

Diamond Series



Revana Family Vineyard

To say that Dr. Madaiah Revana is a unique and fascinating addition to the winery ownership ranks of Napa Valley would be an understatement of enormous proportions.

In fact, the Houston-based Interventional Cardiologist (a specialist who attempts to alleviate heart blockage problems prior to actual surgery) is a native of Bangalore, India, who considers his ownership of Revana Family Vineyard as simply another excellent business opportunity that has grown out of his passion for enjoying good wines.

Dr. Revana, who admits to being fifty-something, is also the only Indian-born person who owns a topflight Napa Valley winery. After finishing his basic medical studies in India, he came to the United States in 1973. After arriving, he interned and practiced in both New York and Philadelphia before completing his training at the prestigious Baylor University Medical Center in Dallas. He later moved to Houston's vast medical network where he continues to practice today.

His infatuation and relationship with the wine industry all began quite simply, with a trip to Italy's famed Tuscany region back in 1996.

"I had already started to enjoy wines by attending tastings with my friends in Texas," he admitted. "I had also started collecting some of the rare and fine old Bordeaux chateaux that we were tasting. When the opportunity arose for me to make a 1996 visit to Tuscany with a friend who also loved wine, I was immediately interested."

The beauty and grace of Tuscany, its wineries and friendly people, all made a lasting impression on Dr. Revana, to the extent that he actually considered buying some property and getting into the Italian wine business.

But the difficult logistics of such a venture soon changed his thinking, along with another medical convention trip a month later to the Napa Valley. Dr. Revana noted the amazing similarities between the two locales and this time decided that he would do something about it.

Through a local grower and professional vineyard manager named Jim Barbour, he was able to purchase adjoining pieces of impeccable valley floor property that was immediately adjacent to the noted Grace Family Vineyards and across the road from the highly respected Vineyard 29 property. Both pieces totaled around 11 acres and were considered elite locations for vineyards.

"It sort of all fell together quite amazingly," he recalled recently. "I was able to put together a fabulous team and the rest is history."

The 'team' consisted of Barbour handling the vineyard-related matters and highly sought after winemaker Heidi Peterson Barrett of Screaming Eagle fame, performing the day-to-day duties of winemaker.



Revana Family Vineyard's initial release of only 1,000 cases came in the form of the 2001 vintage which was met with thunderous applause from everyone in the wine business and highest accolades from the not so easily swayed wine press. As expected, the first

release sold out quickly after such rave reviews.

Even though the location of the vineyard was paramount in Revana's initial plans and organization, he quickly realized that additional facets of his operation would be necessary for its prolonged success.

To that end, a meticulous 5,000 square foot winery was completed in 2004 that even featured a number of



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Dr. Madaiah Revana



Madaiah Revana

transplanted 40-year-old olive trees that neatly completed the cycle begun in Tuscany some eight years before.

Not one to stand idle for a second, Dr. Revana also acquired some property in Dundee Hills Appellation of Oregon's

Willamette Valley where he will produce his first Pinot Noir that will release a little less than 2,000 cases in 2008.

For the present, Dr. Revana indicated that his current level of around 2,000 cases produced would remain in place for the foreseeable future at Revana Family Vineyard.

"Even though we have a permit to produce up to 15,000 cases, I think we will stay where we are," he added. "This level is what we can easily produce and control our incredible quality. Everything is allocated at this point, and staying at this level seems to make good marketing sense."

One final piece of the Revana Family Vineyard remains unplaced. Dr. Madaiah Revana has two grown children, Arum and Alexandra, whom he hopes will one day become interested in the wine business. It's the reason he named his venture Revana Family Vineyard, and their inclusion would bring fruition to his entire set of plans.

Accolades and Tasting Notes



95-Points, *Connoisseurs' Guide* publication "Here is a deep and wonderfully concentrated young Cabernet that is long on showy oak but is directed first and foremost by its very deep and confident curranty fruit. It is full and fleshy in feel with carefully integrated tannins lending structure without undue toughness, and both its balance and real sense of fruity reserve make a strong and compelling case for five to ten years of steady improvement. Some may find its reliance on ripeness a bit more than they like, but if you are a seeker of depth and precise character, then this beauty is going to taste as good as it can get in the variety."

92-Points, *Wine Spectator* magazine "Dark-hued, intense and concentrated with a wonderful core of rich currant, lead pencil, cedar, sage and tobacco, finishing with a mix of ripe Cabernet and supple, fine-grained tannins. Best from 2007 through 2013."

Heidi Peterson Barrett, Winemaker's Notes, "Deep ruby red in color with wide-open aromas of black cherry, cassis and chocolate. Flavors match the nose with emphasis on ripe fruit from our estate vineyard. The mouthfeel is big, lush and round with barely-there silky tannins. Lots of nuance as well; hints of tobacco and sweet toasty French oak keep you going back for another sip."

Reorder

Is Revana another cult winery in the making? World-renowned winemaker, Heidi Peterson Barrett brought Dr. Revana's vision of crafting world class Cabernet Sauvignon to life in this 2002 release. As one would expect from the winemaker who put Screaming Eagle on the proverbial wine map, this opulent Cabernet Sauvignon is at the top of its class.

In fact, this wine was the highest rated 2002 vintage Cabernet Sauvignon of all as reviewed by *Connoisseurs' Guide*.

An astounding Napa Valley Cabernet that is extremely enjoyable now and will cellar well for up to 10 to 15 years.

92% Cabernet Sauvignon, 5% Cabernet Franc, 2% Malbec.

Winery Direct: \$90.00 / bottle

Diamond Series Price:

3 bottles-\$86.00 / bottle

6 bottles-\$84.00 / bottle

12 bottles-\$81.00 / bottle

(Plus shipping)

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