

Subject: Wine at Orangewood Consulting 21, July 6th, 2002

Sent: Saturday, July 6, 2002 6:34 PM

To our Wine Aficionados,

We are rapidly approaching the worldwide retail release of the Marinda Park Wines. On July 12 at Epicurean Wine, there is a tasting event at which you can try the wines. They will also be available for purchase from that time. See more details below.

The remaining content of this newsletter is as follows:

Sales

Events

Wine tasting (Marinda Park release at Epicurean Wine)

Wine and Cheese Party (At Territorial Bar and Grill)

Wine Tasting (feedback from AZ Wine/RustRidge event)

Restaurants

Our Gang (Insider information)

Portfolio

Marinda Park (Overview)

Feedback

Sales

Events

Wine Tasting (Marinda Park release at Epicurean Wine)

On July 12 (next Friday) at Epicurean Wine (7101 East Thunderbird) between 5:00 and 7:00 PM, you will have the opportunity to taste some of the Marinda Park wines. The Chardonnay is ready to drink and will be there. The Pinot Noir is close to being ready to drink. Breathing for an hour and decanting results in a well-made and tasty wine. I plan to have a couple of bottles suitably prepared by the start of the tasting. The owners of Marinda Park tell me that the Merlot is significantly less ready to drink. I plan to bring a single bottle that has breathed over night. Think of this as barrel tasting. There will also be some Noceto Frivolo (Moscato Bianco) open for your summer sipping delight. For more background on Marinda Park, see below.

Wine and Cheese Party (At Territorial Bar and Grill)

The restaurant that first signed up to carry Orangewood Consulting wines is having a party on Tuesday, July 16th, from 5:00 to 8:00 PM. They will be featuring wines from the menu at half the usual by the glass cost. The Noceto Sangiovese will be available to drink. Laurie and I will be available and checking out the cheese.

Wine Tasting (feedback from AZ Wine/RustRidge event)

The wine tasting was well attended. AZ Wine has a wine tasting every Friday night, so they have gathered a local crowd, even when the temperature is 110! The tastings are always free. We sampled our way through 3 bottles of each of the RustRidge wines. This also means that the rest of the staff are now familiar with the wines. One person told me that her boyfriend's father is winemaker Susan's husband's brother. We figured out that this means that vineyard master Jim is her boyfriend's uncle. The set up at AZ Wine is relaxed, with chairs and a sofa. Afterwards, I joined Laurie at BOB as the Arizona Diamondbacks beat Toronto 4-3.

Restaurants

Our Gang – 9832 North 7th Street – Insider Information

Laurie and I stopped by Our Gang for dinner one Thursday evening. We asked for the Vino Noceto Sangiovese, but our waitroid had not heard of it, nor did it help when she asked “the manager”. Naturally I called the next day to see if they needed more wine. I was told that it was saved for “Special customers”. To be a special customer you need to ask for Dino and make the request to him. Next time we’ll know – you will too!

Portfolio

Marinda Park

For those of you who have not received this newsletter since issue number 1, and for the rest of you who don’t memorize everything, it seems like a good time to summarize what has happened here. Mark Rodman used to work for Measurex, but did not continue there for very long after it was purchased by Honeywell. He and his wife, Belinda, decided to move to Australia and start a winery. Later he recruited Norm and Fanny Winton (Norm also an ex-Measurex guy) as partners in this venture. Norm and Fanny live in Hawaii and are responsible for the world-wide marketing of the product. As best I can tell, Mark and Belinda picked an excellent part of Australia – on the Mornington Peninsula, which sticks out into the straits of Tasmania. In a climate similar to that of Oregon, they are focusing on Chardonnay and Pinot Noir. They have also produced a little Merlot, and for the second vintage will add some Sauvignon Blanc and Pinot Gris. They have retained consultants to advise on vineyard management and wine making. The first vintage has resulted in high quality wines. Last October Sam Hawkins (an ex-Honeyweller who has his own personal vineyard in Oregon) put me in touch with Mark. Three hundred and twenty one emails and a trip to Hawaii to visit Norm later, we now have the majority of the first vintage wines in our warehouse in Phoenix. Orangewood Consulting is the USA importer (it’s on the ATF approved label so it must be true). We are ready to ship to any distributor in the US – so of course the first sale looks as if it will be to Mexico! For more information check their website at <http://www.marindapark.com/>.

Feedback

Please keep those cards and letters coming.

Richard and Laurie
Orangewood Consulting, L.L.C.