



DEL DOTTO TRADE POLICY

We at Del Dotto greatly appreciate our friends in the industry and trade. Almost all of our business is by referral and we continue to be grateful for that. We have fast become a very popular destination in Napa Valley to visit because of the tasting experience and reputation we have created over the last 15 years and strive to be gracious and accommodating to our visitors.

For our friends in the local trade, we offer complimentary bar tastings for up to 2 people Monday – Thursday at select times. **All tastings are by appointment only. We are unable to accommodate any guests that walk in without prior arrangement. We consider local trade to be those that work at a winery, restaurant or hotel that is located in the Napa/Sonoma area. You must present your business card and a form of identification to our tasting room staff upon arrival.** If you prefer to visit on a different day or time, the bar tasting will be \$45 per person. If you are interested in booking the full Cave Experience & Barrel Tasting for any day, it will be \$60-75 per person and can be booked through our reservationist.

Please call 707-963-2134 to make a reservation or email us at mail@deldottovineyards.com

If you are from out-of-state and are looking to carry our wine via a distributor, we can offer 2 complimentary Bar Tastings on Monday or Tuesday at either location at select times. The wines that are available to the wholesale market are not usually the wines that are tasted on the Cave Experience & Barrel Tasting. The barrel tasting is geared toward our retail mailing list customers and are winery exclusive wines. Some of the wines offered on the Bar Tasting menu are available through our distributors. We will put you in touch with our distributor in your state, if we have one, before your visit so you are aware of what wines are available to you. If you are a distributor that is interested in distributing our wines in a state that we do not have representation in, our reservationist will put you in contact with the appropriate person that handles wholesale and distribution. If you are still interested in booking the full Cave Experience & Barrel Tasting it will be \$60-75 per person and can be booked through our reservationist.

Thank you-
The Del Dotto Family