



LOS VINOS DE  
PANCHO  
LAVAQUE



*Félix Lavaque*

Viñas de Altura

## The Winery – Lavaque Family

Viñas de Altura

San Rafael, Mendoza

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PANCHO  
LAVAQUE

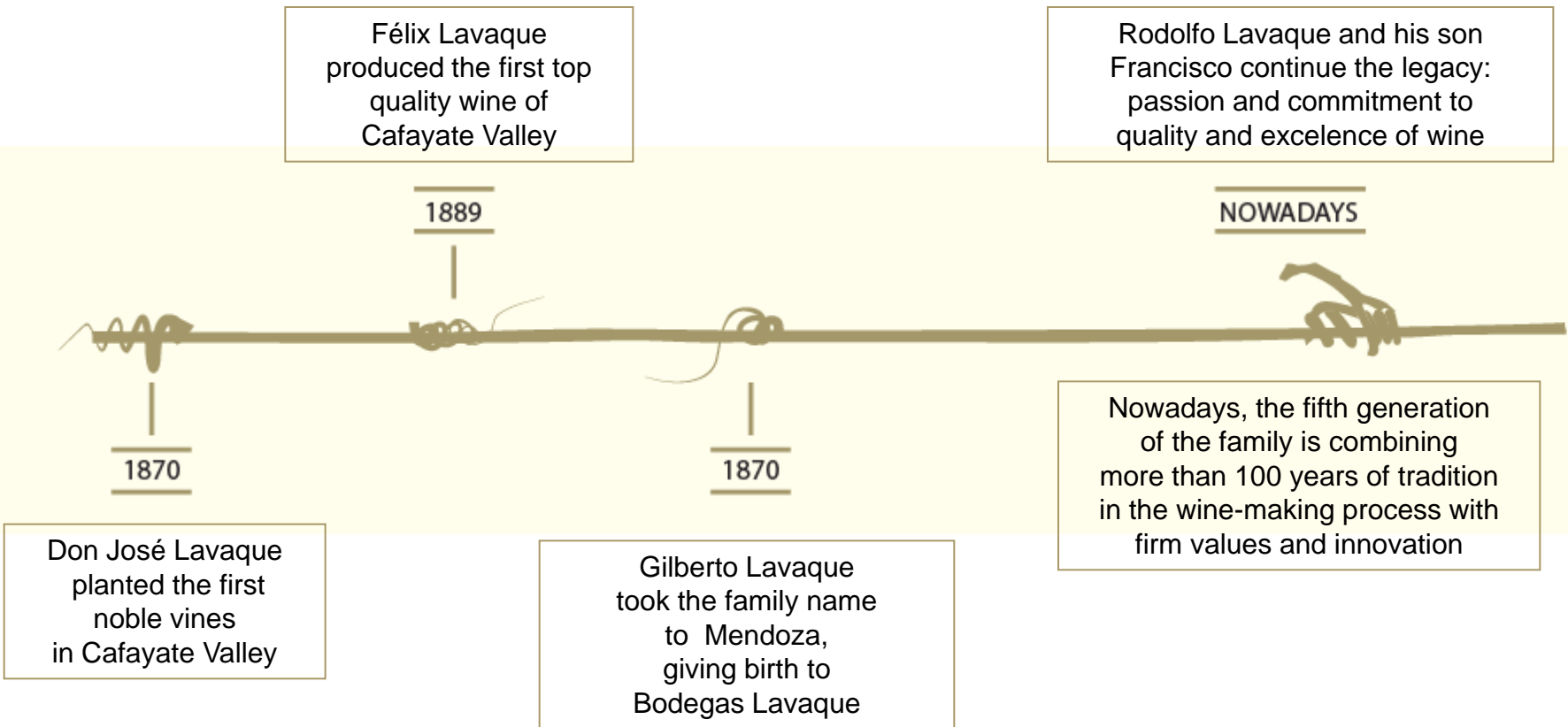
*Felix Lavaque*

Cafayate, Salta



**5<sup>th</sup> Generation Family Owned and Operated Since 1870**  
**5<sup>th</sup> Largest Wine Producer in Argentina (Over 1000 wineries)**  
**All Wineries Established over 100 years ago**  
**Felix Lavaque – “The Great Grandfather of Salta Winemaking”**

# HISTORY



*Félix Lavaque*

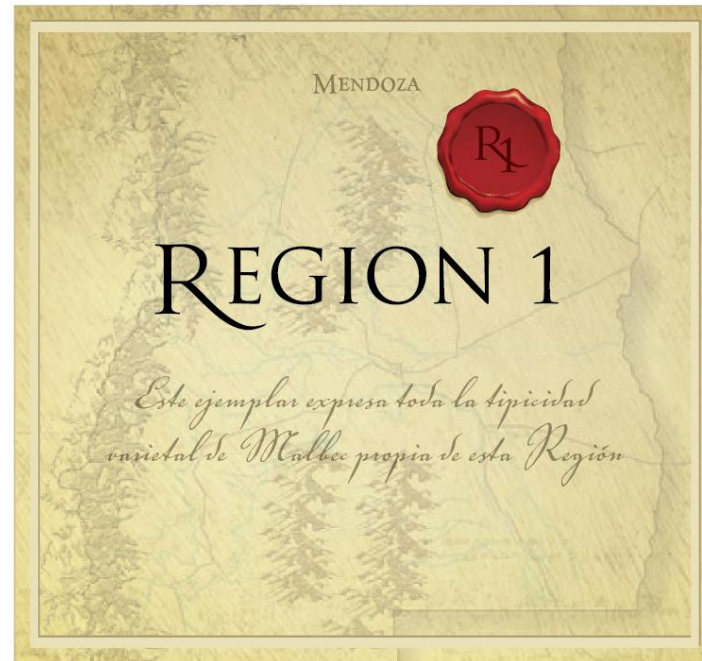
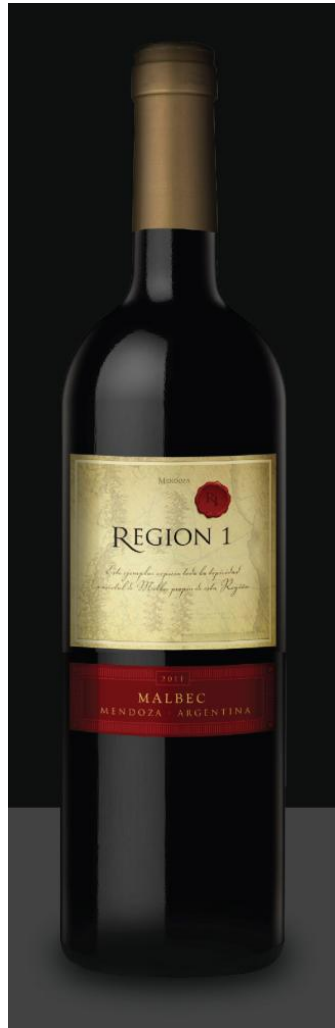
# Viñas de Altura

**This winery born in the year 1870, out of the wine-making passion and vision of Gilberto Lavaque, took his know-how and family wine-making tradition to the premier grape growing region of San Rafael, in the province of Mendoza. Surrounded by its vineyards in the county of San Rafael, in the heart of the leading Argentinean wine-producing region, Viñas de Altura SA stands out for its traditional and colonial architecture. In its interior, in a highly aesthetic environment, testimonies of the past and wine-making tradition blend with highly equipped areas, with state of the art technology. Its production capacity is of 5.150.000 liters (1.360.635 gallons), combines 500 French oak barrels and stainless steel tanks.**



# 2013 REGION 1

MALBEC, CABERNET SAVIGNON, TORRONTES, MOSCATO

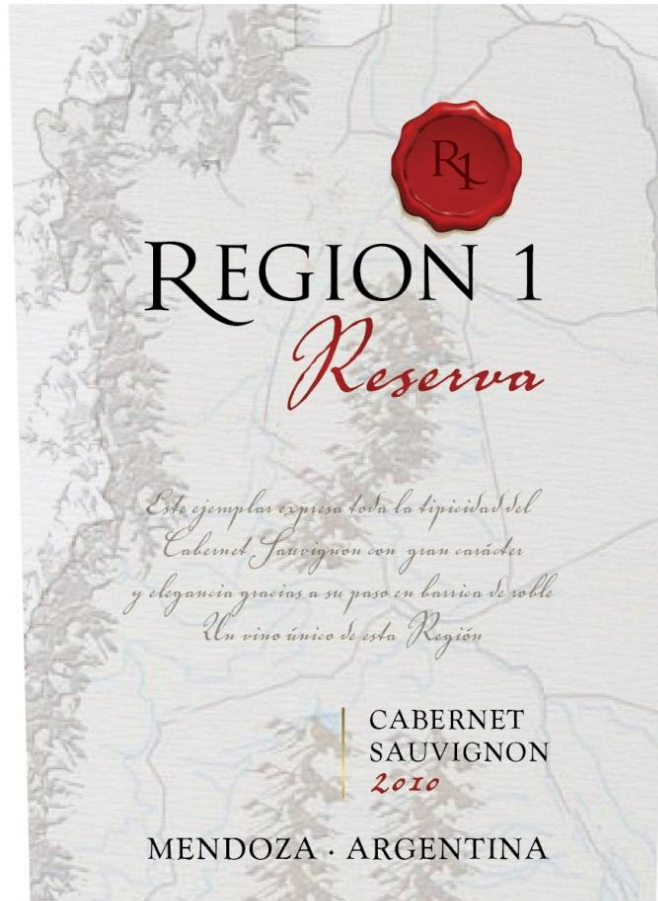


**With Region 1 we offer a special look inside the family wine cellar.  
Four varietals that offer quality and intense flavor at a remarkable price!**



# 2013 REGION RESERVA

MALBEC, CABERNET SAUVIGNON



**87** **Region 1 2010 Reserve Malbec (Mendoza).** This is rubbery and dark smelling, with black fruit and cheesy-oak aromas. It feels medium in weight, with blackberry and plum flavors softened by creamy oak. Sweet, solid and properly balanced. Pampa Beverages LLC. —M.S.  
**abv:** 13.5%

**Price:** \$15

AS SEEN IN AUGUST 2012



**WINE ENTHUSIAST**  
MAGAZINE

**BUYING GUIDE**

LOS VINOS DE  
PANCHO  
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*Félix Lavaque*



## OUR MISSION

**FINCA QUARA was created to be the best winery of Cafayate Valley and to gain National and international recognition by producing the best Malbec and Torrontés of Argentina.**

# CAFAYATE VALLEY - SALTA

- ✓ Clear blue sky
- ✓ Fresh and pure mountain air
- ✓ Great thermal amplitude between day and night
- ✓ Average temperature of 64° F (18°C)
- ✓ Dry climate with scarce precipitations
- ✓ Warm sunny days and cool nights
- ✓ Sandy loam soil with natural drainage from the thawing of rich in mineral waters that come from the Andes Mountain.

ENSURE A PRODUCTION OF WINES  
WITH OPTIMAL PERFORMANCE



*Félix Lavague*



## VINEYARDS

Surrounded by 360 hectares (88,958 acres) of vineyards cultivated in this exceptional environment, FINCA QUARA produces top quality grapes for the production of Premium wines.

### LOCATION

*W Length:* 66° 30' 20 '' and 66° 11' 34 ''

*South Latitude:* 25° 52' and 26° 21' 25 ''

El Recreo - 50 ha., 1750 msnm

Cabra Corral - 15 ha., 1850 msnm

El Buen Retiro - 130 ha., 1800 msnm

San Miguel - 40 ha., 1700 msnm

La Esperanza - 50 ha., 1700 msnm

San José - 50 ha., 1730 msnm

San Luis de Yacochuya - 5 ha., 1900 msnm

El Bordo - 20 ha., 1820 msnm



### VARIETIES:

Malbec / Cabernet Sauvignon / Merlot / Tannat / Syrah / Bonarda / Torrontés/

*Félix Lavague*

# *Felix Lavague*

- **Felix**
- **Quara Estate**
- **Quara Reserva**
- **Quara Single Vineyard**



*Felix Lavaque*

**“The Jewel”  
Of the Lavaque Family**

**An intricate blend of  
73% Malbec and 27% Tannat.**

**Barrel Fermented, Barrel  
Aged for 15 months in  
1st use 100% French Oak,  
and then bottle aged for  
over a year!**

... delivers an alluring bouquet of wood smoke, exotic spices, incense, lavender, black cherry, and blackberry. Layered and with an extra dimension of complexity, this is a succulently flavored, muscular offering that will evolve for several years. Impeccably balanced and with a lengthy finish, it will be at its best from 2013 to 2022.

**Jay Miller, Wine Advocate**



**The Wine Advocate**

**Felix Blend 2007  
92 Points**

**Gold Trophy  
Argentina Wine Awards  
Argentina 2011**

**Gold  
Five Nations Wine Challenge  
Australia 2011**

*Felix Lavague*



The Wine Advocate

**Felix Malbec 2008  
90 Points**

The 2008 Felix Malbec (100%) spent 12 months in French and American oak. Exotic spices, lavender, smoke, and assorted black fruits lead to a substantial yet easygoing Malbec with a velvety texture, good depth, and a pure finish. Enjoy this pleasure-bent effort over the next 4-5 years.

**Jay Miller, Wine Advocate**

**Silver Medal – Argentina Wine Awards 2012  
Silver Medal – Argentina Wine Awards 2011**







*Felix Lavague*



The Wine Advocate

**Felix Torrontes 2010  
90 Points**

The 2010 Felix Torrontes is an exceptionally fragrant expression with enticing notions of honeysuckle, tropical fruits, and ginger. Dry, crisp, and vibrant in the glass with an emerging lemon-citrus character, this stylish Torrontes demonstrates the advantage of having 100-year-old vines with which to work. It is an outstanding value.

**Jay Miller, Wine Advocate**

**Bronze Medal – Argentina Wine Awards 2012**

# Baby Llama's

*Are Here!*



VALLE DE CAFAYATE  
ARGENTINA



# ESTATE

- **100 percent of the wine must be made from grapes either grown on land owned by the winery, or controlled by the winery. Since many wineries source some of their grapes from other growers -- indeed, many vineyards grow grapes precisely for this purpose -- this can be a tough standard to meet.**
- **The vineyards must be in a viticultural area. This is challenging because it concentrates the risks of bad weather**
- **The winery and the vineyard must be in the same viticultural area.**
- **The winery must crush and ferment the grapes, and then finish, bottle and age the wine on their own premises, and in a continuous process.**
- **The wine may not leave the premises at any time during its production. If a winery wanted to use the word "estate" on their label, they wouldn't be able to use an off-site crush facility, for example.**

# QUARA ESTATE BOTTLED



**Gold Medal – Argentina Wine Awards 2007**  
**Silver Medal – Argentina Wine Awards 2008**



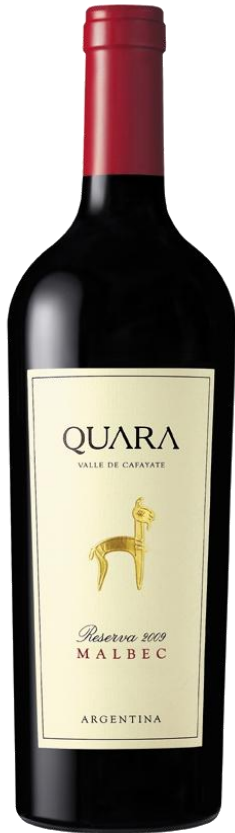
# RESERVA

**In some countries the use of the term reserve/reserva is regulated, but in many places it is not. Sometimes, reserve wine originates from the best vineyards, or the best barrels, making it more special.**

**Additionally, reserve wines might be made in a style suited to longer aging periods. However the term "reserve" on some wine labels may be nothing but a marketing strategy.**

**In our case our Reserva wines start with the best grapes from our mature vineyards, they then spend additional time aging in American and French oak barrels .**

# QUARA RESERVA



**2007  
#1 Torrontés  
In the world!**

## Quara Reserva Torrontés

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Int. Torrontés Trophy - International Wine Challenge - June 2007

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Argentinian White Wine Trophy - International Wine Challenge - June 2007

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Gold Medal - Concurso Mundial de Bruselas - July 2008

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Gold Medal - International Wine Challenge - May 2007

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Silver Medal - International Wine Challenge - May 2008

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Silver Medal - Concours Mondial de Bruxelles - April 2008

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Bronze Medal - Argentina Wine Awards - February 2012

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## SINGLE VINEYARD

- Produced from a small single block vineyard the wine is the closest thing one will ever get to an expression of "terroir"
- The grapes must all (or at least 95% of them) be from one delimited area. (Quara 100%).
- It's possible grapes are harvested at the same time/day and fermented in one batch (reducing many winemaking variables from tank-to-tank).
- It's pretty much unblended beyond that vineyard- and even if the vintner does utilize the 5% "other" option it's still pretty pure. (Up to 5% of wine can come from other vineyard) (Quara is 100%).
- It's federally regulated, and any designation must be TTB approved prior to use.

# QUARA SINGLE VINEYARD

Cabernet Sauvignon



MALBEC



TANNAT



TORRONTÉS



- SILVER MEDAL – Argentina Wine Awards. Argentina / Febrero 2011/2012