

KYSELA PERE et FILS

Specialty Importer & Distributor



*331 Victory Road
Winchester, VA 22602
540-722-9228*

About the Company

- Kysela Père et Fils, LTD (KPF) was founded in March 1994 by Fran Kysela MS, and is solely owned by Fran Kysela MS.
- KPF has achieved gross yearly sales of nearly 470,000 9-liter cases and over \$32,000,000.
- KPF distributes to 47 US states, the District of Columbia, Turks & Caicos, Puerto Rico and Canada.
- KPF's sells wine, craft beer, premium sake, specialty spirits, cider, olive oil, water & glassware.
- KPF works with over 200 suppliers and has nearly 1,800 active SKU's

About the Company

- KPF works with suppliers in 15 countries: United States, France, Spain, Portugal, Italy, Austria, Germany, Australia, New Zealand, South Africa, Argentina, Chile, Japan, Greece & Uruguay.
- KPF employs a team of National and Tri-state area sales representatives, brand ambassadors, office personnel, warehouse & driving staff, and international liaisons.
- KPF has its own delivery fleet & a reputation for delivering wine quickly.
- **KPF was named Importer of the Year for 2013 by Wine Enthusiast Magazine.**



WINE ENTHUSIAST[®]



2013 Wine Star Award Winner
Importer of the Year

KYSELA PERE *et FILS*



Kysela Pere et Fils, LTD., importer and distributor of hand-selected SKU's from nearly 200 suppliers, has been specializing in quality & value since 1994.

About the Owner



Fran Kysela's initial interest in wine was inherited from his father, who is one of the top collectors in the country and still maintains a 4,000 bottle cellar in Cleveland, OH. While attending graduate school at Cleveland State University & majoring in Zoology, Fran took a position selling Fetzer & Gallo wines for a local distributor (Goodman Beverage). Being a student with little money, he took the job knowing he could use the extra income and thinking, erroneously, that he could work in the wine business "part time". The wine business soon became all-consuming and he left graduate school all together.

Flash forward to 2021 and Fran has been in the wine business for 41 years. He has worked as a wholesale representative, wine steward, national sales director and now wine importer. In 1989, he received the Master Sommelier award from the British Court of Master Sommeliers. He passed the tasting half of the Master of Wine exam in 1992 and hopes to complete the remainder of the MW exam in the future. Fran Kysela founded his wine importing & distributing company in 1994 and has since become one of the most respected wine professionals in the country.

About the Owner

FRAN KYSELA, M.S. & KYSELA PERE ET FILS, LTD

CAREER SALES HISTORY

1994-2020	Kysela Père et Fils, LTD.	\$ 506,451,242
1992-1993	Weygandt-Metzler	\$ 1,000,000
1987-1992	Kermit Lynch Wine Merchants	\$ 15,900,000
1982-1987	Bauer & Foss, Inc.	\$ 2,500,000

TOTAL CAREER WINE SALES	\$ 525,851,242
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AVG WINE SALES PER YEAR ('82-'20)	\$ 13,838,191
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LIFETIME GOAL	\$1,000,000,000
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Robert Parker on Fran Kysela

“Fran Kysela, unlike most Americans, was born into a family that consumed and appreciated fine wine. One of the youngest specialty importers, Kysela began his career as the national sales manager for the import arm of Kermit Lynch's sprawling wine business. Subsequently, he worked briefly for another high quality importer, Weygandt-Metzler in Unionville, Pennsylvania. Inevitably, Kysela founded his own firm, dedicated to discovering high quality top estates in France and Italy [and Portugal].

Kysela's offerings all tend to be extremely pure, ripe, fruity wines...in short, faithful reflections of their appellations. He is not an aggressive interventionalistic importer à la Robert Kacher (or to a lesser extent, Neal Rosenthal, Eric Salomon, or Peter Weygandt), but neither does he permit his producers to take a laissez-faire approach to their work. In a few short years Kysela has emerged as one of the finest palates and selectors of top wine, whether it be an inexpensive Muscadet or a top of the line Burgundy.”

Issue #205 of The Wine Advocate

Jeb Dunnuck on Fran Kysela

“Fran Kysela (is) unquestionably one of the top specialty importers in the US as well as an incredible taster. Originally from Cleveland OH, Fran cut his teeth working as the national sales manager for Kermit Lynch, followed by a stint at Weygandt-Metzler in Pennsylvania. He received the Master Sommelier award from the British Court of Master Sommeliers in 1989.

Founding his own import company in 1994, Kysela has an incredibly diverse portfolio spanning the gamut from high quality yet inexpensive German Rieslings, chuggable Picpoul de Pinet from the Languedoc, classic Rioja, to a bevy of both value and benchmark producers from the Rhône Valley. I’ve tasted with Fran for almost a decade now and his wines are always impeccably made, with an emphasis on fruit and texture, yet always with classic, balanced characters.”

Jeb Dunnuck – Importer Highlight: Fran Kysela

Company Sales Data

<u>Sales by Country (9-liter Cases) - 2020</u>							
Argentina	16,046	Germany	2,164	Portugal	6,232	Beer (CE's)	17,559
Australia	13,076	Greece	225	South Africa	10,564	Cider	2,575
Austria	12,646	Italy	20,077	Spain	36,506	Spirits	627
Chile	5,944	Japan	606	USA	15,575	Grocery	497
France	119,199	New Zealand	4,864				
<u>Total Sales: 284,981 cases</u>							

Top 50 Wines for 2020

<u>Rank</u>	<u>Country</u>	<u>Type</u>	<u>Description</u>	<u>2020 9L Cases sold</u>
#1	FRANCE	WHITE	Pomerols, Picpoul de Pinet (HB & Beauvignac) 12/750ml	48,895
#2	FRANCE	WHITE	Pomerols, Petite Frog, Picpoul, Lang., BIB 4/3L	12,049
#3	AUSTRIA	WHITE	Hugl, Gruner Veltliner 12/1.0L	9,356
#4	SPAIN	RED	Montebuena, Rioja 12/750ml	8,486
#5	USA	RED	Rubus, Old Vine Zinfandel, Lodi 12/750ml	5,065
#6	SPAIN	RED	Burgo Viejo, Rioja, Crianza 12/750ml	4,429
#7	FRANCE	RED	Grand Veneur (Dom.), CDR, Les Champauvins 12/750ml	4,054
#8	FRANCE	WHITE	Reverdy (Jean), Sancerre Blanc 12/750ml	3,874
#9	ARGENTINA	RED	Maipe, Malbec 12/750ml	3,585
#10	AUSTRALIA	RED	Thorn Clarke, Milton Park, Shiraz 12/750ml	3,314
#11	NEW ZEALAND	WHITE	Lexicon, Sauvignon Blanc 12/750ml	2,813
#12	AUSTRALIA	RED	Thorn Clarke, Shotfire, Shiraz 12/750ml	2,722
#13	ITALY	SPARKLING	Rinaldi, Moscato d' Asti (white) 12/750ml	2,719
#14	USA	RED	Rubus, Cab. Sauv., AVA California 12/750ml	2,638
#15	FRANCE	WHITE	Guillaume de Guers, Picpoul de Pinet 12/750ml	2,450
#16	ITALY	WHITE	Cortenova, Pinot Grigio 12/750ml	2,329
#17	FRANCE	RED	Segries (Ch.), CDR, Rouge 12/750ml	2,320
#18	SPAIN	RED	Tiza, Tempranillo 4/3.0L	2,211
#19	SPAIN	RED	Palacio del Burgo, Tinto 12/750ml	2,176
#20	PORTUGAL	WHITE	Praia (Aveleda), Vinho Verde 12/750ml	2,126
#21	SPAIN	RED	Tres Ojos, Garnacha, Calatayud 12/750ml	1,939
#22	SPAIN	RED	El Cortijillo, Tempranillo, La Mancha 12/750ml	1,763
#23	PORTUGAL	ROSE	Lima, Vinho Verde, Rose 12/750ml	1,730
#24	S. AFRICA	WHITE	Riebeek, Chardonnay 12/750ml	1,717
#25	FRANCE	RED	Grand Veneur (Dom.), CDR Rouge 12/750ml	1,717

Top 50 Wines for 2020 (cont.)

<u>Rank</u>	<u>Country</u>	<u>Type</u>	<u>Description</u>	<u>2020 9L Cases sold</u>
#26	SPAIN	WHITE	Valminor, Albarino, Rias Baixas 12/750ml	1,715
#27	ARGENTINA	RED	Chakana, Malbec 6/750ml	1,713
#28	ARGENTINA	RED	Maipe, Malbec BIB 3 Liters 4/3L	1,700
#29	FRANCE	ROSE	Segries (Ch.), Tavel, Rose 12/750ml	1,673
#30	AUSTRIA	WHITE	Wimmer, Gruner Veltliner 12/1.0L	1,637
#31	SPAIN	RED	Palacio del Burgo, Rioja, Reserva 12/750ml	1,510
#32	ITALY	RED	Rubus, Pinot Noir 12/750ml	1,381
#33	ITALY	WHITE	Ornato, Pinot Grigio delle Venezie 12/750ml	1,375
#34	GERMANY	WHITE	Weinkeller Erbach, Riesling 12/1.0L	1,264
#35	AUSTRALIA	RED	Rubus, Barossa Shiraz 12/750ml	1,257
#36	AUSTRALIA	RED	Thorn Clarke, Terra Barossa, Shiraz 12/750ml	1,224
#37	ARGENTINA	RED	Avatar, Malbec 12/750ml	1,223
#38	FRANCE	RED	Alain de la Treille, Pinot Noir 12/750ml	1,222
#39	FRANCE	ROSE	Castelmaure, Corbieres, Vin-Gris (Rose) 12/750ml	1,212
#40	PORTUGAL	WHITE	Lima, Vinho Verde 12/750ml	1,195
#41	FRANCE	RED	A.Jaume, Domaine du Clos de Sixte, Lirac 12/750ml	1,175
#42	ITALY	SPARKLING	Rinaldi, ReDream 12/750ml	1,109
#43	ARGENTINA	RED	Cholila Ranch, Malbec 12/750ml	1,002
#44	AUSTRALIA	RED	Jip Jip Rocks, Shiraz 12/750ml	999
#45	FRANCE	ROSE	Alain de la Treille, Le Rose 12/750ml	990
#46	FRANCE	WHITE	Gaudrelle, Clos le Vigneau, Vouvray 12/750ml	969
#47	FRANCE	WHITE	Pomerols, Picpoul de Pinet (HB & Beauvignac) 6/1.5L	969
#48	SPAIN	WHITE	Fefinanes (Albarino de), Albarino 12/750ml	968
#49	SPAIN	RED	Finca del Castillo, Tempranillo, La Mancha 12/750ml	959
#50	ITALY	WHITE	Balducci's, Pinot Grigio 12/750ml	953

Core Brands

KPF works with over 200 suppliers and over 1,800 SKU's. The following are some of our core brands & suppliers:

Rubus

Lexicon

Pomerols (Picpoul de Pinet)

Hugl (Gruner Veltliner)

Montebuena

Tres Ojos

Maipe

Riebeek Cellars

Chakana

Cortenova

Thorn-Clarke

Vina Siegel

Grand Veneur

Burgo Viejo





CHAKANA

VITICULTURE FOR THE FUTURE

CERTIFIED BIODYNAMIC



THORN-CLARKE

— BAROSSA WINEMAKERS —

"I had loved Thorn Clarke values since I was covering Australia. They come from David Thorn and Cheryl Clarke, the latest family members following six generations of vigneron and wine producers in the Barossa Valley, tracing their history back through 1870. The quality here is extremely high and the prices very consumer-friendly."

-Robert Parker Jr., The Wine Advocate





SIEGEL

FAMILY WINES



SAN ELIAS
MERLOT
2011
Red Wine from Central Valley, Chile

CRUCERO
COLLECTION
CHARDONNAY
COLCHAGUA VALLEY
2016

SIEGEL
Ober Cuvee
Cabernet Sauvignon

12/34
Reserva Ede Wine
Cabernet Sauvignon

SIEGEL
CARMENERE
COLCHAGUA VALLEY - ANDES
WINE OF CHILE

SIEGEL
SPECIAL RESERVE
SAUVIGNON BLANC
Colchagua Valley

SIEGEL
UNIQUE SELECTION
WINE OF CHILE

KETRAN
CORDON DE FUEGO
SIEGEL
FAMILY WINES
COLCHAGUA VALLEY - CHILE

EST  1941

RIEBEEK CELLARS

DRIVEN BY A PASSION FOR THE UNIQUE TERROIR OF THE RIEBEEK VALLEY, IN THE HEART OF THE SWARTLAND, WE HAND-CRAFT WINES OF DISTINCTIVE FLAVOUR, ELEGANCE AND BALANCE, TO BE SHARED AND ENJOYED

WWW.RIEBEEKCELLARS.COM 



Riebeek Valley
Wine Country

PICPOUL DE PINET

- HB -

LANGUEDOC

Fresh and fine aromas of grapefruit and exotic fruit. Lime flavors, with typical focusing acidity, are hallmarks of Picpoul.



VINEPAIR

"The only wine you should be drinking with seafood is Picpoul de pinet."



ESTATE BOTTLED

MONTEBUENA RIOJA

CUVÉE KPF

100% Tempranillo from Rioja Alavesa

Brilliant deep ruby red color. Aromas of juicy fruit combine with a spicy vanilla bouquet. Smooth and fruity in the mouth, with some well-integrated secondary nuances. Full-flavored with a persistent, pleasant finish.



Rubus

WINE SELECTIONS



hand-selected · fruit driven · true-to-type



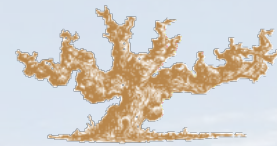
KYSELA PERE et FILS, LTD.

The Rubus Project

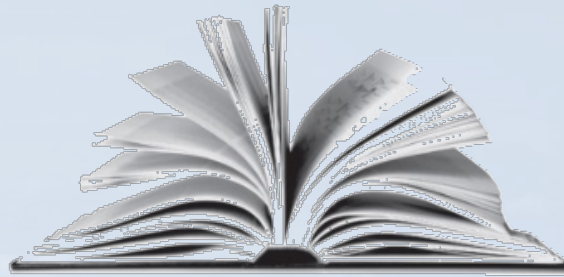
The Rubus project involves Fran Kysela selecting small lots of exceptional wine & having it bottled for the company under our exclusive Rubus label. These wines can come from anywhere around the globe.

The Rubus Project currently encompasses the following wines:

- Napa Valley Cabernet Sauvignon (USA)
- Lodi Old Vine Zinfandel (USA)
- Barossa Shiraz (Australia)
- Proprietary Red Reserve (Calatayud, Spain)
- Waipara Valley Sauvignon Blanc (New Zealand)
- Colchagua Valley Chardonnay (Chile)
- Icono Malbec (Mendoza, Argentina)
- Veneto Pinot Noir (Lessini Hills, Italy)
- White Blend (France)
- Cabernet Sauvignon AVA California (USA)
- Dry French Rosé (Languedoc, France)
- Sparkling Brut Blanc de Blancs (France)
- Sparkling Rosé Brut (France)
- Reserve Lodi Old Vine Zinfandel (USA) - new for 2021!
- Reserve Russian River Pinot Noir (USA) - new for 2021!



Rubus
WINE SELECTIONS



LEXICON

Lexicon is another exclusive label project by KPF, created to showcase the essence of each varietal as well as its terroir.

The Lexicon line currently includes:

Sauvignon Blanc – Marlborough, New Zealand

Chardonnay – Western Cape, South Africa

Malbec – Lujan de Cuyo, Argentina

Cabernet Sauvignon – Lujan de Cuyo, Argentina



Craft Beer

KPF began expanding their craft beer portfolio in 2009, and today it comprises offerings from 19 craft breweries.

Kysela currently works with the following craft breweries:

- 2nd Shift
- Alesatian Brewing
- Atomium Brewing
- Aufsesser Brewing
- Backroom Brewery
- Caldera Brewing
- Cascade Brewing
- Civil Life Brewing Company
- CT Valley Brewing Company
- Darling Brew
- Four Winds Brewing Co.
- Jackie O's
- Perennial Artisan Ales
- RJ Rockers
- Sneaky Pete Brewery Valley Lager
- Susquehanna Brewing Co.
- Winchester Brew Works



PERENNIAL
ARTISAN ALES



Warehousing & Delivery

KPF's product is stored in a 73,000 square foot climate-controlled facility in Winchester, VA. KPF maintains their own fleet of delivery vans & trucks for local and national distribution.



Ratings & Reviews

KPF & its suppliers participate in tastings with, and submit wines to, the following major publications & wine critics:

Wine Spectator

Robert Parker
WINE ADVOCATE

Antonio Galloni
vinOUS
explore all things wine

 WINE ENTHUSIAST

Wine & Spirits

JEB DUNNUCK

JAMES HALLIDAY'S
WINE COMPANION

Tim
Atkin

MW



JAMES SUCKLING.COM 

International
WINEREPORT

Beverage Dynamics

Decanter

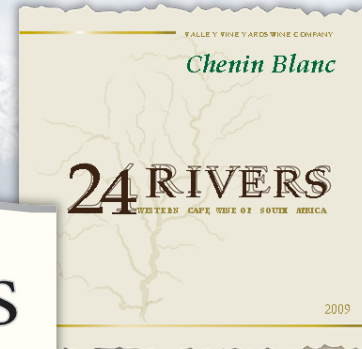
www.kysela.com

Kysela's website offers a wealth of information for our customers and consumers:

- **Producer Information – family & estate history, vineyards, agricultural practices, images.**
- **Product information – vinification, tasting notes, technical details**
- **High resolution labels and bottle shots**
- **Downloadable shelf talkers, case cards & tech sheets**
- **Latest ratings and reviews from publications such as The Wine Advocate, Wine Spectator, Vinous, Wine Enthusiast and many more.**
- **Trade Resources, such as real-time inventory, price lists, organic & certified wine lists, shipping schedules, sales data and more.**
- **Background information on the company and owner**

Private Label Programs

Kysela Père et Fils, LTD offers private label programs to enhance distribution and sales opportunities. Exclusive labels can be created for our wholesale and retail partners.



KPF Vision

KPF's inventory, distribution and global presence has evolved significantly over the past 27 years, but Fran Kysela's vision for Kysela Pere et Fils remains the same – *top quality, hand-selected wines and products that represent value for the customer.*



Contact KPF

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