BEFORE THE BUREAU OF ALCOHOL, TOBACCO AND FIREARMS
STAGS LEAP DISTRICT VITICULTURAL AREA
PUBLIC HEARING

--o0o--

Volume II

December 2, 1987, 9:35 a.m.
Veterans Home of California
Veterans Home Station
Yountville, CA

--o0o--

PANEL:

WILLIAM DRAKE           Associate Director, Compliance Operations
VIKKI RENNECKAR          Chief, Product Compliance Branch
ART LIBERTUCCI           Chief, Revenue Programs Division
JIM FICCARETTA           Coordinator, Wine & Beer Branch
JEANETTE SLATTERY        Attorney, Chief Counsel's Office
JOE DIVINEY              Regional Director, Western Region
RICHARD GAHAGAN          Wine Technical Advisor

Hearing Reporter:        KAREN I. LILLARD, CSR
Certificate No. 3091
# INDEX

## Volume II

<table>
<thead>
<tr>
<th>Opening Remarks by Mr. Drake</th>
<th>2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bernard M. Portet + 145 acres in area</td>
<td>4</td>
</tr>
<tr>
<td>William Crowley + 24 acres</td>
<td>18</td>
</tr>
<tr>
<td>John Anderson + 48 acres</td>
<td>33</td>
</tr>
<tr>
<td>Stanley Anderson + 48 acres</td>
<td>56</td>
</tr>
</tbody>
</table>

---

---
WEDNESDAY, DECEMBER 2, 1987 at 9:35 A.M.

PROCEEDINGS

MR. DRAKE: The meeting is officially in session. For the record, I am Bill Drake the Associate Director for Compliance Operations, Bureau of Alcohol, Tobacco and Firearms.

The purpose of the hearing is to receive evidence concerning the proposed viticultural area known as Stag's Leap. Copies of the notice, Number 620, the notice of the hearing, and notice Number 647 the amended notice of the hearing, and the petition, and pre-hearing comments are available at the registration desk.

Written comments will be received, and the record will stay open until January 15, 1989.

The hearing recorder today is Doris Levine. We will have copies of the transcript, which will be available to you.

Again I will ask that any of the questions to be asked of any of the commenters, do not ask them from the floor. Direct them to me, and I will determine whether or not we will ask the question.

The panel consists of: Vikki Renneckar, Chief of the Products Compliance Branch. Art Libertucci, Division
Chief of the Revenue Program Division. Jim Picaretta, who is orchestrating this hearing. On my left is Jeannette Slattery, from our Chief Counsel's Office. Josephy Deviney, who is the Regional Director for the Western Region. Richard Gahagan, who is the Wine Advisor to the Director.


There are others who wish to testify today. If we have time, we will hear them at the end of that. I believe, Mr. Mendelson, you wish to conclude at the end of that also.

As, yesterday, this is a no-smoking area.

As of today, I have not quit smoking, so we will have periodic breaks for that.

We were asked not to congregate in front of the library. Apparently the noise was bothering the Librarian. So during the breaks, if you
would stay away from the library, we would appreciate it.

The first witness is Bernard M. Portet.

If I mispronounce names, I apologize.

MR. PORTET: My name is Bernard M. Portet.

I am the General Manager of Clos Du Val Wine Company Ltd.
I have been involved with Clos Du Val since the project was conceived, back in 1970.

Within the few minutes that I have been allocated for my presentation, I shall approach the following topics:

The reasons why I came to select the Stag's Leap District as an area where develop 145 acres of vineyards planted to Bordeaux grapes and a winery to process those grapes;

My understanding, from a French point of view, of the value of the appellation, and of how it came to existence;

The reasons why certain topics, as harvest dates and grape prices have nothing to do with the determination of an appellation.

1 - Personal Qualifications.

I was born in France. I was raised at the Chateau Lafite Rothschild where my father has been the General Manager and winemaker between January 1955, and November 1975; nearly 21 years. I spent many hours,
alongside my father, checking the vineyards, overseeing the maturation of the grapes, tasting the wines in the caves, as they were ageing in the barrels, and, later, in the bottles. I participated actively in the harvest, both in the vineyards and in the cellars.

I graduated from the School of Agronomy of Toulouse, France, with a B.S. in Agronomy, and received the equivalent of a Master's Degree in Enology and Viticulture from the School of Agronomy of Montpellier, France, which is the equivalent of U.C. Davis in California.

Back in 1970, I was hired by an American gentleman who asked me, among other things, to travel all the major quality grape growing areas of the world and to try to find a spot where one could develop a top quality wine based on Cabernet Sauvignon Grapes.

Of all the places that I visited: North-America, Australia, South America, South Africa; etcetra, the one place that retained my attention most was Napa Valley. Why?

The reason is: That I could taste some excellent wines, like the old Bealieu Cabernet Sauvignon, Private Reserve, the Old Inglenook Cabernet
Sauvignons, and so on.

However there was one thing that kept bothering my French palate is the fact that the wines were very generous, and very powerful. I wanted a place where the grapes would produce some fruity wines, but without that much power. I believed, by intuition, that such a place existed in the Napa Valley, but I would have to find a spot where the nights and mornings would be cooler, in order to temper the effects of the hot days.

At the same time, two things happened, although I do not remember in what order. I met first, Richard Steltzner, who was, and still is, an owner and vineyard manager in the area of what is now commonly referred to as the Stag's Leap District. He told me of the reputation of his grapes. He also told me of the reputation of vineyards like that of Mr. Nathan Fay's, and how they were appreciated by such winery as Charles Krug, for their particular fruity taste and style that were different from what was produced in other areas of the valley.

The other event that really struck me occurred as I was driving down the Silverado Trail, in the late afternoons or evening of summer days. I had my window rolled down. And everytime the same
phenomenon occurred; **Driving South, every time that I went passed the knoll where the Stag's Leap Wine Cellars Winery is now located, the outside air became noticeably cooler than around a mile North of this Point.** That was the type of information that I was looking for. Although there no statistics, if I could feel such a drastic change of temperature, the vines that could be growing in the area would feel this and react to that fact in an appropriate way.

The above-mentioned fact, coupled with the fact that, during the summer days, the fog burns slower here than in the upper Napa Valley lead me to select the area as a place to develop what is now 145 acres of vineyards.

Ill Other Climaticologic Facts.

Since those days, after 16 harvests of grapes grown in the Stag's Leap District, I have come to realize that several other factors are affecting this area and are making it different from other surrounding areas. I shall limit myself to climatic observations.

As I mentioned earlier, the nights in the area are cooler during the growing season, and especially in summer and later summer, which is really when the grapes are maturing and fixing within themselves the
character of the vintage.

When there is fog, which is a phenomenon which occurs regularly in the summer, and here I have the picture.

(Whereupon Mr. Portet presented picture to the Panel).

This is the slide of the picture that has been given. This picture is taken from the cross road. You see the fog in the area that of course belongs to the areas that you are looking at right now.

Now after a streak of hots days, one can see, and one does not need to be an expert to see it, that the skies are already blue North of the hills where the Shafer Vineyards are, while it is barely burning off, if at all, in our area. This burning off generally occurs between 10:30 and noon, depending on the intensity of the fog. This has the effect of delaying the amount of direct sun rays on the vineyard leaves, and, therefore, of slowing down the burning of the acids of the berries. The temperature is maintained around the mid-sixties all the way until the fog has totally disappeared.

Then, around 1:30 P.M., or about an hour, an hour and a half, after the fog has burned off, a cool breeze starts to blow, gently first, and then stronger.
This breeze comes from the South-West, directly from the Bay, and is caught between the hills on the East side, diverted by what is known as Wappo Hill (Where Mr. Robert Mondavi lives), on the South side, and engulfs itself in the Chase Creek Valley to hit the Shafer's Hills. And even though the thermometer in a weather station might read temperatures as high as that read in a Yountville Station, the fact of the matter is that the breeze has a cooling effect on the surface of the leaves, and produces the equivalent of a cooler climate.

The above explains very well that, in the evenings, when the breeze has stopped, and the air is calm, the temperature feels cooler in what is known as Stag's Leap District, because it effectively already was cooler that afternoon. Please remember that a weather station thermometer is totally shielded from the cooling effect of the wind.

One has to consider that common sense and a keen observation of nature have always carried a great importance in the decision making process of all peasants, and, in our case, viticulturists. That was the case back in France, back in the thirties. Interestingly enough, those facts are now corroborated by the more up to date findings done through satellite.
observations, methods presently used by the INAO for the determination of new zones of appellation.

That is why I believe that the Stags Leap District, defined as submitted to BATF by the Stags Leap District Committee, has great value not only because of the climatologic factors described to you above, but also, because of the wines that have been made from grapes grown in this area.

**IV SOUTHERN BOUNDARIES**

As the Southern End of the proposed zone of appellation, the geographical and physical facts are obvious. We have there a massive range of hills that comes down abruptly at its junction with Silverado Trail, a few hundred feet from the Napa River. South of those hills, the soils are totally different: lighter, rockier, with gravels by places in the Southern end much more permeable than what we have anywhere in the proposed SLD Zone.

As to the climate, it is so much cooler than our proposed area, that mostly Chardonnay and Pinot Noir are planted there. I do not have any knowledge of Cabernet Sauvignon planted in that area.

If such an area were to be included in the SLD Appellation Territory, this would certainly, in my humble view, jeopardize the respect of the public at
large for the American system of appellation, however
elegant the wines made from the grapes grown in that
area are.

V - HISTORIC REASONS FOR AND VALUE OF AN
APPELLATION.

In France, as here, all decisions are made
in view of a better protection of the consumer.

All areas are defined so that a certain area would produce
wines of a certain type. And if that means that a property
is split in two or more appellations because of variations
of soils, climate or otherwise, this is done.

I understand that Mr. Missimer stated yesterday
that, although his vineyard might not be in Stags Leap
District, his home and the portion of his property
South of our proposed boundary would be. That is
correct, and I do not see anything outrageous with this.

If you at ATF do not wish to divide Mr. Missimer's
property, (I have provided you with a boundary
description, which follows the property lines as the
cross the Northern hills.)

At this time I would like to introduce several
exhibits.

First, the boundary description by property lines.

Second, a map showing how similar the property
line and the Committee's proposed boundary actually are.
In blue on the map is the hilltip to hilltop boundary contained in your Notice of Proposed Rulemaking. In red is the Committee's revised line which does not split any vineyards, as shown on the attached survey. In green are the property lines. These lines are very similar.

In the event a parcel line would be close to a geographical feature, I suggest that common sense should prevail and the limit of the appellation will follow the parcel limits closest to the geographical features.

As the BATF is facing the tough challenge of defining small appellations, it must consider that, unless it follows some rigid guidelines, where the climatologic conditions, the soil types, the character of the wines produced from this small appellation are paramount, it will face the great risk of losing respect from the public, while trying to maintain a local, political consensus.

Indeed, pure common sense, even if not backed by scores of statistics, dictates that hills are going to be much more of a factor in affecting the climate of an area than a county road, and, therefore, will definitely influence the boundaries of a zone of appellation.

Once again, what is foremost in the definition
of a zone of appellation is not the welfare of a particular winery, however politically unpopular this might be, but the protection of the consumer who believes that if he or she gets a bottle of wine from a specific area, he or she will get a wine of a certain character: character which is produced by the multi-combination of the criteria defined above.

Therefore, a winery the vineyards of which sit on two or more different appellations is required to produce the wines reflecting those two or more different appellations. And I do not see anything outrageous with this.

This process of definition of an appellation is still going on in France. Some zones that were created in the early years are being redefined, and some smaller appellations zones are created out of bigger appellations. It is not because a pauillac appellation has been created within a haut-medoc appellation zone, that the haut-medoc appellation is losing the respect that it has gained through the years from the public. It is indeed very important never to lose sight of the fact that the public is the entity to be satisfied, and protected by the BATF's ruling.
It is the same thing with the definition of the Stags Leap District Appellation. It is
dangerous and detrimental to the consumer to broaden too much of an area, because the risks are great that
that the broader defined zone will be much less uniform than a more restricted zone.

As the BATF is facing the tough challenge of defining appellations within an already existing appellation, it must consider that, unless it follows some rigid guidelines for the determination of the smaller appellation boundaries, where the climatologic conditions, the soil types, the character and the quality of wines produced from this smaller appellation are paramount, it will face the great risk of losing respect from the public while trying to maintain a local political consensus.

VI - CLONES

Another factor that could be presented as having a bearing on the type of wine produce in an area is clones. It is certainly true that different clones of the same variety could produce wines with different shades in the bouquet, or the taste of those wines. However, any grape grower who has been involved for many years, if not generations, in the growing of a certain grape variety in a specific area will
will tell you that the soil characteristics are really a very important factor of the quality of the wine. It is a fact recognized by the wine-makers the world around when they describe some wines as having "Gout de Terroir". This earthy tones will always prevail and be the basis for the quality of the wines of a certain area, and this has absolutely nothing to do with the particular varietal clone used.

VII - HARVEST DATES AND GRAPE PRICES

In addition to the above, I would like to be precise that the way I see the creation of an appellation is not at all to try to pit an area against another, nor to try to rank an area as being of higher quality than another. This is up to the consumer to buy what he or she prefers. Once again, it is the integrity of an area that is at stake.

Many things, indeed, can influence the wines produced within a small area. Even a minor change in viticultural practices will affect such thing as harvest dates. It is common local observation that Warren Winiarsky, whose Stage Leap Vineyards are next to Clos Du Val's does never harvest at the same time as we do. We know for a fact, because we have been used
as a public weighmaster, that Mr. Fay's Cabernet Sauvignon
grapes were usually harvested ten days to two weeks
after our own Clos Du Val's Cabernet Sauvignon, a
mere 300 feet to the South. Was it because the
winemaker wanted a higher sugar content than we,
at Clos Du Val, do want? Was it because of
cultural practices? Different clones? A combination
of any one or all of the above? It certainly cannot
have been because of a great difference of climate.

In fact BAIF, in its final ruling for the
definition of the temecula viticultural area, decided
that "harvest dates and differences in sugar and
acid levels in grapes measured at the same time are
not related to geographical features."

Finally, I would like to say that I do not
believe that the price that a winery offers for the
grapes grown in an area or another does depend on
the definition of an appellation. It rather reflects
the desirability of those grapes on the free market.
One fact has absolutely nothing to do with the
other. What have the forces of the market have to do
with the climate or the soils?

VI CONCLUSION

So, Ladies and Gentlemen, I really appreciate
having the opportunity to express my opinions.
I do hope that you will recognize that common sense is the only way to define an appellation. And I certainly do hope that you will approve the definition of the Stags Leap District Appellation as submitted to you by the Stags Leap District Appellation Committee.

Thank you.

MR. DRAKE: Thank you.

You were discussing the Southern boundary, and you indicated that the soils differed.

MR. PORTET: Yes.

MR. DRAKE: Would you show me on there about where that change takes place.

MR. PORTET: It is right behind here. You have the area. Then you have the soil which is much more yellow with the broken rocks. And if you go further down here, then you will start to have gravel (indicating).

If you look here, on this property, they are much greyer and lighter than any of the soil that you have in that particular area.

MR. DEVINEY: If you are talking about the line that goes from the top of that first hill to the West, to the Napa River, is there any difference above, or below, no matter where you go?
MR. PORTET: Well --

MR. DEVINEY: -- You have three lines there now. Is there anything that will make a difference there, above or below any of them?

MR. PORTET: I would say that in the lower part of the area, the soil would be deeper in color and richer than those that would be further up the hill. There would be some variations due to the topography.

MR. DRAKE: Mr. Portet, on another one of your maps, and it is not with the colored lines, but with the elevations. The area to the left of the hill here is sort of a marsh area. Is that an accurate statement? Is it a marsh area?

MR. PORTET: It is a wet area.

MR. DRAKE: Thank you.

MR. CROWLEY: My name is William K. Crowley.

I am Professor and Chair of the Geography Department at Sonoma State University. I have been teaching Wine Geography courses for thirteen years now.

One thing I might say, by the way as a teacher, that it is fascinating having someone sitting there, writing every word that I say (indicating the Court Reporter). If I had students like that I would be delighted. As a matter of fact, I have to teach tonight.
As a matter of fact our class was looking at ATF 53 and its impact. ATF 53 has been a special interest of mine which I have followed since its inception. I have written and published papers on it, made presentations, arranged panels, participated in other viticultural area discussions. And considered this whole process, I guess, an exercise in applied geography. In other words, what we are doing is creating regions. Geographers like to think at least that they understand something about region creation, region making.

So, as one who is a geographer, and as a geographer, naturally I am fascinated by this process. There are three rather simple, so it seems criteria that the ATF makes its decisions on viticultural areas. I would just like to in my presentation go over those three criteria, and look at the evidence presented, and try to persuade you to a particular view.

If we look at the first criterion that the ATF judges its viticultural areas by. It states evidence that the name of the proposed viticultural area— and you all know this; I know, is locally and/or nationally known as referred to the areas specified in the petition.

The evidence that I have seen presented
yesterday for example, presented by Mr. Andrus or Mr. Phelps, clearly talks about the boundaries proposed by the Stags Leap District, something like twenty-one hundred references. I have to say that I am greatly impressed by that kind of interpretation. Clearly none of that referred to the area proposed by Dr. Anderson.

I saw no significant evidence that the area known -- the area proposed by Dr. Anderson to be also called Stags Leap, has in fact been referred to by that name, not in his petition, and not in testimony, at least to this point.

If we look at the second criteria that ATF judges boundaries by, it says that "historical or current evidence that the boundaries of the viticultural area are specified in the petition."

Now there was a very good question, I thought, asked by the panel yesterday. Referring to the fact that the Stags Leap District over time seems to have grown. It started out as a ranch back in the nineteenth century, and today what the actual boundaries are, is the subject of discussion.

So it obviously has changed and grown over time. You have all seen this kind of thing happen in other viticultural decisions that you have made, such
as out in Alexander Valley.

Alexander Valley, for example, Alexander Ranch started out as a very small part of what it is today recognized as Alexander Valley.

In both the Alexander Valley and Temecula (sic) cases there were disputes about where those boundaries ought to go. Both of those cases agreed upon more generous boundaries.

Also in both of those cases there was abundant evidence both in terms of wine labelling and in references in terms of all kinds of maps, that the more generous set of boundaries accurately represented Alexander Valley.

In this case, significant evidence simply has not been presented that the Anderson addition, if we can call it that, is part of the Stags Leap District that has not been referred to in that sense.

The Hinkle article seems to have generated a lot of interest. I would like to simply reintroduce the Hinkle article and have you look at it.

With all due respect to wine journalists, that wine journalists article should not be given this much attention. But, nevertheless, it has been. I simply ask you to look at the map, and see on the map you see the territory proposed by the Anderson
Anderson addition. It is a difficult map to read, I admit. The Northern end of the map indicates the Stags Leap District. The Anderson addition is not present on that map.

I think in terms of this historical criterion that it is important to realize that whatever historical evidence you want to talk about, there has been a real wine revolution in California since 1967. Anyone who who has listened to Leon Adams, or read his stuff knows that he is one of the real figures in wine journalism, and the California Wine Industry. If you look at this whole area, in terms of what was going on in the 19th century; the kinds of grape varieties that were being grown; Zinfandel, Burger. Nobody buys Burger wine anymore, early burgundy. The whole situation has changed. You are really talking about 1890's and 1980's. I do not think that it is necessarily all that valuable.

The varieties in the whole areas have changed so much. Interrupted by prohibition. A lot of vineyards of today were in prunes, a generation or two ago. So it is really a different world today than it was at that point.

I think that the historical criterion can be rather easily misinterpreted and misused.
Then, if we look at the third criterion --
just one more point on the historical issue. There
seems to be a lot of substantial amounts of interest
being paid to Mexican landgrants down here.

That is the Yountville crossroad, which was the
Northern boundary of the Yajome Rancho; Mexican landgrant.

I do not think that the Mexican land grants were
ever intended, when their property lines were developed,
as viticultural boundaries. I think that it weighs
heavily, as hey, this is the Mexican boundary, land grant
boundary, it ought to be a viticultural area boundary.

I do not see the connection between the two at all.
It does not make a sense.

Then we get to the third criterion. Evidence
relating to the geographical features; climate; soil;
elevation; physical features; etcetera, which distinguish
the viticultural features of the proposed area
from surrounding areas.

The evidence, I think, relating to geographical
features -- Yesterday I missed the presentation, but
I talked to Professor Elliott Fisk extensively about
our presentation. There are a couple of slides that
I want to go over.

You have a lot of new evidence there that
you did not have before that I think will help you
make a decision in favor of the Stag's Leap District. Everything supports that it was there before.

I think that if you find it of great assistance, you might use that. I put great faith in what Professor Elliott Fisk says.

Let us review a couple of slides for a second, just in terms of boundaries.

I think that it is important to realize here that we are talking about different kinds of sediments. In the cases of the Southern and Northern end of the proposed Stags Leap District, these are alluvial fan sediments. That the proposed Stags Leap District is dominated by this former Napa River Channel.

The point about this Northern area up here, the Rector Canyon Fan, it does not stop at the Yountville crossroad. This is the Yountville crossroad here. It does not stop here. It continues over to the group of hills at the Stags Leap District proposes as its Northern boundary.

It is important to realize that both sides of the Yountville crossroad are dominated by the same kinds of material.

If you want to look at the USDA Soil Map, the major slope is the major difference between those
two kinds of soil; 104 and 105.

Again, here is the Yountville crossroad. 104 continues across that road. 105 continues across that road. There is no change along that boundary.

There is however, distinctive change along the hills proposed by the Stags Leap District.

How can this boundary be justified on the basis of soil types? I think that those maps clearly indicate that it cannot be.

Let me show you another item here, and I will put the projector up. I think that that is good enough.

This summer I was flying over the Napa Valley in my U-2. This is a 1982 U-2 image infrared. So what you see in red is in fact green, and the real world of colors always get confusing here. We need to tilt it a little bit to get North to the top. So that North is really in that direction.

The reason that I wanted to show you this is that here we are not biased by the map we have up there which shows boundaries on it. And everybody starts to think in terms of those boundaries. When this image was taken no boundaries were on the ground. So we can look at it and get a feeling of topography that is not
influenced by maps that humans make. To me it is very
clear on this map that you have -- Let me point things
out in case you have trouble reading it.

This is Napa Valley proper out here. Here
is the Napa River. Here are the hills that are
being proposed by the Stags Leap District as the
Northern boundary. Here is the heart of the
Stags Leap Valley, over through here.

I think that you can see that this represents
geographically a termination of the Stags Leap Valley.

Here is the Yountville crossroad, this green
line. Roads on here show up as grey. The topography continues the same. Here are vineyards on this
side of the road. Vineyards on this side of the road.

I rode along that road this morning.
Geographers like to field check aerial data.
There are vineyards within fifty feet of each
other on either side of the road. So there is no
viticultural termination here. It goes across the
road. There is one here (indicating).

Mr. Drake asked a question yesterday with
respect to the wind that was howling away when he
standing there on one of the peaks, or somewhere
up on the boundary area. It seemed to refute some
of the climatic evidence presented. I thought it was a
good question. I think that the important point to realize is that what you were experiencing was weather phenomena in the off season, when it is not the growing season. What we usually talk about in terms of weather data and what is important, in terms of the viticultural areas. This is particularly what happens in the growing season which begins roughly in October.

So that the kinds of things that happen here in the winter are somewhat, I would suggest, less significant. Obviously if it was thirty below zero it would be significant, but that does not happen here.

Also the weather patterns that dominates our North Coast area in general, not just Stag Leap, not just Napa Valley, are massive air masses that come in, off the North Pacific and bring North Pacific conditions to the whole North Coast area in the wintertime. That does not happen in the summer time. In the summer, those air masses are puffing up around Alaska.

We do not get them. We are dominated by a different weather system off the coast. So that winter weather, summer weather, we talked about a two season kind of weather pattern in much of California. What goes on in winter is totally different than what goes on during the summer, in growing season.
To sum up my views here, I think that if you look at the Yountville Crossroads as a viticultural area boundary, I do not see any way that it will fulfill any of the three criteria that ATF-53 offers us. And that ATF-53 must make its decisions by. It does not separate topography. It does not separate soil. There has been absolutely no evidence presented that it does not separate climate.

I think that if you accept that as a boundary, you will open yourselves to future amendments such as suggested by Mr. Egan yesterday. You know, if those guys get in, I am going to want to get in. And I don’t see how you will stop it because there is not any topographic barrier. A road is not a topographic barrier. And land grant boundary is not necessarily a topographic barrier, although it could be.

I think that the point here is to stop at the hills at the North end of the Stags Leap area proposed by the Stags Leap District, whether you are talking about the item presented by Mr. Portet, which was part of Exhibit Six of information provided by Stags Leap District in its May 28, 1987 report. Any of those three sets of boundaries on that page are relatively acceptable. Depending if you want to look at property lines, vineyard lines, or contour lines.
I think that you can see that they are pretty much in the same ballpark. I will stop there.

MR. DRAKE: Mr. Crowley, thank you.

Are you familiar with the soils in the Southern part of the proposed district?

MR. CROWLEY: I would not say that I was intimately familiar with them, no. Simply looking at them -- We have been a district -- no.

MR. DRAKE: The bottom line there, where the Southern boundary is, is that soil --

MR. CROWLEY: -- This area is dominated by the Soda Canyon. So the soils have been deposited by water carrying them out of the adjacent mountains here. As opposed to the soil that is continually being deposited by the Napa River formerly going through there.

You have to sort of understand that both the Soda Canyon and the Rector Canyon, to the North, are solely compromised of volcanic material. The old types of river channel is a mix of volcanic and sedimentary material.

MR. DRAKE: They are filling in the river.

MR. CROWLEY: Yes, indeed.

MS. RENNECKAR: Now following that logic,

along the range of hills and the Napa River according to Professor Elliott's map, that is also a different fan.
MR. CROWLEY: Yes, this area over here is going to be more recent river channel deposits.

MS. RENNECKAR: On the other hand, that is included. You can include that in the Stags Leap District even though you are looking at the geography angle.

MR. CROWLEY: Clearly there are different kinds of geographic boundaries to be considered.

I think that in this case the Napa River is a pretty solid geographic boundary. That is the basic justification for picking that. There is a fair amount of documentation of the differences in the soils in the two sides of the river. So there is a fair amount of justification for drawing the boundary there.

Also, as you have heard some of the growers state, and I think you will hear it again today, that Cabernet does not predominate over there, the way that it does in the Stags Leap District, if you cross the Napa River.

MR. PICARETTA: I have two questions. The first one is more of an observation which deals with the map and the articles you submitted. This is the one which is West of the Silverado Trail.

MR. CROWLEY: That was stated in part of the text.
But if you read the text carefully it also mentions wineries and growers that are to the West of the Silverado Trail. The text is variable in terms of where the Western boundaries.

MR. FICARETTA: The point between September 1981 and 1985, it seems that they have gone further South and further West. I was wondering if ATF-53 was not around, and we had a few more years, how much further it would have gone.

MR. CROWLEY: I guess my point there was to refute the claim in the Anderson petition that Hinkle was including his territory. Not that things might not have changed since then, but Anderson claims that Hinkle includes his territory in his article. I think that map makes it pretty clear that he did not. That is the only point that I was trying to make.

MR. FICARETTA: The other question I had relates to the climatic zone. I don't know if you are familiar with it. But it was my understanding that there are five climate regions in California. That the Napa area was in Region One. I think that Region One has more than one across there. If you are not familiar with that.

MR. CROWLEY: I think that you would have to have
some pretty extensive thermographic data over a period of five to ten years minimum to draw that kind of boundary. Those boundaries proposed by
Emery and Winkler and very general kinds of boundaries. To base this kind of decision on the basis of what has been presented here would be a mistake because they simply did not have that kind of data to draw that fine line.

The Napa River Channel over here is right to the present Napa River Channel. There is some distinction there. I do not think that anybody is saying that there is total soil uniformity throughout the Stags Leap District. Just as there is not any other ninety or so viticultural areas that have been approved. You can look at the soils maps in any of those decisions.

MS. SLATTERY: It was said that the Northern Hills are more important than the Western Hills.

MR. CROWLEY: Well I guess at this point, it was my understanding that this is the only boundary that is being disputed, the Western boundary. Either by Anderson, or by the Stags Leap District. That is what we are discussing. Is there some dispute over where the Western boundary is?

MS. SLATTERY: I am not saying that there is a
dispute, I am just curious. This is in terms of extending that out to the Napa River.

MR. CROWLEY: Again I think that there is a point here that there are three criterion, not just one. There is a historical record of wines being made in this area. They are being referred to in publicity on wine labels as Stags Leap. There is not any record of that sort of thing up here.

MS. SLATTERY: Thank you.

MR. DRAKE: Thank you, Mr. Crowley.

I particularly appreciated your comments on ATF-53.

We will now hear from Mr. John Anderson.

MR. ANDERSON: Good morning. My name is John Anderson. My family owns a forty-eight acre vineyard and winery in the proposed northern extension.

I have helped in the creation of our vineyard and winery since its purchase in 1971, and now serve in the capacity of Director of Marketing.

One can understand the broad nature of such a title when you realize that S. Anderson Vineyards consist of my father and mother, myself and my wife, and only two other employees. We are the proverbial small family winery.

Essentially the Appellation Committee Members make it sound as though my father alone is
the Northern extension. It is actually a group of eight farmers and their vineyards. One must always remember that it is vineyards and grapes, not wineries that make a true appellation.

Richard Mendelson speaks of the need for all of us to know that viticultural distinctiveness (it is a very often used term) should be our primary concern when considering any appellations.

It seems to have been quite difficult for the Appellation Committee to determine exactly what this viticultural distinctiveness is, where it should be contained, and then sticking to these boundaries.

In spite of Jack Stuart's contention that Stag's Leap District had already been defined by the early 1980's, a great deal of lingering doubt has remained.

John Shafer, Chairman of the Stag's Leap District Appellation Committee, commented in a Wine Spectator issue January 1 --31, 1985, dealing in depth with the Stag's Leap question contained on page eight, and I quote:

"My understanding is the Ridge, or Palisades, has long been known as Stag's Leap. Over the years, people have come to know it as Stag's Leap, and that is
why some of us think that is
what we should call the
appellation. Warren is right
that no one has ever defined what
Stags Leap area is, but this area
has always become known as Stags
Leap nonetheless."

Dick Stelzner in the same Wine Spectator
issue, on page twenty, talks about the roughly
450 acres Stag's Leap viticultural area that may
eventually be established.

We are all aware of what has eventually
been proposed, an area of over 2,500 acres. With
change in size, the meaning of the area also changed.
The Committees first proposed boundary, shown in
red, excluded Silverado Vineyards and a number
of other growers to the North. It also excluded the
Western lands of Robert Mondavi, that you expressed
concern over yesterday, and also today. It was
this first set of boundaries that are discussed and
substantiated by way of climate, soils, topography,
notoriety, and history into an area of viticultural
distinctiveness in the Committee's petition.

The Committee then seems to have a change
of heart as to the viticultural distinctiveness of their
area and with an amendment from Silverado Vineyards
they moved their Northern and Western boundaries to the purple line. Silverado contends that due to the historical significance of the Yajome grant, among other reasons, these new lines are more correct. These new boundaries included the Western lands of Robert Mondavi and the area to the North, ending at two small knolls.

The Committee has now proposed an alternative set of Northern lines that they feel does not harm their viticultural distinctiveness, and which carefully follows property lines, turning some sixteen times often at sharp angles as it makes its way West to the Napa River.

The following series of talks by our group of vineyard owners will discuss, and show by means of history, recognition, soil, climate and topography that the Yountville crossroad is a far more meaningful boundary than the jagged one now proposed.

The Stags Leap Appellation Committee has continually stated that a road is not a significant boundary for the purposes of an appellation. We will demonstrate that the Yountville crossroad is much more than a lane of transportation. The Committee makes use of the Silverado trail as a boundary of viticultural distinctiveness in both
their first and final set of boundaries. 
In their first boundary, and their final boundary, 
I think it goes about six hundred and eighty one 
feet along Silverado Trail out there.

The Committee also questions the use of 
a Spanish land grant, the Yajome Grant as part 
of our reasoning concerning the Yountville crossroad.

We think, the Yajome Grant line is a very important 
boundary that has divided our area and appeared on 
maps since 1841; nine years before California 
entered the Union, and just fifty years before 
the term Stags Leap was associated with anything 
in the Napa Valley.

Silverado Vineyards found the Yajome Grant 
line an important reasoning in justifying their 
inclusion in the proposed appellation. This reasoning 
satisfied the Appellation Committee then, and became a part 
of their petition. In fact, in the Wine Spectator 
Issue of January 1-31, 1985, on page nine, the name 
Yajome was listed as an alternative name for the 
proposed Stags Leap District, but was dismissed 
for the esthetic reasons by Nate Fay, "Yajome" 
is not as nice as Stags Leap."

In the same Wine Spectator issue as used 
above, Warren Winiarsky states of the modern history
of Stags Leap, on page nine.

"The rock and the ranch had no significance
for the wine trade, and I don't think that the people
give two hoots about the name "Stags Leap," if it were
not for the wine events like Paris. That, and we have
been making good wines. Before those things occurred,
there was nothing known as Stags Leap Wines. I don't think
there is any history of Stags Leap Wines before
we started producing. There are no wines up there
on the rocks."

The Silverado amendment to the Committee's
Petition also stresses this point that Stags Leap
as a viticultural area is a modern phenomenon
primarily after the 1970's.

The grapes of the proposed Northern
extension may not have been used in wines labeled
"Stags Leap District," but they certainly add
to the reputation of wineries in the proposed
district.

My family has sold Chardonnay to Shafer for
three years, Clos Du Val for two years, and once to
Pine Ridge.

In 1978, Clos Du Val was made up of roughly
own half of my families grapes, and half from Charles
See, which is now Silverado Vineyards. John Shafer's
1984 Chardonnay was roughly one third our grapes, (21 tons and 4,000 'CS).

The Appellation Committee stress their cabernet, but one must remember that it is the dominant, but only one of the eight or nine red varieties planted in the proposed area. And that white grapes, led by Chardonnay, compose some 40% of the total plantings. To associate the proposed district with only one type of grape is incorrect.

The De Puys have also sold to John Shafer. Richard Chambers continues to sell to him. Northern extension grapes added to the reputation of these wineries, as they were building, and later as they proclaimed themselves "Stags Leap."

My families winery has chosen not to trumpet ourselves as Stags Leap. We have always known that it was against BATF Regulations to use an unapproved area on a label or in advertising. We have always considered ourselves in the Stags Leap District, but are simply waiting for proper approval to use their name.

The wineries and vineyards of the Northern extension have few examples of our grapes as Stags Leap simply because we have complied with BATF Regulations. Are we to be punished because we rightly chose...
not to use the term "Stags Leap" in our public relations, labels and advertising?

It was mentioned yesterday that the Napa Register in their recent appellation issue listed S. Anderson Vineyard as being in the Yountville Appellation. This is obviously in error.

The next issue of the Napa Register carried a retraction stating that S. Anderson Vineyard is in the Napa Valley Appellation. It was also inferred that the Napa Register had an opinion as to Appellations and the placement of wineries within them. This is also false.

Yesterday I spoke to Pierce Carson, Editor of the Napa Register. He said that the information contained in the Appellation Issue of the Napa Register is solely the opinion of each winery, so stated on the questionnaire filled out by each winery.

Expanded listings, beyond basic information, are also solely the opinion of each winery, and are a reward for the placement of a one-quarter inch add.

The Napa Register makes no effort to assign information to wineries, nor to alter the content of the expanded listing. The listing of S. Anderson in Yountville was simply an error, and retracted.

Following my remarks, each vineyard owner
owner in the proposed Northern extension will
discuss the merits of our boundary in person,
on in letter.

My father, Stanley Anderson, will discuss
the proposed boundary, and the history of S. Anderson
Vineyard.

Mim Simonson will discuss her recently
sold properties characteristics, the general climate
and wind currents.

Bud Dulinsky will speak about the history
and soils of the proposed appellation, its Northern
extension, and surrounding areas. Bud has been
operating a backhoe in the area for some 37 years, and
brings a knowledge of what soils in the area are
really like that is second to none. His remarks
will focus on the true nature of the soils immediately
North and South of the Crossroad, and why they are
so different as well as why the lands of the Northern
extension are substantially similar to the proposed
appellation. I encourage you to take advantage of
his extraordinary first hand knowledge.

He will discuss this area, and you can look
at the photographs that are in front of you.

This is a photograph that was taken in August
of 1976. It is looking South to Stags Leap. This is
Yountville crossroad. You can see the basic lane here. You can see a drainage canal. You can see my parent's two vineyards. The rest of the area with the exception of Mr. Chambers property and the Sinskey property are also in grapes that are producing viticultures.

You can also see where the other parts of the proposed appellation are also in viticulture.

This is John Shafer's hill, which was Sinskey I think it was cleared and is about ready for planting.

Richard Chambers will discuss the climate and the winds that play such a vital role in developing a Stags Leap District. How the relative sizes of the hills, South of the Crossroad do not block the South wind but in fact accelerate it through the gap as they are the base of the so-called funnel.

I think that Mr. Figerata (sic) can certainly tell you how the South wind whistled through that area in July.

This is our chart of relative hillsides. I will explain a little bit how this is done. It is divided into two sections. The lower sections are basically East-West Sections of the hills. You would be looking straight across them this way (indicating).
The Mondavi Hill, that is the Hill that I am calling Seltzner (sic) Hill, across from Pine Ridge and behind is this property, to the North of John Shafer's property.

This I am calling our East Knoll, and this I am going to call our West Knoll. You can see the enormity of the Mondavi Hill. You can see the Seltzner Hill. You can see the relative size of the two hills. that are the ring of hills.

These are facing basically North bound, but not quite (indicating). I was there Wednesday, and they showed it. They showed it coming through this gap. I drew those cross sections, and how these hills would oppose that wind.

Mondavi Hill, going up to 611 feet.
Seltzner Hill going up 495 feet, and our two hills. Both around 300. One is right around 300, and the other is about 220.

Deborah Elliott-Fisk talks about this old channel circling around here, in this gap and around. She also talks about it was that river that cut some 250 feet into the hill, above the other properties.

I would point out again the relative size of our two homes, how they fall down at the sides.

And ask you how a river that can cut up hills at 250 feet
could be stopped by these two homes?

Sinskey Winery will discuss their role in the Stags Leap area Community, and press acceptance of their winery in the Stags Leap District.

I looked at the walls at the Napa Register article saying, "Winery clears over objections." It has a map of the Stag Leap area, which you have in front of you.

It includes the Sinskey Winery with a star. It includes the Anderson Winery with a star.

The beginning paragraph says:

"A new winery in the Stags Leap area was approved Tuesday by the Napa Valley Planning Commission."

It further says in the article, "This winery in the world famous Stags Leap area will produce 2,400 gallons of wine a year, and offer a tasting tour."

Joanne De Puy will discuss her wine tours, and how they have enabled her to teach great numbers of wine enthusiasts about the Stags Leap area, and the Northern extensions part in it. As well as the need for an easily defined boundary.

Bill Weeks will comment on press definitions of the Stags Leap District, and his vineyards role in the creation of the Stags Leap area reputation.

He will also discuss the areas north of the Yountville
crossroad.

Dorothy and Ben Barboza will discuss the true limits of Napa and Yountville as well as their significance. Ben's great experience with the climate and the soils of his property. The area in general and specifically about the Stags Leap Ranch and resort. It should be taken advantage of.

I think it will prove to be an interesting and enlightening day. Our speakers will show without a doubt that the proposed Northern Extension deserves to be included in the proposed Stags Leap District in every way. We will have and will continue to have and bring honor to the area.

I welcome your questions, as will all of our speakers.

Thank you.

MR. LIBERTUCCI: Would you please explain again the chart, relative to the map.

MR. ANDERSON: Sure, I am sorry that you found it confusing. I made it, so I can explain it. Let me grab a USGF Map. It was taken off the 7.5 USGF map. I am sure that you have one. If you take that map and basically hold it in an East-West direction (demonstrating). What I did was simply measure the peaks, and how the contours of
those mountains and knolls changed. I extrapolated that into a graph. There are no changes in scale. The ground scale and the elevation scales on both are identical. Each line is hundreds of feet.
The green lines are five hundred and one thousand.

You are looking at an East-West side view of the hill. That is the shadow that you create East-West of each of these hills.
The upper is the shadow that each of these hills would create the wind direction. It is on the USGS 7.5 map. Put in there (sic) there, coming through.

Then from that line of theirs, determine the North-South shadow of each of these hills, as it is turned into the wind. Those are also done with the scale that has lines of 100 feet; the green at 500 feet. The vertical scale, and the horizontal scale are identical.

I think that it shows the relative sizes of the hill. Also, more importantly how those relative hills are turned into the wind.

MR. LIBERTUCCI: I am sorry. I still do not understand what message I am supposed to get from the chart.

MR. ANDERSON: Well you raised a lot of questions
about this area, West of this area of Mr. Montavi's hill. I think that there is some question as to why that property was included. You have questions as to why this area was included.

I am simply showing that they proposed an addition to that area. We proposed the addition of our area. And how the hill in the vicinity affect the climate in that area.

To say that this land is somehow not shadowed, or for other reasons should be included. And this land because of these grand ring of hills in the North. You can see the relative size. Turns the wind, excluding that area. I think that it is perfectly shown by the relative size. Which do you think is going to block the wind?

MR. LIBERTUCCI: Okay.

MR. DRAKE: Anything else?

MS. SLATTERY: Would you explain for us why you believe that the Andersons, and the other properties to the Northern extension have not received as much recognition and articles and press as being part of Stags Leap.

MR. ANDERSON: Certainly. You have to remember that we, my family, represents that only winery that has been in the area for any length of time.
We bought the property in 1971 and did not start putting out under our own label until the 1979 vintage, which you have to remember would have come out in 1981, or 1982. The rest our growers with the exception of the Sinskey Winery which has yet to release any wine.

So we have 82, 87. We have five years.

We know in that proposed time, specifically since you came down in 1983, and enforced your regulations regarding advertising and under labels, we simply voided the term.

The growers in our area, unless they are selected, as Mr. Fay has been to put out a specific wine, or a specific label, really very little attention is paid to them.

The Barbozas took out a long term contract with Allied Growers to sell their grapes to Inglenook. So Inglenook is not going to put out a Stags Leap Label with the size of their winery.

Mr. Chambers has gone to Shafer. Ours has gone to Shafer. Ours has gone to other wineries. They simply chose not to use Stags Leap. It is hard for a vineyard to promote itself as a specific area. As a winery we choose not to do it because we knew it was against regulations.
MS. SLATTERY: Other than that article, and map, do you have any articles which would refer specifically to Stags Leap?

MR. ANDERSON: There are some others, and they are going to be presented by Mr. Weeks.

Just remember a little bit about Wine Press too.

I make no comments about wine writers other than to say that a lot of information that is published as researched is simply that they buy the wine themselves. Maybe there was a conscious decision as a group that they were going to be Stags Leap. And they started disseminating the title Stags Leap. Obviously people are going to pick up on it.

MR. GAHAGAN: Mr. Anderson, you mentioned that you sold grapes to Pine Ridge, Shafer, do you know what Appellation that they use?

MR. ANDERSON: They told us that they have not used Stags Leaps Appellation. I can only assume that they are put under a Napa Valley Appellation.

MR. LIBERTUCCI: One more question. Can you point out where the Sinskey Winery is.

MR. ANDERSON: The Sinskey Winery is here, going up through this canyon.

MR. GAHAGAN: Is it North or South of the
MR. ANDERSON: It is North of their proposed line, and South of our proposed line. It is right in the middle.

MR. GAHAGAN: Thank you.

MR. LIBERTUCCI: I have a question regarding this noticed error. Do I take it that you, or someone from your winery completed this form?

MR. ANDERSON: We completed it, and we obviously completed it incorrectly and/or they typeset it incorrectly. I do not have a copy of that submission. When it came out, we were startled to see that it was Yountville.

We called the paper and told them that was in error. They agreed with us, and published another one.

I cannot say that someone at the winery might not have written Yountville at some time.

But if you notice on that it says, "Vineyard area/Appellation." As I know it, the form used to say "Vineyard area." I know for a fact that we did not fill out this form this year. They were using a form from two years ago. The form, as I recall, used to say "Vineyard area."

We have always considered ourselves closest
to the City of Yountville rather than Napa. So I thought it would be a service for us to say Yountville.

BATF, if you will recall, under their common licensing for each winery asks them to list the City which is the closest to their post office, to their winery. They came out to our property, when we first started out. He drove up from the City of Napa. He measured that. Then he drove from the City of Yountville and decided that our particular property was closer to the Yountville Post Office, and told us Yountville. And we have gone on that assumption ever since.

MR. DRAKE: I have a similar question. The Napa Register correction was in 1987.

MR. ANDERSON: Correct.

MR. DRAKE: Then in 1986, you also showed Yountville.

MR. ANDERSON: I am sorry that we did not have it cleared at that time. I think that for now, and forward, that certainly has been corrected.

MR. DRAKE: Yesterday Mr. Egan, who has a vineyard to the South of the proposed area, also has a vineyard across the Yountville crossroad.

MR. ANDERSON: Yes.
MR. DRAKE: About 450 feet I think he stated.

MR. ANDERSON: I am not entirely certain where the property is. I was not here for his talk.

MR. DRAKE: If you take the far right-hand corner of that green line isn't Chambers, I believe, up there?

MR. ANDERSON: Correct.

MR. DRAKE: If you draw that straight across, you might pick up Mr. Egan too.

MR. ANDERSON: I honestly don't know. Again, I would say, that I am not certain where his property is.

The reason why Mr. Egan was picked up, and my father will explain more, is the reason that when we filed our comments, Mr. Chambers was not holding title to that piece of land. It stops up where there is the line.

Subsequent to that, he performed a land swap with his neighbor North of him. At which point he took title to those grapes -- took title to that area, and began planting it.

We were concerned at that time that splitting the properties and this canyon here which goes down, it is a fairly substantial canyon.
Again I will state as they have stated that certain accommodations must be made when one draws a line.

From what we know of people North of the crossroads, we will show that that land is different. But even if those people were to be shown to be part of Stags Leap, my father speaking to Mike Moon, who is the President of the vineyards which control a great portion of the land. It is absolutely enormous.

MR. DRAKE: The Yajome land grant, as I understand, the Western boundary is the Napa River.

MR. ANDERSON: Correct, and then the land grant kind of zig zags. They have chosen the 400 foot which we do not have any conflict. It also follows the Napa River.

MR. DRAKE: The Napa River is geographically identifiable.

MR. ANDERSON: Yes, it is. And they also made some statements about the soil between different on one side of the river, and the other side of the river. I think if you look at your soil map, you are going to find that that really is not the case.

Here is that, I think, coal, silt loam that Ms. Elliot-Fisk said specifically delineated the Western
boundary. Extending into their boundary. Here it is extending into their boundary, again. Here is 181 on both sides. Here is 118 and here is 118.

So I think that trying to say that is specifically a perfect soil boundary is untrue.

MR. DRAKE: It never really is a geological --

MR. ANDERSON: -- Certainly, it is there.

MR. DRAKE: Is the Yountville crossroad at the top of the area?

MR. ANDERSON: It is right here.

MR. DRAKE: Is that the geological --

MR. ANDERSON: -- We will prove that it is.

We will prove that it is quite definitely.

MR. DRAKE: While you are by your soil map, is that pink up there?

MR. ANDERSON: The pink certainly extends.

It extends from 104 to the North. It extends from 105 to the North. We are going to prove that these are general terms.

Specifically as top soils go, when you look at the subsols, from a man who has been digging with a backhoe, and his admission on every property in the district, the Northern boundaries and surrounding areas, but two. I think that he can tell you what is underneath the ground.
MR. FICARETTA: I have a question.

MR. ANDERSON: Certainly.

MR. FICARETTA: I don't know whether it was raised yesterday, but there was talk about land to the North of the crossroad being marshy. Are you going to address that, or will somebody else address that?

MR. ANDERSON: Mr. Dulinsky will certainly address it. And Mr. Heitz's discussion of the myth of duck hunting there, he will talk about as well.

MR. FICARETTA: As well as the other soil West of the Estate Lane?

MR. ANDERSON: Right, he can talk to any of that. He and the man that owns this property Mr. Pajohnni (sic), who by the way was one of the men that USGS used to name stags Leap. Owned this property just to the North. They were quite good friends for a number of years, and they discussed the area in depth.

MR. FICARETTA: That chart there, can you leave it there for us?

MR. ANDERSON: Certainly, and I would be happy to have you take it with you.

MR. DRAKE: Are there any more questions?

(No response from the Committee Members).

Let us take a ten minute recess.
Thank you, Mr. Anderson.

MR. ANDERSON: Thank you.

(Whereupon there was a short recess taken).

MR. DRAKE: Back on the record.

MR. ANDERSON: Thank you for the opportunity to present materials to you that we think is important.

I am Stanley Anderson; A-n-d-e-r-s-o-n.

My wife and I own and farm a forty-eight acre piece of vineyard with the presence of a small family winery and champagne, located at 1473 Yountville Crossroads in Napa County.

Strange as it may seem, and part of the reasons that we may not give you all the particular data at this particular time is along with our six employees we have no copying machines. Some day, when our office gets built, we will be able to move out of the kitchen, and be able to have a copying machine. So that you will get a little better data on us.

My professional training and career in clinical dentistry occupied thirty-five years of my life including private practice, adjunct with both local and State dental offices and the association as well as several consulting, both with the Department of Health, and as a Member of the California State Board of Examiners. That is all behind me.
I left that a few years ago, and have not looked back.

The last twenty years, actually more, we have been interested in wine. But in the last twenty years my wife and I have been able to hone and amplify some of our interests in wine by our Membership in the American Society of Viticulture, and analogy. We both hold professional membership in this organization.

Carol is also blessed with the opportunity to jump on PSA, and take part in the educational projects at the University of California, Davis in 1977 and 1978. And a graduate of the Department of Viticulture and Anology in preparation for establishing our small winery. Her education is both hands on, as well as didactic. I must say she did well in the classes. She had the whole time on the airlines to study.

At any rate we have to some degree feel that we have paid our dues to enter the wine business.

In 1971, after a period of three years of research, and quandy, we finally acquired a twenty-eight, plus or minus, depending on whose survey you accept, piece of land on the crossroads.

Which had been formerly a prune orchard, and subsequent
to that had been a vineyard. We were told that it
dates from the 1870's.

Again, much of this is very, very hard to
discern. I have a wonderful book here called the
"Illustrated History of Napa County." It was
published in 1974, but it was originally published
in 1878.

There are references to a number of people
in what they call the Yountville Township, or the
Yountville Community, which in many references date
back to the 1880's and 189's and certainly to the
1870's.

The Yountville Township, many of the descriptions
in here will tell you, originated from somewhere
far South, or three to four miles above the City
of Napa. And at one time extended quite a ways
above the Jacome grant for the City of Oakdale.

Many of these barriers, or boundaries are quite
obscure, but they are referenced in this text.
I will refer to that later. If I digress from my
written speech I will be in trouble. So if you will
excuse me, I will go with it.

We acquired this vineyard. We ripped, fumigated,
proceeded with our replanting program to about twenty
acres of Chardonnay.
We found very, very great comfort and help from several of our congenial neighbors, who were most helpful in our early struggle. Some of those being: Nate Fay, Richard Steltzner, Jim Wire, Andre Telechif, and almost anybody who would listen to us for fifteen minutes when we asked a question. Some of the answers we found helpful, and other answers we found a little bit confusing. But this process of grape growing is a synthesis of all sorts of things anyway.

We decided to kind of go in an unique way, which was to go against the University's recommendation of eight by twelve plantings.

But to plant on a six by ten grid. Allowing each vine to occupy just the sixty square feet suggested in Professor Almo's textbook as necessary to grow a grapevine.

There are certainly in our particular viticulture variations. I am sure that the plantings in France that are basically metered by a meter fit their viticultural situation. Just as eight by twelve and eight by ten and all these various configurations may suit ours.

We also basically drive farm our vineyards once the vines have become established. And we limit the
fruiting wood by choice. And have as a wonderful consequence of our farming practices have been able to in the past years sell our grapes to what we feel are fine wineries. Such as St. Clement, Clos de Vaul, Robert Keenan, Shafer, Pine Ridge, and others. With which many, many times we have received premium bonuses. At least we received a very, very good return for our efforts.

I do not tell you that the vineyard business is a profitable business. But I will tell you that we probably got what we deserved in terms of our efforts, in terms of the dollar return.

I remember that Bernard was a pretty tough negotiator and he got our grapes for a reasonably good fee at that time. And fees, of course, as he mentioned, are really not a consideration, but they do make you feel better when you try to balance your books at the end of the year.

In 1978, we purchased an adjoining twenty acre parcel, a bit more, which lies to the West of our original plantings. It is located at 1451 on the Crossroad. To which we planted approximately -- In fact it was originally planted all the Chardonnay discerning in 1974.

We wanted to bud over to some Pinot Noir.
We found it grows very nice Pinot Noir. Half of that vineyard devoted to Pinot Noir, with good results.

If I may I think I will try to point out that this, I think, is what they call the Yountville Quad; going way up here, and going down there.

Our property is basically here. We abut this area here. We are cradled in this little area of the mountain. We go down here to the 100 foot bud line. Mr. Missimer's property is to our West. The Barboza property is here. The Chambers property is here. As I say, I really had to admit innocence when we formulated our first filing. I knew that they were terracing up there. And I felt that maybe it was someone else. But it turns out that Dick had made a property exchange with some other neighbors, and they were utilizing this rather difficult area to plant, but doing a successful and wonderful job on it. His property goes from here, roughly to this point here. Then the Sinskey property goes through here. Then there is the Wicker property. I have never had a chance to research. I do not know the details because they are in our appellation. It kinds of
depends on the border, or the boundaries, but they
apparently are out now. The Shafer Property is here.
We looked at the Shafer property, and it was a little
more than we could handle financially. So I have
to think that John made a good choice because it is
nice old grounds. He has wonderful vineyards.

Building our kind of winery in 1979, we
processed some lots of grapes for both still
Chardonnay Wine as well as for Champagne sparkling
wine product.

The Champagne was entirely produced from
our estate grown grapes, as is our Chardonnay.

This is why in some regard it is a little different
to equate our Chardonnay and taste with any other
winery in the proposed appellation. Except I think
that Pine Ridge does make an estate Chardonnay.
So we might want to possibly compare some tasting
notes on that.

With patient, but with adequate bottle
aging, we were not pressed at that time because
of the tax laws by having to make an incredible
profit because the Internal Revenue Service had
provided in its act some advantage for not making
all the money you would want to make in a given
profession. So we were able to utilize some of this
against our vineyard losses. So we chose to
release our wine a year after bottling.

In 1983, with the second release of our
Chardonnay, which was in 1981, in the Connoisseur's
Guide we received a three designation. The same
held true for our champagne which was mind boggling
because we only made 200 cases. Our Chardonnary was
the matter of 1,400 to 1,500 cases. My wife is the
expert on numbers, so if she wants to stand up and
correct me, I would appreciate it.

Anyway all this was being done while we
were commuting on weekends from Los Angeles.

Admittedly some very long hours were used on those
Saturday and Sunday evenings, and Friday afternoons.
We were still commuting from Los Angeles at that
time.

Admittedly these long hours seemed to be
somewhat tiring, but the effort was well worth it
when we could see that moon rise over the Stags Leap
Range there. Occasionally we saw the sunrise come over
that Stags Leap. We thought we had just a small
little bit of heaven on earth. And felt that is why
we wanted to work so hard to be out of the Los
Angeles basin, to be honest with you.

My retirement was dear to me. I started it in
my forties, and finally effectuated it when I was almost sixty. So here we are. We are in the business.

Quite by chance at a meeting that I attended, I learned in late Spring of 1986 that a Committee had been formed to limit and propose a Stags Leap Appellation.

I have a reason for that. If you want to, I will go into that. But I was not reading a great deal of the Wine Press in those days because I suffered a rather serious medical setback, and just did not have the time.

*We always felt a part of the Stags Leap area.* We were taken aback by the answer to my questions from one of the committee members to why we were not included in the formative processes of the proposed appellation.

The answer that I was given was that "We didn't want you to know." That was a big shock. But when you are only spending three days in the valley, and the jungle drums don't beat heavily in your area, you maybe miss a few things.

At any rate, my son and I in *August of 1986*, were invited to a meeting at the Silverado Vineyard with part of their committee, and their legal counsel.
Only to learn that we were to serve as basically
a buffer zone to the properties to the North,
and we kind of wondered why. So at this point
in time we really learned something about this
proposed appellation. And from our own simple,
but dedicated efforts tried to learn what was
going on.

Yesterday the word Sauvignon was probably
used 150 times. I did not count them, but it had
to have been used several times. The discussions
about its merits and so forth were quite lengthy.

The proposed Stags Leap District, as it is
constituted by the Committee is composed, and my
figures are only based on statistical data.

All the wines, and I am certainly available for
correction, produced both red and white wines.
These wines have a great reputation and have great
consumer interest. I am concerned about what the
status of the white grape will be in different
appellations when one is decided upon.

Secondly, I want to point out, that within
our proposed Northern addition both types of grapes
are doing quite well. The red being the Pinot Noir
Cabernet Sauvignon Merlot. And the whites are the varietel
Chardonnay Pinot Blanc, Sauvignon Blanc, Chenin Blanc,
and (sic) in approximately equal proportions.  

And as in the proposed site making appellation, there are probably have to be some mention along the line of the white grapes.

If you like, I have a couple of references here, and I will refer at times to my submissions with items 1, 2 and 3 in our comments to the proposed rule making.

I commented in there quite considerably about the picking dates differences over a four year period and with the wines within the page Q-2 of our files. I am sorry that I don't have a copy for you, because it would have helped. But we don't have a copier. So I will make sure that you receive all the additional copies referencing our testimony.

In 1981 I had just two records of white grapes. Those were in our vineyard picked from the 26th to the 30th. And the total of them all were picked on the 30th. I don't know exactly where I got those numbers. This was on the 30th of August.

1981 turned out to be a very hot year, if you remember. I think that is about when the vines were picked.

In 1982, I remember that it was a rather unpleasant year in that it rained like the Dickens.
John Shafer was the smart one. He picked his grapes before the 20th on our property. Or on the day of the 20th. I think that it rained the 22nd and 23rd which decimated the crop and really made a whole different type of Chardonnay out of the 1982 vintage. But in those years, Shafer picked them on the 22nd and 23rd in his vineyards. I would have to admit that he picked them in a little bit of the rain.

We picked on the 20th to the 23rd. We definitely picked in the rain.

Pine Ridge; I am not exactly sure when they picked, but I know that they sold us some grapes. We picked very late. In fact, it was the last day that we were able to pick. I think that we got off about five or six tons, just about to suffer some major changes because of the weather.

It is kind of funny, my son told you that he was in the wine business. At seven he was learning to drive a truck and tractor on the property, taking down fences as he went. But you know he does not get stopped that much anyways. It is kind of typical.

Finally during that rainy 1982 season, I called him up on the phone. He was attending the
Clairmont College. And I asked him to bring a
couple of his friends to pick for 48 hours.
And for 48 hours straight we were up, picking,
processing and praying to get those grapes in
before they started to suffer severe damage and
mold, actually.

In 1983, it was a lot nicer year.
We picked on the 13th and 22nd of September.

Jim picked on the 14th and 15th. And the Barboza
Winery was picked on the 12th to 14th.

So I think that if picking dates are to be
used as any criteria as perhaps weather similarity,
these have to follow too.

In 1985, and 1986, we compared two vineyards
within the North and the South area of this rather
maligned border. A little less than a half a mile
here is a vineyard, which is the only winery in
that area that uses that address. In 1985 they
picked on the 27th of August. Where we picked from
the 11th to the 20th. of September. A full three weeks
difference in timing.

On 1986, the same held true. They picked on
the 12th of August. And we picked on the 7th of
September. Now that is a full month delay virtually.

So there are chronological differences that
do occur, across this little, funny burn here.

One aside, that may not mean much, but
many of you know that I dug a little tunnel in the
hillside. The tunnel generated about 6,000 cubic
yards of what one would think would be wonderful
rock. I had to go out and buy rock to finish
portal around the entrance to my building there.
What happened is that this rock is so hard on this
particular hillside, given the fact that it is there
after all those eons of water have been over it.

It is a type of wild lime that is unique in this
area of the Valley. I think that there is some over
at the Valley of the Moon, but I am not sure.

I am not a geologist. I do not want to get into that.
But we generated about 6,000 cubic yards of dirt
which was piled outside of the barn on the property
line. Most of it is gone now, and hopefully by
the first of the year it will all be gone. It will
be used for building roads, and a pad for our new
winery.

My neighbor moved across the road at this
point right here (indicating). This is mostly
homes here, until you get down to the Northern
boundary of our property. Below that, there are
two lots available. One which goes back to the vineyard
here, and the rest of it goes down to this operation.

He took a half of this material and covered it
a small area with earth there. About a third of an
acre, about three feet, and built it up to almost the
level of the highway.

So there is 3,000 cubic yards of dirt to get
it up to the level of the Yountville Crossroad.

We are basically above the level of the
Yountville crossing. So there are definite lines,
and they all mean something to somebody. There is a
definite demarcation in height across the road.

It is not striking, but it is definitely there.

You will also note that along Dick Chamber's
property, which is basically this piece hanging there
which presents any further difficulty here, to a row
above the Rictor Dam with one very small exception up
here. This piece of property follows a bunch of
points here. And points to a man that studies maps
says that there has got to be a creek here. Sure
enough, when I look at the picture that Bill Weeks
gave me about ten years ago. Flying over our vineyard
one day, I noticed that that there were bald spots.
There is this black line that runs about 200 feet to the
North of the property. That black line is an old
creek. That black line is a channel that is dug into
drain this properties right in here, which are now homes because they found it very, very difficult to do anything. I think that you need about eighteen inches of soil here. But the soil is apparently very, very thin and is quite difficult to use agriculturally.

Behind there is a whole different story. This is all full of springs. And these springs were generating a considerable amount of water. Part of which still flows under the old Stakes Lane to quite a boggy, wet area. I am not saying that part of my property is not in this boggy, wet area.

This is a dairy farm. We purchased it to put on tons of lime to change the ph of the soil, so that we could use it and continue to put on lime.

This was quite a wet part here, and they kept the calves and it was green year around.

Right now I used the drainage pump and a pump to remove part of the water that still affects the table.

So we are talking about some things that I think do have relative bearing and merits in terms of viticulture. Now after having testified and been a witness several times as far as dental things are
concerned. Obviously expert witnesses have a great deal of prestige.

I think that unless you have lived through a winter and a summer, unless you dug in the soil -- Many, many times you could be confused by generalities. I bow to the wonderful presentations that have been given. But I do have to think that many times the generalities will contravene in the real true nature of very specific areas.

As we know the specifics of this viticultural area are so sensitive that they do not include this little part here right now. But some, if you notice, has the same viticultural sort of situations as this area, down at Silverado. Where the wind comes roaring through there, and affects this area quite considerably because of its drafts. As John points out, on this little flow pattern areas. I think that I am going over my head. I am sure that you will ask me questions about it. So I better have my mind clear.

Beyond the picking dates we also have some interests in, and express concern for why. And I discussed the weather pattern going through there. Obviously several people of the panel have noticed
them as they occurred in about the same manner.

The only time this pattern changes at all
is if you get a North wind, and you have an entirely
different micro-climate, and it is not an usual
situation.

Back to the soils characteristics. And I am
sorry to be jumping around a little bit. Back to the
soils characteristics, we have within our property
what are termed -- We have this 104, 105, which is
basically a "vail loam." Vail loam, I think, probably
represents a quarter of Napa Valley. I am not an
expert. I am just testifying from what I think.

We do have a letter in our original submission
from the Department of Agriculture, of Soils Service.
They suggest that there is not a great deal of
difference in soil types. That is our submission.
I would refer you to our letter.

Finally, as we go further into this,
the fact that over the years one must make some
trenching, and digging across one's property.
In digging both fairly deep irrigation ditches
to put in piping, and to establish both septic
tanks and deep ribbing prior to planting. We never
experienced these large bulbs, rolling up, out of the
soil.
Perhaps the Soils Service is more
correct than Dr. Elliot Phipps (sic) assumes.

But I am not exactly sure.

Finally, I want to get into a couple of
matters that I feel very concerned about.

One is a perception of what the Stags
Leap area is in the minds of some, and what is
in the minds of others. I would refer you to our
Exhibit J-2. Mr. Wood is unfortunately in Hawai‘i
and could not attend the meeting. But I think
he submitted written comments, and expressed the
Bureau in that regard. So that will be forthcoming.

He goes on and describes the Stags Leap District
as historically those vineyards that occupy the
Stags Leap Ranch and resort itself, and several
of the surrounding vineyards.

We have moved into more contemporary times.
The current Stags Leap has grown into a much
broader geographical district rather than a single
ranch.

Stags Leap District includes various
land formations and soil types. Each are complimentary
and substantially similar. The type of basin surrounding
the original Stags Leap Ranch on three sides and resort
is probably the warmest area in the district.
and the area surrounding itself, Robert Mondavi, Chimney Rock Vineyard, and North to the S. Anderson Vineyard, and the proposed additional appellation to the North seemed to have a slightly cooler weather pattern. There are some mitigating influences from the valley floor. But the heating influences of the hills to the East are still the overriding factor in the climatology of Stags Leap.

If you notice, a good share of this property is influenced by less than a mile of these hill sides. This is influenced by, depending on how you look at the magnitude of this hillside, and this hillside, and this hillside.

So there is some similarity. Now the fact that we are the only winery there, or the only ones that make estate wines for that particular region should not have any great bearing on the fact that we still feel that we are very, very close in weather patterns. The soils are varied from a light, and I am quoting Mr. Wood again, from a light more volcanic, better grained red soil of the Stags Leap Ranch itself to the Stags Leap District more to the Yountville Crossroads. And the weather and the soil are certainly unique in that particular region. The soil is pink at 104, 105 (indicating).
Again quoting from Mr. Wood, "The purpose of any viticultural area is to outline a logical and easily identifiable geographical great growing area." An area with similarities in climate and soil of easy reference to vineyards, winemakers, and to the consuming public. The current commonly held definition of the Stag Leap area includes the original Stag Leap Ranch and Resort as its core with the expanded areas going South to the unnamed creek at the bottom, and West to the Napa River, North to the crossroads. It probably has an easy area of similar climate, soil and viticulture."

Now this gentleman has been farming in the Napa Valley probably 50 years. At one time did operate and farm and he felt it was relatively similar.

I have always taken great pride in those wineries particularly with the caliber and the status that purchased grapes from me.

Frankly I turned down offers from wineries that I felt were basically not as prestigious in regard to the wine press, and the consuming public.

I feel without question that they play a significant part in the reputation in the early Shafer Chardonnay Wines of '82, '83 and '84 vintage.
There is a kind of an interesting book that I came across yesterday entitled the American Dictionary of Wines. It was published in 1985 by Dr. Ralph Christensen, Richard (sic), and Ted Meredith. The statement here is kind of unique, it says here:

"The Shafer family run vineyards or a winery founded in 1980 by a 50 year old vineyards, 65 acres of Shafer Vineyards of Cabernet Sauvignon, Cabernet Blanc, Chardonnay, Merlot."And it says,"that some of the grapes are purchased from Stanley Anderson."

Now I grant you that we did not see this, and we did not know it was in there until yesterday, but it is kind of interesting. It mentions the fact that we were in there.

We provided a moderate production. In one instance about fifty percent.

There are also issues that I would like to bring up pertaining to the taste of the wine; the taste of the Chardonnay. Since we only had two pure examples, all I can do is cite the recent publications, the publication of Les Amis Du Vins, August, 1987. The article is entitled
"California Wines: A Fine New Vintage Crop."

They are referring to not the vintage crop so much because they discuss quite a number of vintages, 1983 to 1985. They discuss in here both my Chardonnay, and to Mr. Anderson's Chardonnay, The Pine Ridge Estate, Pine Ridge Knoll, and to my estate bottle. I will read them to you, and then I will comment.

MR. DRAKE: Mr. Anderson, are you getting close to the end?

MR. ANDERSON: I am very close to the end, yes.

"1985 S. Anderson Napa Estate:
A stylish lovely wine! Fresh, biscuity toasty aroma, with hints of apricot, green apples and cinnamon/mace like spiciness. Beautiful, creamy-vinilla oak, lots of ripe, succulent fruit, firm acidity, and a beautifully proportioned peachy-appley finish add up to a superbly balanced, very finely done wine which will age nicely for 3-5 years.

They also list Mr. Anderson's Wine, and this is the only print where I have these two particular
wine types to compare. It says 1985 -- Knolls, I won't read that.

I will refer to 1985 Pine Ridge Estate, Napa Stags Leap Vineyard. It says:
"Bigger, more oaky nose and less overtly defined than the above, but with rich creamy-custard oak dominating. Brighter bigger fruit and richness on the palate however. Dense pinappley-citrus apricot flavors, full toasty oak, good acid, and very full concentrated finish. A very good wine in the big bold style."

Now I think that that is a very good review. I think that the two of them would compliment the appellation that did have white grapes.

They also mentioned Mr. Anderson's Knoll type. The one comment is that it is unfair to synopsis the the industry.

So there are similarities between the taste of the grapes grown within our boundaries and the grapes that are grown within the entire operation.

I want to thank you very much. I apologize for rambling. Thank you so much for your concerns as it relates to the basic interests of the consumer, and his best information of where things occur.
MR. DRAKE: You mentioned Mr. Wood, and his declaration, I guess.

MR. ANDERSON: Yes, Sir.

MR. DRAKE: Are you aware that he also made a declaration to the original petition?

MR. ANDERSON: Yes, I am. The second declaration is the correction of the first declaration, if you will read the subject J-2.

He felt that there should be some clarification. Because in his first declaration he said that,

"Stags Leap was the Stags Leap Ranch," which he does in his first paragraph.

He wanted to correct that impression that he may have given. He is a very precise gentleman running about 800 to 900 acres.

MR. DRAKE: The point that you are making is that your grapes, and the wine from them have made a contribution to the name of Stags Leap general area.

MR. ANDERSON: I think so in the area of white varietal.

MR. DRAKE: I understand, at least I think I do, that other growers on each side of the area, also contribute grapes to Stags Leap Wineries for production use; also contribute to the fame.

MR. ANDERSON: I am sure that they do.
Finally, I want to prevail upon you to relate boundary choice to what is logical and seeing that you have an express, almost honest opinion of every speaker must be easily administered and certainly relevant.

Thank you very much.

MR. DRAKE: Thank you.

Is the crossroad a geological boundary, in your estimation? And if so, what kind?

MR. ANDERSON: I would say that it is a geological boundary in the basic term, of the basic context of the term. It does provide, and has provided for many, many years a differential in heights of land. There is about a five foot drop, believe it or not because roads affected at one time the Silverado Ranch through here. And when we bought our property we had to have a hole line removed for that district. I know that I am not answering the question.

Also when this crossroad was developed they used tons, and tons of materials to build up a Northern side so that it would be a level road. They did not want it running down hill about four feet. If you drive along the crossroads as you go from west to east, if you notice on the left side there is a three to four foot drop. Part of this is that in order to make this
fillable at all, they had to move a lot of dirt around here.

The soil depths, from what I understand, are relatively thin and vary considerably. So that you may have cut off some high spots here, for low spots, which gives you a little bit of difference in the topography. It also allows you to have a vineyard.

There is a material difference from one side to the other. There is also a creek that runs down here. This creek drains a good portion of the property running along here. Filling the reservoir every year at the Simonson, and the Silverado property. And eventually running down through here, and exiting down here at the river, at about this point.

Also there is another creek that ran along, down here. It has been partially mitigated by drainage tiles and things. It exits out here.

This supplies a creek of about a five foot depth, which has been cut over here.

We do have, I would say, both creeks and elevations to support our contention that the viticulture on the other side is quite different. I am being very honest with you.

I hope that I have answered your question.
But this is why I was only able to support two distinct\textsuperscript{82} wine styles obtained from specifically the Stags Leap, or the proposed Stag Leap areas. The grapes from several other wineries are blended, the grapes South of the boundary, and the grapes East and North of the boundaries.

So we are kind of talking about apples and oranges here. Even though I am trying to make a point here that we would like to be able to talk about grapes. But we cannot specifically because there are no wines that are made specifically from the grapes.

I think the closest to that is John Shafer's Wines that were made in the 80's, which case came from three specific vintners within that area.

There is certainly within our appellation a citrusy characteristic, a very fruity, elegant type of apricot flavors in that regard.

I feel that the colors are usually medium, light yellow.

The perfume nose that is spoken of in ever so many articles, and I have about six of them which I will send to you. It has a ripe, rich, full citrusy flavor on the palate, with slight tropical fruit nuances. It has a vanilla quality. Now that, of course, is from the barrel. The finish is always long and
lingering. It essentially hugs the tongue.

There is reference made quite a number of years ago about our wines hugging the tongue. Know whether hugging the tongue, or having a velvet glove are two similar quotations, I am not sure.

I do think that we do have a rather full, complete balanced, lovely open wine that we produce out of our Chardonnays in that area. Does that help you?

MR. DRAKE: One question, and quoting back from a previous speaker there was reference to managing one of your vineyards?

MR. ANDERSON: That is my only vineyard.

MR. DRAKE: He made reference to your Yountville Vineyard, I think.

MR. ANDERSON: This is because you see there was no Stags Leap Vineyard. We are deciding the point of the Stags Leap District.

MR. DRAKE: We hope.

MR. ANDERSON: We hope. This is why my son did not lean on it as heavily as you might have wished.

The fact that we have never felt we could use a name that was applied to two wineries a short distance from us. We should not go against the publications in any reference to Stags Leap. We did it in one piece of
our information.

     MR. DRAKE: I asked your son, relative
to Mr. Egan's property above the cross road.

     MR. ANDERSON: Yes.

     MR. DRAKE: It looks like that it is pretty
close to being on part with the Chambers property.
Would you include Mr. Egan?

     MR. ANDERSON: I wish that my son had colored
those. The colors of the soil structures in the Chambers
are in here. This is 155, 110, 119, 156, all of which
occur up in this area. It is a hillside vineyard.

     I have seen Dick many, many nights up there
with his tractor, after working during the day;
cutting terraces in there. This is a terraced vineyard.

     I had an opportunity to buy that property.
I turned it down because I could not see how you could
run a tractor on it, other than this way.
Having been to Switzerland and to Germany, I felt
that I did not want to learn how to run one of those
things with a rope, up and down with a bobsled.

     This is a wonderfully well terraced vineyard.
It works beautifully.

     The property that Mr. Egan has down here, and
I am not sure, and am available for corrections.
I think that that is leased to Vander Brothers.
The family choose not to describe or make a comment on the appellation. They also own the Chenin Blanc property across the street from us.

We felt that it was kind of strange that there was only one comment, and a short letter from another person, commenting about this whole Northern area.

Does that answer your questions?

MR. DRAKE: Yes, it does. Thank you.

MS. REENECKAR: I have a question. I know you talked about the Chardonnay. I do have questions about the Cabernet. Were there any Cabernet vines planted when you purchased the property?

MR. ANDERSON: On our property, or on properties adjacent?

MS. REENECKAR: No, on your property.

MR. ANDERSON: No, actually we had a very, very small plot of less than a quarter of an acre. We tried those vines for about five or six years. Number one, we had such a small crop that it was not commercially viable to have a ton and a quarter of Cabernet.

Number two, the bud wood was quite affected with (sic) and it did not flourish there terribly well.

The bud wood is not perfect right at the moment.
It was not his fault, obviously. We went over there and pleaded with him for a little of the bud wood, because we loved the taste of the grapes.

We did make a wine in 1978 out of that, about a barrel and a half, maybe two barrels. We knew nothing about making a red wine at that time. The state of the barrels were about a year and a half to two years. Toppings were never done in the proper orientation. So I would have to say that the wine is very amaturish. We never sold it. We are still drinking it up. We had about sixty cases at the beginning, and I think that we are down to thirty. So it is not a wine that we find on our table every day.

Those vines were taken out when we replanted the area in our twenty acres acquisition here. For the simple reason being that this made good, economic sense to do that.

The vineyard of Mr. Weeks' which is in this area right here is planted to Cabernet. It serves the purpose for several of the Cabernets that are put on the market today.

MR. FICARETTA: Wasn't there something mentioned about a central wine tasting?

MR. ANDERSON: When?

MR. FICARETTA: When you sent it over with reference.
MR. ANDERSON: Oh, actually it was a PR piece that we handed to several. They are just compilations of what our awards had been. My son said he would provide a copy of it.

All the piece said, and it was sent to England. All it said was S. Anderson Vineyard was located in at the Northern end of Stags Leap. It did not use the word district. It did not refer to a specific appellation.

MR. FICARETTA: Was that about a year ago?

MR. ANDERSON: No, actually the tasting was held October 13. I still have the piece on my computer, and I shall send it to you.

The references historically go to considering the Yountville property going from the crossroads, down to two or three miles of the City of Napa. Because in those days, Yountville was a fairly important City.

Our area out here was always known as the Yount area.

Right down the road here, there is a plaque that came off the red school house that said, "This is the site of the Yount School." There are a couple in this room, I think, that attended that school. This would be the Yount School, which is quite a distinction from Yountville.
This as Oakville has a small post office. I think that it has about 100 boxes. Though at one time, it was a resort up here. And I think that some people did get mail. It was a long, arduous road to get to before they pushed in the Silverado Trail to any extent.

Currently I received a notice on the 16th of November, which is not particularly happy. We have to change all our stationery because the Post Master has seen fit to find that the mail delivered only on this cross-street, these little seven houses here have to change all their stationery. They are in the 599 area. Even though it was funny because our BATF, basic permit says "Yountville because of the proximity to the Post Office."

The Post Office Department until the 16th of this last month choose to deliver our mail from the central station down on Trancas Boulevard. We got better mail service than we are now getting from Yountville. Don't ask me why. This is the vagueness of the mail service.

MS. SLATTERY: Another question. In your declaration it says that the hills to the East are still the overriding factor?

MR. ANDERSON: That I think is correct.
With the heat reflecting off of these hillsides in the afternoon, after the fog lifts, we also get fog and mildew up here. We get the same things that everybody gets, and in the same proportions.

MS. SLATTERY: Can you explain why the Yountville Crossroad is not the place --

MR. ANDERSON: -- I don't think -- Well, other than this factor. I wanted to ask some questions of the kind of policies. I asked him. Remember his drawings.

I was a sailor for about twelve years. And I sailed in competition. I am terribly competitive.

When I noticed that there was a great line, going up the center of the valley, I never identified wind speed there. We have a presentation that will address the fact. The wind speed up the central part of the valley, because it broadens the central part of the valley -- The wind speed is probably seven or eight knots coming off San Pablo Bay does become amplified here.

I cannot imagine from this hill that tops at about 280 feet, if I am not mistaken, and has an incredibly small profile would stop this rapid wind, which was being compressed mixed with, down to here. It had an arrow going this way, into the valley. If this wind is cropped, I just can not hardly believe
that because of the dynamics of the amount of air that has to go through there. We do know that we get tremendous winds. We get tremendous winds around this place. Simply because that air has to go somewhere. Air does not stop going. That is why jet airplanes, I guess, work.

MS. SLATTERY: Well wouldn't the winds then cross over?

MR. ANDERSON: I think that they do.

As a sailor I will tell you about Catalina Eddy. Catalina Eddy sounds like a guy that drinks at Avalon. Catalina Eddy refers to a fact that the Island of Catalina goes to somewhere up around 6,000 feet in its central portion. The winds there are basically from West to East. Catalina Eddy provides a slough which is about eleven miles directly out from the land.

So when we raced we had two choices.

If we knew that there was an on-shore breeze, we went very close to Catalina. If there wasn't we sailed up to Newport, and back up the coast. Because this Catalina Eddy would have you sitting there, with the sails going back and forth, getting a little seasick. Catalina Eddy caused the wind to go up, and then drop down. It may go up because
STATE OF CALIFORNIA

CITY AND COUNTY OF SAN FRANCISCO

I, the undersigned, DORIS LEVINE, hereby certify that I am a Notary Public in and for the County of Marin, State of California, and that on the within-mentioned date I reported in shorthand the testimony given and proceedings had, fully, truly and correctly;

That I thereafter caused my said shorthand to be transcribed into typewriting and that the foregoing constitutes said transcript;

That the same is a full, true and correct transcription of my shorthand notes as aforesaid, and of the testimony given and proceedings had in said entitled cause.

IN WITNESS WHEREOF, I have hereunto set my hand this /4/ th day of /Dec 1987/.

[Signature]

Official Hearing Reporter