

## VINTAGES Product Needs Spring/Summer 2019

Call ID	Product Category	Product Specifications	Varietals	Price Range	Buyer	Pre-Submission Deadline	Call Back Deadline	Sample Deadline	Tasting Date
2683	Northeast Italy - Veneto, Trentino and Friuli	Focus on Ripasso, Amarone, mid-priced IGTs under \$25 and Northern Italian whites (no sparkling), focus is under \$25 for Pinot Grigio and under \$20 for all other whites.	Reds and whites, primarily indigenous varietals for reds	\$14-\$60; Ripasso \$16-\$25; up to \$60 for Amarone; other whites and reds \$14-\$35	European Wines	September 26, 2018	October 10, 2018	November 15, 2018	November 19, 2018
2684	Classics Collection / Flagship Store Exclusives	New World Wines, all areas	Reds & whites, all varietals. High scores or well-established iconic brands.	South America, South Africa and New Zealand \$30+; Australia \$40+; USA \$60+	New World Wines	September 26, 2018	October 10, 2018	November 15, 2018	November 19, 2018
2685	California Cabernet Sauvignon	All regions with preference for regionally specific wines with a focus on \$20-\$50	Focus is on \$20+ Cabernet Sauvignon	\$17-\$100	New World Wines	October 3, 2018	October 17, 2018	November 22, 2018	November 26, 2018
2686	Campania	Looking for both red and white wines under \$25	Mainly traditional varietals i.e. Aglianico, Fiano, Falanghina, Greco di Tufo etc.	\$15-\$40	European Wines	October 3, 2018	October 17, 2018	November 22, 2018	November 26, 2018
2687	Rhône and South of France (Excluding Northern Rhône)	Reds only, recognized appellations from all areas in Southern Rhône, Southern and Southwestern France	Rhône and the South of France: traditional blends, or indigenous single varietals of the areas, looking for third party accolades. Exceptional wines of other blends/varieties. Key appellations from South West - Madiran, Cahors, et al.	Primarily \$15-\$60; Vacqueyras-Gigondas <\$35; CdP up to \$60; \$14-\$22 for SW wines.	European Wines	November 14, 2018	November 28, 2018	January 3, 2019	January 7, 2019
2688	New World Sparkling Wine (excluding Ontario)	All new world wine regions (except Ontario) with a preference for traditional method wines	Looking for all varieties, though focus is traditional varieties	\$15 - \$50	New World Wines	November 14, 2018	November 28, 2018	January 3, 2019	January 7, 2019
2689	California Red (excluding Cabernet Sauvignon)	All varietals (excepting Cabernet Sauvignon) and regions with preference for regionally specific wines, particularly Napa and Sonoma with a focus on \$20-\$50	All varietals (excepting Cabernet Sauvignon) with a focus on Zinfandel, Pinot Noir and Red Blends. Prices for Pinot Noir should be \$20+; \$17+ for other varieties and blends	\$17-\$100	New World Wines	November 21, 2018	December 5, 2018	January 10, 2019	January 14, 2019
2690	Classics Collection / VSO / Flagship Store Exclusives	European Wines, all areas	Reds & whites, all varietals. High scores or well-established brands, great values in all price bands over \$25;	\$25+	European Wines	November 21, 2018	December 5, 2018	January 10, 2019	January 14, 2019
2691	Piedmont/Other Italy (Excluding Tuscany, NE Italy, Campania and the Islands)	Piedmont, South and Central Italy with a focus on classic wines i.e. Barolo, Primitivo, Barbera. Also looking for modern style wines from emerging regions with progressive packaging.	Red & white, all varietals, primarily native grapes. Also a focus on Primitivo under \$20	\$14-\$60, Barolo and Barbaresco under \$60, South and Central Italy \$14-\$25	European Wines	November 28, 2018	December 12, 2018	January 17, 2019	January 21, 2019
2692	Kosher Spirits	Kosher spirits from both Europe and the New World	Kosher Spirits, all styles considered with a focus on brandy and liqueurs. Focus on Kosher for Passover certification. Please indicate kosher certification in submission.	\$20-\$75 Spirits	European Wines	November 28, 2018	December 12, 2018	January 17, 2019	January 21, 2019

## VINTAGES Product Needs Spring/Summer 2019

Call ID	Product Category	Product Specifications	Varietals	Price Range	Buyer	Pre-Submission Deadline	Call Back Deadline	Sample Deadline	Tasting Date
2693	Chile	Looking for well known wine regions and also emerging regions like Limari, Elqui, Bio-Bio, Itata and Malleco	All varietals and styles with a focus on Cabernet, Carmenère, Syrah, Pinot Noir, Sauvignon Blanc and Chardonnay	Reds \$14-\$30; whites \$13-\$25	New World Wines	December 5, 2018	December 19, 2018	January 24, 2019	January 28, 2019
2694	Italy Islands	Looking for both red and white wines primarily from Sicily and Sardinia, with a focus on wines below \$22	Accepting wines made from traditional and international varietals	\$14-\$40	European Wines	December 5, 2018	December 19, 2018	January 24, 2019	January 28, 2019
2695	Tuscany	Primarily reds from traditional/classic appellations, as well as up-and-comers, e.g. Maremma and Bolgheri and some better-known IGTs, especially if varietally labelled	Traditional varieties, blends and Cabernet Sauvignon from all areas	\$14 and above for all; Chianti and Vino Nobile up to \$35; Chianti and VN Riserva <\$40; Brunello and Gran Selezione up to \$70	European Wines	December 19, 2018	December 21, 2018	January 31, 2019	February 4, 2019
2696	High Scoring / High Volume New World Wines	Looking for potential program wines (Wine of the Month, Food & Drink etc.) Large volume (+1,000 - 4,000 case availability) wines from New World countries (excluding Ontario), well-known varietals or blends. 90+ Accolades preferred, must over-deliver at the price offered. If selected for F & D program the retail price must be \$17.00	Well known red and white varietals or red blends	\$17-\$25	New World Wines	December 19, 2018	December 21, 2018	January 31, 2019	February 4, 2019
2697	California White	All varietals and regions with a preference for regionally specific wines, particularly Napa and Sonoma with focus on \$20-\$40	All varietals and styles, with a focus on Chardonnay. Sauvignon Blanc, Viognier and blends are also of interest.	\$17-\$50	New World Wines	December 19, 2018	January 2, 2019	February 7, 2019	February 11, 2019
2698	Classics Collection / VSO / Flagship Store Exclusives	European Wines, all areas	established brands, great values in all price bands over \$25; focus on strong Bordeaux vintages 00, 03, 05, 09 and 10	\$25+	European Wines	December 19, 2018	January 2, 2019	February 7, 2019	February 11, 2019
2699	Spanish Reds	Great wines up to \$40 for from established regions like Rioja. Looking for modern wines from with contemporary packaging and great third party accolades under \$25 from emerging regions like Toro, Jumilla etc.	All styles and varietals for Spain both traditional and modern, looking for strong program candidates under \$25	\$14-\$40; focus on under \$30 for Rioja and under \$20 for emerging regions	European Wines	January 2, 2019	January 16, 2019	February 14, 2019	February 20, 2019
2700	Classics Collection / Flagship Store Exclusives	New World Wines, all areas	Reds & whites, all varietals. High scores or well-established iconic brands.	South America, South Africa and New Zealand \$30+; Australia \$40+; USA \$60+	New World Wines	January 2, 2019	January 16, 2019	February 14, 2019	February 20, 2019
2701	Argentina	All varietals and regions with a focus on price points between \$13-\$25	All varietals and styles with a focus on Malbec, Cabernet, Bonarda, Chardonnay and Torrontés and red blends	Reds, \$14-\$40; whites, \$13-\$30	New World Wines	January 2, 2019	January 16, 2019	February 21, 2019	February 25, 2019
2702	Whites from the Rhône (North and South), Southern France and Southwestern France	Whites from entire Rhône region plus Southern and Southwestern France	Traditional varieties from respective areas	\$14-\$20, up to \$60 for Condrieu	European Wines	January 2, 2019	January 16, 2019	February 21, 2019	February 25, 2019

## VINTAGES Product Needs Spring/Summer 2019

Call ID	Product Category	Product Specifications	Varietals	Price Range	Buyer	Pre-Submission Deadline	Call Back Deadline	Sample Deadline	Tasting Date
2703	Loire / Alsace	For the Loire focus is on price bands between \$15 and \$30 from well known appellations interest in lesser regions. For Alsace, the focus is on wines priced \$17 to \$25.	Loire: key appellations/varieties, i.e. Muscadet, Vouvray, Sancerre and Pouilly Fume, current vintage for Sauvignon Blanc-based wines. Alsace: key varieties are Riesling, Pinot Gris and Gewurtraminer.	\$14-\$25; Pouilly-Fumé and Sancerre up to \$35	European Wines	January 9, 2019	January 23, 2019	February 28, 2019	March 4, 2019
2704	Kosher Wines	Kosher wines from both Europe and the New World	All varietals and styles of kosher wines. Focus on Kosher for Passover certification. Please indicate kosher certification in submission.	\$8-\$50 wines	European Wines	January 9, 2019	January 23, 2019	February 28, 2019	March 4, 2019
2705	Oregon	All varietals. Price points mainly \$17-\$40 for reds and \$17-\$25 for whites	Primarily Pinot Noir with some interest in Pinot Gris and Chardonnay	\$17-\$60 for reds and \$17-\$30 for whites	New World Wines	January 16, 2019	January 30, 2019	March 7, 2019	March 11, 2019
2706	British Columbia	All varietals. Price points between \$17-\$40. Preference given to products priced on par or competitively with BC market	All varietals	\$15-\$40	New World Wines	January 16, 2019	January 30, 2019	March 7, 2019	March 11, 2019
2707	Classics Collection / VSO / Flagship Store Exclusives	European Wines, all areas	Reds & whites, all varietals. High scores or well-established brands, great values in all price bands over \$25; focus on strong Bordeaux vintages 00, 03, 05, 09 and 10	\$25+	European Wines	January 16, 2019	January 30, 2019	March 7, 2019	March 11, 2019
2708	Emerging Europe	Red and whites from Greece, Hungary, Romania, Lebanon, Croatia, Bulgaria, Georgia, Switzerland and other emerging countries.	Emerging Europe: Indigenous and traditional varieties/blends	\$13-\$25, up to \$50 for Hungarian Tokaji	European Wines	January 23, 2019	February 6, 2019	March 14, 2019	March 18, 2019
2709	Fortified	Port and Sherry are a primary focus; other fortified wines from elsewhere (eg. Madeira, VDNs, Moscatel, etc.); does not include non-fortified sweet wines	Traditional varieties to each style and region	\$15-\$25 entry-level fortified, up to \$60 for Vintage Port	European Wines	January 23, 2019	February 6, 2019	March 14, 2019	March 18, 2019
2710	North America Other	Red and white wines from North America excluding wines from Ontario, BC, California, Oregon and Washington	All varietals	\$13-\$25	New World Wines	January 23, 2019	February 6, 2019	March 14, 2019	March 18, 2019
2711	Ontario Wines - White and Sparkling	VQA, QC fruit wines and 100% Ontario. Wines that over-deliver, from all regions; primary price band between \$15-\$30. Looking for compelling sales potential - always include past sales results, LCBO number, and 3rd party reviews if available	Whites with a focus on aromatic varietals and blends.	\$15-\$30 for table wines; \$25-\$40 for traditional method sparkling	Ontario	January 30, 2019	February 13, 2019	March 21, 2019	March 25, 2019
2712	Spanish White	Whites from Rias Baixas, Rueda, Rioja and other regions	All white varietals with a focus on indigenous grapes such as Verdejo and Albarino	\$13-\$25	European Wines	January 30, 2019	February 13, 2019	March 21, 2019	March 25, 2019