

EXCLUSIVE: Argentina Wine Specialist Vine Connections Branches Into Chile

April 9, 2013

Known for Argentine wines and premium sakes, Sausalito, California-based importer Vine Connections is expanding its South American stable with a collection of wines from Chile. Vine Connections' new Chilean portfolio, which will hit the U.S. on May 1, will include Amayna from the Leyda Valley, Aquitania from the Maipo and Malleco Valleys, Casa Silva from Colchagua, Clos des Fous from Cachapoal and Malleco, Garcia & Schwaderer from Casablanca and Maule, J. Bouchon from Maule, Mayu from the Elqui Valley, Merino from the Limari Valley and Von Siebenthal from the Aconcagua Valley.

Except for Casa Silva, which was previously imported by Vin Divino, none of those Chilean labels have had a national U.S. marketer to date, although some were available on a regional basis. At retail, the Chilean collection ranges from \$15 up to \$200 a bottle, although most are in the \$15-\$25 band.

Within Vine Connections' core Argentine wine business, its leading brands include Crios, BenMarco, La Posta, Tikal and Luca. The company also handles premium sake from Japan's Rihaku, Kanbara and Tentaka breweries among others.

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