

About Small Vineyards. At Small Vineyards, we search every corner of the Mediterranean for the best small production wines being made today. Why? Because we believe—after tasting thousands of wines—that the very best consistently come from small estates. If you think about it, it's a lot easier to make a great meal for 5 people than for 500, and winemaking is no different. That is why we tell our clients up front—with our Small Vineyards gold seal on the bottle—that you're holding a small batch wine from a family-owned estate, that you will be proud to serve. In working with small, family-owned estates we are not just ensuring that the wine is fantastic, but we are working to protect a way of life that has been preserved through generations. Founded in 2001 by Josh Hanson after a trip to Italy with his wife, he came to the realization that some of the best wines were not available to the United States market, purely because importers didn't feel they could profit off such small quantities. After meeting Podere Ciona winemaker, Lorenzo Gatteschi, they pulled together a group of amazing, small production winemakers and Small Vineyards was born right there at the Ciona dinner table!

How "small" is Small? Virtually all wines that we import share some similar characteristics. First, about 99% of the grapes are picked by a human hand, so only the ripest grapes get made into wine (large estates have to use machines). Second, our estates use sustainable growing methods that allow them to make earth-friendly wines, year-in and year-out. Third, because these estates are owned by families, they make wines that they themselves drink everyday, and take great pride in. After all, it's their name on the bottle. Finally, as a rule, our estates are among the smallest 10% of their region. We find that this allows a greater attention to detail, and steers us away from anything too "corporate," which can take the personal connection out of the wine. So when we say "Small" we mean it.

Tappo a Tappo is our philosophy. It means “cork to cork” in Italian, and the concept is simple: from the time the winemaker puts the cork in the bottle, until the time the consumer pulls it out, Small Vineyards has “connected the dots” in between. We connect the people who make the wine with those who enjoy it, by telling the story of each family. We do this because we believe the story of the wine is just as important as the wine itself—it's a reflection of the place it comes from, and the folks who make it.

Our Tappo a Tappo philosophy is also why every bottle we import has three distinct characteristics:



(front) Gold Discovery Seal.
On the front of each bottle is our Small Vineyards Gold Discovery Seal. This helps you identify quality wines each time you shop.

(back) Portrait & Estate Story.
On the back label of each bottle is a portrait of the winemaker and the story of their estate.

L **Largo Wines.** Every once in awhile, we come across a wine that is really inspired, but doesn't meet our requirements to be a "small vineyard". It may come from an estate that's a bit larger (and therefore doesn't satisfy our 10% rule), or may include a percent of mechanically-harvested grapes, for example. But the wine is good, really good – and it deserves a home. So we import these wines under our "Largo Imports" banner, with no Small Vineyards seal on it. Largo wines are made by vintners that we greatly respect and trust, and are always a great value – usually \$15 or less (and tastes like \$20 or more). Largo Imports allows us to protect the integrity of the Small Vineyards designation, and at the same time, introduce terrific, inexpensive wines to America that are worth getting excited about. If you haven't tried them yet, you should check them out!

m **Classic Wines.** At Small Vineyards, we not only have some truly great value-oriented wines, but we founded our company with a core commitment to import the very best wines we could find, at any price. The best of the best are found in our Classic Wines Collection, which is a portfolio of exceptionally made, traditionally-oriented wines that represent the pinnacle of what our winemakers can do.

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