



Platinum Wine Club

90+ Rated, Ultra Premium, Collectable Wines from California's Best Winemakers.

Acumen Wines | Napa Valley

The high quality aspects of the Atlas Peak AVA in Napa Valley are well documented and well deserved. A number of extremely high quality wineries produce outstanding wines from the slopes of the Eastern Vaca Mountains that surround California's premiere growing area.

A relative newcomer to the Atlas Peak hierarchy is Acumen Wines, a winery that has enjoyed extraordinary success since its first releases in 2015.

"We started with around 2,500 cases and have slowly built our portfolio to around 5,500 cases," informed Gordon Waggoner, Acumen Wines' sales director. "And, we have managed to overcome a real tragedy that befell our Founding Winemaker, Denis Malbec."

A car crash took the life of the Frenchman in 2016, only a year after the winery's initial release. Malbec was an incredibly gifted winemaker and was born and raised amid the vineyards and cellars of the iconic Bordeaux's First Growth, Chateau Latour. A commemorative label on Malbec's 2013 and 2014 offerings bears a subtle tribute to his efforts.

Acumen Wines (so named due to the collective business expertise of its owners and staff) is a well-conceived operation that seems destined for greatness throughout its existence.

The owner is Eric Yuan, a youngish (35) businessman of Chinese descent who has put together a top-flight staff for his venture into the wine industry. Viticulturist Garrett Buckland (a University of California Davis enology graduate) keeps the 116 acres of vineyards (Acumen's total acreage is just over 225 acres) producing exceptional fruit. From a distinguished viticultural family, Buckland's resume includes the likes of Araujo Estate, Warren Winiarski's Stags Leap Wine Cellars, Knight's Bridge Winery and Vineyards, and Baldacci Family Vineyards, all Napa Valley luminaries. For the record, all of Acumen Wines' vineyards are farmed and certified organically.

Following Denis Malbec's untimely and tragic death, Acumen Wines' winemaking chores fell into the capable hands of Danish-born Henrik Poulsen who was Malbec's assistant dating back to 2013. Poulsen can also boast of an extensive resume that includes Newton Vineyards and Alpha Omega Winery.

Before coming to California, Henrik Poulsen also studied in Bordeaux. He is a proponent of Old World balance in his wines that correctly express the terroir of their environment. Poulsen also serves as executive manager for the business.

Some of the early success of Acumen Wines can be attributed to the high elevation (some are over 1,600 feet) of its vineyards that lie above the normal fog line for the area. The land is rocky and located in Foss Valley, a hanging bowl or elevated valley some six miles off the famed Silverado Trail that snakes its way through Napa Valley.

In the spring of 2017, Acumen Wines opened a deluxe tasting salon in downtown Napa that must be seen to be believed. Located on First Street directly across from the new Archer Hotel, the salon features a permanent collection of art relative to the winery and also a rotating gallery of artwork that will be changed two or three times each year. A small wine bar contains taps that dispense samples along with a private tasting room and a glass-front closet for wines.

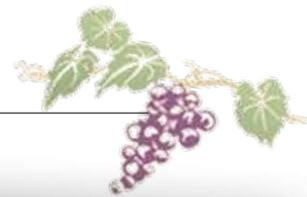
Perhaps the brightest news on Acumen Wines' lofty horizon is the fact that the company has recently received permission for a new winery to be located on the winery's property. The new facility will feature a 20,000 square foot cave that will house its barrel operation, as well as an on-site tasting room. "We expect to break ground in the near future and hope to have construction completed in April of 2019," added Gordon Waggoner.

Acumen Wines is indeed a winery of high pedigree that emphasizes quality above all in its wine portfolio. Its label is a rendering of the breathtaking view off the property's existing deck, looking northward toward Mt. St. Helena in the distance.

Estates like Acumen continue to propel Napa Valley as one of the world's foremost growing and vinification areas. The fact that Atlas Peak AVA is now recognized as one of the valley's most productive regions is a tribute to the hard work and toil of its early proponents who farmed the volcanic soils before the place was considered fashionable.

Hats off to owner Eric Yuan for establishing this exceptional winery. We expect great things from Acumen Wines in the future and are delighted to introduce it to our Platinum Wine Club members.





95 POINTS

— *The Tasting Panel*

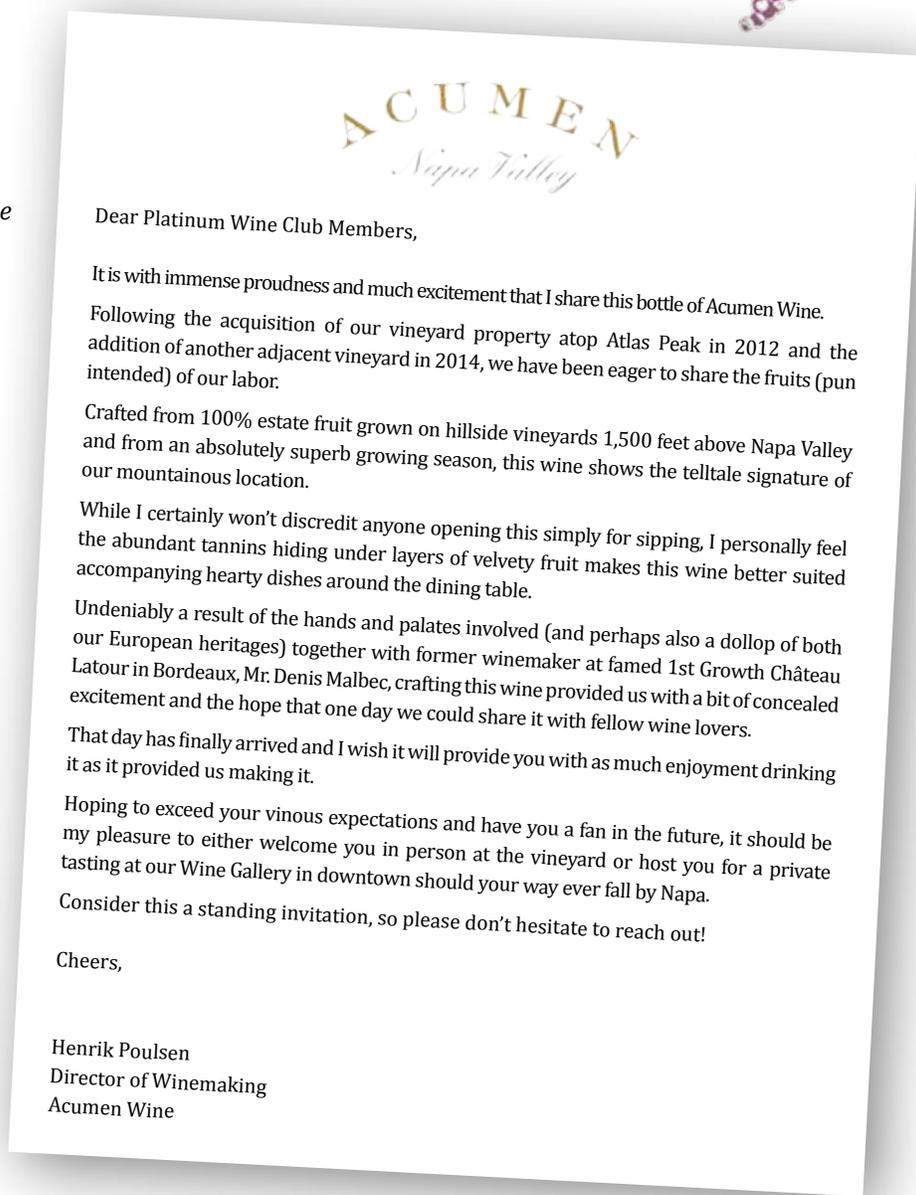
**93 POINTS +
EDITOR'S CHOICE**

— *Wine Enthusiast magazine*

WINE OF THE WEEK

— *Santa Cruz Sentinel*

An elegant, harmonious blend of ripeness, minerality, and mountain tannin structure, the 2013 'Mountainside' Cabernet Sauvignon is Acumen's finest 'Mountainside' offering to date. The wine opens with aromas of violets, fresh rosemary, and espresso that beautifully complement the intertwined flavors of black cherries, wild blueberries, red plums and figs. Wet rock and fresh turned earth undertones are accented by dark chocolate notes and hints of spice. Ripe, mouth-coating tannins linger on the long and powerful finish. Aged 18 months in oak. 80% Cabernet Sauvignon, 10% Cabernet Franc, 5% Petite Verdot, 4% Malbec, 1% Merlot. Enjoy now until 2023.



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**This month's Platinum *Plus!*
Featured Wine:**

**Flying Goat 2012 Pinot Noir,
Sta. Rita Hills**

93 Points - *Wine Enthusiast magazine*
151 Cases Produced



*Effective per bottle prices after Membership Rewards discount is applied at checkout. Membership Rewards does not apply to Sale or Special-Offer Wines. Shipping and tax (if applicable) not included in above prices.