

Orangewood Wines

Small Wineries, Great Wines

Volume 5, Issue 21

December 8, 2016

Introduction

December has arrived, the holiday season is upon us; so now is the time for Laurie and I to wish you a Happy Christmas and a healthy and prosperous New Year. If this sounds a bit like a Christmas card, please take it as such, because we continue our tradition of making the mail delivery service less burdened during the holidays.

This is one of the most dangerous months of the year. The Rambler has suggestions for minimizing some of the dangers.

New Sales Consultant: Al DuBrowa

When Al left the Corporate world earlier this year he had the notion that he would follow his passion for wine to California, where he hoped to find work, perhaps in a tasting room. Meantime, with little in the way of wine industry experience, he asked if he could join our meetings and be helpful in whatever way was possible.

Now with the end of the year upon us, Al decided that his experience of learning the Orangewood portfolio, together with prior experience of distributor sales of completely different products, qualified him to sell for us. It was not the plan, but it is working out fine. Al lives near Metrocenter in North Phoenix. He will be looking for customers in that area and to the west.

Rambling

From time to time I have the opportunity to do deliveries. I was driving along one of our freeways recently when someone changed lane and would have pushed me into the fast lane, except that I had spotted the car's drift and I slowed down to provide a gap in front of me. The other driver was oblivious to my action. It happens all the time. My theory, which is mine, is that we all make these kinds of mistakes and mostly the drivers around us can adjust to avoid an accident.

In This Issue

[Introduction](#)
[New Sales Consultant](#)
[Rambling](#)

New Customers

[Babbo Italian Eatery](#)
7 Valley Locations

[Desert Eagle Brewing Company](#)
150 West Main Street
Mesa, AZ 85201
(480) 656-2662

[The District](#)
Sheraton Grand Phoenix
320 North 3rd Street
Phoenix, AZ 85004
(602) 817-5400

[Melting Pot](#)
19420 North 59th Avenue
Suite B113
Glendale, AZ 85308
(623) 444-4946

[Monterey Court](#)
505 West Miracle Mile
Tucson, AZ 85705
(520) 207-2429

[Neiman Marcus](#)
6900 East Camelback Road
Scottsdale, AZ 85251
(480) 990-2100

[Spiga Cucina Italiano](#)
7500 East Pinnacle Peak Road
Scottsdale, AZ 85255
(480) 513-9000

[Zinburger](#)
15059 North Scottsdale Road
Scottsdale, AZ 85254

(480) 285-0690

Crashes occur when two vehicles make a mistake at the same time. December is the time when a lot of people have had a glass or two of their favorite tippie and this results in their making more mistakes than usual. The bad part is that the surrounding drivers are also a couple of tipples less attentive than usual, resulting in a much higher probability of a collision. In general, I recommend staying off the roads when the amateur drunks are out. If you thought the sobriety check points were there to make things safer you would be wrong. They are there to make money and holidays are the best time. Perhaps I'm being too cynical here.

Having got you motivated to be careful, I remind you of my suggestions for party hosts that I wrote last December. You can see it [here](#). I just reread it. It's good advice.

The Rambler wishes you happy and safe holidays...

Cheers,

Richard (newsletter writer) and Laurie (editor)
Orangewood Wines

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