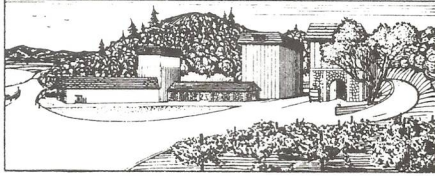


Fetzer Vineyards

P. O. Box 227 • Redwood Valley, California 95470
Telephone (707) 485-7634



FINE VARIETAL WINES

January 12, 1982

*To: John Decker
Ranch
2-1-82*

Mr. G. R. Dickerson, Director
Bureau of Alcohol, Tobacco and Firearms
Department of the Treasury
Washington, DC 20226

Dear Mr. Dickerson:

Subject: COLE RANCH appellation

We have been making wine from the Cole Ranch since 1978 and have found the quality of the grapes to of such an exceptional nature that we have given these wines special designations and bottled them separately. In 1978 we bottled the Cole Ranch Johannisberg Riesling, and in 1979 we bottled the Cole Ranch Cabernet Sauvignon. In 1981 we will again bottle the Cole Ranch Johannisberg Riesling.

I feel that the outstanding quality of these grapes is the result of the unique microclimate and soil conditions that the Cole Ranch possesses. Due to the superior nature of these grapes, we will continue to purchase grapes from the Cole Ranch and plan to give special designation to those vintages that prove to be of unique qualities.

Yours very truly,

A handwritten signature in blue ink, appearing to read "John E. Fetzer". The signature is stylized and cursive.

John E. Fetzer
President

jb
cc: PDIII