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# WHERE GRAPES BECOME STARS



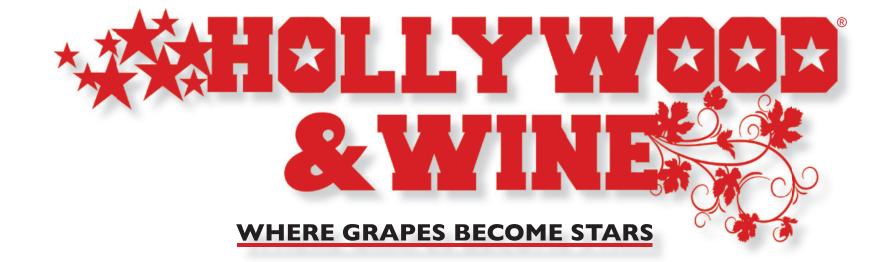
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## HOLLYWOOD & WINE

Located at the Hollywood Center Studios I 040 N. Las Palmas Ave. Hollywood, CA 90038 USA CEO/Founder: Doug Jeffery (323) 860-2442 Chief Creative Director/Founder: Valerio Ventura (323) 842-8379



A WINE LABEL BRAND CONCEPT by DOUG JEFFERY & VALERIO VENTURA



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### **TWO-BUCK CHUCK GETS A HOLLYWOOD MAKE-OVER**

Hollywood & Wine takes the concept of Two-Buck Chuck and gives it a jaw-dropping Hollywood make-over. Our mission is to create an inexpensive, distinct, full-flavored wine for those who appreciate a cost-conscious bottle that delivers a presence worthy of the red carpet. Of course we had to take it to another level, so we decided to create a wine portfolio unlike any other, to make a collection that would reflect what Hollywood is all about and to include in our vision the film genres and glamour of the most famous city in the world.



# WHERE GRAPES BECOME STARS

We believe that when customers spend money, no matter how little they spend, they deserve a certain amount of satisfaction. And if Two-Buck Chuck can do that, then we know we can take it to the next level and not only make it taste good, but also make it "embarrassment proof" when you set it on a dinner table at a party.

Hollywood & Wine is the next "good" wine find, and like any other, it's even better when the find doesn't cost an arm and a leg, but unlike any other, it looks like TWO-MILLION BUCKS.

#### www.hollywoodnwines.com

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2011 December 12,

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£5.50 (U.K.)

\$8.95 (Canada)

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WO-BUCK CHUCK GETS & HOLLYWOOD MAKE-OVE who appreciate a cost-conscious bottle that delivers a presence w portfolio unlike any other, to make a collection that would reflect w the film genres and glamour of the most famous city in the world little they spend, they deserve a certain amount of satisfaction. Ar when you s

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## CELEBRITIES-BASED HIGH END WI **COMING SOON!**

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# "BEST COSTUME" and "BEST TASTE"

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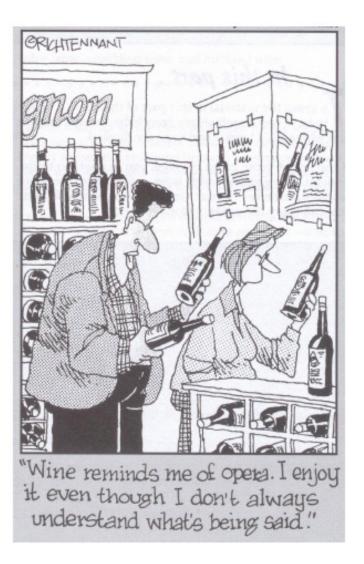




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# People Buy the Wine Label, Not the Wine. Do They?



A Study by Dipl. -Psych. Dr. Ortrun Reidick Research Associate at the Department of Psychological Research Institute of Psychology, University of Heidelberg, Germany EU.

## **Basic Concept of Consumer Behaviour**

An excerpt from "People Buy the Wine Label, Not the Wine. Do They?" by Dipl. -Psych. Dr. Ortrun Reidick Research Associate Department of Psychological Research Institute of Psychology, University of Heidelberg, Germany EU.

Although we are surrounded by creative advertising on TV, in the print media, the radio and supermarkets and furthermore see the clever packaging of the millions of products every day, consumers still don't respond in the same way. Thus it is important to understand how marketers can and do achieve impact on the various consumer types. To start with, one has to be aware of some basic principles of Consumer Behaviour.

## **Buying as Decision Making Process**

Consumer Behaviour is the process when a consumer selects, purchases and uses goods, services or ideas. But what triggers this process?

Firstly, there is Problem Recognition, meaning the subjectively felt or perceived dissonance between a current state of affairs and a desired state: Mrs Jones realizes that she has no wine for her dinner.

The next step includes Information Search; the consumer needs adequate information to resolve the problem. Being under time pressure, Mrs Jones leaves out this and the following step, turning directly towards Product Choice (see below). With a little bit more time, Mrs Jones might have considered information from her environment (friends, her family) or even a journal specialized in wine.

The third step comprises the Evaluation of Alternatives. Having identified the possible alternatives (e.g. the different brands or supermarkets offering a Rioja) the consumer has to narrow the choices to those which are preferable. This is usually done by comparing the pros and cons by using weighted evaluative criteria. For instance, when price is the most important criterion for an individual, he will buy the cheapest bottle of Rioja.

Consequently, the fourth step consists of the actual Product Choice – Mrs Jones finally buys three bottles of "Big Mamma's Red". But how could she decide when she didn't really spend time in the foregoing steps? She simply relied on a so-called heuristic (Tversky and Kahnemann, 1974)2 or rule of thumb. These rules are used to simplify and fasten decisions and work automatically – Mrs Jones associated Italy, the theme of her dinner, with the colours of the national flag and red wine, thus she skimmed to the array of wine to find a cue reminding her of Italy. She finds an almost perfectly Italian label, "The Italian Job". But from the middle of it comes out a Mini, a car known for being 'very British', which she finds rather disturbing. At the same moment, while looking at another label, a unique Italian cliché is triggered: the very strong associations of the country with the Mafia and the typical, powerful Mamma. Mrs Jones is immediately convinced. In the second plot of the story, having her superior and his wife for dinner, she might rely on another very common heuristic: price = quality.

For a broader explanation, please see any standard book about Social Psychology, e.g. Aronson, E. et al. (see Bibliography)

## **The Label Itself**

An excerpt from "People Buy the Wine Label, Not the Wine. Do They?" by Dipl. -Psych. Dr. Ortrun Reidick Research Associate Department of Psychological Research Institute of Psychology, University of Heidelberg, Germany EU.

If the information searcher wants to build his own impression by going to a shop and reading the labels instead of asking for expertise in journals and specialized shops, it is of extreme importance that the label is striking enough to stick out of the vast amount of bottles surrounding it. Only then is there a chance of the bottle being perceived and eventually purchased. Consequently, a consumer looking for a wine that goes well with fish will be glad to see a fish or the picture of a fish dish printed on the labels, thus sparing him to read all the information on the back label, mostly written in very small letters.

In picture 8, I give an example for a bottle of ordinary Spanish red wine that is pepped up with a recipe of a traditional dish of that region, "Castillan-Style Paprika Chicken".You can find a picture of the finished dish on the front label and the recipe on the back label. Both labels can be easily peeled off so you can even collect the recipe.

It doesn't look very arty, but gives practical information and thereby gains a competitive advantage. The quintessence of the stage of information search is to grab the consumer's attention. One of the simplest strategies therefore is to design unusual or funny labels – even though the strategy is simple, the realization might be difficult. Some labels try to be funny, but aren't. See the following examples to get an impression of how marketers and designers try to reach their aim.

Many consumers are looking for a bottle of wine as a present. In many cases, presents should 'please the eye' of the beholder and therefore, the design of the bottle and its label will be of the utmost importance. Moreover, the bottle of wine should, besides its "looks" and content, communicate a certain message that gives it an original value. One instance of a "runaway success" in Britain achieved by applying this strategy are the wine labels presented in picture 9.



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A DA Martin	

Picture 9: the Old Tart and the Old Git seem to be very British, although the wine is French (white for the Tarts and red for the Gits)



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THERE REALLY IS NO SUBSTITUTE FOR

TRADITION & EXPERIENCE, JUST ASK ANY

For instance, they'll be quick (well, relatively)

to tell you that excellence can't be rushed,

vine. They'll also tell you grapes from old vines

give a greater concentration of flavour and that

traditional methods are best.

ocially when it comes to producing a superb

Picture 8: Front and back label of a Sainsbury's Tempranillo 1998 red wine (Madrid, Spain)

For a broader explanation, please see any standard book about Social Psychology, e.g. Aronson, E. et al. (see Bibliography)

# THE CELEBRITY FACTOR

Celebrities have fashion, celebrities have perfume and celebrities have jewelry

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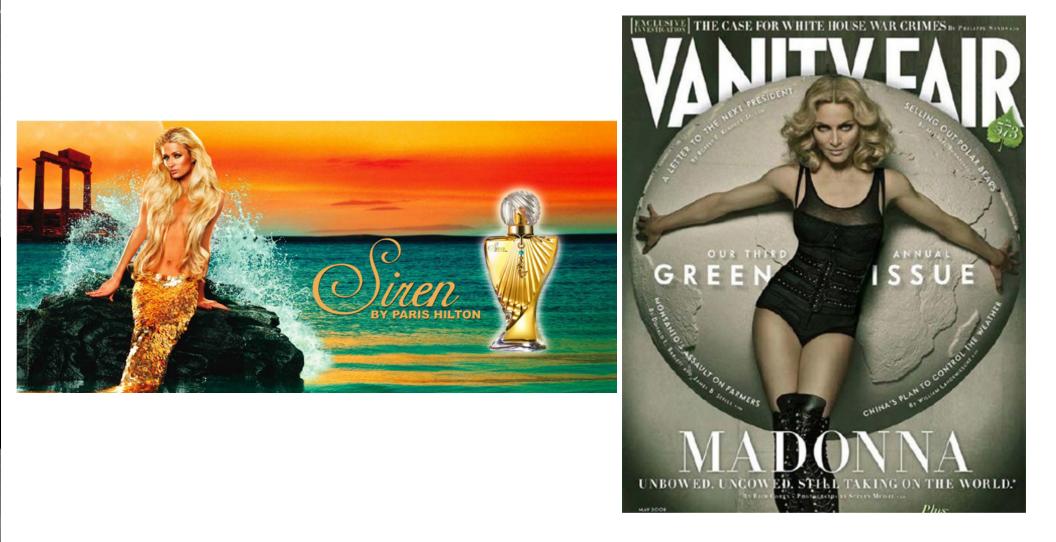
HOLLYWOOD & WINE presents our celebrities wine a walk of fame for your palate.

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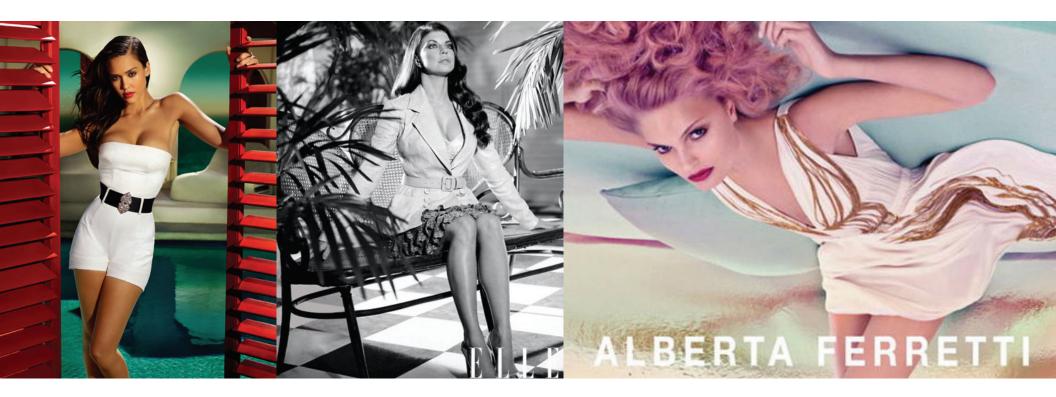
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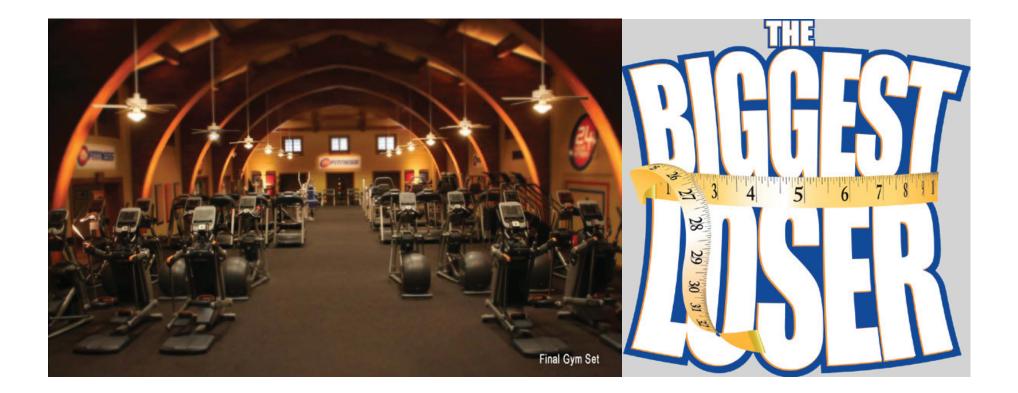
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# U.S. Retail **57.99-\$14.99**\*

**\*Fluctuation Due to Case Count** 

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**AVAILABLE FOR INTERNATIONAL EXPORT** 

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# **International Rates**

CASES \*59,000 case or less... \$10/bottle..\$120/case 60,000 - 99,000...\$6/bottle..\$72/case 100,000 or more case..\$4/bottle..\$48/case

\* first purchased order around 20,000-36,000 cases, purchaser can receive our rate at \$72/case pending on larger 2nd purchase pre-orders.

# AWARD WINNING WINE at an affordable price

2011 Jerry D. Mead's New World International Wine Competition – **GOLD MEDAL** Beverage Dynamics, March/April 2011, **Established Brand Growth Brand Award** 2010 Hilton Head International Wine Judging and Competition – **GOLD MEDAL** 





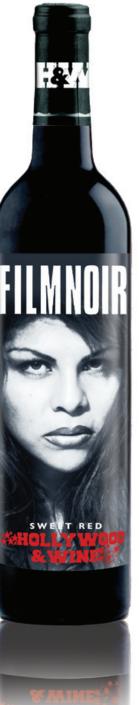




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CLOSE UP









## SUNSET STRIP FETISH & FEMME FATALE

#### SANGIOVESE RED WINE

SEXY RED DANGEROUS HUES LIKE A FEMME FATALE STARRING ROLE IN A ONE-NIGHT MYSTERY THRILL. A SEXY WINE YOU'LL COME BACK FOR. A SLICK TASTE THAT SLIPS RIGHT DOWN YOUR THROAT.

ALCOHOL: 12.5%

APPELLATION: California

WINE BLEND: 86.41% Sanglovese, 9.28% Proprietors Dry Red , 4.31% Merlot

WINEMAKER NOTES: Medium-garnet color; blackberry, plum and vanilla aromas; raspberry and cherry flavors, with supple tannins for a soft finish."

SUGGESTED FOOD PAIRINGS: This wine pairs well with fresh mozzarella and Brie cheeses. Also try it along with veal picata, chicken parmesan, meat lasagna or ceviche.\*



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_	FILM NOIR
	SHADOW
	RED TIE
ABEL GENRES	SMOKE
[Examples]	DANGER
[Examples]	CLOSE UP
	SEDUCTIVE
	SPY
	THRILLER
	HARDBOILED
	HEAT
	CRIMINAL
	MELODRAMA
LABEL NAMES	KILLER
	CELEBRITY
	FAMOUS
	PAPARAZZI
	RED CARPET
	PRETENCIOUS
	GLAM
	SUNSET STRIP
	FETISH
	FEMME FATALE
	SEXY
	GIGOLO
	STILETTO
	ROCK STAR
	WHITE WOLF
	LOUD
	PIN UP
	SUNSET
	BOULEVARD
	SILKY
	ACTION!
	CAR CHASE CRASH
	FRANTIC
	GUN SHOT
	ADRENALINE
	RUSH
	RACER
	DUEL
	HORROR
	RED SKULL
	WOLFE
	VAMPIRE
	MONSTER
	POISON
	FEAR
	ΤΑΤΤΟΟ
	DRAGON
	ORCHID

RIO VENTURA / DOUG JEFFERY. UNAUTHORIZED DUPLICATION IS A VIOLATION OF APPLICABLE LAWS.



R APPLICABLE LAWS



### WHITE WOLF & PUNK

#### SWEET RED WINE

HEAVY METAL ROCK STAR WITH A HIGH PITCH NOTE FOR YOUR HOLLYWOOD PUNKS. A HARDCORE TASTE THAT SLIPS RIGHT DOWN YOUR THROAT LIKE A SCREAMING FENDER STRAT.

ALCOHOL: 10.0%-

**APPELLATION:** California

WINE BLEND: 65.4% Zinfandel, 34.6% Proprietors Red

WINEMAKER NOTES: "This semi-sweet wine is fruit forward with flavors and aromas of blackberry, raspberry, and pomegranate. The finish is soft and smooth."

SUGGESTED FOOD PAIRINGS: "This wine is great with sausage, grilled meat and chicken. It also lends itself to desserts and after-dinner conversation." Chad Diltz, Executive Winemaker

AWARD:

Beverage Dynamics, March/April 2011, Established Brand Growth Brand Award



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# HORROR RED SKULL

#### SWEET RED WINE

A FUSION OF DEATH AND DOOM, A BLOOD RED EPIC TASTE THAT WILL LEAVE YOU SPEECHLESS AND WANTING MORE.

ALCOHOL: 10.0%

APPELLATION: California

WINE BLEND: 65.4% Zinfandel, 34.6% Proprietors Red

WINEMAKER NOTES: "This semi-sweet wine is fruit forward with flavors and aromas of blackberry, raspberry, and pomegranate. The finish is soft and smooth."

SUGGESTED FOOD PAIRINGS: "This wine is great with sausage, grilled meat and chicken. It also lends itself to desserts and after-dinner conversation."







Beside being an accomplished photographer, Valerio Ventura's work can be seen in countless animated feature films and television series, including; Hercules and Mulan (Walt Disney Pictures) and Class Of 3000 (Cartoon Network.) In 2014 Ventura was awarded a Primetime Emmy Award for his individual achievement as designer, his fame in the animation industry spans over twentyfive years and these labels pay homage to cartoons by adding the artist's humor to the outstanding Hollywood & Wine collection.





# CARTOON

ZOIX!

#### SANGIOVESE

WHIMSICALTASTE FOR THOSE CRAZY DAYS WHEN A SWEET DONUT SUN SHINES THROUGH MARSHMALLOW CLOUDS. FUNNY AND UNPREDICTABLE.AN ADDITIONAL SPEECH BUBBLE IS PROVIDED FOR THOSE WHO WANT TO LEAVE A SPECIAL MESSAGE ON THE ACTUAL LABEL.

ALCOHOL: 12.5%

#### **APPELLATION:** California

WINE BLEND: 86.41% Sangiovese, 9.28% Proprietors Dry Red , 4.31% Merlot

WINEMAKER NOTES: Medium-garnel color; blackberry, plum and vanilla aromas; raspberry and cherry flavors, with supple tannins for a soft finish."

SUGGESTED FOOD PAIRINGS: This wine pairs well with fresh mozzarella and Brie cheeses. Also try it along with veal picata, chicken parmesan, meat lasagna or ceviche." Chad Diltz, Executive Winemaker

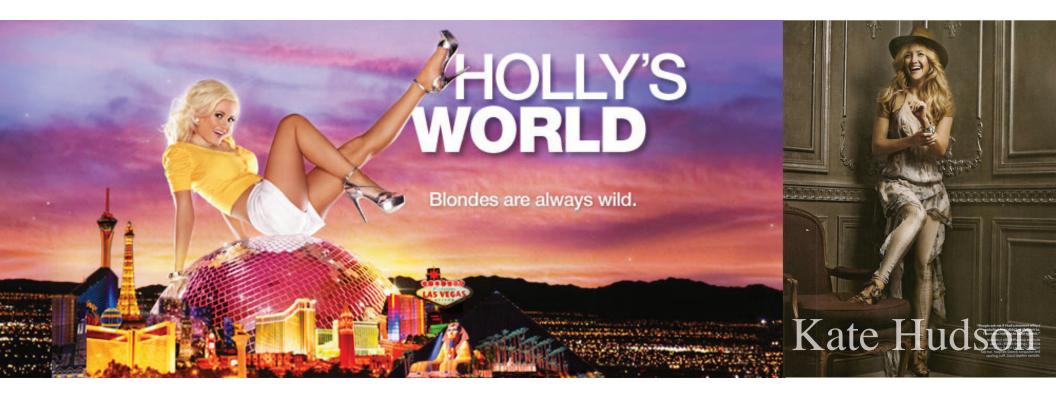
AWARDS: 2011 Jerry D. Mead's New World International Wine Competition – GOLD MEDAL Beverage Dynamics 2011, Established Brand Growth Award





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### MOVIE STAR RED 2010 PINOT NOIR 2010 PIN

#### Appellation: California

Alc.	14.3%	
ТА	5.39 g/l	
рН	3.63	
RS	0.10%	

Blend: 96% Pinot Noir, 4% Syrah

#### WINEMAKER NOTES:

A long, warm and dry growing season in the Central Valley fully ripened the Pinot Noir grapes, leading to beautiful balance and concentrated flavors. This wine has a brilliant garnet color with supple body, bright red cherry nose with cherry blossom top notes and a hint of exotic spices like cardamom and star anise. Smooth entry with even texture through to the finish with red cherry and pomegranate flavors.

#### **SUGGESTED FOOD PAIRINGS:**

"Hollywood & Wine Black Edition Pinot Noir is well-suited to pair with poultry, beef, fish, ham, lamb and pork. It will play well with creamy sauces, spicy seasonings and may just be one of the world's most versatile food wines."

# **RED TIE**

 Appellation:
 California

 Alc.
 13.5%

 TA
 5.39 g/l

 pH
 3.63

 RS
 0.10%

Blend: 89% Pinot Noir, 11% Proprietors Red

#### WINEMAKER NOTES:

With a long, warm and dry growing season in the Central Valley fully ripened the Pinot Noir grapes, leading to beautiful balance and great flavors. Hollywood & Wine Pinot has a light garnet color with a soft elegant body on the palate. This wine was meant to be uncorked, poured and ready to enjoy.

#### SUGGESTED FOOD PAIRINGS:

"Hollywood & Wine Pinot Noir is multifaceted. It meant to be enjoyed with peers and family members and of course it can be enjoyed by itself. The wine pairs with Brie, smoked salmon, roast beef, leg of lamb, duck confit, grilled swordfish and it is great with sushi."

# SUNSET STRIP

Appellation: California

Alc.	13.5%	
ТА	5.88 g/l	
Ph	3.42	
RS	2.44%	

Blend: 94% Zinfandel, 6% Merlot

#### WINEMAKER NOTES:

Not all Zin's are created equal, this one is no exception. This Zin is of the Primitivo clone and is loaded with cloves, spice, tobacco and dense strawberries on the nose. When blending this Zin we were reminded of a Christmas mulling spice. Zin's are a true joy to make. Winemakers get a large leeway to express styles and attitude for the wine. The Hollywood & Wine Black Edition 2009 Zin gains its character form the vinyard and boasts it personality from the winery.

#### **SUGGESTED FOOD PAIRINGS:**

"This exceptional Zin will complement all types of spicy pasta and BBQ. Try to find a red Pasta sauce that will not surrender to this Zin."

#### FILM NOIR 2010 CABERNET SAUVIGNON

#### Appellation: California

lc.	14.3%	
Ά	5.40 g/l	1
н	3.42	
S	0.13%	1

Blend: 94% Cabernet Sauvignon, 6% Merlot

#### WINEMAKER NOTES:

The Hollywood & Wine Black Edition 2010 Cabernet Sauvignon gets an "A+" for being true to form. Cabernet Sauvignon is a wonderful grape to work with. Cabernet Sauvignon is one of the few grapes that truly expresses the difference in the soils and vineyard locales. The 2007 Cab is dark and deep with its fruit expressions; dark cherries and lush plums dusted with hints of cocoa powder make this Cab stand tall. The pallet is balanced with firm acids and mild tannins. The finish is all of this wrapped up with layers of cedar and oak.

**SUGGESTED FOOD PAIRINGS:** 

"Enjoy this Cab with great BBQ ribs, the kind that actually flips over the Flintstone's family car. Enjoy!"



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COMPANY BACKGROUND







# FROM HOLLYWOOD & VINE, USA, TO THE VINEYARDS OF CALIFORNIA, DOUG ENVISIONED WINE THAT BELONGS ON THE RED CARPET.

Doug Jeffery was born in the US from a family of artists in the entertainment industry and he's not a stranger to the Hollywood glamour and fame. Working with Roger Corman early in his career, Doug has over fifty titles as a lead in erotic-noir films to his credit. Such films have began a kind of sex revolution as we see today in projects like Californication and True Blood.

When Doug turned 41 he decided to take a role behind the scenes of the Hollywood filmmaking process and founded 41 Sets, or what industry insiders call "The Hollywood Shop", a premiere set construction and design company that plays a big role in some of the most visible productions out there. From television commercials, music videos or feature films with clients like; Absolute Vodka, Prada, Vogue, Elle Magazine (Katie Holmes 2011), Vanity Fair cover shoot (Madonna), Rihanna (Umbrella video) to name a few. As a result Doug is on a day-to-day contact with some of the most famous stars of our times.

28

193

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Doug has always appreciated a good glass of wine and one day over lunch with his long-time friend Italian artist Valerio Ventura discussed the idea of merging the Hollywood sex appeal and glamour with a wine label that was both consumer conscious and stylish, making Hollywood & Wine the next "good" wine find creation. COMPANY BACKGROUND

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# VALERIO VENTURA CHIEF CREATIVE DIRECTOR/FOUNDER



## BORN IN ROME, ITALY, VALERIO HONED HIS ART IN THE U.S. AND APPLIED HIS SOPHISTICATED SENSE OF DESIGN TO BRING HOLLYWOOD & WINE TO LIFE.

In 1984 Valerio left his beautiful home-town city of Rome, Italy, to come to Los Angeles to establish himself as an artist, filmmaker, and educator. Today Valerio is a multi-award winning artist that has worked on many high profile films projects, television commercials, and music videos.

Valerio has dedicated all of his life to his craft and currently he is art director at Nickelodeon Animation Studios. In 2014 he received the Primetime Emmy Award for his current work as designer on the acclaimed TV series Mickey Mouse Shorts (Disney Channel.)

Valerio is former faculty at CalArts and his endless energy allowed him to pursue the education of young, creative people, teaching photography and life drawing to inner city youth at community centers and high schools such as Thomas Jefferson High in South Central.

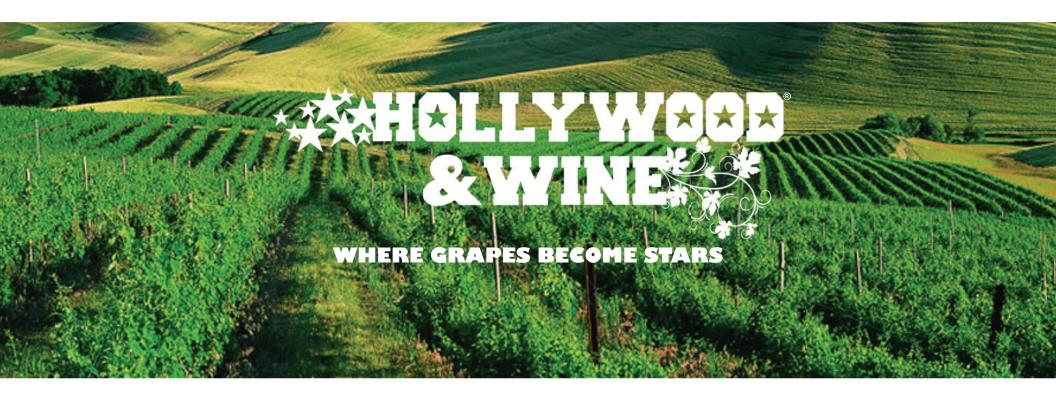
Valerio's astonishing talent and charismatic personality add a sense of creative sensibility that is palpable throughout his stunning label photography and brand development of Hollywood&Wine.





**ABSOLUT VODKA** AMERICAN EAGLE **AMERICA'S NEXT TOP MODEL BANANA REPUBLIC CARTOON NETWORK** COMCAST **COVER GIRL** CBS DETAILS MAGAZINE DOMINO'S DREAMWORKS **ELECTRONIC ARTS ELLE (Fergie) ELLE (Katie Holmes)** GORILLAZ GQ нво H&M ΚΟΝΑΜΙ HYUNDAI IN STYLE MAGAZINE **JC PENNEY** LANCOME Mc DONALD'S ΜΤΥ NBC NICKELODEON NIKE PRADA PEPSI **RIHANNA** SONY SAMSUNG ΤΟΥΟΤΑ TARGET TURNER **TOSHIBA 30 ROCK** VHI VOGUE WALT DISNEY CO. WARNER BROS. WALMART W HOTEL

# **OUR CLIENTS INCLUDE:**



### **HOLLYWOOD & WINE**

Located at Hollywood Center Studios I 040 N. Las Palmas Ave. Hollywood, CA 90038 USA CEO/Founder: Doug Jeffery (323) 860-2442 Chief Creative Director/Founder: Valerio Ventura (323) 842-8379







#### www.hollywoodnwines.com

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