

COMPANY INFORMATION

Company name	Hobbs and Company Wine Merchants		
Company n°		Contact person	Dean Campbell
Passport n°		Charge	
Profession	President		
Mobil phone	905-330-7633	E-mail	campbell.dean.w@gmail.com
Address	401 Logan Ave #215, Toronto, ON M4M 2P2		
City	Toronto		
Website	http://hobbsandcompany.com/		

OTHER INFORMATION ABOUT THE COMPANY

Activity	Adult Beverage Agency
Foundation date	1999
N° of employees	24
Brief history of the company	Hobbs and company was founded as agency focused on on-premise wine sales and has since evolved into an agency covering all categories of Adult Beverages as well as working through all channels to bring products to the Ontario and surrounding markets
Imports and sales volume	200,000 + cases and growing Over \$10 MM in turnover

What type of wine does the company sell?

Please mark with a cross the selected option

<input checked="" type="checkbox"/>	High level
<input checked="" type="checkbox"/>	Medium level
<input checked="" type="checkbox"/>	Entry level

Where are your sales concentrated?

Please mark with a cross the selected option

<input checked="" type="checkbox"/>	Red wines
<input checked="" type="checkbox"/>	White wines
<input checked="" type="checkbox"/>	Rose wines
<input checked="" type="checkbox"/>	Sparkling wines
<input type="checkbox"/>	Sweet wines
<input type="checkbox"/>	Fortified wines
<input type="checkbox"/>	All

Can you please describe the brands that you represent / import or distribute?

Origin	Winery	Brand
Canada	Creekside Estate Winery	all brands
Canada	Featherstone Estate Winery	all brands
USA	Mettler Vineyards	all brands
Portugal	Vidigal Wines	all brands
Argentina	Bodegas Los Toneles	Tonel 22
Italy	Alpha Zeta	all brands
New Zealand	HaHa Wines	all brands
South Africa	DGB	Franschhoek
Spain	Chozas Carrascal	all brands
Burgundy, France	Domaine Albert Morot	all brands
Italy	La Delizia	all brands

We have more partners as well.

What is the percentage of argentine wine that you have in your portfolio?

<input checked="" type="checkbox"/>	0 - 10%
<input type="checkbox"/>	10% - 25%
<input type="checkbox"/>	25% - 40%
<input type="checkbox"/>	40% - 60%
<input type="checkbox"/>	60% - 75%
<input type="checkbox"/>	more than 75%

How many states do you cover? Please, name them:

Ontario, Manitoba

EXPECTATIONS REGARDING THE MEETINGS WITH PRODUCERS

When meeting a producer, which level of wine will you be looking for?

<input checked="" type="checkbox"/>	High level
<input checked="" type="checkbox"/>	Medium level
<input checked="" type="checkbox"/>	Entry level

When meeting a producer, what type of wine will you be looking for?

<input checked="" type="checkbox"/>	Red wines
<input checked="" type="checkbox"/>	White wines
<input checked="" type="checkbox"/>	Rose wines
<input checked="" type="checkbox"/>	Sparkling wines
<input type="checkbox"/>	Sweet wines
<input type="checkbox"/>	Fortified wines
<input type="checkbox"/>	All

Do you have any preferences for wine regions? Please select the wine area/areas of your preferences:

<input checked="" type="checkbox"/>	Catamarca
<input checked="" type="checkbox"/>	La Rioja
<input type="checkbox"/>	Mendoza
<input checked="" type="checkbox"/>	Neuquén
<input checked="" type="checkbox"/>	Rio Negro
<input checked="" type="checkbox"/>	Salta
<input checked="" type="checkbox"/>	San Juan
<input type="checkbox"/>	All

What type of winery are you looking for?

<input type="checkbox"/>	Boutique
<input checked="" type="checkbox"/>	Medium
<input checked="" type="checkbox"/>	Large

What retail price points are you looking for?

<input checked="" type="checkbox"/>	Under \$10
<input checked="" type="checkbox"/>	Under \$20
<input checked="" type="checkbox"/>	Over \$30

What type of volume are you looking for?

<input type="checkbox"/>	Up to 3000 cases
<input checked="" type="checkbox"/>	3000 to 10000 cases
<input checked="" type="checkbox"/>	over 10000 cases

Additional suggestions you would like to do: