

Chimney Rock

STAGS LEAP DISTRICT
NAPA VALLEY



FROM THE TERLATO FAMILY



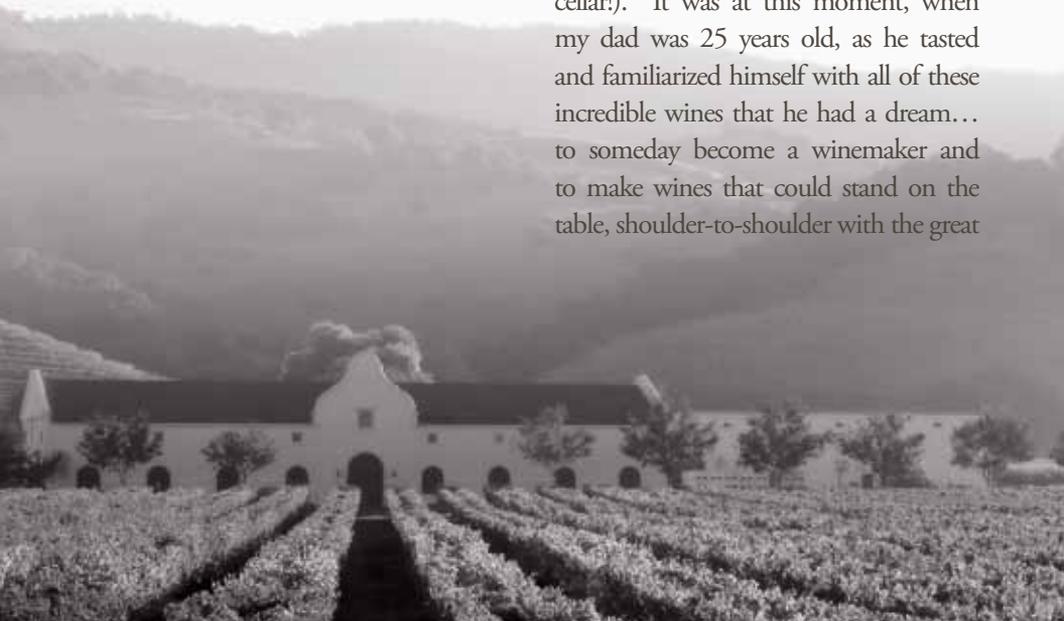
Tony Terlato with sons Bill and John

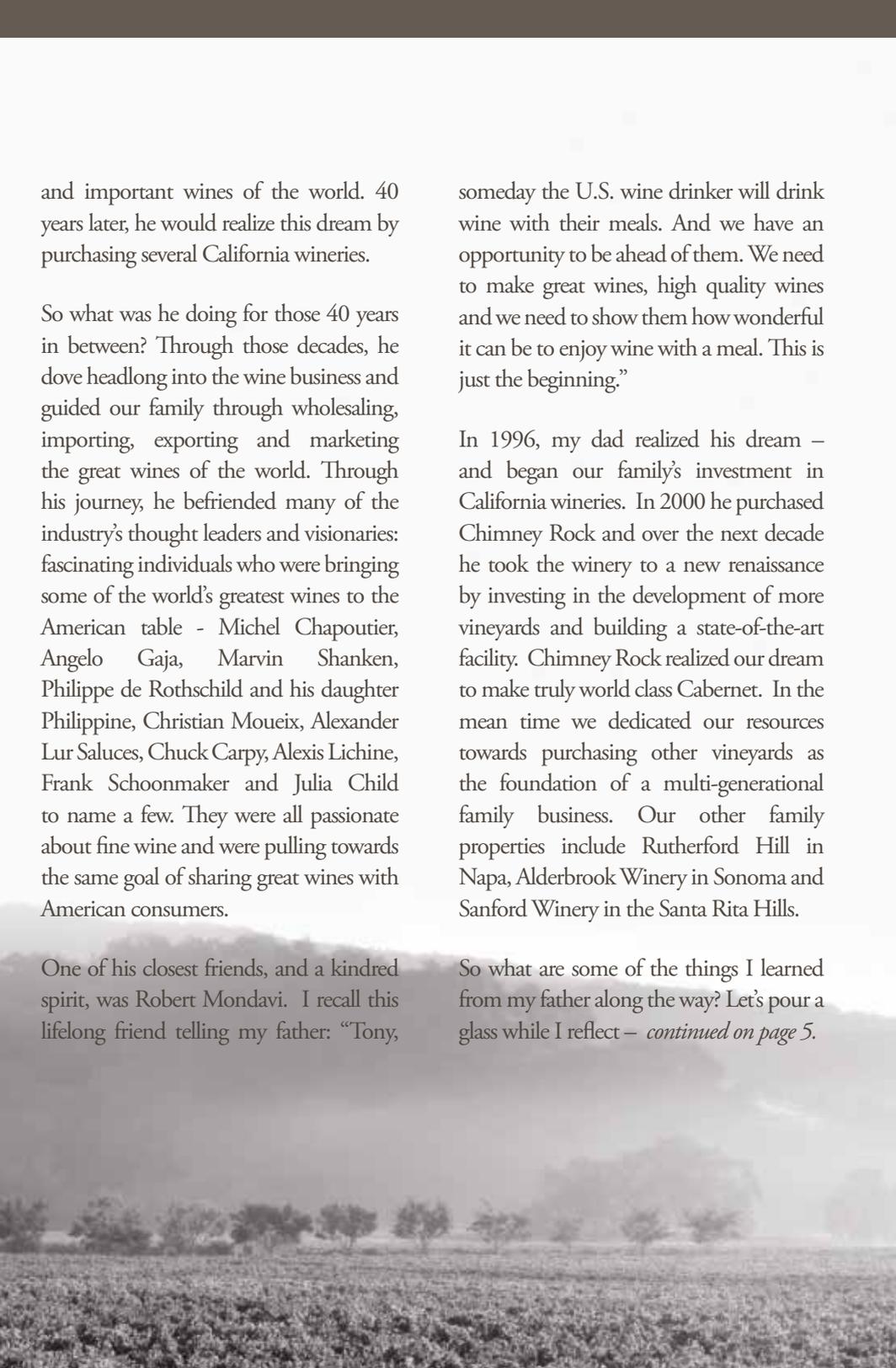
A FATHER'S DAY TRIBUTE TO TONY TERLATO

BY JOHN TERLATO

FATHER'S DAY SHOULD BE A SPECIAL DAY FOR ALL FAMILIES. It provides us with an opportunity to hug our fathers and thank them for their role in our lives. I take this opportunity to share with you a glimpse of how my father has brightened my life, the effect he has had on me and our entire family – he is a true patriarch in every sense of the word.

Take a step back in time with me to see how my family became part of the world of wine. It all started in 1955 in my paternal grandfather's wine shop in Chicago, where my father and grandfather stocked a wide range of the beautiful collectible wines... multiple vintages of classic Bordeaux - Lafite, Latour, Margaux and Petrus - the most expensive of which sold for \$4.98 a bottle (yes we saved a few for our family cellar!). It was at this moment, when my dad was 25 years old, as he tasted and familiarized himself with all of these incredible wines that he had a dream... to someday become a winemaker and to make wines that could stand on the table, shoulder-to-shoulder with the great





and important wines of the world. 40 years later, he would realize this dream by purchasing several California wineries.

So what was he doing for those 40 years in between? Through those decades, he dove headlong into the wine business and guided our family through wholesaling, importing, exporting and marketing the great wines of the world. Through his journey, he befriended many of the industry's thought leaders and visionaries: fascinating individuals who were bringing some of the world's greatest wines to the American table - Michel Chapoutier, Angelo Gaja, Marvin Shanken, Philippe de Rothschild and his daughter Philippine, Christian Moueix, Alexander Lur Saluces, Chuck Carpy, Alexis Lichine, Frank Schoonmaker and Julia Child to name a few. They were all passionate about fine wine and were pulling towards the same goal of sharing great wines with American consumers.

One of his closest friends, and a kindred spirit, was Robert Mondavi. I recall this lifelong friend telling my father: "Tony,

someday the U.S. wine drinker will drink wine with their meals. And we have an opportunity to be ahead of them. We need to make great wines, high quality wines and we need to show them how wonderful it can be to enjoy wine with a meal. This is just the beginning."

In 1996, my dad realized his dream – and began our family's investment in California wineries. In 2000 he purchased Chimney Rock and over the next decade he took the winery to a new renaissance by investing in the development of more vineyards and building a state-of-the-art facility. Chimney Rock realized our dream to make truly world class Cabernet. In the mean time we dedicated our resources towards purchasing other vineyards as the foundation of a multi-generational family business. Our other family properties include Rutherford Hill in Napa, Alderbrook Winery in Sonoma and Sanford Winery in the Santa Rita Hills.

So what are some of the things I learned from my father along the way? Let's pour a glass while I reflect – *continued on page 5.*



2010 ELEVAGE

In our time at Chimney Rock, one of the quiet pleasures has been observing the artistic responses of visitors to the beauty of our beloved property. It is not uncommon for camera-toting guests to literally stop their vehicles in the middle of the road to capture the perfect light and ideal picture angle. We also regularly host a number of painters who strive to reflect the spirit of our land on canvas.

The winemaking team (itself a collection of musicians, chefs and writers) is thoroughly thrilled with these artistic endeavors, and humbly offers the 2010 Elevation as our latest emotional portrait of the estate. A careful blend of lush, elegant Merlot and structured, bold Cabernet Sauvignon, this Elevation is framed with the vivid aromatics of Cabernet Franc and deep color of Petit Verdot. Instantly pleasing now, it will age elegantly and effortlessly. Drink and become inspired.



2010 CLONE 7 CABERNET SAUVIGNON

One of the most indelible images (and most commonly painted and photographed perspectives) of the Chimney Rock estate centers our luminous winemaking buildings against the backdrop of steep hillside vineyards. The most prominent of these dramatic vineyards is the home of our Clone 7 Cabernet Sauvignon.

Blessed with the excellent drainage, soil composition and sun exposure that are features of many of the world's most highly regarded hillside vineyards, the Clone 7 vineyard consistently produces big, bold wines. Perhaps more importantly, we enjoy the moderate afternoon temperatures of the Stags Leap District, which allows for ideal fruit ripening without the threat of dehydration. The 2010 Clone 7 skillfully reflects this balance, bursting with bright dark fruit flavors and aromas yet also possessing an elegant mouthfeel and structure.



2009 CABERNET FRANC

Cabernet Franc has a prickly reputation. Its complex aromatics (black pepper, tobacco, and violets, among many other descriptors) are widely revered and utilized as an integral blending component. This varietal also consistently produces a beautiful Rosé. However, many wineries grumble at Cabernet Franc's tendency to produce a lighter, more vegetal style of red wine.

At Chimney Rock, we have a quixotic affection for this tricky grape. With mindful vineyard care and ideal weather, our winemaking team firmly believes that Cabernet Franc can stand on its own as a delicious, intriguing wine. The 2009 vintage is a prime example. Enjoy this special bottling that celebrates this underrated varietal.

WINE PROFILE

VARIETAL COMPOSITION: 56% Merlot, 32% Cabernet Sauvignon, 6% Petit Verdot, 6% Cabernet Franc

COLOR: Deep red with purple hue

AROMA: Bright notes of black cherry and cassis dominate the nose of this wine. Hints of roasted coffee, lavender and powdered chocolate swirl in the bouquet of this wine.

FLAVOR: An unusually “bigger” Elevage, like most of the 2010 reds, the tannin structure of this wine is quite showy. The perception of roundness and velvet on the palate is still present –

ALCOHOL: 14.5%

1260 CASES PRODUCED

AGEABILITY: Drink now or if you can resist, age 10-15 years

RETAIL: \$90.00

CLUB PRICE: \$72.00

REORDER: 25% off six bottles or more: \$67.50/bottle

OFFER ENDS JUNE 16, 2013

A NOTE FROM ELIZABETH:
I recommend decanting and/or using the vinturi if this wine is consumed when received or within the first year of release.

WINE PROFILE

VARIETAL COMPOSITION: 100% Cardiac block Cabernet

COLOR: Dark red with deep purple hue

AROMA: Notes of cherry, plum and cocoa interwoven with notes of vanilla and clove.

FLAVOR: Lush and rich, this wine has intense structure. Clone 7, which from our Cardiac Hillside, is known for its muscular tannin profile but has a beautiful round mid-palate that balances the texture perfectly.

ALCOHOL: 14.8%

511 CASES PRODUCED

AGEABILITY: Drink now or age 15-20 years stored in proper cellar condition.

RETAIL: \$85.00

CLUB PRICE: \$68.00

REORDER: 25% off six bottles or more: \$63.75/bottle

OFFER ENDS JUNE 16, 2013

A NOTE FROM ELIZABETH:
I recommend decanting and/or using the vinturi if this wine is consumed when received or within the first year of release.

WINE PROFILE

VARIETAL COMPOSITION: 100% Shop Block Cabernet Franc

COLOR: Intense purple red

AROMA: Beautiful aromas of cherry, tobacco leaf and a hint of the elusive aroma of violets.

FLAVOR: Medium-bodied, soft tannins – demonstrating that Cabernet Franc can show considerable elegance in the palate.

ALCOHOL: 14.5%

490 CASES PRODUCED

AGEABILITY: Drink now or age for 10-12 years

RETAIL: \$68.00

CLUB PRICE: \$54.40

REORDER: 25% off six bottles or more: \$51.00/bottle

OFFER ENDS JUNE 16, 2013



PALISADES SOCIETY
SELECTION

LESSONS FROM MY FATHER *(Continued from Page 2)*

- **“QUALITY ENDURES!** What’s important is the quality of the wine we produce, not how much we make.” This has been our family’s driving philosophy.
- **“Our REPUTATION** is the most important thing we have. If we want people to know our honesty, then we should show them that we act with honesty and integrity. If we want people to know us as great winemakers, then we need to make great wines. Protect our reputation as our greatest asset. It’s ours to build, ours to own and ours to keep.”
- **“Now that we own vineyards, we TAKE RESPONSIBILITY AS STEWARDS OF THE LAND** and of this estate. It is also our responsibility to hand these vineyards to the next generation in better condition than we received them in. Manage this responsibility carefully and with great respect.”
- **“WORK HARD AND WORK SMART** – there are no substitutes.”
- **“BE YOUR OWN PERSON** and do what you believe is right for you and for our family - don’t follow the crowd.”



Tony Terlato in his wine cellar in 1955

Today, as a result of these lessons, my brother and I are proud of our company, our team and of the wines we make. When friends visit, we are also proud to share our wines as they are examples of what we believe in and the ideals that are important to us. Our vision and dedication to quality remain crystal clear.

So Dad... Thank you! Thank you for all you have shared with our family and for all you have selflessly given to us. Most importantly, thank you for teaching these timeless values. Along with you, we will all continue to share them with future generations. With every glass of wine and every toast we make – we thank you, for your vision, your focus and for being an unbelievable father. From our family to yours - let’s toast to all the great fathers who drive us to be our best!

BACON-WRAPPED KABOBS WITH MOREL MUSHROOMS

INGREDIENTS:

1 1/2 lbs NY strip steak
cut into cubes

6 slices Applewood
smoked bacon

1 cup Morel mushrooms

1 T. fresh thyme, chopped

1/8 t. crushed red pepper

Salt and fresh ground pepper
(to taste)

1 cup heirloom grape tomatoes
2 green onions



DIRECTIONS:

Season the steak with salt and pepper and wrap 1/2 a slice of bacon around it. In a kabob grilling basket, arrange the meat with mushrooms and tomatoes, then place the green onion along the side. Sprinkle with the thyme and crushed red pepper. Close the basket and grill over medium heat about 3-4 minutes per side. Serve with Chimney Rock Elevation.

EVENTS

MAY- JUNE

30-2 *Auction Napa Valley* Four glorious days of incredible wine and food. Insider's access to the cool cellars and warm hospitality of renowned Napa Valley vintners. For more details, visit www.AuctionNapaValley.org

JUNE

9 *Napa Valley Jazz Getaway* Join us for a very rare solo acoustic performance by Ray Parker Jr.! Before the performance, you'll enjoy some award-winning wines and hors d'oeuvres while overlooking the vineyards. \$50 per person, seating is extremely limited. 12:00 p.m. For more information, 707.257.2641 ext. 3216.

JULY

6 *Annual Dodgers vs. Giants Game*
Pre-game party and Club level seats.
Reserve your tickets now:
www.chimneyrock.com/SFgiants

7-28 *Miles Davis Sketches and Paintings* www.lincolntheater.com

12-21 *Napa Valley Festival del Sole*
Napa Valley's world-class Festival del Sole features concerts by some of the world's most celebrated musical artists, five-star cuisine, art exhibits and wines from Napa's top vintners. For more details, visit www.FestivalDelSole.org

A TASTE OF SOUTH AFRICA



AUGUST

10 *South African Braai* Join us for a traditional South African Braai - a BBQ in the vineyards Wine. BBQ. Sun. Live Music - what's better? Details coming.

12-21 *Music in the Vineyards*
Every August, *Music in the Vineyards'* three-week celebration features nearly 40 renowned musicians from the U.S., Europe and Canada in a dozen of the Napa Valley's most stunning spaces.

NOVEMBER

2 *Harvest Dinner*

Chimney Rock

STAGS LEAP DISTRICT
NAPA VALLEY

5350 Silverado Trail Napa, CA 94558

PHONE: 866-279-4637 FAX: 707-251-9821 EMAIL: club@chimneyrock.com
www.chimneyrock.com

Don't forget that your Club Elevage membership provides travel discounts at the following locations: www.chimneyrock.com/lodging