Orangewood Wines
Small Wineries, Great Wines

Volume 6 Issue 22 - - - December 28, 2019

Introduction

We are down to the last few days of 2019. It's time for me to thank all of you who sent season's greetings and ask that you accept this email as our greeting and New Year wish to you.

This month's Newsletter is a little different, in that it is brief (this is the height of the season), and asks you to take action by commenting on the proposed 100% Tariffs.

Call to Action on 100% Tariff Proposal

You may have heard that there is a proposal to apply 100% tariffs on many European products, including wine. The US Government is accepting comments here until January 6th. I have just posted the following:

My name is Richard Corles. My wife and I own Orangewood Wines. We are one of 115 licensed distributors in Arizona. We sell wine to over 300 restaurants and wine stores, most of them small, family owned enterprises. We represent 60 family owned wineries, 25 of them from Europe. The European wines are imported by 6 family owned importers. We have 17 people selling wine from these wineries to our customers, and we employ several delivery people, as well.

We work with our customers to find wines that fit the palates and budgets of their customers. Managing price changes is a constant issue because the consumer, who has in mind a bottle of wine at $20, is going to look elsewhere if there is a substantial change in price.

My point is that wine distribution includes an extensive ecosystem of small companies. The imposition of substantial tariffs is a threat to the

livelihood of many of these companies and their employees. Even the threat of such tariffs is a significant distraction from our daily efforts.

      If you have a point of view that you feel would add perspective to the government thought process, please write them down and share at their website. Again the [link](#).

The Rambler will be rambling again in 2020...

Cheers,

Richard and Laurie

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