

# Orangewood Wines

*Small Wineries, Great Wines*

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## Introduction

It's nearly the end of the year and time to send out holiday greeting cards. This will serve as our card. Thank you to all of you for your support this year. We hope you have a chance for mental and physical renewal over the holidays and will be ready, willing and able to deal with 12 months of 2022. Our newsletter and wine will be there to help you.

Leslie is relieved to see the end of this year, but reflects on the positives.

## An Overflowing Glass of Gratitude

### Portfolio Notes - by Leslie Zellmer

As we approach the end of yet another year like no other, I am focusing on happiness and gratitude. I'm not a doctor, but if I were, I'd be handing out that prescription to everyone to help get them beyond the last two years. No soul has been untouched.

We sell wine. Wine makes people happy. The wine that never fails to lift me up is a Traditional Method Sparkling wine. Cava, Champagne, Cremant, etc., they all have a way of lifting everything to at least one level better, sometimes five. Some people have a wine that always brings them back to a wonderful moment in time. Opening that bottle, smelling and tasting it, can bring that happiness rushing back.

We feel thankful to be able to send happiness out by the case, five days a week. We are also grateful for the businesses and people we work with who have established restaurants, bars and retail shops that stock our happiness on their shelves to share with their communities.

When friends and family, and even complete strangers, come together over wine and food, something magical happens. It gives a depth to the occasion. We hope you enjoy and create some of these moments this holiday season.

Happy Holidays. We look forward to seeing you in the new year! We'll bring the bubbles!

## The Rambler

When I first left the corporate world, I declared myself a consultant and set about trying to find clients. I felt that my skills at systems, software and product definition would be helpful to technology startup companies. However, the startup companies were primarily interested in exit strategies. An initial public offering or selling to Microsoft were the primary methods of becoming inordinately wealthy in those days. There was little thought of having products and services that were actually useful and could sustain a company, its employees, suppliers and customers for the long haul and, gasp, running it. When an opportunity to start such a business presented itself (thank you, Jim and Suzy Gullett) we started Orangewood Wines. Now, 21 years later, we have a sustainable business that does not aspire to be a worldwide operation. We are happy to have personal relationships with all our employees, our suppliers and customers - not to mention all the logistics companies that we rely on. Over the years we have judiciously added suppliers and pursued new customers, and will continue to do so in the new year. Stay tuned.

The rambler rambles on...

Cheers,

Richard and Laurie  
Orangewood Wines