



PLATINUM SERIES



Select, Ultra Premium, Collectable Wines from California's Best Winemakers

Patel Winery owner Raj Patel was born in India's Gujarat State and came with his family to California in the early 1970's. 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 then 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-2000's, 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. In 2015, Patel brought on respected winemaker Luc Morlet, who represents the fourth generation of a French winemaking family and is currently one of Napa Valley's top winemakers.

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 2,000 cases). All of the Patel wines are now made at winemaker Luc Morlet's winery, ensuring even more attention to detail for the top quality wine.

"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 feature Patel Winery! Enjoy!



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This month's *Platinum Series* featured *Plus!* wine:

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— *San Francisco Chronicle Wine Competition*
194 Cases Produced

Learn more at: www.GoldMedalWineClub.com/plus or Call 1-800-266-8888



TASTING NOTES

92 POINTS

—Antonio Galloni's *Vinous*

385 Cases Produced

Patel's Napa Valley Red Wine is a tribute to the famed Right Bank Bordeaux-style red wines of France (such as those from Pomerol). In keeping with the Right Bank tradition, Merlot makes up the majority of the blend with smaller amounts of Malbec, Cabernet Franc, and Petit Verdot added to round out the wine. The 2012 Patel Red Wine is refined and elegant, yet expressive and bold with its ripe fruit flavors and hints of spice. On the nose, the wine is layered with ripe red and black fruits, hints of flowers, and soft, subtle notes of oak. The palate is lush and wonderfully balanced with layers of rich cherry, black fruit, spice, lavender and leather. 80% Merlot, 11% Malbec, 7% Cabernet Franc, and 2% Petit Verdot. Enjoy now until 2022.

PATEL

NAPA VALLEY

Dear *Platinum Series* Members,

These are exciting times at PATEL Napa Valley! Each year, we passionately strive to create hand-crafted Napa Valley wines that are neo-classical in style and express the uniqueness of terroir and vintage. Now, more than ever, under the direction of winemaker Luc Morlet, we believe we are achieving that goal!

We are especially thrilled to be able to offer our 2012 PATEL Napa Valley Red Wine to you as a *Platinum Series* member of Gold Medal Wine Club. This wine is a true reflection of the focus of fruit for which the 2012 vintage, called "classic" and "perfect" by many, will be known for decades to come.

The 2012 Red Blend PATEL: "Darker tonalities of fruit meld into spice, lavender and new leather. This blend of Merlot, Malbec and Petit Verdot is absolutely delicious and approachable today."

-92 Points, Drink 2015-2024, Antonio Galloni, *Vinous*

A tribute to Right-Bank Bordeaux-style red wine blends, the PATEL Napa Valley Red Wine is a perennial favorite of our mailing list members and consistently over-delivers for the price. One of my primary missions is to ensure that our wines are discovered by "word of mouth" and make it into the hands of those who truly appreciate limited production wines crafted with finesse and approachability. Thus, we are extremely pleased to be partnering with the Gold Medal Wine Club team to offer them to you.

Our wines may be enjoyed upon release or cellared for many years. Whenever you choose to open a bottle, we hope you will do so in good health and share it with others.

With gratitude,

Raj M. Patel

PATEL Napa Valley · Post Office Box 22 · Oakville California 94562 · www.PATELWinery.com



REORDERS

Patel 2012 Red Wine

Retail Price at the Winery: \$60.00

You Save 17% to 23% off the winery retail price!

Gold Medal *Membership Rewards* Pricing:*

# of Bottles Ordered:	2+	6+	12+
2-Btl. Members:	\$50.00	\$48.33	\$47.50
4-Btl. Members:	\$50.00	\$47.50	\$46.25

www.GoldMedalWineClub.com
1-800-266-8888

*Effective per bottle prices after *Membership Rewards* discount is applied at checkout.

Shipping and tax (if applicable) not included in above prices. *Membership Rewards* does not apply to Sale or Specials Wines.