



UNIVERSITY
— DISTRIBUTORS —
THE DROP

THANK YOU!

2nd Annual Grand Tasting was a success!

We wanted to take a minute and thank our vendors, customers, volunteers & staff for an incredible 2nd Annual Grand Tasting on February 26th.

Thank you to our customers & visitors who attended this year. We hope lots of great new wine was discovered & relationships formed.

We were fortunate enough to have numerous winemakers & representatives come for this event & talk with guests about their brand & wine. We cannot thank them enough for making the journey to Des Moines! For those winemakers & representatives who were unable to attend, we had some lovely volunteers who took the time to learn the wines & brand to help pour at the event. You did great!

To the wonderful staff at Hotel Fort Des Moines, we thank you for your hospitality & flexibility in planning & setting up for the event..

UNIVERSITY
— DISTRIBUTORS —



NEW Online Ordering

We invite you to check out our online ordering system, Vinosmith, to place an order/view our portfolio. Sign in is account specific and you will have received an email inviting to create an account. Please visit

<https://universitydistributors.com/order> to request a Vinosmith invite if you have not received one. This is at no cost to you- it is an added feature we recently implemented to make the ordering process easier.

Orders can be placed directly with Robert as well at robert@universitydistributors.com or 319.321.1105.

NEW wines pouring in



2023 Idle Cellars Sauvignon Blanc- Sonoma Valley, CA

Idle Sauvignon Blanc is back! We've missed this wine so much. The '23 is intoxicatingly aromatic and fresh with a perfect blend of zesty and ripe fruit. A true stunner. First come, first served. Only 120 cases produced.

Frontline: \$22.50



2023 Porter Family Vineyards Rose- Napa Valley, CA

Our most beloved and sought after Rose of '22 is back, and we think the '23 is even better! Please reach out to secure your allocation today. Quantity is very limited.

Frontline: \$30.00



2022 Barnard Griffin Pinot Gris- Columbia Valley, WA

We are absolutely loving the newest edition to our Barnard Griffin offerings. This is a fresh, crisp, and truly stunning Pinot Gris that is perfectly priced for both summer BTG and Retail placements.

Frontline: \$12.50



2020 Acclaimed Cabernet- Rutherford, CA

Aromas of brambly raspberry and lavender are layered with barrel notes of vanilla and toffee. Rich black plum and black cherry are at the forefront of a solid core of fruit that coats the palate, while an underlying note of mocha that compliments the bold, firm texture and full body.

Frontline: \$26.50



2022 The Introvert Reserve Cabernet- California

Ripe and dark and blue fruit with hints of ground spices, sandalwood & cocoa. Medium-to-full-bodied, juicy and succulent with polished tannins. Vivid and fleshy finish.

Frontline: \$11.75

POPULAR ON TIKTOK!

NEW FROM NEW ZEALAND

Dawn Chorus

New Zealand is one of the first places in the world to greet the morning sun. This fresh start is accompanied by a dawn chorus of melodic birdsong echoing from tree to tree. This sound is distinctly of its place and in forest where birdlife is flourishing this early morning wake up call can be almost deafening. Dawn Chorus makes organic Sauvignon Blanc from Hawke's Bay on the East Coast of Aotearoa- New Zealand, where the land means as much to them as the wine they put in the bottle.



2023 Dawn Chorus Sauvignon Blanc, Hawke's Bay, New Zealand

Dancing lime and lemon aromas on the nose, classic grapefruit, minerality, passionfruit, lemongrass and gold melon flavours. A bright acidity, rich palate with minerality and a hint of crunch make this a mouth filling and complex. It's a lively and ultimately drinkable Sauvignon Blanc from the East Coast of Aotearoa New Zealand.

Frontline: \$16

90pts from James Suckling

Front of House

Front of House delivers world-renowned Marlborough Sauvignon Blanc to a place near you.



Harvested from their grower's vineyards planted in the Wairau Valley, Marlborough. 2023 was a classic growing season with early refreshing rain events drying off to very little rain from February onwards. Most of the fruit ripened and was ready for harvest in early April.

2023 Front of House Sauvignon Blanc- Marlborough, New Zealand

Fresh and bright with hints of snow pea, lime skin and passionfruit aromas. The palate is rich, while still crisp, taught and lively. Flavors of tropical fruit, lemongrass, capsicum and grapefruit provide a lovely supple freshness which is balanced by a bright acidity.

Frontline: \$16

UPCOMING VISITORS

To book an event with any of the below winemakers/representatives, please contact our Marketing Director, Lindsey Woody, at lindsey@universitydistributors.com. These bookings are an added service to our customers and are at no additional cost.

If there is a request for a specific guest or event, please do not hesitate to reach out.

APRIL

~~APRIL 16TH IDLE CELLARS, BEN LARKS BOOKED~~

~~APRIL 17TH IDLE CELLARS, BEN LARKS BOOKED~~

APRIL 18TH IDLE CELLARS, BEN LARKS

~~APRIL 23RD PORTER FAMILY WINES, KATE MALLAM BOOKED~~

~~APRIL 24TH PORTER FAMILY WINES, KATE MALLAM BOOKED~~

APRIL 25TH PORTER FAMILY WINES, KATE MALLAM

MAY

MAY 14TH IL BORRO WINES, DARRELL GIBSON

~~MAY 15TH IL BORRO WINES, DARRELL GIBSON BOOKED~~

~~MAY 16TH IL BORRO WINES, DARRELL GIBSON BOOKED~~

SEPTEMBER

SEPT 24TH TRIONE VINEYARDS, MICHAEL SAGE

SEPT 25TH TRIONE VINEYARDS, MICHAEL SAGE

SEPT 26TH TRIONE VINEYARDS, MICHAEL SAGE

OCTOBER

OCT 1ST FRAICHE WINE GROUP, CHARLES MILLER

~~OCT 2ND FRAICHE WINE GROUP, CHARLES MILLER BOOKED~~

~~OCT 3RD FRAICHE WINE GROUP, CHARLES MILLER BOOKED~~

DECEMBER

~~DEC 1ST BOUGETZ CELLARS, TOM BOUGETZ BOOKED~~

~~DEC 2ND BOUGETZ CELLARS, TOM BOUGETZ BOOKED~~

~~DEC 3RD BOUGETZ CELLARS, TOM BOUGETZ BOOKED~~

In the News

NEW Local Sponsorship

University Distributors has created a new “bubbly” sponsorship with our local Chamber of Commerce. New businesses in Altoona, IA will receive a bottle of sparkling wine courtesy of University Distributors. So far in 2024, we have celebrated Best Day Coffee & Sylvan Learning joining the local community. Cheers to that!



Tim Atkin^{MW}

Le Naturel Blanco 2022, Decanter - 92pts

Le Naturel Blanco 2023, Tim Atkin- 93 pts

The purity and intensity of the grape without artifices.
A white wine with no added sulfites.

Decanter

Le Naturel Tinto 2022, Decanter - 90pts

Le Naturel Tinto 2023, Tim Atkin- 91 pts

When the grapes play the main role. Organic farming on fresh calcareous clay soils.



DID YOU KNOW?

University Distributors offers staff education and training for all of our wines.

Contact Robert Neilson, Sales Specialist & Portfolio Manager for more information at robert@universitydistributors.com

THANK YOU to all of our guests who were able to visit Iowa for market visits and specialty events this 1st Quarter!

Tom Champine, Barnard Griffin Wines
Tom Bougetz, Bougetz Cellars
Giuseppe Blanco, Ethica Wines
Charles Miller, Fraiche Wine Group
David Rossi, Fulcrum/Cloisonne Wines
Brian Noshay, Materra Cunat Family Vineyards
Scott Dilyard, Venture Wines
Matt Camp, WineTones
Joe Kotnik, World Wide Cellars

CONTACT



For Product Distribution Inquiries
Please Contact
Monique Chittenden at
monique@universitydistributors.com



Robert Neilson
Sales Specialist & Portfolio Manager
robert@universitydistributors.com



Lindsey Woody
Marketing Director, Accounts Payable
lindsey@universitydistributors.com