



Gold Plus!

# TERCERO WINES 2014 VERBIAGE BLANC

Santa Barbara County



Larry Schaffer is a man who approached his career with a determination to succeed. He had already concluded a rewarding career in the educational trade and publishing business, but had reached a point in his life when he felt he needed a change of direction to keep himself motivated. He recalled a joyful trip to Napa Valley in the early 1980's that had piqued his interest in wine and realized that was where his future efforts would take root.

Even though Larry held a degree in marketing and finance from UC Berkeley, he decided to return to school to improve his skills in this specific arena. He attended a number of junior colleges where he studied chemistry and biology and was able to secure part-time employment in wineries located around Temecula, California. Realizing that wine was his true calling, Larry also enrolled in the most revered wine learning institution, the University of California Davis, and completed a Masters in Vinification and Enology. Upon his completion of the degree, Larry accepted the winemaker position at the well-respected Fess Parker Winery in Santa Barbara County, and he has remained in that winegrowing region to this day.

In 2011, Larry began making his own wines under the Tercero Wines label. "Tercero means *third* in Spanish," Larry has explained. "I'm the third child in my family and I have three kids to boot. The name came to me while I was at UC Davis. The student housing facilities had Spanish number names and mine was called *Tercero*. When I needed a name for the winery, it was simply a no-brainer."

The production of Tercero Wines has risen from its original offering of 300 cases to between 2,000 and 2,500 cases for this calendar year. Larry has received many accolades and consistent praise for his Tercero wines. He insists he loves what he does and that his marketing expertise has propelled him and his winery into national prominence.

Larry Schaffer sources his grapes from Santa Barbara County vineyards, most within a twenty-mile radius of his tasting room facility in downtown Los Olivos (Santa Ynez Valley). Grape quality is of the utmost important to Larry, and that is very evident in the impressive quality of Tercero's range of boutique wines. We are happy to share this excellent selection with our Gold Plus! Wine Club members. Cheers!

## Accolades and Tasting Notes

### 93 Points — Robert Parker's *The Wine Advocate*

The Tercero 2014 Verbiage Blanc is a beautifully balanced wine that shows off the white Rhône varieties that Larry Shaffer loves working with (64% Roussanne, 24% Viognier, 12% Grenache Blanc). The backbone of this wine is Roussanne, a variety that is very textural in nature, and it provides the richness and unctuousness that stands at the core of this blend. The Viognier lends some wonderful aromatics to the entire blend, and the Grenache Blanc gives the wine its crisp finish. Look for aromas of toasted macadamia nuts, petrol, smoke, and buttered orchard fruits, a full body with graceful balance, a supple and glossy texture, succulent acidity, and lovely length on the finish. Enjoy now until 2019.



**YOU SAVE 17%-29% off  
the winery retail price!**

### Gold Medal Membership Rewards Pricing:\*

Membership Level	Retail Price at Winery	Number of Bottles Ordered:		
		2+	6+	12+
2-Btl. Members:	\$30.00	\$25.00	\$23.33	\$22.50
4-Btl. Members:		\$25.00	\$22.50	\$21.25

\*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.