

██████████ from humble beginnings to Fine wine Retailers

Good evening everyone, its my pleasure to be here today, to have a moment of your time, and to tell you a little about Glengarry and about the appreciation of great wines of the world.

Firstly let me introduce myself..

My name is ██████████, my family own and run ██████████ wines.

My family has been in the wine Business for over 60 years now, since my Grandfather, Josef J██████████, planted grapes out at ██████████ Rd ██████████ and opened one of the first wine shops in ██████████ at ██████████ ██████████, in 1942.

Let me take you on a journey

I want you to imagine the year '19

My Grandfather who we affectionately call ██████████, the Croation word for grandfather, was born in Vrgorac Dalmatia in 1899 and at the age of twenty Josef migrated to ██████████. Here he founded G██████████ Wines and a ██████████ dynasty that is vigorously pursuing his dream.

It is not hard to understand why Dida and many others like him, chose to travel to the far side of the earth to start a new life when you concider where they came from.

The countries of Balkans Peninsula, strategically located in south-eastern Europe, have been quarreled over, fought over, invaded and controlled many times over the centuries.. In the late 19th century the region was a cauldron of unrest with the outbreak of regional wars for possession of territories that led eventually to the outbreak of World War I when the Austrian Archduke was assassinated in Sarajevo.

After the World War I the feuding in the Balkan States continued and for a young man growing up in such uncertain and hazardous times the future held little promise. Like many young men of his generation Josef decided to find a better life elsewhere.

██████████'s story is one of hard work passion for building a new home in ██████████ for his family. Wine making was in his blood and it was not long before he had earned enough to start a Vineyard. What started as a winemaking venture on the G██████████ Road in ██████████ has now blossomed into a dynamic company

G██████████ today is currently run by the 3rd generation headed by my youngest brother Joe and myself.

BEFORE

Peasants to Prosperity - a 4th Generation success

Let me take you on a journey back in time, back to a small village in south east Europe. Imagine yourself there , 100 years ago, in a harsh rock strewn land perched on the mountain side above the Adriatic sea.

A far cry from the world we know today. There is silence, just the sounds of nature and people toiling on the land. A land of poverty. Life is hard and the people struggle to carve out an existence. Decades, centuries in fact, of wars and invasions have left enduring scars in the memories of the families living here.

Every day alive itself has become a gift from God, with uncertainty and fear always around the corner.

It was here in the small village of **Ora** up on the hills above Dalmatia that my grandfather, _____ was born .

A small boy growing up in these conditions was tough. This part of the world was under Austrian rule but the country was soon to be divided with the outbreak of WW1. For Josef 14 years old, being enlisted in the cavalry as a horseman was his first introduction to war.

They were gruesome years and the people starved and struggled to survive.

_____ survived these years along with his brother and sister and it is no surprise that they wanted to leave their homeland in search of a new life. After war ended _____ put his knowledge of horses to good use and started up as a mobile trader on a horse drawn cart.

Perhaps that's where we got our trading spirit from, he travelled away selling surplus produce from his village and buying and selling other peoples produce on the way. He

— AFTER —