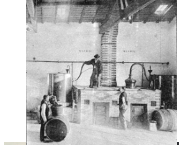


# PAGE 1

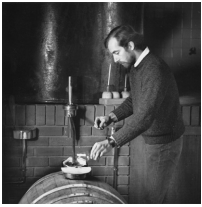


I 'm Ansley Coale. In 1981, I had a chance encounter with Hubert Germain-Robin, whose family had made cognac for 200 years. A refugee from the industrialization of cognac, he wanted to go back to ancestral hand methods. In 1982, we built a small distillery on my ranch and brought over an antique cognac still from an abandoned French distillery.

That fall we showed some local masons how to build the still enclosure and we got the still running. We filed for our licenses and started looking for grapes.



## PAGE 2



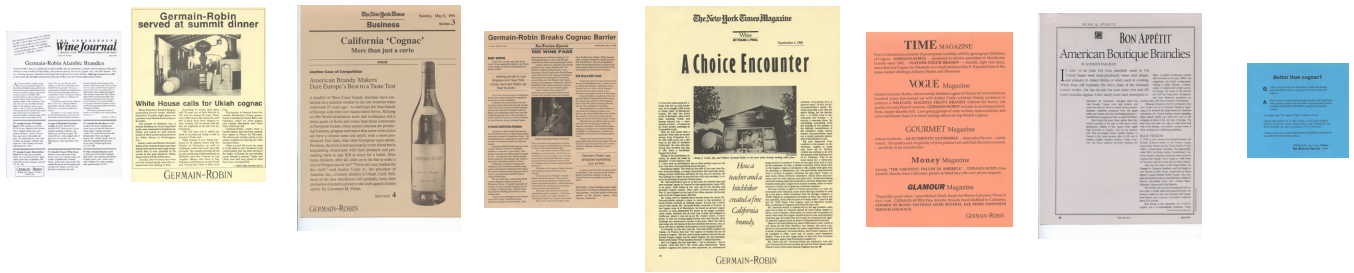
In Sept of 1983, we distilled about 12 barrels, experimenting with Mendocino premium wine grapes, both white and red, instead of the normal cognac-type distilling wine. We succeeded beyond our hopes. The local grapes made the best distillate Hubert had ever seen.

In 1984, we built the aging cellar and distilled a full season, 4000 cases' worth. We hand-bottled our first release, 126 cases, in 1987. This is me and Hubert in '87. The bottle on the fencepost is Fine Alambic Brandy, Lot 1.

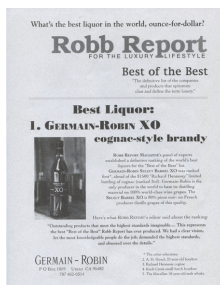


# PAGE 3

Reviewers recognized the high quality right away.



In 1989 we held blind tastings with experts in four different cities. In all 4 tastings, our Fine Alambic Brandy – a VSOP – came in first, outranking famous cognacs like Martell Cordon Bleu and Delamain.

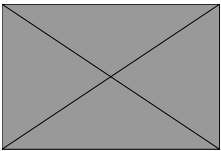
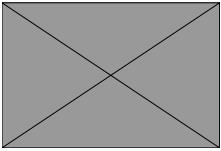


When we released the XO in 1996, Robb Report's experts named it the best distilled spirit in the whole wide world.



When we bottled the \$350 Anno Domini in 2000, Robb Report chose us Best Liquor again.

# PAGE 4



In 1998, working cwith Richard Braastad of Tiffon, the largest remaining family-owned cognac house, we started Maison Surrenne, which was twice named cognac of the year by Wine & Spirits Magazine.



# PAGE 5



In 2002, I persuaded Jorg Rupf of St George Spirits to make a craft-method vodka. We called it Hangar One, and started Craft Distillers to handle the marketing. It was the first genuine craft-method spirit to become a national brand: we sold 35,000 cases in 2007.

## PAGE 6

In 2004, I started working with Jaime Muñoz, of Los Danzantes in Oaxaca, to bring his mezcal into the USA, starting with their own brand, which we called Los Nahuales. In 2009, we developed the Mezcalero brand, one-time bottlings distilled from wild agaves. In 2012, we brought in Alipus, mezcals distilled by small family distilleries and bottled by Danzantes. We are now close to being the leading importer of premium artisan mezcals.





craft distillers  
CRAFT METHOD REAL FRUIT INFUSION

**DSP CA**  
**162**  
**CITRUS RETICULATA**  
**VAR. SUNSHINE**  
**FLAVORED VODKA**

PRODUCED AND BOTTLED BY TAMAR DISTILLERS, INC.  
HANGAR ONE DISTILLERY, TAMAR, MASSACHUSETTS, 01960  
40% ALC/VOL (80 PROOF)  
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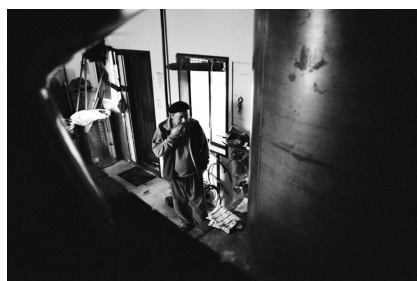
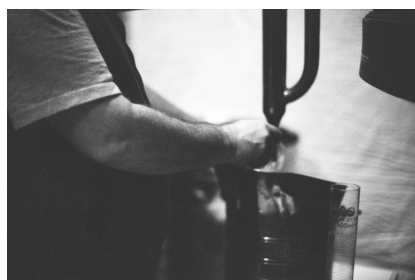


## PAGE 7

When the big recession hit, we started to run out of money. In 2010 we sold the marketing rights to Hangar One.

We used the money to reboot, working with Crispin Cain of Tamar distillery to start four craft-method brands: Low Gap whiskey, Fluid Dynamics barrel-aged cocktails, Russell Henry gin, and DSP CA 162 vodka. We intend these to be among the best distilled spirits being made anywhere:

# PAGE 8

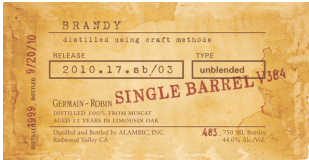


Crispin is an enormously talented distiller.





## PAGE 9



GR|30

craft-method brandy aged thirty years

GERMAIN-ROBIN  
40-50% ALC/VOL

Now it's 2014, and we're working on Old & Rare, bottlings of the oldest brandie in the amazing Germain-Robin cellar, which now holds about 15,000 case-equivalents of brandy more than 15 years old. This includes the first release of a Germain-Robin 30-year-old brandy.



## PAGE 10

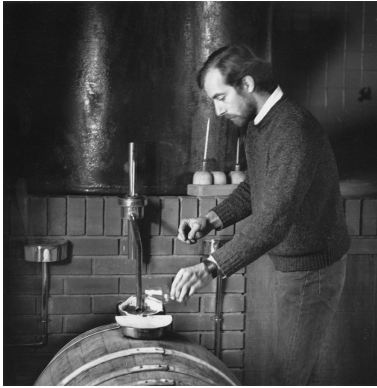
So who are we?

We develop brands, we enable their distillers to make them, and we take the brands into the market.



# PAGE 11

run these 3 slow w/ subtitles



We're not about hype. We're basically about authenticity. We do our best to provide accurate information about how our stuff is made. That's what's on this website. It includes a lot of technical info that's generally not available, especially on the Journal page. We believe that if people know how spirits are actually made, they will tend to try, and then fully appreciate, the spirits we're so proud of.



subtitles

Hubert Germain-Robin distilling in the early 1980s

Joe Corley, since 2006 distiller and cellarmaster for Germain-Robin

The distillery under construction, 1982



leave the GR/30 on the screen for a beat, then cut to logo

**craft distillers**  
pure, beautifully made spirits