



Diamond Series



Patel Winery

Patel Winery owner Raj Patel was born in India's Gujarat State and came with his family to California in the early 1970s. They settled in Northern California and became a part of the American scene.

Patel attended the prestigious University of California Davis and majored in finance.

Finance? At the country's top enology school that has produced the cream of American winemakers?

"Yes," Patel explained during a recent interview. "I actually started in bio-chemistry and when I found that pre-med was not for me, I changed to finance. It was actually the best possible thing that could happen to me."

Like most students, Patel needed money to live and he accepted an offer to work in the lab at Napa Valley's iconic Robert Mondavi Winery. The job soon proved to be life changing for the modest businessman.

"I got to work with the winemakers at Mondavi," he continued. "And, I developed a deep respect for both wines and the winemaking process. The winemaking team was impressed with my ability to understand and assimilate the complexities of winemaking. I kept it as a hobby and even started collecting wines that really impressed me."

Patel, now 48, entered the banking business and became a vice-president of the Bank of America. He also involved himself in other business enterprises. In the back of his mind, he retained his love of wine along with his desire to one day become a part of the exciting wine industry.

Raj Patel's chance came in the mid-2000s, when he began work on what would become the Patel Winery. His business acumen allowed him to develop a simple plan to produce high caliber wines by utilizing stellar grapes from selected vineyards in and around Napa Valley. He chose

the varietals carefully, utilizing fruit from Coombsville, Atlas Peak, Oakville, Carneros and Rutherford, among the most sought after AVAs in Napa Valley.

Patel also hired Kian Tavakoli (another UC Davis graduate, this time in Enology) as winemaker. Tavakoli started with Opus One and then went to Clos du Val where he headed its Cabernet program. He now serves as consulting winemaker to over twenty wineries and is considered one of the top winemakers in the entire country.

But it is Raj Patel who has lead something of a charmed life, at least in the wine-related aspects of his business. He is also unique in the fact that he is one of the few natives of India to own a winery in California.

Because of that fact, none other than Robert Parker decided to rate his first release. "We only made a total of 100 cases of our first wine and Mr. Parker gave it a 95. I guess you can say that his rating gave us a great start."

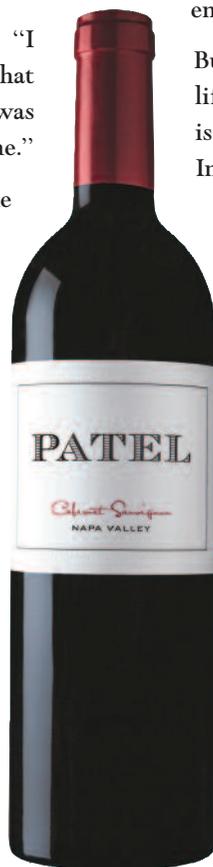
As the saying goes, "and the rest of the story is history."

Since its impressive debut in 2009, Patel Winery has continued to garner incredible results with its delicately blended wines. Its Cabernet Sauvignons have *averaged* a whopping 94 points (many wineries *never* achieve a mark of 94) and Patel Winery's annual production has sold out every year since its inception.

"With us, it's always about our ability to manage quality. Each year we exclude the bottom 30% of our production, even if the wine is really good. We sell it to other wineries and our reputation is such that there is always a great demand for anything we offer," Patel stated. "Some wineries actually get some marvelous

wine to work with and everyone is happy."

Patel Winery's production is around 1,000 cases and a five-year plan allows for some increases (to around 1,500



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Raj Patel –
Proprietor & Founder

cases) and the addition of a new winery. Exact plans have not been set as of yet, but Raj Patel expressed a preference for either the Coombsville or Oakville AVAs as a potential site for the winery.

“We are a family-oriented operation that is intent on

making well-balanced wines. It’s not all about scores or awards. We simply don’t want to dilute the brand in order to make more wines,” he concluded.

Patel Winery is an important new addition to Napa Valley and it is easy to see why its early success will be long lived. Its ownership has a detailed plan for its future and exceptional quality fruit to rely on for the forthcoming years.

It is our pleasure to introduce Patel Winery! Enjoy!

Accolades and Tasting Notes

Patel 2010 Napa Valley Cabernet Sauvignon

94 Points, *Robert Parker’s The Wine Advocate* — “A beautiful wine, the 2010 Cabernet Sauvignon is a classic example of purity, cassis and a touch of oak, medium to full-bodied flavors and stunning balance as well as equilibrium. Young, but accessible, it should hit its prime in 4-6 years and last for two decades.”

Winemaker Kian Tavakoli’s Notes — “This 2010 Cabernet Sauvignon is rich and complex in every way. It glows dark red with a purplish hue in the glass, and the heady aromas of ripe blackberry, cassis and black cherry are beautifully enveloped with sweet oak and subtle earthy notes. On the palate, the wine has a lush, full-bodied mouthfeel and brims with ripe fruit flavors, and the sturdy tannins anchor the long, lingering finish. 79% Cabernet Sauvignon, 11% Merlot, 5% Petit Verdot, 5% Malbec. Aged 20 months in oak. Just 205 Cases Produced.”



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