



# Diamond Wine Club

## PLUMPJACK Napa Valley

An unlikely business alliance between two prestigious San Francisco families has produced a prominent Napa Valley winery that has garnered numerous critical accolades since its inception in 1995.

It all began in 1992 when Gordon Getty (of Getty Oil and Getty Museum fame) decided to cast his lot with then youthful Gavin Newsom and open a small wine shop at the corners of Fillmore and Greenwich in San Francisco's storied Marina District.

Getty's main passions in life were music and wine, but not necessarily in that order. The initial shop flourished and three years later the fledgling company purchased an incredible property in Oakville (the highly respected former Villa Mt. Eden Winery) and named it after the wine store that had already been called PlumpJack.

It seems that the artistic Gordon Getty had once written an opera fashioned after the Shakespearian character Jack Falstaff that he called PlumpJack. The named carried certain panache and the winery name soon followed its retail counterpart. At the time, no one envisioned this to be the foundation of a youthful, dynamic company - a business that today lists several restaurants, two wine shops, two boutique clothing stores, two luxury resorts, and a trendy club, along with the aforementioned PlumpJack Winery, in its highly visible portfolio. It is also interesting that several of the businesses carry the PlumpJack name tag or a derivative thereof.

What's more, Gavin Newsom served as the 42nd Mayor of San Francisco from 2003 to 2011, when he resigned as the Lieutenant Governor of California. He was San Francisco's youngest Mayor in history - no mean feat for the persuasive and personable 49 year-old. It's up in the air whether Newsom's future will remain in politics and public service, or if he will become more involved with his PlumpJack Winery enterprise. Only time will tell.

PlumpJack Winery's persona embodies the feeling and spirit of its owners and staff. From the marvelous artistic flair that Gordon Getty has provided from its inception to Gavin Newsom's keen sense of business discipline, it is immediately evident that PlumpJack and its incredible wines are an amazing reality in today's competitive wine industry. It is also a given fact that Getty and Newsom have provided the winery with effective leadership and a style of management that is both confident and highly qualified.

Starting with its original release of less than 1,500 cases in 1995, the winery has grown steadily until it has reached its present capacity of 10,000 cases.

"We are where we want to be," remarked PlumpJack General Manager John Conover. "First, we have reached our winery permit's level, and secondly, they aren't building any more Oakville."

Facetiousness aside, PlumpJack Winery literally sits among the true giants of Napa Valley. Its neighbors include Screaming Eagle and Dalle Valle, modern icons whose wines usually sell for hundreds of dollars per bottle.

"We have also tried to offer tremendous value and service," Conover adds proudly. We also stick to our core values. We want our customers to be greeted by people with great enthusiasm and passion for what they are doing. We even give our staff at the winery an award for failure."

*Failure?* "Yes," Conover affirmed. "We firmly believe that you must fail before you can ultimately succeed. In the end, it's the person's success that we care about and our employees have embraced that concept."

Interestingly, the words and resolution involved seem quite natural when taken in context with PlumpJack Winery. The company is a fresh, hip, dynamic entity with loads of youthful energy oozing from every portal.



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JOHN CONOVER, GENERAL MANAGER

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PlumpJack turned every head in the wine world when they bottled their \$135 1997 Cabernet Sauvignon Reserve with a screw top closure - the first luxury wine producer to do so. Even though the decision involved cork integrity (an alarming 10 percent of all wines are considered “corked” or undrinkable when opened), the move raised eyebrows both in this country and abroad.

PlumpJack’s owners fully supported the move, and the fact is, PlumpJack makes some great wines that are always in high demand. Because of this fact we know you will enjoy this month’s Diamond Wine Club selection from PlumpJack. A good many wine industry insiders feel it would be uncool to think anything else.

## PlumpJack 2014 Estate Oakville Napa Valley Cabernet Sauvignon

**95 POINTS** — *Robert Parker’s The Wine Advocate*

“The 2014 Cabernet Sauvignon Estate, which is a blend of 96% Cabernet Sauvignon and 4% Petit Verdot, is a beauty. Bigger-boned and framed than many 2014’s, with more structure, this is classic Oakville material, with an opaque purple color and a big, sweet kiss of graphite, black currants, Christmas fruitcake and spice box. Full-bodied and opulent, with moderate tannin, this is a gorgeous wine to drink now and over the next 20 or more years.”

**94 POINTS** — *Antonio Galloni’s Vinous*

“The 2014 Cabernet Sauvignon Estate is another super-appealing wine. Dark cherry, plum, mocha, spice, new leather and licorice wrap around the palate. Succulent, layered and juicy, the 2014 captures all of the appeal of this Oakville site, albeit in the more restrained style that is typical of the year.”

### Winemaker’s Notes - Aaron Miller

“Aromatically expressive, this wine delivers notes of black cherry, ripe raspberry, and hints of sage and clove. On the palate, layered flavors of Bing cherry, chocolate, mocha, vanilla bean, and warming spice round out this rich and balanced wine. The 2014 vintage is beautifully structured and is full of energy - elegantly smooth tannins and vibrantly firm acidity make this wine ideal for drinking now or cellaring for 10 - 15 years.”



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**This month’s Diamond Plus!  
Featured Wine:**

**DR Stephens 2014 Estate  
Cabernet Sauvignon, Napa Valley**

93 Points, “Best Buy of 2016” - *Wine Enthusiast*  
92 Points - *Robert Parker’s The Wine Advocate*  
92 Points - *Wine Spectator*

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