

# INTERNATIONAL WINE ASSOCIATES

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### MERGERS & ACQUISITIONS

**PRESS RELEASE  
FOR IMMEDIATE RELEASE**

Contact: Robert Nicholson  
[Robert@intlwine.com](mailto:Robert@intlwine.com)  
Tel (707) 433-8122 or mobile (707) 974-6032

## **INTERNATIONAL WINE ASSOCIATES REPRESENTS TALBOTT VINEYARDS IN SALE TO GALLO**

*IWA follows-up their representation of Treasury Wine Estates last month in the sale of the Asti Winery with the Talbott sale announced last week for a combined value of IWA transactions completed since March 2014 of over \$250 million*

Healdsburg, California – September 9, 2015 – International Wine Associates (IWA), the leader in wine industry mergers and acquisitions, announced that IWA served as exclusive advisors and represented Talbott Vineyards in the sale of the Talbott wine business and related assets to E. & J. Gallo Winery.

In 1982 Robb Talbott established Talbott Vineyards that developed into one of California's most highly regarded estate-grown Pinot Noir and Chardonnay producers. Talbott wines featured grapes from two *grand cru* Monterey County vineyard sites: The Diamond T Vineyard in Carmel Valley and the legendary 525 acres of vineyard at Sleepy Hollow, in the Santa Lucia Highlands.

"We are delighted to have represented Talbott Vineyards in the sale to Gallo" said Robert Nicholson, partner at IWA. "With the sale of Talbott, in the last 18 months IWA has now completed over \$250 million of wine industry transactions in California, Oregon and Washington".

### **About International Wine Associates**

Incorporated in 1990, IWA is the leading mergers and acquisitions firm specializing in the wine industry and has initiated and closed numerous separate transactions for a combined value of over \$ 1.2 billion.

In addition to representing Talbott in the sale to Gallo, last month IWA also sold the Treasury Wine Estates Asti Winery and Souverain brand to Gallo. Since March 2014 IWA has completed the Duckhorn sale of Candlestick Vineyard to Robert Craig, the sale of Corby Vineyards in Anderson Valley to Longmeadow Ranch, Olsen Agriculture's sale of over 6,000 acres of Oregon farmland and vineyard to Farmland LP, the sale of over 600 acres of Napa Valley land and vineyards to Gallo, the Sagemoor Vineyards sale to Allan Brothers in Washington and The Four Graces sale to Foley in Oregon.

In the last 25 years IWA has represented most multinational companies in the industry and many family owned wine business in different transactions, including among others : DIAGEO, Constellation, Treasury Wine Estates, Brown Forman, Grupo Codorniu, Jim Beam, EPR, CalPERS, Fosters, Moet-Hennessy USA, Gruppo Campari, Wells Fargo, Banco Banesto, EBRD, Flora Springs, Terlato, Mayacamas Vineyards, Lancaster Estate, Sausal Vineyard, Edna Valley Vineyard, Laurel Glen Winery, Pacific Rim Winemakers, Hangar One Vodka, David Bynum, Chateau Potelle, Geyser Peak, Buena Vista, Gary Farrell, Atlas Peak, Columbia, Covey Run, Ste. Chapelle, Bonny Doon, Cline Cellars, Wild Horse Winery, Hogue Cellars, Errazuriz, Vina San Pedro, and Heublein in their 1993 sale of the Napa Valley's *Greystone* building to The Culinary Institute of America.

For more information call Robert Nicholson at 707/433-8122 or visit [www.intlwine.com](http://www.intlwine.com).

