

## THE DROP

### CHEERS!

All of us here at University Distributors wanted to send you drops of industry news to fill your glasses. You'll find new products we love, featured vendors we are working with, & more!

## UNIVERSITY DISTRIBUTORS SPOTLIGHT COURIER COCKTAILS PARTY IN A CAN

Cinco de Mayo is a great time to feature Courier Cocktails Party in a Can Triple Spice Margarita. Made with 100% blue weber agave tequila, fresh lime juice, premium orange liqueur, and subtle spices from real ginger, cinnamon and chili pepper, the Triple Spice Margarita puts the world's most popular cocktail in the palm of your hand with 12 full-sized cocktails in one can, with a resealable lid. Party Can is shelf-stable for up to 6 months. Chill. Shake. Party! Contact Chad Adams for distribution at [chad@universitydistributors.com](mailto:chad@universitydistributors.com)



### GAGNON- KENNEDY VINEYARDS

In October of 2015, Michael Kennedy - then Wine Director & Sommelier for Chef Eric Ripert's Blue & The Ritz-Carlton Grand Cayman - was on a visit to Napa Valley from the Cayman Islands. He spent the afternoon visiting Bryant Family Vineyard on Pritchard Hill with the winemaker, Marc Gagnon. The two hit it off, spending hours talking about rocks, vines, beer and a million other topics.



A couple of months later, Kennedy hosted Bryant Family Vineyard and Gagnon at his resort in Cayman for the Cayman Cookout, as a featured winery during the food and wine festival. The two became quick friends. In 2018, when Gagnon left Bryant Estate, over dinner, Kennedy asked Gagnon what was next.

A week or so later, over the phone, Kennedy and Gagnon started talking about doing something together. The consensus was simple. The next months saw the beginning of an incredible partnership filled with discovery, yin and yang and a massive amount of fun. Gagnon and Kennedy signed vineyard contracts on three of the oldest and most iconic sites in Napa Valley: Historic Beckstoffer Georges III in Rutherford, Historic Beckstoffer Missouri Hopper in Oakville, and Historic Samuel Brannan Vineyard in Calistoga. The goal is simply to explore the vineyards that stood out as prime to the earliest settlers of Napa Valley, to express them uniquely and purely, and to provide an

experience in the valley unlike any other. Contact Dendra Lee for more information at [Dendra@universitydistributors.com](mailto:Dendra@universitydistributors.com).

## LET'S TALK ABOUT CASE FEES

We don't have them! We don't have split case fees so retailers can bring in special, high end wines in smaller quantities. Learn more by contacting Dendra Lee at [Dendra@universitydistributors.com](mailto:Dendra@universitydistributors.com)

## PRESTIGIOUS WINES FROM BOICH FAMILY CELLAR WINES

### **Beckstoffer To Kalon Cabernet Sauvignon 2017**

2017, *Jeb Dunnuck, 96 points* – This deep purple-hued effort offers a big blast of classic To Kalon red, blue and black fruits as well as notes of flowery incense, spice box, orange blossom and lead pencil shavings, It's ripe, full-bodied and sexy on the palate and offers way more hedonistic pleasure than most in the 2017 vintage.

### **Beckstoffer Missouri Hopper Cabernet Sauvignon 2017**

2017, *Lisa Perrotti-Brown, Wine Advocate, 94 Points* – Deep garnet-purple in color, the 2017 Missouri Hopper opens with baked cherries, boysenberries and blackcurrant cordial with mocha, cigar box and Indian spices. The palate is full-bodied and firm with good expression and density, finishing on a lingering mineral note.

2017, *Jeb Dunnuck 94 Points* – An Oakville AVA wine the 2017 Missouri Hopper is inky colored and has a ripe, sweet nose of blueberries, dark chocolate, violets and tobacco. With full-bodied richness, remarkable purity of fruit, fine tannins and a great finish, it's another beautiful, elegant wine from this site that's up with the crème de la crème of the 2017 vintage.



## UPCOMING SALES OPPORTUNITIES

### May 5<sup>th</sup>- Cinco de Mayo

We recommend Libelula and Bahnez tequila for festive drinking. Cocktail Courier's Party Can Margarita is also a great product to push for ready-to-drink cocktails.

### May 25<sup>th</sup>- National Wine Day

We recommend Rose wines- they're the wine of summer! We have a variety of roses from Italy, France, Sonoma, Napa, Oregon, and Sparkling Rose wines. Ask about our 2cs promo deal on Axel Des Vignes Bordeaux Rose.



## **DROPPING IN**

with Global Brands Manager, Dendra

Table 128 is a neighborhood restaurant that is a destination for locals and travelers alike, featuring eclectic, modern American cuisine with local, seasonally inspired ingredients, impressive wine list, hand-crafted cocktails or well-curated beer lists. A few of our favorite wines carried at 128 include Ribbonwood Sauvignon Blanc, Lemelson Thea Pinot Noir, Fulcrum Rose.

Open since 2013, Table 128's seasonal menus are focused on flavor, elegance, simplicity, and balance, all while being served in a warm, comfortable, casual atmosphere.

When asked, what inspired the concept for T128, the answer was, "we enjoyed entertaining people in our home and wanted to replicate that same type of atmosphere into a restaurant setting."



## CONTACT

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