

Sent: Wednesday, June 20, 2001 11:10 AM

Subject: Wine at Orangewood Consulting - 1

To attendees of the first wine event,

I believe that I have the email addresses of all of you that were at the Territorial Bar & Grill last week. Thank you all for coming out. I hope that you enjoyed it. Laurie and I did. We were delighted to see the first bottle of our wine purchased and consumed.

One suggestion coming from the group was to have a newsletter. So here is the inaugural version. Keep it carefully, it could be a collectors' item.

Becoming a wholesaler in Arizona has been an interesting experience. We have learned far more than we needed to about Federal, State and Phoenix legislation. We are through that now and on to the fun of finding restaurants and new wines.

I talked the Jim and Suzy Gullett at Vino Noceto last night. We agreed that we would start getting the "Normale" to restaurants at the beginning of August. (Last Tuesday we were drinking the "Riserva". I think of Normale and Riserva in the same way that you think of Chianti Classico and Chianti Classico Riserva.) I will be ordering the wine and getting shipped in refrigerated trucks to our refrigerated warehouse in mid-July in time for kick-offs at the restaurants I get signed up by then.

If you would like to buy cases of the Reserva, I have found a virtual wine seller here in Phoenix. Tom Hamilton was our waiter at Salute at 7th Street and Thunderbird about 10 days ago as we scoped out this restaurant as a candidate seller of our wines. Tom has been in the wine and restaurant business in Phoenix for a long time. He is between major projects, but has a wine retailing license called "Wine Supply". He has a website at www.winesupply.net. Don't worry that Vino Noceto is not on the website. Instead give him a call at 602.672.9808. He will be happy to sell you cases of wine at smaller markups and will deliver the case to your home.

Let me know what kind of things that you are interested in seeing in these newsletters. I will also read and respond to any other questions or suggestions for the business that you have. I will be learning as I go. On the other hand, if you are not interested in seeing anything see the boilerplate "PLEASE NOTE" below.

Thanks again for your support and encouragement.

Richard and Laurie Corles
Orangewood Consulting LLC