



ESTATES

SINCE 1917

*Barker's Marque Winery*

WAVERLEY  VINEYARD



INTERNATIONAL  
VINES

MEETING DAY

[www.internationalvines.wine](http://www.internationalvines.wine)

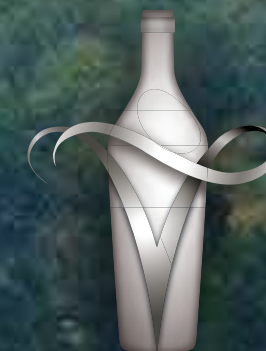




ESTATES

SINCE 1917

Vinho Verde and Douro Valley



INTERNATIONAL  
VINES



# The Vineyards of Calcada Wine Estate





# Calcada's Locaia Vineyard







# REPLANTING OF THE OLDEST VINES IN THE REGION

SOILS, CLIMATE, OCEAN EFFECT





# REPLANTING OF THE OLDEST VINES IN THE REGION

SOILS, CLIMATE, OCEAN EFFECT

[InternationalVines.wine](http://InternationalVines.wine)



# Vinho Verde Sub-regions

- 9 Sub-regions in Vinho Verde
- About 44,000 acres planted
- Estimated 20,000 growers, most with less than 10 acres
- Portugal Distance from end to end - CA
- Much of region has been described as filled with amphitheaters

## BOTTLED WINES

- Only 4% are Grower/Producers
- 23% are coops
- 73% are bought from growers and processed (NEGOCIANTS)





# PORTUGAL

1. Distance from end to end – CA, what's in common
2. The Size of Vinho Verde
3. Gateway to The Douro Valley
4. A new world of tourism, winemaking and gastronomy
5. northwestern Portugal, in the region known as Entre-Douro-e-Minho

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INTERNATIONAL  
VINES





- Portugal is fastest growing import category in 2020
- Calçada Wine Estate is part of the only 4% of wines from VV that are Estate “Grower/producers”
- All our wines are; DOC, vintage dated, and hand-picked.
- Your Competitive set is mostly non-vintage; is that really a competitive set?
- Calçada has the oldest certified producing vineyards (100 + years old) in Vinho Verde
- Calçada Vinho Verde was given Robert Parker’s then highest rating for a Vinho Verde in 2016.



# Casa da Calcada – Early 1600's



Casa da Calcada

J. Pinho  
1988  
G. Schunberg, graveur





A ancestral Casa da Calçada e suas caves  
The ancient Casa da Calçada and its cellars





# CASA DA CALCADA







owner and  
caretaker

of the oldest  
producing vines  
in the vinho verde region

## CALÇADA WINE ESTATES Our Legacy

### VINHO VERDE = ALVARINHO

- Became a formal region in 1908
- Vines planted by LAGO Cerqueira
- in 1917
- Became a DOC in 1949

### QUINTA DA CALCADA

History and Know-how since 1917

Old Vines support wine programs from  
Portal da Calcada and above

Red, white and rosé wines

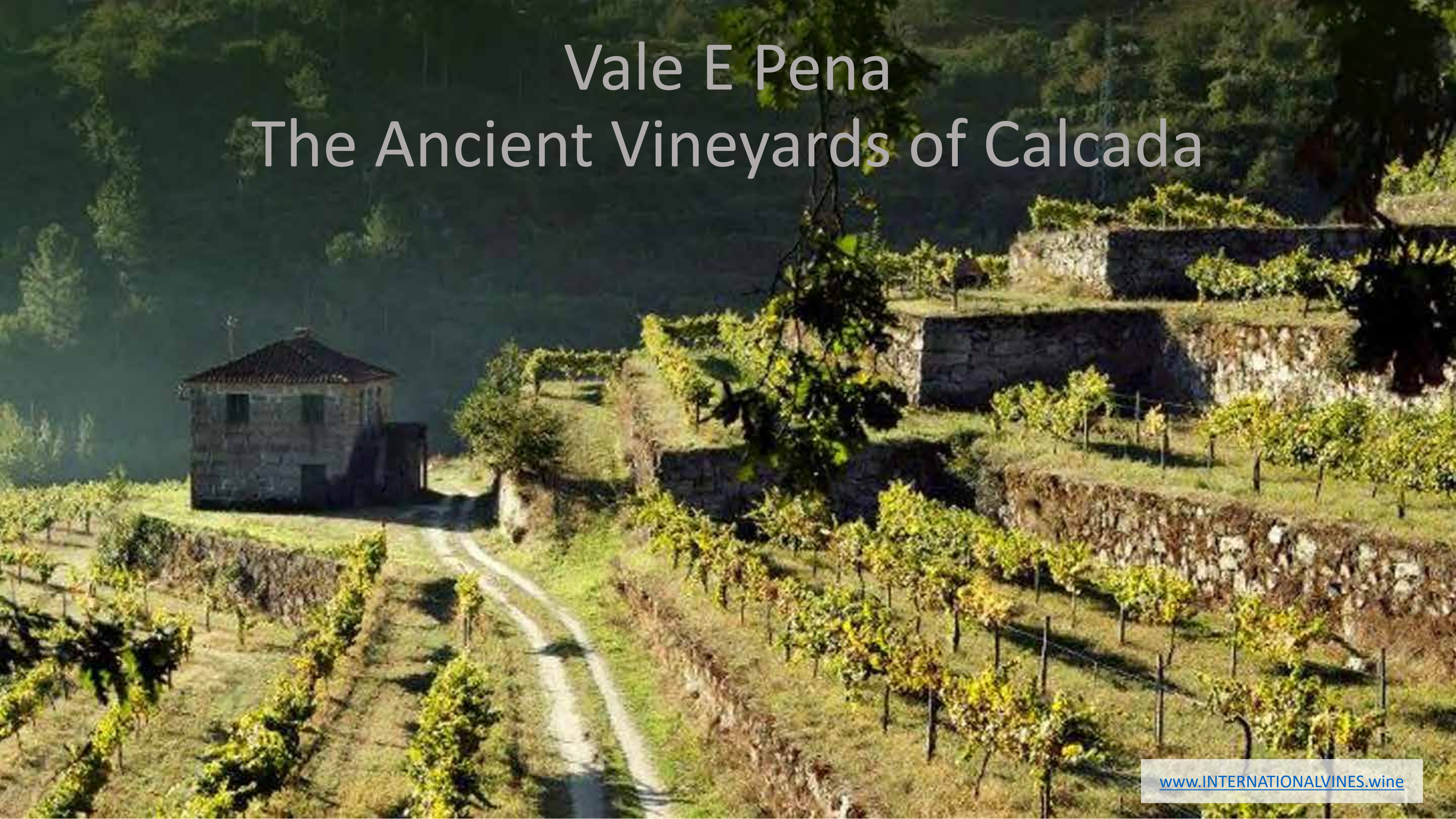
220 + acres under vine, with more being planted





# Vale E Pena

## The Ancient Vineyards of Calcada

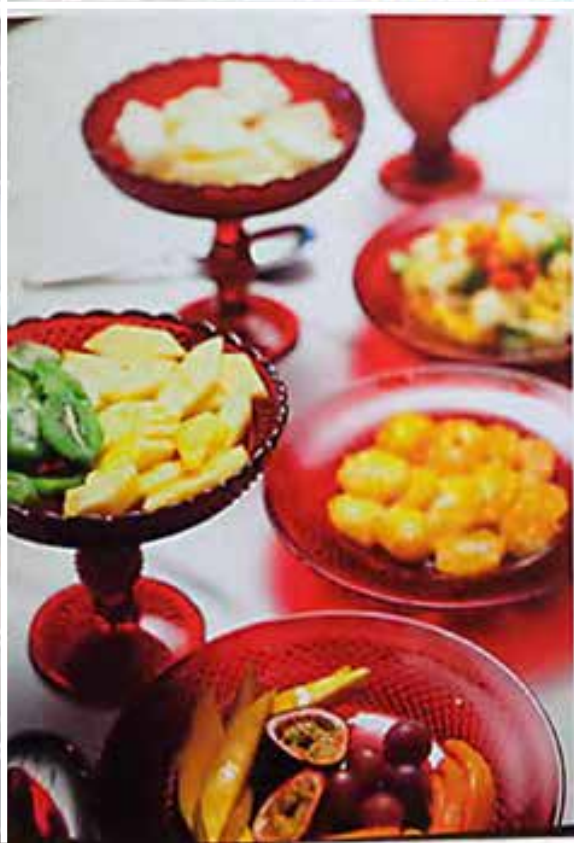




# Douro Vineyards









# Calcada Hospitality Center





# The Home Vineyards of Calcada Wine Estates



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Our New Fermentation Tank



We didn't need to be validated to know our wines stood above the competition

Convincing customers they should pay a premium for your product is the best business model there is

“How you do Anything is how you do Everything”

“There are only a handful of wineries in Vinho Verde that can make wines the way Calcada does”

LAGO is the best Vinho Verde in the market under \$10

The wines you have now are only the beginning . . .



# Reviews



## Quinta da Calçada Vinhas Velhas

2015 | Wine advocate (Robert Parker) – 93-94 points

2013 | Wine advocate (Robert Parker) – 91 points

## Quinta da Calçada Reserva

2016 | Wine Enthusiast – 90 points

2015 | Wine advocate (Robert Parker) – 91-92 points

2014 | Wine Enthusiast – 89 points

2013 | Wine advocate (Robert Parker) – 90 points

2012 | Wine advocate (Robert Parker) – 89 points

2012 | Wine Enthusiast – 90 points

## Quinta da Calçada Alvarinho

2016 | Wine advocate (Robert Parker) – 90 points

2015 | Wine advocate (Robert Parker) – 90 points

2014 | Wine advocate (Robert Parker) – 90 points

2013 | Wine Enthusiast – 89 points

2013 | Wine advocate (Robert Parker) – 89 points

2012 | Wine advocate (Robert Parker) – 90 points

## Quinta da Calçada Loureiro/Alvarinho

2016 | Wine advocate (Robert Parker) – 91 points

2015 | Wine advocate (Robert Parker) – 90 points

2013 | Wine advocate (Robert Parker) – 89 points

## Quinta da Calçada Rosé

2015 | Wine advocate (Robert Parker) – 90 points

## Portal da Calçada Reserva Branco

2017 | Wine Spectator – 89 points

2015 | Wine advocate (Robert Parker) – 89 points





## 88 \$10 LAGO Douro 2014

This polished, full-bodied red features glazed cherry and plum pudding flavors that are detailed with accents of herb, pepper and fresh earth. (G.S.)

# TOP 100 BEST VALUES

## BIG REDS

### “Go Big or Go Home.”

That’s the ethos of these powerhouse reds, which vintners make by extracting the most they can get out of their grapes. Ripeness is crucial to delivering the necessary depth and concentration, so warmer regions or hotter vintages tend to yield the best versions.



# Wine Spectator

BONUS  
100 TOP  
VALUES

## THE TOP 100

THE MOST EXCITING WINES OF 2018







LAGO  
LAGO CERQUEIRA  
DOURO VALLEY  
PORTUGAL

LAGO  
LAGO CERQUEIRA  
ROSÉ  
VINHO ROSÉ | ROSÉ WINE

LAGO  
LAGO CERQUEIRA  
VINHO VERDE DOC  
PORTUGAL  
VINHO BRANCO | WHITE WINE

PORTAL DA CALÇADA  
SINCE 1917  
PORTAL DA CALÇADA  
DOURO DOC  
2019  
PORTUGAL

PORTAL DA CALÇADA  
SINCE 1917  
PORTAL DA CALÇADA  
Rosé  
Family Owned Estate  
PRODUCT OF PORTUGAL

PORTAL DA CALÇADA  
SINCE 1917  
PORTAL DA CALÇADA  
LOUREIRO & ALVARINHO  
VINHO VERDE DOC  
PRODUCT OF PORTUGAL

PORTAL DA CALÇADA  
SINCE 1917  
PORTAL DA CALÇADA  
Vinho Verde  
SPUT-BRUTO

QUINTA DA CALÇADA  
SINCE 1917  
QUINTA DA CALÇADA  
ALVARINHO

DURIS  
Reserva  
2019  
DOURO  
FAMILY OWNED  
Douro is a UNESCO protected landscape.  
Its mountainous viticulture of steep narrow slopes  
create a unique terroir and wines of distinction.  
DENOMINAÇÃO DE ORIGEM - PORTUGAL

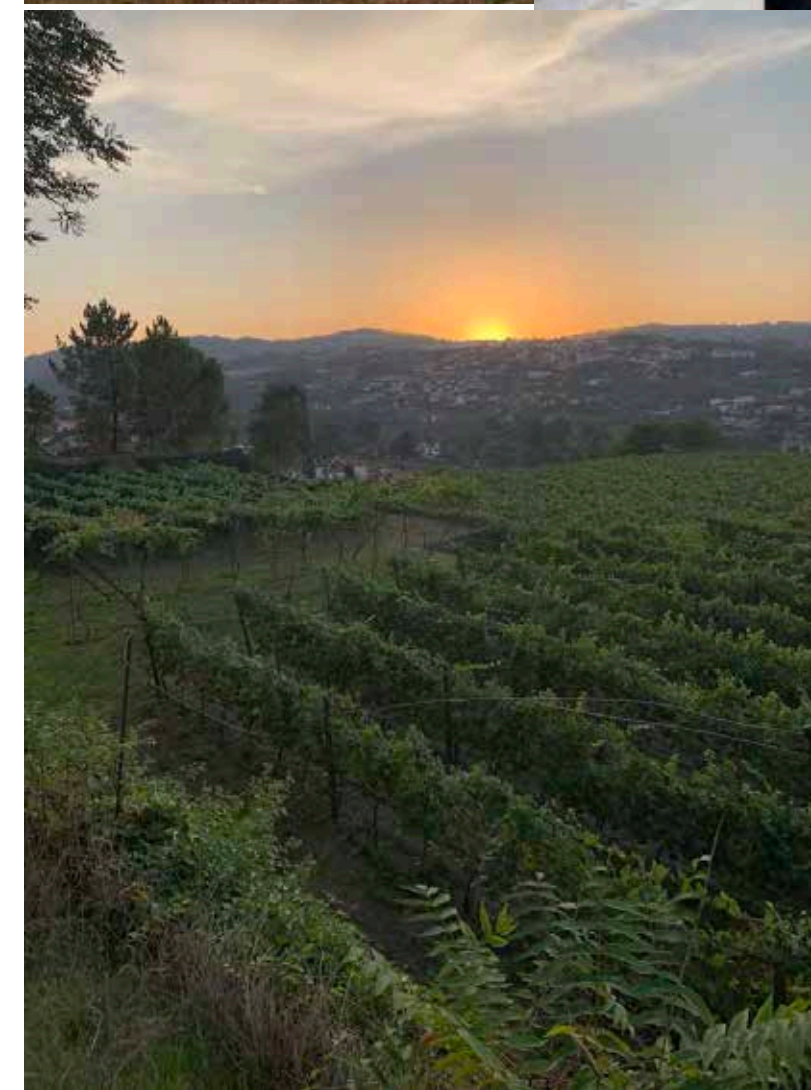




Casa da Calcada



# Scenes From Vinho Verde





# A **New** Tasting Room Coming Soon





LIVE  
& LET  
LAGO



**Consumer wellness trend drives low calorie wines to triple digit growth over the last 52 weeks.**



# LIVE & LET LAGO



NOW FEATURING THE HEALTHY LIFESTYLE & NATURAL PROCESS FOR THIS CATEGORY

- ❖ CALCADA WINE ESTATES: FOUNDED IN 1917 BY LAGO CERQUEIRA
- ❖ OUR NATURAL FERMENTATION PROCESS PRACTICED FOR YEARS CREATES THE LOW Alcohol, LOW CALORIE WINE – WE DO NOT DEALCOHOLIZE WINES.
- ❖ SAME WINES WE HAVE MADE FOR 100 YEARS – THESE HAVE HISTORICALLY HAD LESS CALORIES THAN AN AVERAGE GLASS OF WHITE OR ROSE WINE.
- ❖ According to Nielsen, low-calorie wine dollar sales increased 302% in the 13-week period ending January 9, compared to the same 13-week period one year prior
- ❖ For the entire year, “Better for You” wines nearly doubled in volume terms in 2020, and are expected to combine for over a million cases in the U.S. by YE, [Impact Databank](#).

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# FRESH supporting POS



LOW CALORIE  
80  
LOW ALCOHOL

the taste of  
**LIVING  
YOUR  
BEST  
LIFE**

**less calories\*  
for lighter, BETTER LIVING.**

**LAGO ROSÉ**  
Notes of cherry flower,  
fuchsia and red fruits such  
as strawberries,  
gooseberries and red  
prunes.

LAGO  
CERQUEIRA  
ROSÉ  
VINHO ROSÉ | ROSÉ WINE

750ML - 25.1 FL OZ

750ML - 25.1 FL OZ

750ML - 25.1 FL OZ

CALÇADA IMPORTED & MARKETED BY: [www.internationalvines.wine](http://www.internationalvines.wine)



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for your  
**ASTER BRUNCH**  
 we got you a bunch...



# CALÇADA Wine Estates



- Loureiro/Alvarinho**  
New varietally driven shorter bottle for bar fridge and store shelves. Stelvin Built for speed!
- Rose**  
Made exclusively from Vinhao - a red pulped grape. Strawberry and Raspberry light up the pallet
- Douro Red**  
Blackberry, strawberry, spice and tobacco round with perfect balance
- Cuvee Prestige**  
Arinto/Loureiro make up this wine w/ floral & brioche nose w/ fine elegant bubbles and exotic /stone fruit pallet
- Duris**  
Intense ruby color, black and red current blackberry and round rich spices with smooth tannins
- Terroir**  
100% Alvarinho - mouth watering tropical & stone fruit w/ dashing splash of minerals

### Features and Benefits of Calcada Prestige:

- Newly created packaging
- Estate Grown, DOC, handpicked
- Varietally driven
- Only 4% of wines from VV are Estate
- Oldest certified vineyards in Vinho Verde
- Shippers: wrap around with hand grips



### Features and Benefits of LAGO:

- Low Alc movement
- Low Cal movement
- High margin item BTG/catering
- Top quality DOC wine at \$9.99 Retail
- LAGO Douro: no Douro Red wine in the mkt at this quality and price
- Shippers: high-tech graphics, pre-cut for displays, handle grips

Give us your fussy but frugal, your unbending your adventurous - seeking to make the perfect impulse purchase

www.InternationalVines.wine





# LAGO

# Portal da CALÇADA

# Quinta da CALÇADA

# DURIS

Lago Cerqueira founded Calçada Wine Estates in 1917 and began building one of the pre-eminent wineries in the Vinho Verde region. The wines that carry LAGO's name are made with the same unwavering commitment to quality and the same winemaker as the Ultra-premium wines.

A limited range of wines highlighting some of the finest vineyards and varietals in Vinho Verde and Douro Valley. Rose from the Vinhoa grape showcases this elegant wine grape. A teinturier grape is a red wine grape with dark skins and flesh. In contrast, regular red wine grapes have dark skins, but clear flesh. Hand-picked Loureiro & Alvarinho make up the Portal White from estate fruit, while Cuvee Prestige exemplifies decades of sparkling wine making.



**100% Alvarinho** Produced from carefully selected grapes in the best land plots of the Quinta da Calçada. The grape variety of Alvarinho was de-stemmed and gently pressed. The extracted juice is decanted in a static process. Then it has its fermentation in a stainless-steel vats with closely controlled temperature during approximately 15 days.

Douro is a UNESCO protected landscape. Its mountainous viticulture of steep, narrow slopes create a unique terroir and wines of distinction. Doris is vibrant and fragrant with lush red fruits. Soft and rounded tannins lead to a balanced and elegant finish.





PORTAL DA CALCADA CUVÉE PRESTIGE, PORT

ste oooh...



+ years in the making...

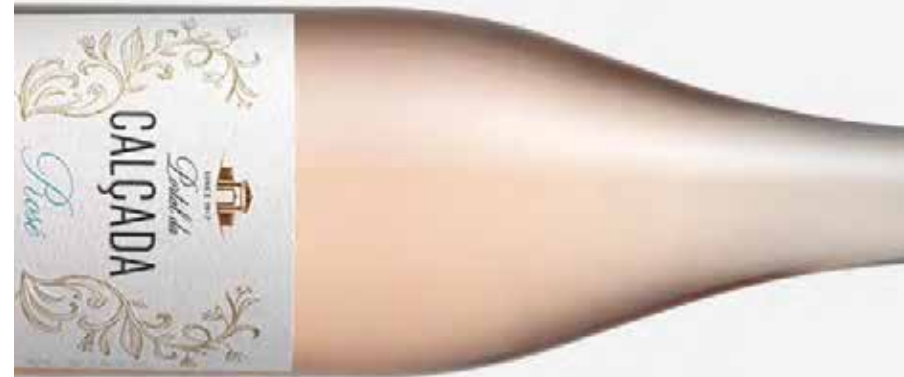
WINE WITH A FINE, ELEGANT, AND ALMOST CREAMY MOUSSE, FLORAL NOSE AND SLIGHT BRIOCHE. IN THE MOUTH IT IS FRESH AND BUBBLY, HIGHLIGHTED WITH TASTES OF ANJOU PEAR, AND FUJI APPLE WITH A FINE BUBBLE AND PLEASANT FINISH.



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PORTAL DA CALCADA ROSE, PORT

ste oooh...



+ years in the making...

FRESH FRUITS DOMINATE THE PALLET: RASPBERRIES, WATERMELON AND RASPBERRIES FORM THE FOUNDATION FOR THE FRESH FLORA NOTE AND TROPICAL UNDERTONE.



Imported and Marketed by www.INTERNATIONALVIN

DURIS RESERVA, PORT

ste aaah...



+ years in the making...

DURIS RESERVA HAS AN INTENSE RUBY COLOR WITH VIOLET HUES. TASTES OF RED FRUITS, WITH FLORAL AND SPICY NUANCES. IN THE MOUTH, IT IS A BALANCED WINE WITH ROUND TANNINS AND A LONG PLEASANT AFTERTASTE.



Imported and Marketed by www.INTERNATIONALVIN



# LIVE

# ET GO



**LAGO CERQUEIRA DOURO DOC / RED BLEND**

GRAPE VARIETIES:  
TOURIGA NACIONAL | TOURIGA FRANCA | TINTA RORIZ | TINTA BARROCA  
*This wine from the Douro Valley shows intense aromas of red fruits with floral nuances and balsamic notes. Aging for 6 months in French Oak contributes to good structure, soft and elegant tannins and a long and persistent finish.*

**GOVERNMENT WARNING:**

(1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS.  
(2) CONSUMPTION OF ALCOHOLIC BEVERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Produced and bottled by:  
Agrimota, Sociedade Agrícola e Florestal, S.A.  
Amarante - Portugal

PRODUCT OF PORTUGAL  
IMPORTED BY INTERNATIONAL  
VINES, INC. LAFAYETTE, CA;  
www.internationalvines.net

Alc. 13% by vol. 750ml



WHITE WINE  
**LAGO CERQUEIRA 2016 Vinho Verde DOC**

Produced and bottled by Agrimota, Sociedade Agrícola e Florestal, S.A., | Amarante - Portugal  
PRODUCT OF PORTUGAL  
IMPORTED BY INTERNATIONAL  
VINES, INC. LAFAYETTE, CA;  
www.internationalvines.net

**GOVERNMENT WARNING:** (1)

ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS.  
(2) CONSUMPTION OF ALCOHOLIC BEVERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

750 ML  
ALC. 10% BY VOL.  
CONTAINS SULFITES  
Llcb0116



ROSE WINE  
**LAGO CERQUEIRA Vinho Verde DOC**

Produced and bottled by Agrimota, Sociedade Agrícola e Florestal, S.A., | Amarante - Portugal  
PRODUCT OF PORTUGAL  
IMPORTED BY INTERNATIONAL  
VINES, INC. LAFAYETTE, CA;  
www.internationalvines.net

**GOVERNMENT WARNING:** (1)

ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS.  
(2) CONSUMPTION OF ALCOHOLIC BEVERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

750 ML  
ALC. 10% BY VOL.  
CONTAINS SULFITES  
Llcb0116



BY THE NUMBERS:

BOTTLE SPECS: H: 12.5" W: 2.75"

| Label                | Vintage | Pack size              | Alc.  | UPC          | Cs pack  | Weight |
|----------------------|---------|------------------------|-------|--------------|----------|--------|
| LAGO Vinho Verde     | 2022    | L:11.75",W:10,"H12.5   | 10%   | 854829005179 | 12x750ml | 32     |
| LAGO Rose            | 2022    | L:11.75",W:10,"H12.5   | 10%   | 854829005186 | 12x750ml | 32     |
| LAGO Douro Red Blend | 2020    | L:11.75",W:10,"H12.5   | 14%   | 854829005193 | 12x750ml | 32     |
| Calçada Vinho Verde  | 2022    | L:12.5"W:9,"H:13.75"   | 11.5% | 854829005155 | 12x750ml | 35     |
| Calçada Rose         | 2022    | L:13.75,"W:10,"H:11.75 | 11.5% | 854829005162 | 12x750ml | 35     |
| Calçada Douro Red    | 2020    | L:13.75,"W:10,"H:11.75 | 14.5% | 854829005247 | 12x750ml | 35     |

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80 calorie printed on capsule arrive on bottles and demand consumer attention.





# Displays That Drive Business Stack it for Impulse Purchase!







Displays are being sold at a record pace—people are curious about these wines!







# ELEVATED *Red Blends*





# LAGO = "LAKE"

## Selling LAGO:

catering, Asian restaurants, Mexican restaurants, hotel banquets. It

DOESN'T HAVE TO BE CH, CS, ML

ANYMORE. CONSUMERS WANT

WINES WITH QUALITY, CASHE, AND

BUYERS WANT HIGH MARGIN

QUALITY WINES THAT DON'T HAVE

SUPERMARKET EXPOSURE.



INTERNATIONAL  
V I N E S



## GRAPE VARIETIES: WHITE

**Loureiro** — sounds like sombrero, lots of tropical notes on the nose

**Azal** — sounds like it is spelled, fresh rose, great citrus character

**Arinto** — sounds like a pinto: produces mid palette weight and minerally/flint components

**Trajadura** — sometimes pronounced with the j" as a soft j and sometimes more like a 'y" — I don't know y.... Brings soft sweet nose and body to the wines complexity

## GRAPE VARIETIES: ROSÉ

**Vinhao** — Sounds like "veen yow": intense red grape with deep rich structure and full body

## GRAPE VARIETIES: RED

**Tinto Roriz, Touriga Franca, Tinta Barroca, Touriga Nacional**



DISPLAYORAMA

*Deliciously Refreshing*



**LAGO**  
CERQUEIRA

DISPLAYORAMA







# CALÇADA

## WINE ESTATES

- Yearly production from vineyards that faithfully transmit the essence of the region
- DOC Designated Wines – DOC Vinho Verde Reserve
- Fresh and vibrant taste profiles
- Current Estate production of 38,500 cases
- Grape variety: Primarily Alvarinho for White and Vinhoa: Rose







**The Rest of the Story...**  
Calçada has been known for generations as a front-runner in producing Ultra-premium wines. These wines are the next wave of wines for you and what makes this winery a World class leader.





# Portal da Calçada's New Program:

Stelvin closures, varietally driven labels, wrap around boxes that hold up to big displays, high-quality packaging, same UPC codes, same price as last 8 years.







Rose from the Vinho Grape since 1960





## Pop-Out/Pre-cut and Displayable

- High Quality “crate” like shippers with top to bottom dividers allow for easy unpacking and stacking.

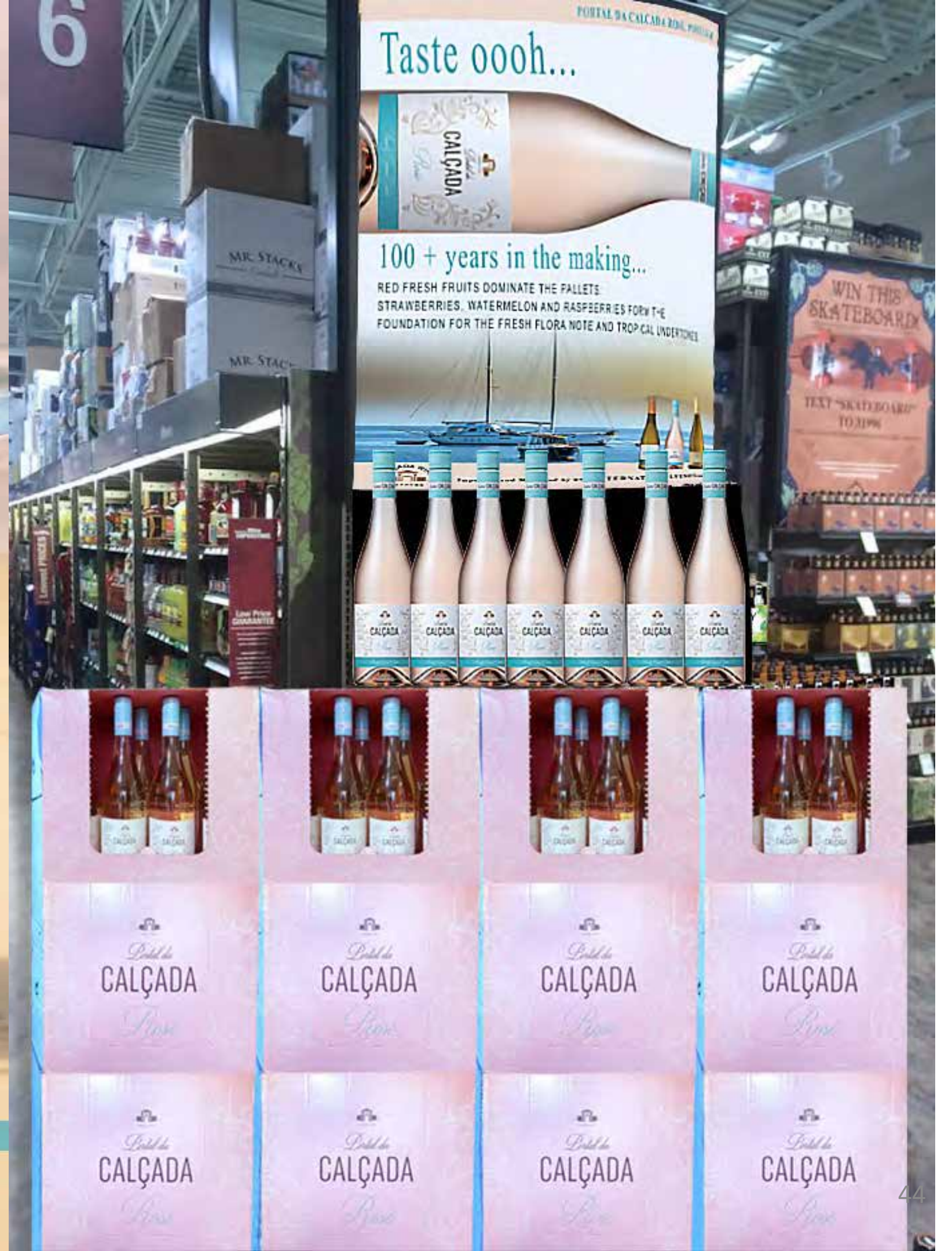


...for your inner dancer  
Dear MOMS...



MAY WE SUGGEST

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