



**FAMILY      QUALITY      TERROIR**

**GVVTERROIRS**

---

NEGOCIANTS OF LUXURY WINERIES

[www.gvvterroirs.com](http://www.gvvterroirs.com)

# TABLE OF CONTENT / CHAPTERS

<b>CHAPTER I</b>	COMPANY OVERVIEW
<b>CHAPTER II</b>	UNIQUE SELLING PROPOSITION
<b>CHAPTER III</b>	PORTFOLIO OF WINERIES
<b>CHAPTER IV</b>	THE TEAM





## CHAPTER I COMPANY OVERVIEW

## DESCRIPTION OF THE BUSINESS / EXECUTIVE SUMMARY

GVV Terroirs brings you a select group of family-owned estate wineries from Chile and Argentina, which believe that fine wines should be the true expression of their Terroirs.

We are proud to represent only small luxury wine producers, which share a common vision: “To make world-class wines that preserve the virtues of their essence, and the identity of their culture, climate, soil and human labor”.

We dedicate all our effort and commitment to promote Chile and Argentina’s “unique and most distinct Terroirs” such as: Maipo Andes, Panquehue, Leyda Valley, Lujan de Cuyo, Uco Valley and Calchaquies Valley; which are enhancing both countries’s ultra premium category.

Founded in 2012, GVV Terroirs has the sole responsibility to manage all international sales, marketing and strategic advice of an Ultra Premium & Luxury wine portfolio including: Gandolini, Ventolera, Von Siebenthal, Cruzat and LTU brands.

Gandolini, Ventolera and Von Siebenthal wine portfolio is produced by Stefano Gandolini - one of the most prestigious Chilean winemakers - whose enological philosophy is to combine the best attributes from the Old World with the most exciting characteristics of the New World.



**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES

# MARKETING PLAN / GLOBAL STRATEGY

To become an International company, having worldwide distribution through select importers, exclusive restaurants and specialty wine stores.

Strong focus on exceptional Terroirs to lead the Chilean international quality image development of some well known grapes like Cabernet Sauvignon, Carmenere, Pinot Noir, Sauvignon Blanc and Chardonnay, as well as other attractive varieties such as; Petit Verdot, Syrah, Riesling and Gewurztraminer in Chile and Malbec, Torrontes and sparkling wines from Argentina.

Our main goal is to position our wineries as the topmost luxury wineries, based on the communication of the following values / image:

- > Most exclusive and distinct Terroirs from Chile and Argentina
- > High detailed work in the vineyards and in all winemaking processes
- > High quality control, excellent raw materials / **packaging**
- > Outstanding customer service / **Efficient logistics**
- > Limited Production / High margins / **Exclusivity**
- > Excellent ratings / **Rational Quality Endorsement**
- > International Brand / **Select Distribution**





## CHAPTER II UNIQUE SELLING PROPOSITION

# MARKETING PLAN / UNIQUE SELLING PROPOSITION

Our wineries have only one reason for their existence and that is to produce wines of the finest quality. Therefore, GVV Terroirs can introduce them to the most exclusive consumers and wine aficionados worldwide.

Gandolini, Ventolera, Von Siebenthal, Cruzat and LTU use state-of-the-art technology and apply the best viticulture practices. Therefore, the only difference among them is the place where the grapes are grown, hence they can only produce wines that are the **“True Expression of Terroir”**.

While Stefano Gandolini is the Chief Winemaker of all our wineries from Chile, he is also a partner at Gandolini and Ventolera. This is a remarkable fact that allows G.V.V. Terroirs to have one of the owners introducing his own wines in the marketplaces as well as supporting our importers' relationship with key accounts and local media.

By working with GVV Terroirs, our importers and distributors will have:

- > A complete portfolio of Ultra Premium & Luxury wines from Chile and Argentina
- > Represent 5 distinctive and complementary Terroirs
- > Stefano Gandolini will have an active marketing role with frequent market visits
- > Partners in the brand strategy for each country
- > Experienced Marketing & Export team
- > High logistics efficiency by consolidating orders
- > One communication channel for all wineries
- > A wine portfolio difficult to get and harder to lose

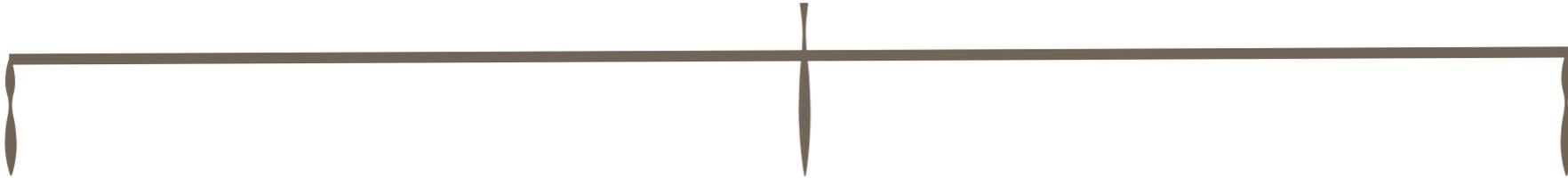
## CHAPTER III PORTFOLIO OF WINERIES



**PORTFOLIO / WINERIES AND BRANDS**

**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES



**GANDOLINI**  
MAIPO ANDES / MAIPO VALLEY

LAS 3 MARIAS VINEYARDS Cab. Sauvignon  
COSTANTINO VINEYARD Cab. Sauvignon

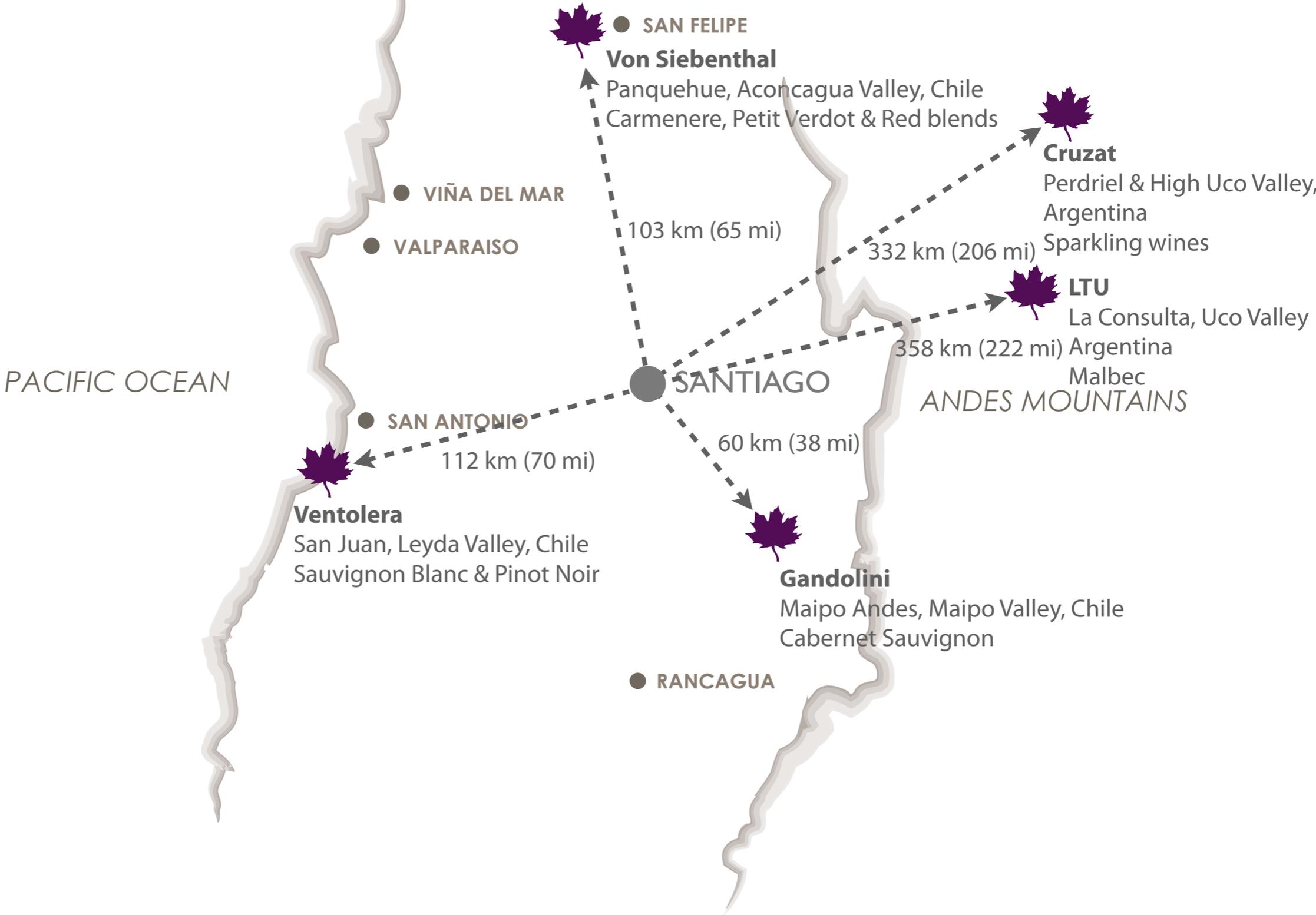
**VENTOLERA**  
SAN JUAN / LEYDA VALLEY

LITORAL Sauv. Blanc, Rose,  
Pinot Noir and Syrah  
VENTOLERA Sauv. Blanc,  
Chardonnay and Pinot Noir  
CLARO DE LUNA Pinot Noir

**VON SIENBENTHAL**  
PANQUEHUE / ACONCAGUA VALLEY

PARCELA # 7 Red blend  
CARMENERE Carmenere  
CARABANTE Syrah  
MONTEGIG Red blend  
TOKNAR Petit Verdot  
TATAY DE CRISTOBAL Carmenere

# PORTFOLIO / LOCATION MAP



**Note:** Click on winery's leaf to access Google Maps

# GANDOLINI

## MAIPO ANDES, MAIPO VALLEY, CHILE

**GANDOLINI**  
D.O. MAIPO ANDES CABERNET SAUVIGNON CHILE

Location: S 33° 52' 32.40", W 70° 38' 33.60"

The winery was founded in 2011 by Stefano Gandolini and his partner Fernando Izquierdo Menendez, a successful business man from Chile.

Gandolini focuses only on Cabernet Sauvignon, Chile's most recognized and famous varietal. The production model is based on making two distinctive wines as it is done in Napa Valley, USA. Stefano is fully convinced that Maipo Andes is one of the few places, where world-class Cabernet Sauvignon can be produced.

The Gandolini family vineyards were planted in 2001, in the best Terroir for Cabernet Sauvignon in Chile. The Estate is located in Maipo Andes and its soil type is conformed by the alluvial terrace 3 and 4, from where Chile's most prestigious world-class Cabernet Sauvignons are produced.



The Estate has three high-density vineyards with a total of 70 ha (173 acres). They are located in different sub appellations in Maipo Andes, which are: Alto Jahuel (Buin district), Linderos (Buin district) and Catemito (San Bernardo district).

Furthermore, Gandolini has vineyard management control over another 14 ha ( 35 acres) of vineyards, which are among the oldest Cabernet Sauvignon vines planted in Chile (1978).

This is a state-of-the-art winery with a total capacity of 130.000 lts (34,000 gl), where vinification is done in small batches to express the full potential and diversity of Gandolini's Terroirs. All the wines are aged in new French oak barrels for a long period (18 - 24 months).

**Note:** Click on location to access Google Maps

**GVVTERROIRS**  
NEGOCIANTS OF LUXURY WINERIES

**GANDOLINI**  
MAIPO ANDES, MAIPO VALLEY, CHILE



# GANDOLINI

## LAS 3 MARIAS VINEYARDS CABERNET SAUVIGNON

**GANDOLINI**  
D.O. MAIPO ANDES CABERNET SAUVIGNON CHILE

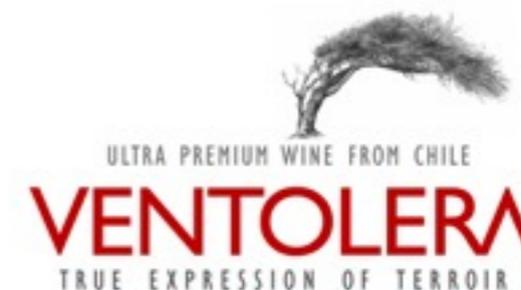


**93** points - Robert Parker; *The Wine Advocate* (June 2014)

- > Terroir: Old alluvial terraces 3 and 4, dry mediterranean climate and high density plantation
- > Denomination of Origin (D.O.): The vineyards are located in the new and exclusive D.O. called **Maipo Andes**, within Maipo Valley. This D.O. is conformed by 3 districts south of Santiago city (Puente Alto, Buin and Pirque) and this is one of the few places in the world where **First Growth Cabernet Sauvignon** can be produced.
- > Vineyards: Gandolini Estate is conformed by 3 vineyards located in Buin district (Alto Jahuel, Cerrillo and Catemito). These vineyards were planted in 2001, 2003 and 2005 respectively. These vines have been planted with the best selection of Cabernet Sauvignon masal raw material with high-density (7.000 plants per hectare). Drip irrigation system that allows an excellent water management. Total surface of 70 ha (173 acres).
- > Winemaker & Co-Owner: Stefano Gandolini
- > Label design: An elegant and delicate black-color figure of a naked woman laying down with a bird on her left knee, staring at each other, communicating with an intimate and sensual expression. This painting puts human kind and nature at the same level, respecting each other, meaning that Gandolini wines should be a True Expression of Terroir.
- > Cepage: Cabernet Sauvignon 90%, 5.5% Cabernet Franc y 4.5% Petit Verdot
- > First vintage: 2011
- > Total production: 33.633 bottles of 750 ml (2.802 cases of 9 lts)
- > Bottling: February 1 and 2, 2013
- > Age-ability: 20 years minimum, under right cellar conditions

# VENTOLERA

## SAN JUAN, LEYDA VALLEY, CHILE



Location: S 33° 41' 40.44", W 71° 30' 27.06"

Founded in 2008 by Vicente Izquierdo Menendez, a well known business man from Chile. Ventolera is a family-owned estate & winery located in Leyda Valley, Chile and it is fully dedicated to making Terroir-oriented wines.

In 2011, Stefano Gandolini joined Ventolera as a partner and Chief Winemaker and his commitment to produce world-class wines can be proved by his international award-winning reputation as well as by the outstanding quality of his Sauvignon Blancs and Pinot Noirs, which are considered among the best from Chile.

San Juan is located just 12 km (7 mi) from the Pacific Ocean in the heart of Leyda Valley, Chile's newest and most radical cool climate wine region. Thus, Ventolera vineyards are strongly influenced by the Humboldt Current's cooling effect, which flows up from the Antarctic along the country's coastline.



Wines / Ratings	WA	GVD	GMC	CWSA	AWOCA	SWA
Claro de Luna Pinot Noir 2011	93					
Cerro Alegre Sauv. B. 2013	92					
Ventolera Syrah 2012	92					
Ventolera Pinot Noir 2011	91					Gold
Ventolera Pinot Noir 2012	90					
Ventolera Sauv. B. 2013	91					
Ventolera Sauv. B. 2011	90	94			Silver	
Litoral Sauv. B. 2011	90	92			Silver	
Litoral Rosé of Pinot Noir 2012		90		Best in Category		Best in Category

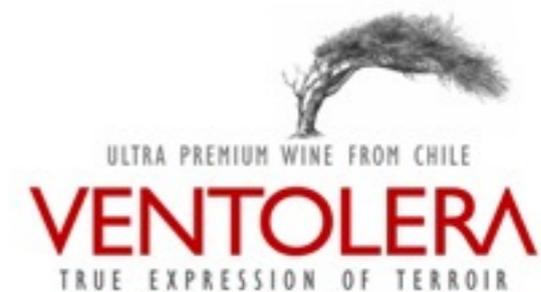
**Nota:** click on location to access Google Maps

**WA:** The Wine Advocate - **GVD:** Guia de Vinos Descorchados 2013, Chile

**GMC:** Guia de Vinos Mesa & Cata 2013, Chile **SWA:** Sommelier Wine Awards UK

**AWOCA:** 10th Annual Wines of Chile Awards - **CWSA:** China Wine & Spirits Awards 2012

**VENTOLERA**  
SAN JUAN, LEYDA VALLEY, CHILE



[www.ventolerawines.com](http://www.ventolerawines.com)

## WINE PORTFOLIO

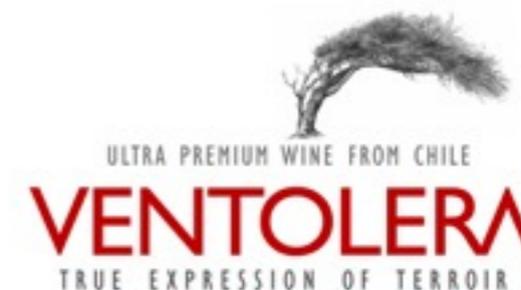


**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES

# VENTOLERA

## SAN JUAN, LEYDA VALLEY, CHILE



[www.ventolerawines.com](http://www.ventolerawines.com)

Ventolera aims to represent the essence of its soil, cool climate and culture by making ultra premium wines that are the True Expression of Terroir. Hence, its winemaking starts in the vineyard with the commitment of producing the best grapes, always in harmony with the environment.

All their wines capture the elegance and minerality of the granitic soil, in order to produce world-class and cool climate wines.

Located at latitude 33° South, Ventolera Estate & Winery consists mostly of rolling hills, at an elevation of 200 mt (600 ft). The Estate has 600 ha (1,482 acres), of which only 161 ha (394 acres) are in production with 6 grape varieties.

Ventolera has a state-of-the-art winery with a storage capacity of 150.000 lts (39,700 gls) and uses a windmill to produce its own green energy.

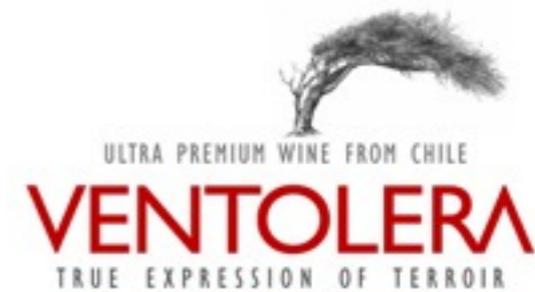
Variety	Hectares	Acres
Sauvignon Blanc	76	187
Pinot Noir	53	130
Chardonnay	22	54
Riesling	6	14
Gewurztraminer	2.5	6
Syrah	1.5	3
<b>Total</b>	<b>161</b>	<b>394</b>

Ventolera's core values are:

- > Careful vineyard management for better quality
- > Careful thinking for better environment protection
- > Careful clone selection to maximize flavors expression
- > Careful site selection for unique wines

# VENTOLERA

SAN JUAN, LEYDA VALLEY, CHILE



[www.ventolerawines.com](http://www.ventolerawines.com)



**GVVTERROIRS**  
NEGOCIANTS OF LUXURY WINERIES

# VON SIEBENTHAL

## PANQUEHUE, ACONCAGUA VALLEY, CHILE



Viña von Siebenthal

[www.vinavonsiebenthal.com](http://www.vinavonsiebenthal.com)

Location: S 32° 47' 59.01", W 70° 50' 01.51"

J. Miller, The Wine Advocate: **"If I were awarding an Oscar for finest performance by a winery, Von Siebenthal would be my winner"**.

Von Siebenthal is a family-owned winery and its philosophy is similar to that of the Bordeaux chateaux; vineyards, cellar and house blend together harmoniously to facilitate the creation of exceptional wines. Von Siebenthal has produced extremely elegant wines, which eloquently express the extraordinary characteristics of the Panquehue Terroir in Aconcagua Valley, Chile.

- > Founded in 1998 by Mauro von Siebenthal, a Swiss lawyer and wine aficionado
- > Among the Top 5 most luxury wineries from Chile
- > Since the beginning, Stefano Gandolini has been the Chief Winemaker
- > State-of-the-art winery with total capacity of 250,000 lts (66,000 gl). Total production of 15,800 cases of 9 lt
- > One of the three Chilean wineries with a wine rated 97 points by The Wine Advocate. This is the highest rating obtained by any Chilean wine.
- > The only winery from Chile to have consistent ratings (The Wine Advocate) with all the wines rated 90+ points



The Wine Advocate	2003	2004	2005	2006	2007	2008	2009	2010
Tatay de Cristobal	-	-	-	-	97	-	93	-
Toknar	-	-	94	95	94	92	-	-
Montelig	90	93	93	92	92	90	-	-
Carabantes	91	92	-	-	91	91	-	91
Carmenere	-	-	-	90	90	-	90	-
Parcela # 7	-	89	-	-	-	90	-	91

**Note:** Click on location to access Google Maps

**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES

**VON SIEBENTHAL**  
PANQUEHUE, ACONCAGUA VALLEY, CHILE



**Viña von Siebenthal**  
[www.vinavonsiebenthal.com](http://www.vinavonsiebenthal.com)

**WINE PORTFOLIO**



# VON SIEBENTHAL TATAY DE CRISTÓBAL

> Meaning of the name: The Ancestor of Christopher (Columbus)

***“Its name means the blend of two worlds, The Americas and Europe, the natives and the Spanish conquistador”***

> Stefano Gandolini is the Chief Winemaker

> First vintage was in 2007

> Cepage: Carménère 90% and Petit Verdot 10%

> Rated 97 points by J. Miller, The Wine Advocate

> Vintage 2007 had a total production of 1492 bottles. This number commemorates the discovery of the continent of America

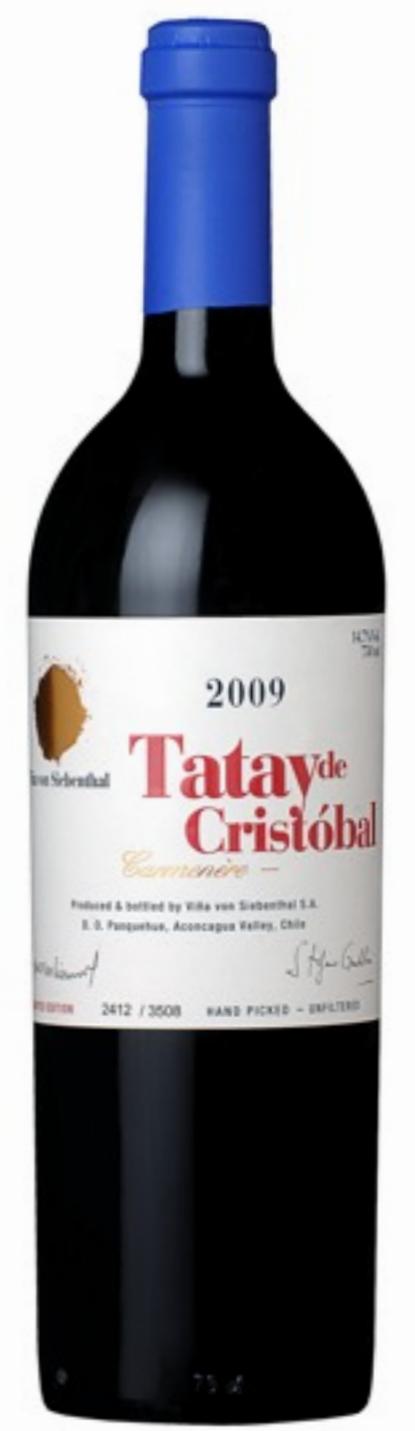
> Vintage 2008 was destroyed during Chile’s earthquake on Feb. 27, 2010

> Vintage 2009 is highly allocated with a total production of 3000 bottles

> Most expensive wine from Chile



Viña von Siebenthal



**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES

# VON SIEBENTHAL

PANQUEHUE, ACONCAGUA VALLEY, CHILE



Viña von Siebenthal  
[www.vinavonsiebenthal.com](http://www.vinavonsiebenthal.com)



# CRUZAT

## PERDRIEL & HIGH UCO VALLEY, ARGENTINA

Location: S 33° 4' 31.98", W 68° 55' 15.60"

Elevation: 1,000 meters / 3,280 ft



[www.bodegacruzat.com](http://www.bodegacruzat.com)

*“Patience, hard work and dedication are key elements to obtain great results in the wine world”*

Pedro F. Rosell. Winemaker & Director

The winery was founded in 2004 by a group of Chilean entrepreneurs and by the Argentinean winemaker Pedro Federico Rosell. From the start the objective has been to develop premium quality sparkling wines for the high-end market.

To begin with, one of the priorities of the project, was to find the most appropriate place to plant the vineyards and build the winery so as to comply with the objective of producing sparkling wines of the highest level. To this end the required ideal characteristics were identified, areas at the right altitude, land with good drainage and the right temperatures.

Cruzat’s sparkling wines are produced using the traditional method of second fermentation in bottle. They are the reflection of the permanent search for excellence and they are as well the constant detailed work in each of the production processes.

At Cruzat, we only use Pinot Noir and Chardonnay grapes for the production of our sparkling wines. The grapes are hand picked during the first weeks of February at its vineyards in Perdriel and the heights of Uco Valley, Mendoza province.

These geographical regions are located at 1,000 meters above sea level. They are dry areas with little rain, temperate climate, severe winters, mellow springs, warm summers during the day with cool nights. The soil conditions are deep sandy loam which makes it very permeable. At the same time, the high percentage of stones conforms a poorer Terroir for the vines, which allows to enhance the quality of the grapes.



**Note:** Click on location to access Google Maps

# CRUZAT

## PERDRIEL & HIGH UCO VALLEY, ARGENTINA

Location: S 33° 4' 31.98", W 68° 55' 15.60"

Elevation: 1,000 meters / 3,280 ft



[www.bodegacruzat.com](http://www.bodegacruzat.com)

The combination of altitude, alluvial terrain, the lack of rain and predominant thermal amplitude contribute to the excellence of these vineyards.

The winery is equipped with a tank room with a capacity to produce 200,000 litres of base wine per year. After the first fermentation is completed, the base wine is maintained at controlled temperatures in stainless steel tanks with its yeast for a period of 12 months for the Classic range, 24 months for the Cuvée Réserve and in the case of Millesime for around 70 months.

Its underground cellar is remarkable for its optimum levels of temperature and illumination, which allows the process of the second fermentation and storage in bottle to be completed under the very best quality standards. In there, the Cruzat sparkling wines rest patiently for 14 to 36 months.



## AWARDS

### **Cuvée Extra Brut**

Decanter Asia Wine Awards 2012 – **Bronze**

London International Wine Challenge 2012 – **Bronze**

The Wine Advocate, USA – **87 points**

### **Cuvée Nature**

5 Nations Wine Challenge - **Gold**

The Wine Advocate, USA – **88 points**

### **Cuvée Rosé Extra Brut**

The Wine Advocate, USA – **87 points**

### **Clásico Rosé Extra Brut**

Argentina Wine Awards 2013 - **Gold**

**Note:** Click on location to access Google Maps

**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES

# CRUZAT

## PERDRIEL & HIGH UCO VALLEY, ARGENTINA

Location: S 33° 4' 31.98", W 68° 55' 15.60"

Elevation: 1,000 meters / 3,280 ft



[www.bodegacruzat.com](http://www.bodegacruzat.com)



**Note:** Click on location to access Google Maps

**CRUZAT**

PERDRIEL & HIGH UCO VALLEY, ARGENTINA



[www.bodegacruzat.com](http://www.bodegacruzat.com)

## SPARKLING WINE PORTFOLIO



**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES

# LTU

## LA CONSULTA, UCO VALLEY, ARGENTINA

Location: S 33° 44' 59.82", W 69° 06' 46.600

Elevation: 1,021 meters / 3,349 ft



LARRAÍN, LASMARTRES  
TOSO & UNDURRAGA  
ULTRA PREMIUM WINES

[www.ltuwines.com](http://www.ltuwines.com)

In our families, wine has been the central reason for adventure and progress. Emigrating in the late 1800's from traditional wine producing countries like France (Bordeaux and Toulouse), Italy (Piedmont) and Spain, our families disembarked to Chile and Argentina in search of happiness and prosperity doing what was in their blood: producing wine.

Today, this is still the reason why six friends from Argentina and Chile who have successfully developed their own wine projects in their respective countries, have come together to produce a top class Single Vineyard Malbec out of La Consulta, in Mendoza, Argentina.

### From a single *terroir*...

The grapes involved in this wine come from a single vineyard in La Consulta (Uco Valley). The vineyard was planted back in 1998 over a soil of aluvional origin and is irrigated with snowmelt water from the Andes.



At + 3,000 feet altitude this vineyard benefits of warm days and cool nights, ideal condition to produce grapes of great color, aromas and flavors. Out of the 20 hectares of Malbec already planted we are currently using 2 hectares for our LTU and selling the remaining grapes to other notable producers.

With a novel story of only three released vintages, LTU has already won recognition from local press and fellow winemakers as one of the Iconic Malbecs from Argentina." A future classic" has the press published. With a limited annual production of no more than 8,000 bottles LTU is already being sold worldwide through premium wine specialists.

**Note:** Click on location to access Google Maps

**LTU**  
LA CONSULTA, UCO VALLEY, ARGENTINA



LARRAÍN, LASMARTRES  
TOSO & UNDURRAGA  
ULTRA PREMIUM WINES



Ratings	WS	WE	WA
Vintage 2007	90	92	92
Vintage 2008	n/a	94	85
Vintage 2009	92	93	88
Vintage 2010	n/a	n/a	90

*Vintage 2007 was released under a different brand called CAYU, which is today LTU*

Cepage: Malbec 100%  
Current vintage: 2010  
Winemaker: Cristóbal Undurraga  
Aging: 24 months in French oak barrels

Dedicated to the passion of our ancestors, whom spent their lives among vineyards and cellars, we have named our wine after their (and ours) last names initials: **LTU**.

**“Six dreams, six friends, six stories and a shared legacy”**

From Argentina: Julio, Mario & Ricardo  
From Chile: Tomas, Alfonso & Cristóbal

**LTU**  
LA CONSULTA, UCO VALLEY, ARGENTINA



LARRAÍN, LASMARTRES  
TOSO & UNDURRAGA  
ULTRA PREMIUM WINES



**GVVTERROIRS**  
NEGOCIANTS OF LUXURY WINERIES

# STEFANO GANDOLINI

## WINEMAKING PHILOSOPHY

*"I want to make wines with seal of leadership.*

*Success in the long term will depend on the capacity to make a real difference. Hence, I strive to achieve the highest quality based upon a unique and differentiating style that is given by our Terroirs, the art of blending and a modern enological hallmark.*

*My winemaking philosophy is to blend the best attributes from the Old World with the most exciting characteristics of the New World. This means to make wines that are expressive, fruity, warm and concentrated, like the wines from the New World but with the harmony, finesse, vivacity and complexity of the Old World.*

*The essence of wine is to pair with food and enhance its flavors and aromas, thus making them more pleasant. Furthermore, wine is like listening to music, it is a sensual pleasure, in which we elevate our senses without noticing it.*

*A good wine, although simple, must provoke an authentic pleasure that entices you to keep drinking it and also it should take you back to the place where it was produced, allowing you to imagine the people and culture from this place.*

*Wines from the New World must have an exotic taste that brings out emotions. Wine must evoke higher sensations, relaxation, passion and romance. Wine should be magical and bring people together.*

*All these elements are the foundation when it comes to inspiration for me to make wines. Personally, I consider the experience of drinking a wine that is intense, fruity, lively, harmonic and deep with a strong identity that should allow people to feel these emotions".*

**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES

# STEFANO GANDOLINI

## WINEMAKING PHILOSOPHY

*“Key qualitative ideals: The attributes that should form the backbone of all the wines I make.*

**Intensity and Fruitiness:** *In every wine, the abundance of ripe fruit should be easily perceived over all other aromas.*

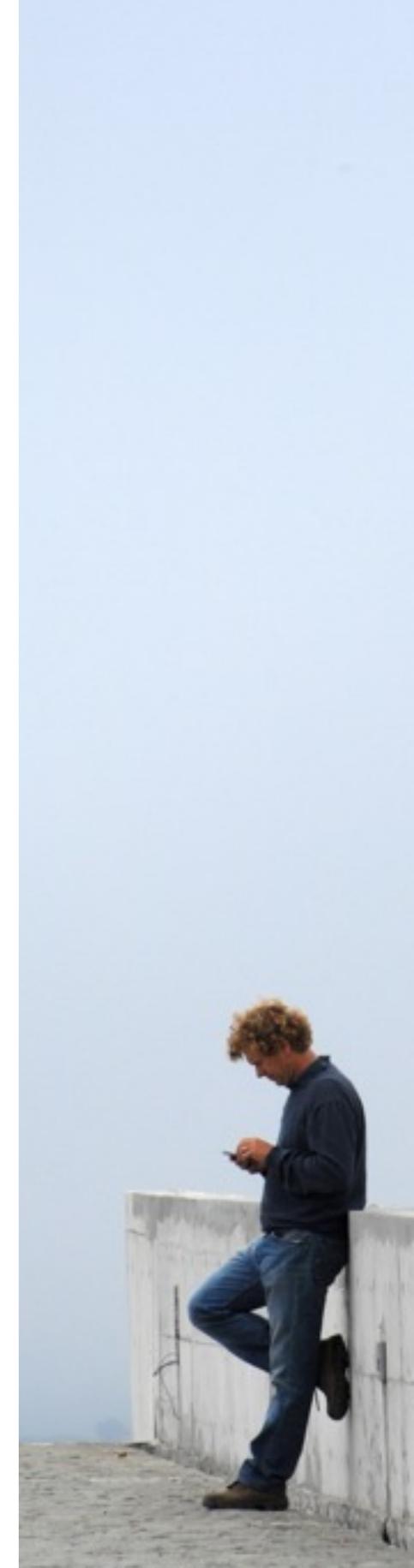
**Taste:** *The best wines from whichever category, simple and cheap or complex and expensive, and of whichever style, delicate or powerful, should all taste well from the very first sip. They impress you right away with their natural harmony. This is preferable to the opposite impressions of tension, effort, distortion, rigidity or overexertion.*

**Concentration and Strength:** *These are characteristic virtues of the New World. However, they are attributes which can easily be exaggerated delivering wines that are over ripped, over extracted with too much alcohol. For me these attributes are very important as long as they are well integrated with the other attributes.*

**Balance:** *This attribute should be the philosophical cornerstone for all wines. The vigor, strength and warmth from the New World must embrace each other harmoniously so as not to lose the vivacity, freshness and elegance of the Old World. Ensuring that none of those elements are either lacking or in excess is one of the principle measures of quality that mark my winemaking style.*

**Vivacity:** *This attribute is often forgotten in many New World wines because it is smothered by excessive alcohol and sweetness from over-ripe fruit. There are many wines that are concentrated, robust but plain and one dimensional. Personally, I believe that a good wine should always be vibrant on the palate so that it constantly refreshes the mouth. We must never forget that wine is a beverage and not a spirit.*

*I am pleased to share my winemaking philosophy with all our importers around the world”.*



**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES



**CHAPTER IV**  
**THE TEAM**

## **THE TEAM / CONTACT INFORMATION**

### **STEFANO GANDOLINI**

Winemaker & Co-Founder  
Mobile: +56 9 9280.3946  
E-mail: stefano@gvvterroirs.com

### **CRISTIAN MUNOZ**

Commercial Director & Co-Founder  
Mobile: + 56 9 8528.3307  
E-mail: cristian@gvvterroirs.com

### **DAIMEI FAN**

Sales & Export Director Asia  
Mobile: +88 69 8834.4855  
E-mail: daimei@gvvterroirs.com

### **MARTIN CHAMPAGNE**

Marketing & Commercial Manager  
Mobile: +56 9 9181.2445  
E-mail: martin@gvvterroirs.com

### **DAVID MURRAY**

Customer Service & Logistics  
Mobile: + 56 9 9326.5907  
E-mail: david@gvvterroirs.com

### **FRANCISCO KLIMSCHA**

Brand Manager & PR  
Mobile: + 56 9 9919.8471  
E-mail: francisco@gvvterroirs.com

### **COMEX DEPARTMENT**

**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES

## STEFANO GANDOLINI / PROFESSIONAL PROFILE

Born in 1966 (Chile), Stefano Gandolini is a well travelled man and his strong passion for wine and different cultures allowed him to acquire an extensive winemaking experience in Chile as well as in France, Italy, USA and Argentina.

After graduating as an Agronomist from **Pontificia Universidad Catolica in Chile**, he moved to Italy where he studied at **Universita Cattolica del Sacro Cuore in Piacenza**, there he obtained his Master in Oenology. Later, he moved to Bordeaux, France, where he obtained his National Diploma of Oenology at **Universite de Bordeaux I**.

In January 2011, Stefano founded **Gandolini** winery in Maipo Alto and the same year became partner and Chief Winemaker at **Ventolera** in Leyda Valley, both wineries in Chile.

Work experience as Chief Winemaker in Chile and Argentina:

- > **Viña Doña Paula (Argentina)**, owned by Viña Santa Rita (2001 - 2010)
- > **Viña Carmen**, owned by Viña Santa Rita (2008 - 2010)
- > **Viña Terra Andina**, owned by Viña Santa Rita (2001 - 2008)
- > **Viña Vista Mar**, owned by Viña Morande (1997 - 2000)

Moreover, since 1998 Stefano has been the Chief Winemaker and Viticulture Director at **Viña Von Siebenthal**.

Work experience as winemaker's assistant:

USA:

- > **Robert Mondavi winery**, Napa valley, 1996

France:

- > **Château Louis Latour** - Aloxe-Corton, Cote d'Or, Bourgogne, 1995
- > **Chateau Pavie** - 1er Grand Cru Classé, Saint Emilion, Bordeaux, 1994/95
- > **Chateau Cos d'Estournel** - Saint-Estephe, Medoc, Bordeaux, 1994

Italy:

- > **Castello di Valiano**, Tuscany, July 1993 - July 1994.



**Note:** Click on LinkedIn to access resume online

**GVVTERROIRS**

NEGOCIANTS OF LUXURY WINERIES



**FAMILY      QUALITY      TERROIR**

**GVVTERROIRS**

---

NEGOCIANTS OF LUXURY WINERIES

[www.gvvterroirs.com](http://www.gvvterroirs.com)