UNCORK LOUDOUN · TRADE PROGRAM

Loudoun Price List

On-Premise · Loudoun County, Virginia

THIRTEEN FAMILY-RUN LOUDOUN WINERIES

The Vineyards & Winery at Lost Creek · 868 Estate Vineyards · October One Vineyard · Fabbioli Cellars · Two Twisted Posts Winery · Cana Vineyards & Winery Middleburg · Endhardt Vineyards · Good Spirit Farm · Hillsborough Vineyards · Iron Will · Bozzo Family Vineyards · Domaine Fortier Vineyards · 8 Chains North

Antoinette Landragin · antoinette@loudounwine.org · 202.819.2000

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Why Buy Loudoun?

Uncork Loudoun offers distinctive Loudoun County, Virginia wines with strong margin potential, limited-release opportunities, and direct winery support that can help convert interest into sales with consumers.

Why It Works

High margin potential across a differentiated regional assortment

Exclusive and limited releases that create urgency and discovery

Distinct locally grown & produced wines that help a shelf set or list stand apart

Winemaker tastings and dinners that create traffic, storytelling, and bottle movement

Staff trainings and onsite winery access that make hand-selling easier

Ordering & Terms

All orders must be placed by 5:00 PM to be processed for the next delivery cycle. Delivery schedules vary by winery; please confirm timing directly with our Sales Manager. A $150 minimum order per winery is required for delivery. Mixed cases are permitted within a single producer; however, orders may not be combined across multiple wineries to meet the minimum. All pricing shown includes applicable federal and state taxes. Each winery is responsible for delivering its own wines. Please contact the Sales Manager regarding available discounts, volume pricing, or special terms. Returned checks are subject to a returned-check service fee, and COD orders returned for non-payment upon delivery may incur a delivery charge. Prices, availability, and allocations are subject to change without prior notice.

All orders will be placed by our Sales Manager through the individual winery's VWDC account and will appear accordingly on VWDC invoices. All payments, including checks and electronic (fintech) payments, must be made payable to VWDC, in accordance with Virginia distribution and compliance requirements.

Pricing key: Frontline is the per-bottle price; BTG is the by-the-glass program price per bottle. All wines 750 ML, 12 bottles per case.

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White Wines

All wines 750 ML · 12 bottles per case

WINERY	WINE	FRONTLINE	BTG
CHARDONNAY			
868 Estate Vineyards	Chardonnay 2022	$18.20	$15.47
Cana Vineyards	Chardonnay 2024	$17.50	$14.00
Domaine Fortier Vineyards	Chardonnay 2020	$17.00	$13.60
Endhardt Vineyards	Chardonnay 2022	$25.00	$13.67
Good Spirit Farm Winery	Chardonnay 2022	$17.00	$11.05
Lost Creek Winery	Chardonnay 2022	$11.99	$11.99
ALBARIÑO & GRÜNER VELTLINER			
8 Chains North Winery	Albariño 2025	$12.00	—
Cana Vineyards	Albariño 2025	$17.40	—
Cana Vineyards	Grüner Veltliner 2025	$17.40	—
PETIT MANSENG			
Good Spirit Farm Winery	Petit Manseng 2023	$17.00	$11.05
SAUVIGNON BLANC			
8 Chains North Winery	Sauvignon Blanc 2024	$12.00	$10.80
Domaine Fortier Vineyards	‘CharBlanc’ 2024 · *Out of Stock*	$17.00	$13.60
Endhardt Vineyards	Sauvignon Blanc ‘Upper Block’ 2024	$25.00	$13.67
VIOGNIER			
Fabbioli Cellars	Viognier 2025	$18.00	$15.30
October One Vineyard	Viognier 2024	$18.20	$14.56
Two Twisted Posts Winery	Viognier 2022	$13.67	$13.67
WHITE BLENDS			
Bozzo Family Vineyards	‘GAILA’ White Blend 2023	$19.60	—
Endhardt Vineyards	‘Reverie’ White 2022	$15.00	$12.75
Fabbioli Cellars	‘Something White’ 2024	$12.60	$10.71
SPARKLING			
Fabbioli Cellars	Sparkling Petit Manseng NV	$16.80	$14.80
Iron Will Winery	Sparkling Viognier 2024	$13.00	—

Rosé Wines

WINERY	WINE	FRONTLINE	BTG
Cana Vineyards	Rosé of Cabernet Sauvignon 2025	$15.00	$12.00
Cana Vineyards	Rosé of Cabernet Franc 2024	$21.00	—
Endhardt Vineyards	Blanc de Cab Franc 2023	$17.00	$14.45
Hillsborough Vineyards	‘Serefina’ Rosé 2024	$17.00	$10.20

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Red Wines

All wines 750 ML · 12 bottles per case

WINERY	WINE	FRONTLINE	BTG
BORDEAUX BLENDS			
8 Chains North Winery	'Furnace Mountain' Red 2022	$14.00	$12.60
868 Estate Vineyards	Meritage 2023	$21.45	$16.09
Bozzo Family Vineyards	'Sei What?' Red 2019	$26.60	$19.95
Cana Vineyards	'Unite' Reserve 2021	$28.00	$22.40
Domaine Fortier Vineyards	'Le Pivot' Red 2020	$20.67	$16.53
Endhardt Vineyards	'Golden Turkey' Red 2021	$25.00	$15.00
Endhardt Vineyards	'Fervor' Red 2021	$25.00	$15.33
Fabbioli Cellars	Meritage 2022	$18.00	$15.30
Good Spirit Farm Winery	Red Blend 2022	$21.00	$13.65
Iron Will Winery	'Vitraux' Red Blend 2022	$18.85	$14.50
CABERNET SAUVIGNON			
8 Chains North Winery	Cabernet Sauvignon 2022	$14.00	—
Bozzo Family Vineyards	'SteveP' Cabernet Sauvignon 2022	$26.60	—
CABERNET FRANC			
Fabbioli Cellars	Cabernet Franc 2023	$16.00	$12.00
Good Spirit Farm Winery	Cabernet Franc 2021	$21.00	$13.65
Iron Will Winery	Cabernet Franc 2021	$18.85	$14.50
Lost Creek Winery	Cabernet Franc 2021	$23.33	$15.16
Two Twisted Posts Winery	Cabernet Franc 2020	$13.67	$12.30
MERLOT			
8 Chains North Winery	Merlot 2022	$14.00	—
October One Vineyard	Merlot 2021	$19.60	$15.68
PETIT VERDOT			
8 Chains North Winery	Petit Verdot 2022	$14.00	—
Bozzo Family Vineyards	Petit Verdot 2022	$23.10	$17.33
Cana Vineyards	Petit Verdot 2022	$24.00	$18.00
Endhardt Vineyards	Petit Verdot 2022	$25.00	$15.33
Iron Will Winery	Petit Verdot 2020	$18.85	$14.50
Lost Creek Winery	Petit Verdot 2021	$23.33	$15.16
OTHER REDS			
Fabbioli Cellars	'Bicoastal' 2019	$18.00	$15.30
Hillsborough Vineyards	Fer Servadou 2021	$21.33	$12.80
Hillsborough Vineyards	Tannat 2020	$23.33	$14.00

UNCORK LOUDOUN · LOUDOUN COUNTY, VIRGINIA

Loudoun Wine Regions

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Loudoun County, Virginia sits at the intersection of complex geology, varied mesoclimate, and immediate access to one of the most influential wine markets in the country—Washington, DC. Stretching from the Blue Ridge Mountains through the Short Hill and Catoctin ridges into the warmer eastern piedmont, Loudoun is defined by a diverse mosaic of well-drained soils, including metabasalt and greenstone of the Catoctin Series, granite gneiss formations, and sandstone and shale of the Newark Supergroup. These soil types naturally limit vigor, encourage deep root systems, and promote efficient drainage - key drivers of concentration, balance, and site expression in the finished wines.

From a climatic standpoint, Loudoun is best described as cool-to-moderate climate, averaging approximately 1,900–2,100 growing degree days (base 50°F), with meaningful variation by elevation, exposure, and topography. Higher-elevation western sites experience cooler temperatures, increased rainfall, and greater diurnal shifts, favoring aromatic whites and structured, acid-driven reds, while the central valley and eastern zones are warmer and drier, allowing for fuller phenolic development in red varieties. Extended hang time across the county supports physiological ripeness without excessive sugar accumulation.

The Loudoun Valley region falls within the federally recognized Middleburg AVA, while growers in the Blue Ridge corridor are currently petitioning the TTB for recognition of a Bluemont AVA, reflecting the area's distinct elevation, soils, and climatic conditions. A second, follow-on AVA petition is also underway for the Loudoun Heights region, further underscoring the county's growing focus on sub-regional definition and site specificity.

As a result, Loudoun consistently excels with Cabernet Franc, Petit Verdot, Merlot, and Bordeaux-style blends, alongside Chardonnay, Viognier, Petit Manseng, Sauvignon Blanc, and Albariño. For the trade, these wines are defined by natural acidity, moderate alcohols, textural balance, and food-friendly structure, making them especially effective for by-the-glass programs, sommelier-driven wine lists, and curated retail selections.

Blue Ridge Mountains
Soil: Catoctin Metabasalt
Greenstone, deep, well-drained soils
Cooler with more precipitation than avg

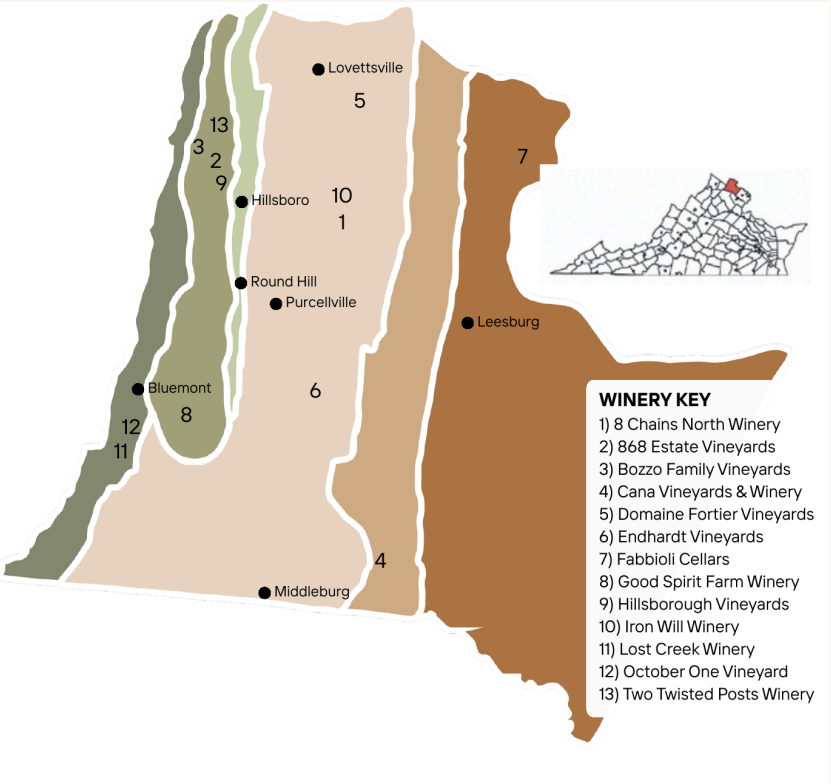
Loudoun Heights Region
Soil: Eubank Series
Fine granite gneiss, very deep soils
Cooler, slight rain shadow

Short Hill Mountains
Soil: Catoctin Metabasalt
Greenstone, deep, well-drained soils
Slightly cooler, slightly more precipitation

Loudoun Valley Region
Soil: Purcellville-Tankerville-Middleburg
Weathered granite gneiss, deep soils
Warmer and less precipitation than avg

Catoctin Ridge
Soil: Catoctin Metabasalt
Greenstone, deep, well-drained soils
Warmer and more precipitation than avg

Eastern Loudoun
Soil: Newark Supergroup
Sand, siltstone, shale, moderately deep
Warmest region with average precipitation



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