



Welcome!

The wines featured in this portfolio highlight a selection of wineries that meet a specific requirement; to over deliver for their price point. Each brand has been personally vetted by WSET and Sommelier Certified team members and are typically only available in limited quantity from the winery.

In addition to the wine selections, we strive to improve education. Please see the end of the portfolio for educational items for wine service, regional information, and professional tips.

I hope you enjoy these wines, and they complement your current wine program.

Enjoy,

John Trant  
WSET Level 2  
Founder, Wine Enthusiast, Educator.



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## **ACKERMAN FAMILY VINEYARDS - NAPA VALLEY**

**Established 2003**

**Overall Production: 1,900 cases**

**ACKERMAN** **OWNER:** Lauren Ackerman, philanthropist and visionary.

**FAMILY VINEYARDS** In 1994, she moved to the Napa Valley when she and her former husband purchased a 16-acre vineyard property in the Coombsville AVA. They started making wine in 1995 and eventually began selling commercially, starting with the 2003 vintage. Today, Lauren owns/manages Ackerman Family Vineyards, a boutique producer of cabernet sauvignon wines from the organically farmed Stonehaven vineyard.

**VINEYARD(s):** Stonehaven Vineyard, Estate

Coombsville, located at the southeastern end of the Napa Valley, is recognized for its for slow-ripening Bordeaux-style wines. The AVA distinguishes itself within the Napa Valley by its noticeably cooler climate and soil conditions, the latter a mix of well-draining river rock, mineral-rich volcanic ash along with diatomaceous soils. The vineyards are in a “horseshoe” band of hills with Mt. George and its striking 1,877-foot peak prominently dotting our horizon. An extinct and distinctive volcano is visible from just about every vineyard plot in our AVA. Oftentimes, you’ll find it shrouded in fog, with the San Pablo Bay stirring up the wind and often creating thick marine conditions – ideal conditions for growing grapes.

**WINEMAKER:** Leo Tellez, 3<sup>rd</sup> Generation Napan.

After graduating from San Francisco State with an International Relations degree, he pursued viticulture and enology classes at Napa Valley College and applied for his first winemaking internship at Kapcsandy Family Vineyards in Napa Valley where he worked closely with winemaker, David Sotelo, who served as an important mentor. In 2012, Leo joined celebrated winemaking consultant Denis Malbec (Malbec, his father and grandfather all worked at Chateau Latour in Bordeaux) as his assistant winemaker, working with small family-owned wineries including Kapcsandy, Blankiet, Repris, Captûre, Notre Vin and Sodaro Estate walking vineyards and making wines



from sites all over Napa Valley. In 2016, Leo joined Sodaro Estate in Coombsville full time as their winemaker, working with viticulture consultant Michael Wolf and the family to craft their small-production Cabernets.

**PORTFOLIO:** Currently, the Memoir Red Wine is available in select national accounts. The Estate wines are available selectively in key accounts and markets.

2018 AFV Memoir Red Wine, Napa Valley	FOB: \$300/12 pack	SRP: \$50.00
2018 AFV Estate Cabernet Sauvignon, Coombsville, Napa Valley	FOB: \$588/12 pack	SRP: \$98.00
2016 AFV Estate Cabernet Sauvignon, Coombsville, Napa Valley	FOB: \$750/12 pack	SRP: \$125.00
2021 AFV Sauvignon Blanc, Sonoma*	FOB: \$270/12pack	SRP: \$45.00
2021 AFV Estate Rose of Cabernet Sauvignon*	FOB: \$210/12pack	SRP: \$35.00
2019 AFV Alavigna Tosca (Sangio., Cab. Sauv.) Napa Valley*	FOB: \$510/12 pack	SRP: \$85.00

*\*Library wines subject to availability, winery retreat programs also available.*

**ACCOLADES:**

- AFV Estate Cabernet Sauvignon
- 2017 - 92 points WA, 93 points Vinous, 90 points JD
- 2016 - 94 points WE, 92 points WS, 92 points WA, 91 points Vinous,
- 2015 - 92 points WA, 93 points WE
- 2014 - 92 points WE, 91 points Vinous, 90 points JD

# PATEL

**PATEL – NAPA VALLEY**  
 Established 2007  
 Overall Production: 900 cases

## NAPA VALLEY

**OWNER:** Raj Patel – dedicated, hands-on wine enthusiast

Raj was born in India’s state of Gujarat and settled with his family in Northern California in 1972. He attended the University of California, Davis, where an internship at Robert Mondavi Winery inspired him to what would become a lifelong interest in fine wine.

**VINEYARDS:** Coombsville, Rutherford, and Atlas Peak AVAs in Napa Valley

**WINEMAKER:** Julien Fayard – commitment to quality

With more than two decades of winemaking expertise, Julien Fayard is one of Napa Valley’s most respected winemakers producing California varietals with French finesse. He believes in producing wines with an identity, exploiting what makes each one unique. Julien’s wines are a pure expression of their terroir, highlighting the specificities and characteristics of the fruit, vineyard management, soil and climate.

**PORTFOLIO:** Ultra-premium vineyard sourcing in the Napa Valley.

2019 PATEL Sauvignon Blanc, Napa Valley	FOB: \$360/12pack	SRP: \$60.00
2018 PATEL Red Wine (Merlot, Cabernet Franc), Napa Valley	FOB: \$450/12 pack	SRP: \$75.00
2018 PATEL Signature Cabernet Sauv, Napa Valley	FOB: \$750/12 pack	SRP: \$125.00
2018 PATEL Cabernet Sauvignon, Coombsville	FOB: \$900/12 pack	SRP: \$150.00



2019 PATEL Cabernet Sauvignon, Coombsville  
2016 PATEL Cabernet Sauvignon, Rutherford  
2016 PATEL Malbec, Napa Valley

FOB: \$990/12 pack    SRP: \$165.00  
FOB: \$525/6 pack    SRP: \$175.00  
**FOB: \$350/6 pack    SRP: \$125.00**

**ACCOLADES:**

PATEL Sauvignon Blanc, Napa Valley  
2017 - 93 points - Antonio Galloni, Vinous.com  
PATEL Red Wine, Napa Valley  
2017 - 92 Points ~ Antonio Galloni, Vinous.com  
2014 - 91 Points - Robert Parker, The Wine Advocate  
PATEL Malbec, Napa Valley  
2016 -92 points - Antonio Galloni, Vinous  
2015 - 96 Points - The Tasting Panel Magazine, Publishers Picks, Jan/Feb 2020  
2014 - 94 Points - Antonio Galloni, Vinous.com  
PATEL Cabernet Sauvignon, Napa Valley  
2016 - 93 points, Antonio Galloni, Vinous  
2015 - 90 Points - Antonio Galloni, Vinous.com  
PATEL Cabernet Sauvignon, Rutherford  
2016 - 94 Points - Antonio Galloni, Vinous.com  
2015 - 94 Points - Antonio Galloni, Vinous.com  
2014 - 95 Points - Robert Parker Jr, The Wine Advocate  
PATEL Cabernet Sauvignon, Coombsville  
2019 - 96 Points - Antonio Galloni, Vinous.com  
2016 - 95 Points - Antonio Galloni, Vinous.com  
2015 - 95 Points - Antonio Galloni, Vinous.com  
2014 - 94 Points - Antonio Galloni, Vinous.com



**MAJUSCULE – NAPA VALLEY**  
**Established 2018**  
**Overall Production: 700 cases**

**OWNER(s):** Jeff Davis and Greg Brickey – From wine enthusiasts to wine store owners and now wine makers, our wine journey as a couple began on Christmas Day 2004 when we stopped in Sonoma and Napa during a holiday road trip. We became hooked on the wines and region. This kicked off a routine of visiting Napa and Sonoma every other month to explore, learn and join way too many wine clubs.

**VINEYARDS:** Mt. Veeder and Conn Valley in Napa Valley.

**WINEMAKER:** Greg Brickey– bringing a lesson in French to classic Napa Valley  
Greg studied winemaking at UC Davis in the mid-2000s and then worked for several wineries where he made wine for two labels and himself and was a viticulturist which introduced him to growers and vineyards across the Napa Valley.



**PORTFOLIO:** Single Vineyard sourcing in the Napa Valley.

2018 Majuscule Napa Valley Cabernet Sauvignon	FOB \$390/12 Pack	SRP \$65.00
2019 Majuscule Napa Valley Cabernet Sauvignon (Fall 2022 Release)	FOB \$570/12 Pack	SRP \$95.00
2018 Majuscule Mount Veeder Cabernet Sauvignon	FOB \$540/12 Pack	SRP \$90.00

Limited Production

2018 Garcon Clonal Mount Veeder Cabernet Sauvignon	FOB \$540/12 Pack	SRP \$125.00
2018 Majuscule Assemblage Blend Mount Veeder	FOB \$540/12 Pack	SRP \$90.00
2018 Majuscule Mount Veeder Cabernet Franc	FOB \$540/12 Pack	SRP \$90.00

**ACCOLADES:**

Coming Soon



by MODUS OPERANDI CELLARS | EST. MMIV

**Vicarious and Modus Operandi Wines – NAPA VALLEY**

**Established 2004**

**Overall Production: 3,500 cases**

**OWNER/WINEMAKER:** Jason Moore.

I have to pinch myself almost daily as I am truly living my dream... the dream of being a Winemaker in California. Growing up in Dallas, Winemaker wasn't exactly the most obvious career path that springs to mind, but at the age of 24 and after working as a waiter in several of the cities finest restaurants, acquiring a love for all things wine, getting the go-ahead from my bride to be, and selling everything that we owned, we were off to California where yes, I had the lofty aspiration of becoming a Winemaker.

Completely self-taught thru diligent self-study and the utilization of winemaking mentors, I knew that true learning when it comes to such a stylistically artistic, yet mind blowingly organic and mystifying thing such as winemaking can ONLY be accomplished through MAKING WINE. There is absolutely no substitute. I honed my craft in the garage of an elderly vineyard owner in Napa. He grew the grapes, I made the wine, and we split the product on bottling day. In 2004 at the age of 26, I officially started my professional career by launching Modus Operandi Cellars with 200 cases of Napa Cabernet.

**VINEYARDS:** Napa Valley, Sonoma Coast, Russian River Valley California

**PORTFOLIO:** Self-taught and high scoring wines.

2019 Vicarious Chardonnay, Sonoma Coast	FOB: \$215/12 pack	SRP: \$35.00
2020 Vicarious Pinot Noir, Sonoma Coast	FOB: \$215/12 pack	SRP: \$35.00
2019 Vicarious Red Blend, Napa Valley	FOB: \$345/12 pack	SRP: \$55.00
2019 Vicarious Cabernet Sauvignon, Napa Valley	FOB: \$410/12 pack	SRP: \$65.00
2021 Vicarious Rose, California	FOB: \$150/12 pack	SRP: \$25.00
2019 Modus Operendi Sauvignon Blanc, Rutherford Napa Valley	FOB: \$270/12 pack	SRP: \$45.00
2019 Modus Operendi Cabernet Sauvignon, Napa Valley	FOB: \$690/12 pack	SRP: \$155.00

**ACCOLADES:**



Vicarious Pinot Noir, Sonoma Coast

2020 – 90 Points Tasting Panel

2019 – 92 Points IWR

Vicarious Red Blend, Napa Valley

2019 – 90 Points Wine Advocate | 91 Points Jeb Dunnuck | 92 Points James Suckling

2016 – 92+ Points Wine Advocate

2016 – 93 Points Wine Advocate | 94 Points Jeb Dunnuck

Vicarious Cabernet Sauvignon, Napa Valley

2019 – 92 Points Wine Advocate

Vicarious Rose, California

2021 – 91 Points Tasting Panel



**BYDAND WINES – NAPA VALLEY**

**Established 1995**

**Overall Production: 1,500 cases**

**BYDAND  
WINES**

**OWNER:** BYDAND (pronounced BUY-danned) is a wine of integrity and tradition. The Old Scots word means steady, constant and abiding – the time-honored motto of the Scottish Clan Gordon, as well as the guiding principle for our winemaking. The strawberry flowers on our logo are both a key part of the Gordon coat of arms, and a salute to our agricultural tradition.

**VINEYARDS:** Sonoma Coast and Napa Valley.

**WINEMAKER:** WINEMAKER: Leo Tellez, 3<sup>rd</sup> Generation Napan.

After graduating from San Francisco State with an International Relations degree, he pursued viticulture and enology classes at Napa Valley College and applied for his first winemaking internship at Kapcsandy Family Vineyards in Napa Valley where he worked closely with winemaker, David Sotelo, who served as an important mentor. In 2012, Leo joined celebrated winemaking consultant Denis Malbec (Malbec, his father and grandfather all worked at Chateau Latour in Bordeaux) as his assistant winemaker, working with small family-owned wineries including Kapcsandy, Blankiet, Repris, Captûre, Notre Vin and Sodaro Estate walking vineyards and making wines from sites all over Napa Valley.

**PORTFOLIO:** The beauty of Napa and Sonoma wine regions in one.

2018 Bydand Chardonnay, Sonoma Coast	FOB: \$300/12 pack	SRP: \$50.00
2017 Bydand Pinot Noir, Sonoma Coast	FOB: \$330/12 pack	SRP: \$55.00
2019 Bydand Cabernet Sauvignon, Napa Valley	FOB: \$540/12 pack	SRP: \$90.00



**GROOVE WINES – CALIFORNIA**

**Established 2020**

**Overall Production: 1,500 cases**

**OWNER/WINEMAKERS** Nate Miles and Matt Nagy- Nate found himself studying wine far more than his actual career, so why not pitch the relative safety of corporate life and start at the bottom of the winery ladder cleaning tanks and scrubbing floors? Nate moved his

family California, where he started working his second harvest, which eventually led to a full-time position with the Napa Valley winery where Nate met Matt Nagy.

Matt is also a bit of a wine outsider, having worked his way around the world from Long Island to New Zealand and back to Sonoma and Napa, where he has worked alongside two of the best – Thomas Rivers Brown and Steve Matthiasson.

**VINEYARDS:** Arroyo Seco AVA, Napa Valley, Petaluma Gap, Mokelumme River, Dunnigan Hills.

Our mission is to make delicious, high quality wine an everyday pleasure and a more convenient beverage of choice. Groove wines will be made from sustainable and/ or organic fruit that we source ourselves. We envision a future of a more fun-loving, confident and curious community of wine drinkers across all generations and cultures. It is always a good time to enjoy a good wine.

**PORTFOLIO:** We are often asked, “Why cans?”. The simple answer is “Why not?”. What if everything we use came in only one size? Part of our mission at Groove is to reduce the friction associated with good wine. This can appear in different ways, many of which we simply take for granted – we are accustomed to it. It doesn’t have to be this way.

2020 The Daydreamer Sauvignon Blanc, Arroyo Seco*	FOB: \$84/24 pack	SRP: \$7.00/250ml
2020 The Luminary Chardonnay, Napa Valley*	FOB: \$84/24 pack	SRP: \$7.00/250ml
2020 The Raconteur Pinot Noir, Petaluma Gap	FOB: \$84/24 pack	SRP: \$7.00/250ml
2020 The Wild One Red Blend, Mokelumme River	FOB: \$84/24 pack	SRP: \$7.00/250ml
2020 Everyday Hero Red Blend, Sierra Foothills, CA	FOB: \$84/24 pack	SRP: \$7.00/250ml
2020 Joyride Rose, Dunnigan Hills*	FOB: \$84/24 pack	SRP: \$7.00/250ml
2020 Kindred Spirit Sparkling Rose, Dunnigan Hills*	FOB: \$84/24 pack	SRP: \$7.00/250ml

\*Certified Organic \*\*250mL canned wines. Offered in mixed packs, ready to serve.

**Pricing Based on Winery’s adjusted FOB and Volume. Errors may occur. Not all Pricing is final and will be subject to winery approval.**

- ALL RETAIL PRICING IS BOTTLE AND CASE PACKS.
- EACH WINERY HAS INDEPENDENT TERMS FOR PURCHASE REQUIREMENTS AND PAYMENT.
- ALL WINES ARE AVAILABLE FOR RE-ORDER, SOME ARE MORE LIMITED THAN OTHERS
- VINTAGE CHANGE FOR MOST WINES IS SPRING 2023.
- 2023 ORDERS ARE AVAILABLE BY REQUEST, PLEASE REACH OUT TO JOHN TRANT FOR REORDER AND VISIT REQUESTS