

ZIATA

BRAND INFORMATION



BRAND HISTORY

- ◆ Launched in 2008 by industry veteran, Karen Cakebread.
- ◆ Ziata was named in honor of her mother, Mary Annunziata.
- ◆ Small-lot, high quality wines from Napa Valley and Sonoma County.
- ◆ Karen partnered with Trinchero Family Estates in early 2016 and continues to be involved in all aspects of the business.
- ◆ Winemaker Jennifer Williams is a highly regarded Napa Valley Consultant who used to be the winemaker at Spottswoode Winery.

FEATURES AND BENEFITS

- ◆ Small, boutique brand that built its success through Karen in top-tier restaurants, specialty wine shops and priority mailing lists.
- ◆ Exceptional quality and distinct small-production wines.
- ◆ Unique package and memorable name with an authentic story and relentless focus on vineyard sourcing and winemaking.
- ◆ Winemaker Jennifer Williams has two 100 point ratings under her belt and was a “Winemaker to Watch” in 2007 by the *San Francisco Chronicle*

COMPETITIVE SET

- ◆ Hall, Spottswoode, Kosta Browne, Paul Hobbs, Robert Sininsky

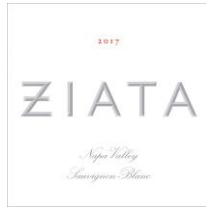


◆ HERITAGE COLLECTION ◆
TRINCHERO FAMILY ESTATES

Parveyor of Fine Wine

ZIATA

KEY SELLING POINTS



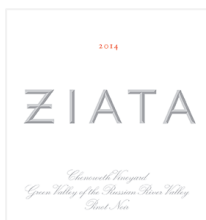
SAUVIGNON BLANC

- ◆ Fruit pulled from a handful of vineyards spanning the length of Napa Valley as well as a cool-climate vineyard in Sonoma. Includes two warmer sites in Calistoga as well as one in St. Helena and a cooler site in Carneros and Sonoma County creating depth and complexity.
- ◆ Cooler vines ripen slowly, preserving natural acidity and fruit flavor while warmer sites lend layers of stone fruit and tropical notes — Clones 1, 276, and Sauvignon Musque.
- ◆ Fermented and aged in new (18%) and neutral French oak (66%) and stainless steel barrels (16%), aged sur lie for 6 months. Small percentage of new French oak provided a hint of spice on the finish, weekly stirring created round, mouth-filling texture, perfumed nose of sweet orange blossom and lemon curd, framed by a fruit-forward palate of nectarine and tropical undertones. Fresh acidity and a pleasing mouthfeel.
- ◆ v.2017: 91 pts. *Wine Spectator*
- ◆ v.2017: 90 pts. *Wine Enthusiast*



CHARDONNAY

- ◆ Fruit is farmed block by block from the Cuvaision Vineyard in Carneros, a sub-appellation at the southern end of Napa Valley. Cooled by fog ushered in from nearby San Pablo Bay, the rolling hills of this certified sustainable vineyard have produced extraordinary Chardonnay and Pinot Noir grapes for more than 30 years. A blend of Wente, 15 and 548 clones.
- ◆ Fermented in barrel to lend a rich, creamy texture to the final wine and underwent partial Malolactic fermentation and was aged for 10 months in a combination of new (40%) and neutral (60%) French oak barrels, followed by another 8 months in bottle before release.
- ◆ Rich and layered, this Chardonnay is reminiscent of its cool-climate origins. Flavors of orange and melon are framed by decadent notes of butterscotch, honey and warm spice, creating a well-balanced and complex wine.



PINOT NOIR

- ◆ Sourced from the Chenoweth Vineyard located in Green Valley, the most desired sub-region of the Russian River Valley with hot sunny days and cool, foggy nights allow for balanced sugar and acidity development. Comprised of 30 acres divided into unique blocks based on different microclimates and planted with a specifically selected clone for that site. This vintage includes; 115, 23, 37 and Pommard clones.
- ◆ Whole cluster, stainless steel fermentation and aged in French oak (35% new).
- ◆ Aromas of red fruits, sweet vanilla and cigar tobacco, reflective of its cool-climate, high-elevation origins. Oak aging imparted subtle notes of anise, coriander and cinnamon spice, layered beautifully against a palate of strawberry and cherry.
- ◆ v.2014: 92+ pts. *Wine Advocate*
- ◆ v.2014: 91 pts. *Wine Enthusiast*
- ◆ v.2014: 90 pts. *Allen Meadows, Burghound.com*

TOP ACCOLADES

- ◆ 93 pts. – 2014 Mia Madre Red, *Wine Enthusiast*
- ◆ 92+pts. – 2014 Pinot Noir, *Wine Advocate*
- ◆ 91 pts. – 2017 Sauvignon Blanc, *Wine Spectator*

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MIA MADRE

- ◆ Napa Valley Red Wine that pays a tribute to Karen's mother. 64% Cabernet Sauvignon, 27% Malbec, 9% Petite Verdot.
- ◆ Malbec and Petit Verdot for this blend from Coombsville, St. Helena and Calistoga. Malbec from Farella Vineyard at the foothills of the Vaca Mountains in Coombsville gives wine pronounced aromatics. Cabernet Sauvignon from Young-Inglewood Vineyard at the base of the Mayacamas Mountains in St. Helena contributed bold, decadent flavor, while a touch of Petit Verdot from DeKoven Vineyard in Calistoga lent the blend its lovely mineral character.
- ◆ Rich and powerful, this expressive wine delivers depth and complexity, from dark fruit notes of summer blackberry to red fruit flavors of cassis and black cherry. Layers of spicy nutmeg, cinnamon and vanilla underscore a lovely savory herbal note. Brawny in character, this wine is sure to be age-worthy.
- ◆ **v.2015: 90 pts. *Wine Enthusiast***
- ◆ **v.2014: 93 pts. *Wine Enthusiast***

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WINE REGION MAP

