

# UNIVERSITY

DISTRIBUTORS

## THE DROP

### Top 3 Holiday Picks

*All are great options for holiday pairings for a table that can't decide on what style wine they're looking for. All are perfect for Thanksgiving wine!*



**Podere La Vigna Rossi  
Di Montalcino**



**Fulcrum Rose**



**Materra Yoshino**

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## VENDOR HIGHLIGHT

### Barnard-Griffin Winery

We are very excited to announce our newest partner- Barnard Griffin Winery!

Barnard Griffin has pioneered quality wine production in Washington State since 1983. With Rob Griffin as Head Winemaker and his wife Deborah Barnard as Co-Owner, Barnard Griffin is a family operation, continuing to this day with their daughter, Megan Hughes as Second-Generation Winemaker. Decisions at Barnard Griffin are driven by Rob and Deborah's lifelong dream to make world-class wines on their terms: a desire to put the absolute best wine in everyone's glass, regardless of their budget. Barnard Griffin strives to make exceptional wines that speak to the Columbia Valley—a journey which starts with having the highest standards for growers and the winery's production.



Contact Brooke Barrett ([brooke@universitydistributors.com](mailto:brooke@universitydistributors.com)) or Robert Neilson ([robert@universitydistributors.com](mailto:robert@universitydistributors.com)) for more information

*A note from Tom Champine, Barnard-Griffin National Sales Manager*

"I hope you are doing well, and gearing up for a robust season. These early autumn days are beautiful; as I write this it's 84 and sunny, and Crush 2022 is in full swing at Barnard Griffin. The winery is buzzing with activity, and our new (third!) tasting room in the Schoolhouse District in Woodinville is actively under construction. Certain to be a stunner, I'll send pictures next time."



# FALL WINE SALE

BOUGETZ BLISS SAUVIGNON BLANC 2020 \$18 (REG. 19.50)  
BOUGETZ BELLE REV VIOGNIER 2019 \$28 (REG. \$32)  
BOUGETZ EMINENCE CABERNET SAUVIGNON 1.5L MAGNUM 2016 \$100 (REG. \$117)  
BOUGETZ PARCHED SONOMA COAST PINOT NOIR 2018 \$24 (REG. \$26)  
BUONCRISTIANI O.P.C NAPA VALLEY RED 2017- 1.5L MAG \$95 (REG. \$105)  
CANARD ADAMS BLEND NAPA VALLEY 2016 \$54 (REG. \$58)  
CANARD ESTATE CABERNET SAUVIGNON NAPA VALLEY 2015 \$47 (REG. \$51.50)  
CANARD ESTATE ZINFANDEL NAPA VALLEY 2016 \$32 (REG. \$36.75)  
CLOISSONNE ALEXANDER VALLEY CHARDONNAY 2019 \$14.50 (REG. \$16.50)  
CLOISSONNE SONOMA COAST PINOT NOIR 2018 \$16 (REG. \$18)  
COMPONENT BORDEAUX CABERNET SAUVIGNON "DEMI-LUNE" 2017 \$135 (REG. \$150)  
COMPONENT NAPA VALLEY CABERNET SAUVIGNON "UNKNOWN VINEYARD" 2017 \$120 (REG. \$133)  
COMPONENT NAPA VALLEY PETIT VERDOT 2017 \$70 (REG. \$76.25)  
COURSEY GRAVES SONOMA COAST CHARDONNAY 2018 \$39 (REG. \$43.50)  
COURSEY GRAVES BENNETT MOUNTAIN ESTATE RED WINE 2016/2017 \$52 (REG. \$57.50)  
COURSEY GRAVES WEST SLOPE SYRAH 2017 \$45 (REG. \$50.75)  
FULCRUM HOGAN'S RUN PINOT NOIR 2018 \$41 (REG. \$44.25)  
FULCRUM ON POINT WINEMAKER'S SELECTION PINOT NOIR 2019 \$27 (REG. \$29.25)  
FULCRUM SIERRA FOOTHILLS PROPRIETARY RED BLEND 2018 \$18 (REG. \$21)  
FULLDRAW BAMBOO 2019 \$32 (REG. \$34)  
FULLDRAW CHOPPING BLOCK 2018 \$58 (REG. \$63)  
FULLDRAW FD2 2017 \$39 (REG. \$42.75)  
FULLDRAW HARD POINT 2018 \$58 (REG. \$63)  
GAGNON-KENNEDY "REVOLVER" VALDIGUIE 2019 \$32 (REG. \$35.25)  
GAGNON-KENNEDY NAPA VALLEY CUVÉE 2017 \$65 (REG. \$72)  
GAGNON-KENNEDY "HISTORIC SAMUEL BRANNAN VINEYARD" CABERNET SAUVIGNON \$90 (REG. \$100)  
GORGE ALMA TERRA PINOT NOIR 2019 \$28 (REG. \$32.25)  
GORGE ALMA TERRA ROSE OF ZINFANDEL 2020 \$16 (REG. \$20.25)  
GORGE ALMA TERRA ZINFANDEL 2017 \$25 (REG. \$29.25)  
HERTELENDY NAPA VALLEY CABERNET SAUVIGNON 2015 \$92 (REG. \$102)  
LEMELSON RESERVE CHARDONNAY 2018/2019 \$21 (REG. \$23.25)  
LEMELSON TIKKA PINOT GRIS 2019 \$16 (REG. \$18.75)  
MATERRA VINE 1 OAK KNOLL CABERNET SAUVIGNON 2018 \$100 (REG. \$110)  
PRECISION SOUFFLE' DEMI-SEC \$14 (REG. \$15)  
PRECISION WINDSTORM OLD VINE ZINFANDEL 2020 \$11.50 (REG. \$12.75)  
STATE OF MIND EOLA-AMITY HILLS PINOT NOIR 2018 \$40 (REG. \$43.50)  
TRI-VIN AXEL DES VIGNES BORDEAUX ROSE 2019 \$9 (REG. \$12.75)  
TRI-VIN AXEL DES VIGNE BORDEAUX WHITE 2017 \$9 (REG. \$12.75)  
TRI-VIN CLOS D'ARGENTINE CABERNET SAUVIGNON RESERVA 2016 \$18 (REG. \$20.25)  
TRI-VIN PONTE DA BARCA ESTE VINHO VERDE NV \$8 (REG. \$10.50)  
TRI-VIN LOMAS DEL VALLE PINOT NOIR 2018 \$14 (REG. \$17.25)  
TRI-VIN LUNA SINGLE VINEYARD MALBEC 2017 \$14 (REG. \$15.75)  
TRI-VIN MV GRAN RESERVA MALBEC 2017 \$20 (REG. \$22.50)  
TRI-VIN SORDO GABUTTI BAROLO 2014 \$34 (REG. \$38.50)  
TRUJILLO NAPA VALLEY CABERNET SAUVIGNON 2017 MAGNUM (1.5L) \$125 (REG. \$141)  
TRUJILLO GARY MORISOLI VINEYARD CABERNET SAUVIGNON RESERVE 2017/2018 \$110 (REG. \$122)  
TRUJILLO HEALY VINEYARDS CABERNET SAUVIGNON RESERVE 2017 \$106 (REG. \$122)  
TRUJILLO HENRY BROTHERS VINEYARD CABERNET SAUVIGNON RESERVE 2016/2017 \$110 (REG. \$122)

\*WHILE QUANTITIES LAST

CONTACT BROOKE BARRETT AT [BROOKE@UNIVERSITYDISTRIBUTOR.COM](mailto:BROOKE@UNIVERSITYDISTRIBUTOR.COM) OR  
ROBERT NEILSON AT [ROBERT@UNIVERSITYDISTRIBUTORS.COM](mailto:ROBERT@UNIVERSITYDISTRIBUTORS.COM)

# UPCOMING MARKET VISITS

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## October 10th- October 13th

Charles Miller, Vin Fraiche

## October 24th- October 27th

Ben Larks, Idle Cellars

## November 7th- November 10th

Nate Buoncristiani, Buoncristiani Wines

## November 14th- November 18th

Tom Champine, Barnard Griffin

## December 5th- December 8th

David Rossi, Fulcrum Wines

## December 12th- December 14th

Tom Bougetz, Bougetz Cellars

Email Lindsey Woody at [lindsey@whitestormgroup.com](mailto:lindsey@whitestormgroup.com) to book an event!

# RECENT VISITS

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## Ribevi Wines

*Umberto Cantamessa, Key Account Manager  
September 19th- September 22nd*



## Materra Cunat Family Vineyards

*Brian Noshay, National Sales Manager  
September 28th- September 29th*

# DID YOU KNOW?

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

*Contact Robert Neilson, Wine Education & Sales Specialist for more information  
[robert@universitydistributors.com](mailto:robert@universitydistributors.com)*

# ALSO.....

We have NEW quantity pricing for many of our skus!

*Contact Robert Neilson ([robert@universitydistributors.com](mailto:robert@universitydistributors.com)) or Brooke Barrett  
([brooke@universitydistributors.com](mailto:brooke@universitydistributors.com)) for more information*

# In the News



## **BARNARD-GRIFFIN**

**2021 Rose of Sangiovese- *Wine & Spirits* 91 pts,** And a TOP 100 Value Wines.

## **Winemaker Megan Hughes Featured in *Wine Business Monthly***

Winemaker of the Month (August)

In this full page piece Megan discusses having Washington's most senior winemaker as a mentor, her career background, and some exciting projects at Barnard Griffin.

## **TRUJILLO WINES**

Sunset International Wine Competition

.... **2018 Trujillo Cab- 93 pts. GOLD**

**2019 Madelyn Red Cuvee- 90 pts. GOLD**

**2021 Madelyn White Cuvee- 93 pts. GOLD**

**2021 Madelyn Rose- 92 pts. GOLD**

American Fine Wine Competition

.... **2018 Trujillo Gary Morioli Reserve- 94pts. DOUBLE GOLD,**

**2018 Trujillo Cab- 92pts. GOLD,**

**2021 Madelyn White Cuvee – 91pts.GOLD**

Houston Uncorked Wine Comp

.... **2018 Trujillo Cab- Double Gold/ Reserve Champion,**

**2018 Madelyn Red Cuvee- Gold,**

**2020 Madelyn White Cuvee- Gold/ Reserve Champion, &**

**2020 Madelyn Rose- Bronze**

**2022**

San Francisco Wine Competition

.... **2018 Trujillo Cab- Double Gold, 2018 Gary Morisoli- Silver, &**

**2020 Madelyn White Cuvee – Silver**



## **Fun Facts About Il Borro Wines**

- The term "Il Borro" is actually a Tuscan word that refers to a ravine. Since the ancient medieval hamlet located on the Il Borro estate is surrounded by a ravine on all sides.....it only makes sense that this magical place has adopted this name as a specific geographic identifier to its location.
- Established more than one thousand years ago, Il Borro has ancient and mysterious origins, now lost in the mists of time. The estate's event-filled history would go on to include some of Europe's noblest families: the Medici Tornaquinici of Florence; the Torriani of Milan; the prince of Hohenlohe Waldenburg, and finally, from 1904, the Savoy dynasty. In the 1950's, Il Borro passed to Prince Amedeo Duke of Savoy-Aosta, and in 1993 the Duke sold the entire property to Ferruccio Ferragamo.

# In the News

## Materra Cunat Family Vineyards

### 2022 SF Chronicle Wine Competition

Gold: 2018 Midnight

Gold: 2018 Right Bank

Double Gold: 2018 Cabernet Sauvignon Hidden Block

### 2022 LA Invitational Wine Challenge

97 points (Double Gold): 2019 Right Bank

### 2022 North Coast Wine Challenge

93 points (Gold:) 2019 Right Bank

### Wine Enthusiast

90 points: 2019 Yoshino Rosé (September 2020 Issue)

90 points: 2019 Viognier (October 2020 Issue)

90 points: 2019 Chardonnay (August 2020 Issue)

### Wine Spectator

91 points: 2018 Cabernet Sauvignon Diamond Mtn

91 points: 2018 Cabernet Sauvignon Vine 1

### Wine & Spirits

92 points: 2015 Cabernet Sauvignon 1856

90 points: 2016 Petite Sirah

### James Suckling

90 points: 2021 Viognier

91 points: 2020 Chardonnay

92 points: 2019 Cabernet Sauvignon Vine 1

93 points: 2018 Cabernet Sauvignon Diamond Mtn

93 points: 2018 Cabernet Sauvignon Vine 1

### Jeb Dunnuck

90 points: 2018 Midnight

91 points: 2018 Cabernet Sauvignon Diamond Mtn



## CONTACT



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## A Note From the Vin Fraiche Wine Group

*"Our last day of Harvest is today September 30, this is the earliest we've ever completed harvest in our 10-year history. For all the wineries of Vin Fraiche we have harvested from a combined 12 vineyards and are looking forward to these vintages. Cheers to 2022 harvest!"*

