

Sauv Blanc	2013	91	WA
Pinot Noir	2012	90	WA
Facundo	2011	91	WA
Vigno	2011	93	WA

J. BOUCHON

"Outstanding value." - Tanzer
"Old World freshness & New World ripeness, all in good balance." - Wine Advocate

CantoNorte (Red Blend)	2012	90	IWC
Cabernet Sauvignon	2012	90	WA

MAYU

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

Pedro Ximenez	2013	91	WA
Carmenere-Syrah	2013	90	WA

MERINO

"A name to keep on the radar screen." - Wine Advocate

Chardonnay	2012	90	WA
Chardonnay, Limestone Hill	2012	92	WA
Syrah	2012	91	W&S

SOLdeSOL

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

Chardonnay	2011	93	WA
Pinot Noir	2011	91	WA

Viña von Siebenthal

"Worth seeking out. So seductive." - Wine Advocate
"Extremely impressive." - Tanzer

Syrah, Carabantes	2010	91	WA
Tatay de Cristobal, Carmenere	2010	91	WA
Toknar	2008	92	WA
Montelig	2009	92	IWC
Parcela #7	2011	90	IWC
Carmenere	2011	90	IWC

WA = The Wine Advocate IWC = Stephen Tanzer's International Wine Cellar W&S = Wine & Spirits

*44 TOTAL VINE CONNECTIONS' WINES TASTED; ALL SCORED 88+

JULY 2014



MAYU

Extraordinary wines from the driest desert on earth - experience the clear skies and high elevations of Chile's Elqui Valley with every sip of Mayu.

WHY DOES MAYU STAND OUT?

- 1) Elqui's arid desert climate exposes vines to intense solar radiation and large temperature fluctuation. This leads to wines with concentrated aromatics, deeper color, and developed tannins.
- 2) Mayu's Pedro Ximenez is harvested from one of the highest elevation vineyards in Chile at 6,320 feet.
- 3) A unique varietal (PX), an unusual blend (Carmenere-Syrah), and a balanced, citrus-driven Sauvignon Blanc makes for a one-of-a-kind trio.



WINES

- **Pedro Ximenez:** single-vineyard, old vine PX from one of Chile's highest elevation vineyards - 6,320 ft.
- **Sauvignon Blanc:** cool coastal fog combines with strong sun to make a fresh & aromatic white.
- **Carmenere-Syrah:** an unusual Chilean blend from the warmer central vineyards in the valley.



"The Elqui Valley is one place to keep in mind. [Mayu] wines offer mindboggling quality and character at unbelievable prices."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE



At the narrowest point between the Andes and the Pacific, the cool winds and limestone soils of the Limarí Valley deliver wines with outstanding elegance and acidity from the desert north of Chile.

WHY DOES MERINO STAND OUT?

- 1) Limarí's close proximity to the cooling ocean winds and mountain air creates an unexpected cool climate valley in the desert north of Chile.
- 2) The highest concentration of limestone in Chile is found in the Limarí Valley due to marine fossil deposits in the soil. The most limestone-dense area is the Quebrada Seca (Dry Creek) where Merino's Limestone Hill is harvested.
- 3) Precision vineyard block selection and low vine yields deliver excellent quality for Merino wines.



WINES

- **Chardonnay:** cool climate and chalky soil produces a Chablis-style Chard with limited oak.
- **Chardonnay "Limestone Hill":** best block selection from Limarí's most concentrated chalky soils.
- **Syrah:** co-fermented with Viognier and reminiscent of Northern Rhone.



"The vineyards have the influence from the sea and the soils are rich in chalk. This is a very windy place, and yields are naturally low. A name to keep on the radar screen."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

Viña von Siebenthal

With meticulous winemaking, cellared vintages, and small-batch production, Von Siebenthal exudes a level of Grand Cru rarely seen outside of Old World regions.

WHY DOES VON SIEBENTHAL STAND OUT?

- 1) Von Siebenthal exudes a level of Grand Cru with small production and the use of highest quality barrels and equipment.
- 2) Von Siebenthal is one of the few Chilean wineries that cellars vintages for years until wines are ready for release.
- 3) Mauro Von Siebenthal, one of founding members of MOVI (Movement of Independent Vintners), supports the independent, small producer movement in Chile.



WINES

- **Parcela #7:** a Bordeaux varietal blend sourced entirely from the original block named Parcela #7.
- **Carmenere:** from Parcela #15. To achieve optimal ripeness, these are the last grapes to be harvested.
- **Carabantes:** a Syrah-based blend named after the Spanish priest who brought Chile its very first vines.
- **Montelig:** meaning 'Mountain Light', this Cabernet-based wine is blended with Carmenere & Petit Verdot.
- **Toknar:** a rare 100% Petit Verdot named after the Mapuche word for 'stone' from its granite-dense vineyards.
- **Tatay de Cristobal:** The union of the Old and New World - Carmenere blends with 10% Petit Verdot from the lowest yielding vines in block Parcela #7.



"This wine reminded me a lot of a high-class Pessac-Leognan. Extremely impressive." [on Montelig]

- Stephen Tanzer, INTERNATIONAL WINE CELLAR

GARCIA + SCHWADERER

Felipe Garcia and Connie Schwaderer are a leading couple for 'The New Chile' revolutionaries - working with local growers to produce small batch wines that bring the Chilean wine conversation to a human scale.

WHY DOES GARCIA & SCHWADERER STAND OUT?

- 1) G&S's mirco-boutique winemaking is small, hands-on, and with four wines adding up to only 711 cases imported to the US.
- 2) G&S works with growers from Chile's finest, old vine vineyards in Maule (VIGNO) to preserve Chile's 'ancestral viticulture'.
- 3) Felipe and Connie are founding members of MOVI (Movement of Independent Vintners) and VIGNO (Vignadores de Carignan – Chile's first official appellation) to support small, human-scale producers.



WINES

- **Sauvignon Blanc:** this shows why Casablanca is considered ground-zero for intense, dramatic SB.
- **Pinot Noir:** western Casablanca grapes produce Pinot with both Old & New World influences.
- **Facundo:** a red blend that shows the true potential of the Maule and Itata Valleys.
- **Vigno:** made from old vines in Maule that are a part of the revolutionary Carignan VIGNO movement.



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

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE



As a pioneer of the Leyda Valley, Amayna creates its own category of a rich style of cool climate wines grown within sight of the ocean and carefully vinified in a gravity-fed winery.

WHY DOES AMAYNA STAND OUT?

- 1) Amayna was one of the first wineries to establish the Leyda appellation in the late 1990s.
- 2) Amayna's boutique, gravity-fed winery is designed for quality winemaking and environmental sustainability.
- 3) Amayna vineyards have an unobstructed view of the ocean and are located seven miles inland from the coast.



WINES

- **Sauvignon Blanc:** ocean breezes bring a savory saline balance to the wine's intense fruit character.
- **Barrel-Fermented Sauvignon Blanc:** a specially-crafted Sauvignon Blanc not to be underestimated.
- **Pinot Noir:** a rich Pinot that has world-class elegance and quality.
- **Chardonnay:** an elegant, well-structured Chardonnay that gains complexity with every swirl of the glass.
- **Syrah:** from a new vineyard that shows the great potential of coastal Chilean cool-climate Syrah.



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

- Stephen Tanzer, INTERNATIONAL WINE CELLAR



Bursting with fresh fruit flavors and brisk acidity, Boya immediately impresses with its youthful, New World style made from grapes grown on oceanside vineyards on the Leyda coast.

WHY DOES BOYA STAND OUT?

- 1) Boya's vineyards are some of Chile's closest vineyards to the ocean, located five miles from the coast with direct exposure.
- 2) Early harvest and young vineyards provide vibrancy and freshness.
- 3) Using New World clones grown on selected soils (high iron and calcium carbonate) provides the freshest style.



WINES

- **Pinot Noir:** An elegant Pinot Noir that melds lively acidity with bright red fruits in a well-balanced, harmonious style.
- **Sauvignon Blanc:** The perfect balance of lime-tinged fruit and natural acidity with a clean, refined finish.



"Fresh, young, citric, exotic."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

AQUITANIA

Aquitania, one of the first boutique wineries in Chile, brings you Bordeaux-style Cabernets from the complex gravel vineyards of the Macul area in Maipo.

WHY DOES AQUITANIA STAND OUT?

- 1) Aquitania was one of the first small production, boutique wineries in Maipo.
- 2) Aquitania Cabernets have a true 'Macul' style: earthy, herbal, reminiscent of Bordeaux.
- 3) The project is a one-of-a-kind partnership between Felipe de Solminihac (Aquitania & Sol de Sol), Paul Pontallier (Chateau Margaux), Bruno Prats (Chateau Cos d'Estournel) and Ghislain de Montgolfier (Bollinger).



WINES

- **Cabernet Sauvignon:** an elegant Andean Cabernet with purity of local expression.
- **Lazuli:** top grape selection produces a wine with impressive character that gets better with age.



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

- Stephen Tanzer, INTERNATIONAL WINE CELLAR



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

WHY DOES CASA SILVA STAND OUT?

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



WINES

- **Sauvignon Gris:** a rarely-seen varietal harvested from vines planted in 1912.
- **Carmenere “Cuvee Colchagua”:** this elevates the conversation about less-expensive Carmenere.
- **Merlot “Cuvee Colchagua”:** a blend from different climate zones to produce delicious wine with value.
- **Carmenere “Los Lingues”:** a single-vineyard wine showing an Andean-climate expression of Carmenere.
- **Cabernet Sauvignon “Los Lingues”:** a single-vineyard wine showing Andean-climate expression of Cabernet.
- **Cool Coast Sauvignon Blanc:** harvested from Paredones, a rising star vineyard for cool-climate varietals.
- **Microterroir:** the result of groundbreaking research aimed at defining Carmenere’s potential in Chile.
- **Altura:** the winery’s top production - made in minimal quantities and bottle-aged before release.



"Truly impressive...The future for Carmenere." [on Altura]

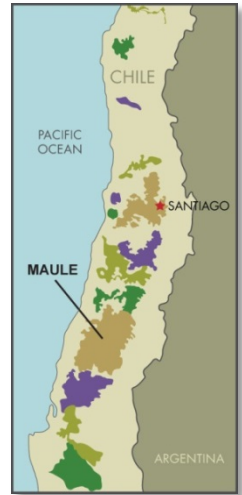
- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

J. BOUCHON

J.Bouchon shares their French and Chilean heritage through their wines made with Bordeaux varietals from the best vineyard blocks in Maule.

WHY DOES J. BOUCHON STAND OUT?

- 1) J.Bouchon's 'Canto' line represents their family ancestry in Bordeaux. Canto Norte mimics a Right Bank blend (Merlot based) and Canto Sur mimics a Left Bank blend (Cabernet Sauvignon based).
- 2) J.Bouchon's fresh, unoaked blends show natural structure and character of the vineyards.
- 3) J.Bouchon's Block Selection Cabernet is harvested from Maule's most premium vineyards.



WINES

- **CantoNorte:** echoing a Bordeaux Right Bank Merlot blend, from the 'Northern Edge' of the Maule River.
- **CantoSur:** echoing a Bordeaux Left Bank Cabernet blend, from the 'Southern Edge' of the Maule River.
- **Cabernet Sauvignon:** shows the coastal influence on Maule's reds with an elegance not seen in warmer zones.



"Old World freshness and New World ripeness, all in good balance."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

CLOS^{DES} FOUS

These limited production, soil-focused wines by the Clos des Fous quartet of ‘crazies’ are quickly achieving cult status as one the most terroir-driven projects Chile has ever seen.

WHY DOES CLOS DES FOUS STAND OUT?

- 1) Terroir Hunter (aka ‘Dr. Rock’) Pedro Parra is the creator of the project and a world-renowned soil scientist and viticulture consultant.
- 2) Each partner in this quartet has his own expertise and skill: Pedro Parra (bedrock/soil), Francois Massoc (winemaking), Paco Leyton (agronomy), Albert Cussen (business).
- 3) Small vineyards, small production and low-intervention winemaking are the pillars of the Clos des Fous philosophy.



WINES

- **Cabernet Sauvignon (Cachapoal):** a fresh, mineral Cabernet from a high elevation Andes vineyard.
- **Pinot Noir “Latuffa” (Malleco):** a Pinot from Chile’s cool climate, southern valley with volcanic soils.
- **Pinot Noir “Subsolum”:** a new Pinot Noir from two distinct terroirs in Malleco and Aconcagua.
- **Chardonnay (Cachapoal):** Chard from high elevation and no oak—you taste what the terroir gives here.
- **Cauquenina (Cauquenes, Maule):** perhaps the world’s most complex and smile-inducing blend.



"One of the most exciting new projects in Chile...and the best is yet to come."

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE

SOLdeSOL

Harvested from the first vines ever planted in the cooler, southern Malleco valley, Sol de Sol has grown to be the benchmark for cool climate, age-worthy Chardonnay and Pinot Noir from Chile.

WHY DOES SOL DE SOL STAND OUT?

- 1) Felipe de Solminihaç was the first to ever plant vines in Malleco after being inspired by the cooler, rainy climate similar to Burgundy and Oregon.
- 2) Sol de Sol uncovered a new region and created a new category of world-class, age-worthy Chilean Chardonnay.
- 3) Sol de Sol's older vintages maintain balance, acidity, and gain more complexity with time.



WINES

- **Chardonnay:** a Chardonnay with incredible complexity that can age like fine Burgundy.
- **Pinot Noir:** this wine may prove the Malleco Valley to be the holy grail for Chilean Pinot Noir.



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

- Luis Gutierrez, ROBERT M PARKER JR.'S THE WINE ADVOCATE