

TRADE OPPORTUNITIES

Compelling stories. Latent value. Thoughtful introductions.

Estate & Vintage meets winemakers and winery owners to uncover the people, places and philosophies behind their wines. Those conversations can also reveal excellent wines that have become commercially difficult to place through their usual channels.

FOR WINERIES

A discreet route to market for wine beyond your usual channels.

If you hold previous-vintage stock, over-production, cancelled allocations or other wine you would like to place, we can explore suitable buyers within our developing trade network. We do not require you to relinquish control of your stock, and we do not publicly advertise your inventory without agreement. We first understand the wine, the quantity, the commercial parameters and the kind of buyer you would consider.

What we seek to understand

The wine	The opportunity
Vintage, style, provenance, quantity and presentation.	Target price, timing, minimum quantities and preferred markets.

FOR BUYERS

Access to wines that may not reach the conventional market.

We are building relationships with independent producers and identifying wines available outside their normal routes to market. If you are a restaurant, merchant, hotel, distributor, events company or other trade buyer, tell us what you are looking for: style, provenance, quantity, price point and timing. Where there is a genuine fit, we make the introduction.

A relationship-led approach

The premise is simple: **understand the wine, understand the need, then connect the right people.** Estate & Vintage is not intended to function as a public clearance outlet. We favour discretion, provenance and commercial suitability, with each opportunity considered individually.

WINERY → ESTATE & VINTAGE → SUITABLE BUYER

A confidential conversation, a considered introduction, and the possibility of a new route to market.

Interested in discussing an opportunity? Contact Estate & Vintage for a confidential conversation.

estateandvintage.wine