

# INTERNATIONAL WINE ASSOCIATES

MERGERS & ACQUISITIONS—CORPORATE FINANCE—PLANNING—VINEYARD BROKERS

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## Press Release

### FOR IMMEDIATE RELEASE

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## INTERNATIONAL WINE ASSOCIATES REPRESENTS OREGON VINEYARD IN SALE TO LOUIS JADOT

Healdsburg, California – August 21, 2013 – Robert Nicholson of International Wine Associates, the mergers and acquisitions advisory firm that specializes in wine industry transactions, announced today that IWA served as exclusive advisors and represented Oregon's Resonance Vineyard in the sale to France's Maison Louis Jadot.

"We are pleased to have assisted Louis Jadot find this unique Oregon vineyard where world class Pinot Noir can be produced and to have represented Kevin and Carla Chambers and bring such a prestigious wine producer to Oregon" said Nicholson.

Resonance Vineyard is located in the Yamhill-Carlton AVA and is one of Oregon's most highly rated Pinot Noir vineyards. Over the years a number of leading Oregon wineries have produced vineyard designate Pinot Noir wines from grapes produced by Resonance.

Terms of the transaction were not disclosed.

### About IWA

Incorporated in 1990, IWA has initiated and completed over \$1 billion in transactions. IWA is the leading mergers and acquisitions firm that specializes in the wine industry and has closed more transactions than any other investment bank in the business.

In addition to the sale of Resonance Vineyard, IWA has completed numerous other transactions, including the recent sale of Mayacamas Vineyards, Silverado Hill Winery, Lancaster Estate, Silver Oak's acquisition of Sausal Vineyard, Edna Valley Vineyard's sale to Gallo, Laurel Glen Winery, Pacific Rim Winemakers sale to Banfi, the Hangar One Vodka purchase by Jose Cuervo, the sale of various California and Pacific Northwest wineries and vineyards (Geyser Peak, Buena Vista, Gary Farrell, Atlas Peak, Columbia, Covey Run, Ste. Chapelle) for Constellation for \$209 million, the sale of Bonny Doon's *Big House* and *Cardinal Zin* brands, Cline Cellars' sale of the *Red Truck* wine brand, the sale of Wild Horse Winery to Fortune Brands, the Hogue Cellars sale to Vincor, Jim Beam's acquisition of Geyser Peak Winery, the Errazuriz *Caliterra* joint-venture with Robert Mondavi and Heublein's sale of *The Greystone* building in the Napa Valley 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).

