

DISTRIBUTOR NEWS

Laird & Company, Scobeyville, NJ 07724



The U.S. market for affordable French wines has steadily increased over the last year or so. We searched and found some outstanding wines that offer superior price/quality ratios at all price levels. We will maintain inventory of these items in our NJ warehouse.

Good Selling,

Tom Alberico

In this issue...

- ◇ St. Verny wines
- ◇ New French Bordeauxs
- ◇ Bartender Corner
- ◇ New Chilean Producer
- ◇ Indomita Awards

NEW WINE FROM ST. VERNY



Le Chardonnay from St. VERNY joins Le Pinot Noir in our portfolio. Le Chardonnay will be available the first week of August.

LE CHARDONNAY Cotes de Auvergne

This wine is made from grapes from the best vineyards of the Auvergne in central France. Le Chardonnay will delight you with its fresh mineral notes of flowers, white peaches and a hint of lemon.

Serve with shellfish, salads, grilled fish or simply as an aperitif. Drink chilled.

NEW BORDEAUX WINES AVAILABLE

Laird and Company has expanded their French wine portfolio with a selection of Bordeaux wines.



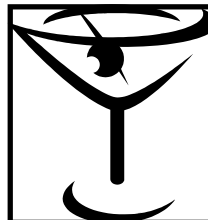
CHATEAU PATRIS St. Emilion

Merlot—80% Cabernet Sauvignon—10%
Cabernet Franc—10%

A great classical wine with soft elegant tannins but with the wonderful finish of a good St. Emilion. The grapes are grown in the cradle of the Merlot universe. Enjoy with spicy foods as well as traditional meat and cheese dishes

NEW BORDEAUX WINES AVAILABLE

(Continued)



**BARTENDER
CORNER**



CHATEAU MAZERIS BELLEVUE Canon Fronsac

**Merlot—70% Cabernet Sauvignon—15%
Cabernet Franc—14% Malbec—1%**

Ch. Mazeris Bellevue has been with the same family since 1848. The vineyard is situated on the slopes of the St. Michel de Fronsac and enjoys the best location in the region. It has a deep black color with fruity aromas of cassis, blackberry and cherry. A perfect balance of strength, fruitiness and smooth tannins.



This month we are highlighting The Downtown Cocktail Room in Las Vegas. It is an intimate cocktail bar and speakeasy in the heart of Las Vegas with amazing hand crafted cocktails.

In the above photo Kevin Gorham, a bartender at The Downtown Cocktail Room created "The Garden of Evening". This cocktail includes the following ingredients: Lillet, Laird's Applejack, lime, raspberry and parsley.



CHATEAU CORDET Margaux

**Cabernet Sauvignon—60% Merlot—20%
Cabernet Franc—20%**

Ch. Cordet is deep ruby-purple in color with a nose of cherries, cassis, blackberries, mocha, vanilla and spice. Full-bodied with moderate acidity and well integrated tannins, the wine offers rich flavors of blackberries, crème de cassis, cherries, mocha, and mint. Soft, rich and velvety on the long finish.



CHATEAU LA ROSE TREMIERE Pomerol

Merlot—65% Cabernet Franc—35%

This is an interesting wine for both the palate as well as the blend. Some oak after maceration treatment, which accentuates the fruit and gives brilliant balance. Soft, silky, and very soft tannins makes this wine complex and elegant. The grapes are from two vineyards. The average age of the vines is 40 years for one and 25 years for the other.

**LAIRD'S
APPLEJACK**



ESTD **LAIRD & COMPANY** 1780

NEW BORDEAUX WINES AVAILABLE

(Continued)



CHATEAU de FONTENILLE Grand Vin de Bordeaux

Merlot—60% Cabernet Sauvignon—30%
Cabernet Franc—20%

This historic winery dating back to the 13th century still produces wines of superb quality and value. This lovely ruby colored wine is medium bodied with good structure, intense red fruit aromas with a touch of warm pepper and silky tannins.



CHATEAU DE LESTIAC Bordeaux Blanc Sec

Sauvignon—60% Semillon—40%

The vineyard is located about 20 miles southeast of Bordeaux on the right bank of the Garonne in the commune of Lestiac. The average age of the vines is 10 years old. The cellars have been entirely renovated and stainless steel temperature controlled vats have been installed. The wine is aged for 8 months in vats and barrels.



At a recent meeting in Scobeyville this month, Wilfred Leigh introduced to the Laird Sales staff the Indomita wines that will be distributed by Laird & Co. shortly.

In the photo to the left (left to right) Tom Alberico, VP Sales & Marketing, Lisa Laird, VP, Wilfred Leigh, Indomita Managing Partner, John E. Laird, III, CFO

NEW CHILE PRODUCER

Laird & Company is excited to announce that an agreement has been reached with the Chilean wine producer—Indomita appointing Laird & Co. as their U.S. importer.

Indomita is one of the few Chilean wineries that grow their grapes in both the Maipo and Casablanca Valleys, two of the most important terroirs in Chile for the production of red and white wines.

We will be introducing an Ultra Premium, Premium, Gran Reserva and Varietal line of Indomita wines in the month of September.

INDOMITA AWARDS

The Indomita wines are award winners. A sample of some of their rating are:

Zardoz

90 pts.—Robert Parker

91 pts.—Wine Enthusiast

Duette Chardonnay

Wine Spectator 90 pts.

Duette Cabernet Sauvignon/ Carmenere

89 pts.—Robert Parker

Gran Reserva Chardonnay

90 pts.—Robert Parker

For more information
regarding Indomita wines
contact us at:
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