

Dear Friends.

As I have previously mentioned, 2013 is considered one of Napa Valley's greatest vintages of all time. When everyone thinks it's a great vintage, this is when a winemaker needs to pay the most attention to detail. 2013 was a powerful and dense vintage which gives a winemaker a little margin for error, but you still have to be careful. For me, extraction is a key factor, but you must ensure the varietals were extracted the correct way for that given year. If you pushed extraction on a masculine varietal like Cabernet Sauvignon, you could have gone overboard and ended up with an unbalanced and uninteresting wine.

The first wine in your shipment, Cabernet Sauvignon & Syrah, I decided to try a commonly used blend in Australia that few producers make in Napa Valley. We blended Cabernet Sauvignon, which was extracted to be framed and concentrated, to match the silky aspect of warmer climate Syrah. In a year as dense as 2013, it is nice to balance the masculine side of Cabernet with the feminine and sexy side of Syrah.

An epic vintage and stunning vineyard site can produce a great wine. Only you can judge in the case of our Petite Syrah 2013. Our Petite Syrah comes from the highly regarded Stagecoach Vineyard and gives a profile of density and concentration. This wine is the pure definition of raw power and sophistication.

I welcome you to compare the two wines in your shipment. In one case, you have our special blend of Cabernet and Syrah, which is designed to be sexy, voluptuous and fruity. In the other, you have our Petite Syrah, which was not designed for the faint of heart! Both wines are from the wonderful 2013 vintage. I truly hope you will enjoy.

Cheers!

Cheers! June Hoeffliger, Winemaker/General Manager



Dear Friends,

To thank you for being a part of the AO family, we have a special offer for you. If you reorder a case (or more), we are offering ground shipping for just a dollar. Please remember this source code, SWC15.

To take advantage of this offer, please log into your online account and apply the code in your cart. You can also give us a call or come visit us in our Tasting Room, whichever you prefer. This time sensitive offer expires October 5th.

With the 2013 vintage considered to be our greatest vintage to date, now is the perfect time to come and be a part of such a special time for us. We have several exciting events coming up this year to celebrate harvest. We are holding a Harvest Dinner on September 12 along with multiple harvest parties to ensure everyone has an opportunity to be a part of the festivities. We are also having our inaugural Fall FEAST on October 17. It is bound to be a memorable evening!

For more information, to RSVP to events, or to schedule a Private Tasting, our Concierge is available to assist. Please email <u>concierge@aowinery.com</u>, or call (707) 963-9999.

As always, we hope you enjoy the wines in your shipment and hope to see you at the winery soon

Best Regards,

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Shana Ravel Estate Director <u>shana@aowinery.com</u>

Chris Carmichael Wine Club Manager <u>chrisc@aowinery.com</u>

wineclub@aowinery.com



CABERNET SAUVIGNON & SYRAH Napa Valley 2013

Color: deep dark garnet with hints of mahogany and cherry

On the nose: spicy nose with touches of thyme, sage, basil, undertones of bacon, cedar, violet, currant, chocolate, smoked ham

On the palate: soft but fresh entrance evolving on dark cherry, plums, starfruit and huckleberries

BLEND

67% Cabernet Sauvignon 33% Syrah

WINEMAKER NOTES

Overall 2013 was an epic Napa Valley vintage. We had limited rain with quite a bit of heat. This forced us to be creative in protecting the fruit from sun exposure through canopy management and irrigation.

The red wines in 2013 are ripe and voluptuous. Because it was a hot year in Napa Valley, we reached sugar ripeness quickly. However, we had to be patient in order for the tannins to ripen. Because we didn't have to worry about the rain, we were able to pick at the optimum time. This gave us the ability to produce wines with concentrated aromas and tannins.

DRINKABILITY

Now to 20 years



PETITE SYRAH Napa Valley 2013

Color: deep dark ruby with hints of eggplant on the rim

On the nose: explosion of cedar, vanilla, pepper and milk chocolate evolving on blackberry, bacon, blueberry jam and lavender

On the palate: soft velvety entrance evolving into a coated mouthfeel with touches of cedar and rose candy lingering on tobacco and ash

BLEND 100% Petite Syrah

WINEMAKER NOTES

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DRINKABILITY

Now to 15 years