

Orangewood Wines

Small Wineries, Great Wines

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Introduction

When the temperature hit 100F all the snowbirds started packing, but when news of continued snow to the North arrived, their urgency dropped off. This year has confused the migratory species, but their flight is now well under way.

Once again we are working to convince Arizonans that rosé wines should be part of their every day summer drinking. We remind them that it is a dry wine with wonderful colour, aromas, taste and finish - in fact, a real wine, not to be confused with the pink sweet stuff that they may have tried in the past. Let's all try some today!

Topic of the Month - Delivery

An important part of our business is delivery: the final step in the distribution process. When Laurie and I started Orangewood Wines the thought was that I would do all the delivery, and I did for quite a while. This became too much at some point, so my father-in-law's best friend, Greg, was recruited to take over. He had a little pick up truck, so we bought a large cooler to put in the back. It would hold 3 cases of wine and some ice packs. When that was not enough, we bought a second cooler and used the passenger seat. We could deliver up to 8 cases of wine - big time. It was around this time that two of my rival small distributors were buying the large cargo vans for delivery. They could load two pallets (Over 100 cases of 12 bottles each). Tom Hamilton, proprietor of Phoenix Wine, said that filling the truck is the key to a successful business.

As if to confirm this one of my peers said he started selling beer so he could fill the truck. With that in mind, I decided a smaller trucks were the answer. The next step was to buy a Scion xB that could handle 10 - 14 cases. After that a Honda Element which is good for 20 cases and then a huge Ford Transit Connect which can handle 40 cases.



Ford Transit

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New Importer

Kysela Père & Fils are based in Virginia, and they have a philosophy of importing wines from small wineries. They represent about 200 wineries from 20 countries. We are starting with Rieslings from two wineries in Germany:

Hahn and Maringer-Reif, both from the Mosel area of Germany.

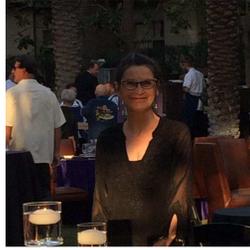
Note on Pictures

One of the comments on the new format was that the pictures are too small. (Thank you, Sally.) I thought it would be pretty straightforward to add a zoom feature. In fact, it might be easy, but it has so far eluded me. I have put a web page with larger versions of the pictures [here](#). (Link now corrected)

The size of the Ford is evident in the picture - it's the white one.

Rambling

This month Julie Johnson, owner and winemaker at the [Tres Sabores Winery](#), was here for the Scottsdale Culinary Festival. She attended two of their events. I attended this Sunday event so that I could take this picture. Julie is amazing. Here she was, 10 minutes before the event was scheduled to start, talking to as many of the chefs as she could, handing out her business card, while they frantically putting the finishing touches to their meals. I, on the other hand, was frantically trying to track down the folks with trays of mini crostini topped with filet mignon, horse radish cream sauce, a caper and a sprig of carefully coifed dill. They were delicious. Oh, and my smart phone was put to good use for the adjacent picture. Earlier that day that same phone captured some of the ecology in action in our back yard. Laurie was preparing and serving hay products, and I was shoveling by-products while Jazzy, born 13 years ago during a Scottsdale Culinary Festival, shares her leftovers with a friend. Jim Gullett of [Vino Noceto](#) was at that Festival and along to see the foal shortly afterwards.



Julie Johnson of Tres Sabores Winery



Jazzy and Friend

The Rambler rambles on...

Cheers,

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

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