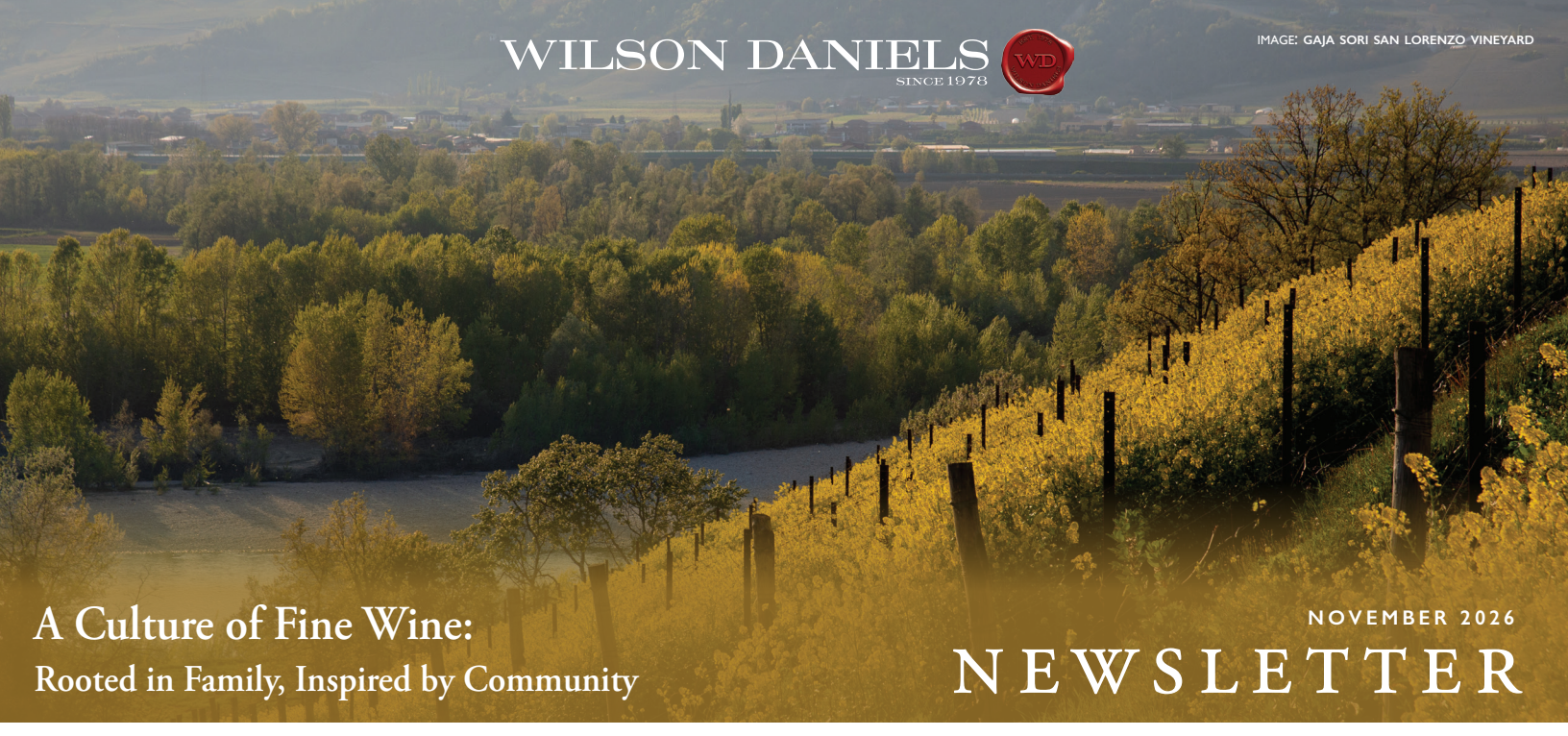


IMAGE: GAJA SORI SAN LORENZO VINEYARD

A Culture of Fine Wine:
Rooted in Family, Inspired by Community

NOVEMBER 2026

NEWSLETTER



WD GIVES BACK:
MS Scholarship with GuildSomm Application is OPEN

Wilson Daniels is proud to partner with GuidSomm to offer **ten (10) monetary awards of $2,000 each to individuals pursuing continued wine education with the Court of Master Sommeliers-Americas.** The awards may be used toward examination fees, reading/study materials, and/or wine samples.

The application window is officially OPEN until November 6th. APPLY HERE and/or share with your network today!

Spotlight on Alex Mares, MS and Ray Chung
ANNE-CLAUDE LEFLAIVE MEMORIAL AWARD RECIPIENTS

We are thrilled to announce the 2026 recipients of the Anne-Claude Leflaive Memorial Award, in partnership with GuildSomm! Please join us in congratulating **Alex Mares, MS** and **Ray Chung**, who will each receive $5,000 to support their continued education and that of their greater wine community. Their authenticity and passion for our industry reflects the qualities Anne-Claude Leflaive brought to her remarkable life and career. Together, this $10,000 investment supports the continued growth of our sommelier community, one we're proud to champion. Meet our recipients below!



Alex Mares, MS

Alex Mares is a Master Sommelier and the Wine Director at Bourbon Steak, New York. After spending time at Maialino and two-Michelin-starred The Modern, Alex spent three years on the sommelier team at three-Michelin-starred Eleven Madison Park, where he developed his approach to fine-dining wine service and hospitality. He joined Bourbon Steak New York as Wine Director in 2024 and earned the Master Sommelier diploma from the Court of Master Sommeliers in September 2026. His professional interests center on fine-dining wine service, hospitality, and the relationship between wine and food, with particular expertise in Napa Valley, Burgundy, Piedmont and Barolo, and Tuscany.

Alex has also been deeply involved in New York's sommelier community, mentoring Advanced exam candidates and young professionals, organizing tasting groups, and fostering a culture of collaborative study and mentorship among the city's leading sommeliers. Alex adds, *"We have an amazing community of wine students at all levels in New York, and as my own education has progressed, I've made a conscious effort to invest that experience back into the next generation of sommeliers. My goal has always been the same: to help create a stronger, more generous wine community where knowledge is shared and success is collective; and this has made me a better professional all the while."* Outside of the restaurant, Alex is deeply passionate about classical music and has an unabashed affection for all things Chardonnay.

Ray Chung is a New York City–based sommelier and beverage professional working as a Sommelier at RAON, where his work spans wine, sake, and Korean sool. After more than a decade in education and academia, he transitioned into hospitality, completing the Institute of Culinary Education's Intensive Sommelier Training and earning the Court of Master Sommeliers Certified Sommelier credential in 2025. He has worked across wine retail, omakase, and fine dining, and continues advanced study in both wine and sake. His writing has appeared on JancisRobinson.com.

Ray is particularly interested in connecting rigorous beverage education with thoughtful, accessible hospitality and creating opportunities for other developing wine professionals. *"My contribution is local and hands-on. I try to make the rooms I am already in more educational and less guarded. At RAON, I train colleagues across wine, sake, Korean sool, cocktails, and non-alcoholic pairings, and turn what we learn into language staff can use with guests. Since our menu is built around kimchi and Korean fermentation, I also advocate for Korean beverages as subjects worthy of the same rigor we give Burgundy or Champagne, while showing how classic wines can meet unfamiliar flavors without reducing either tradition to a novelty."*



Ray Chung

Congratulations to Our
2025 PRESIDENT'S AWARD RECIPIENTS!

On September 25th, we recognized four Wilson Daniels employees with our 2025 President's Award ceremony in our Napa office. The award recognizes exceptional personal contributions to the overall success of our company. What makes this recognition especially meaningful is that these individuals were nominated by their peers. To be acknowledged by colleagues for leadership, integrity, and impact speaks volumes about the respect they have earned across our teams. Each honoree embodies the very qualities that define a President's Award recipient: character, commitment, and perseverance.

Please join us in congratulating these dedicated individuals for their exemplary service and commitment to excellence!

Asher Chong | NY Sales Representative – WDW

Chris Lowery | Mid-Atlantic Regional Manager – WD

Ellie Newcombe | Executive Assistant, National Sales – WD

Brandi Adams | Sales Representative – Galaxy WA



Rocco Lombardo, President



L to R: Asher Chong, NY Sales Representative WDW, Chris Lowery, Mid-Atlantic Regional Manager WD, Rocco Lombardo, President, on behalf of Ellie Newcombe, Executive Assistant, National Sales WD, Brandi Adams, Sales Representative Galaxy WA



Ellie Newcombe, Executive Assistant, National Sales WD

GAJA'S SINGLE VINEYARD 2023 BARBARESCOS AND 2022 BAROLOS
Achieving Excellence in the Face of Disparately Challenging Growing Seasons

From the indelible **Gaja family,** we are pleased to announce the release of the 2023 single vineyard Barbarescos – Costa Russi (750mL, 3L), Sorì Tildìn (750mL, 3L), Sorì San Lorenzo (750mL, 3L) – and the 2022 single vineyard Barolos – Conteisa (750mL, 1.5L) and Sperss (750mL, 1.5L, 3L), with Sperss also offered as a 2019/2020/2021 vertical pack in this year's Fall Luxury Offering.

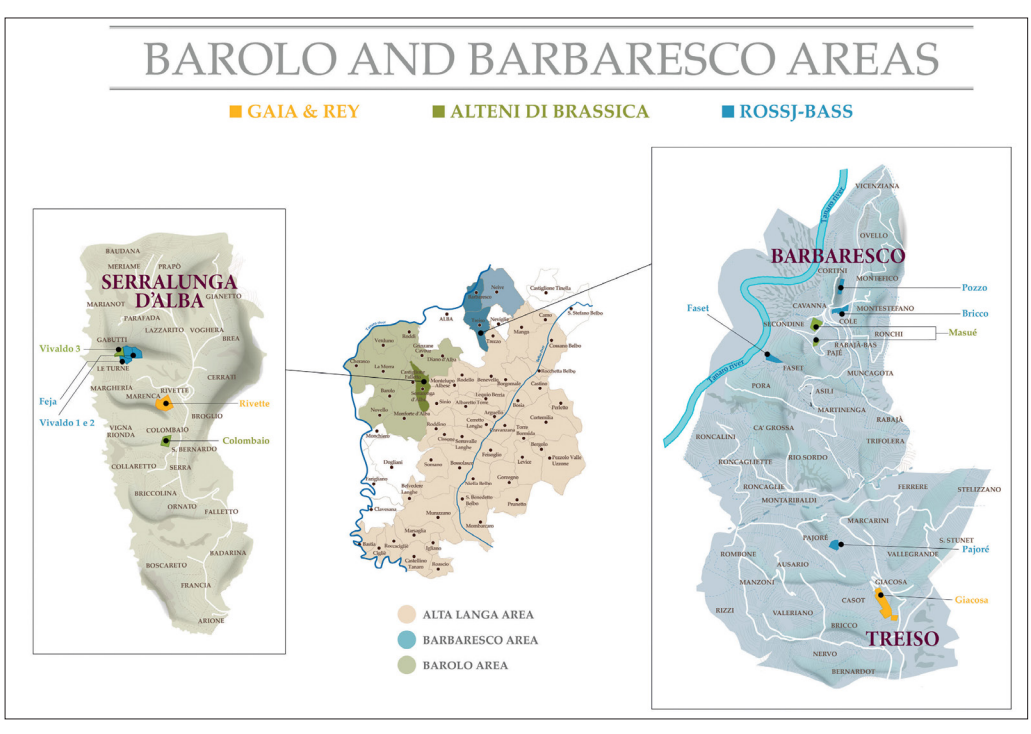
Given the challenging 2024 growing season and resulting decision from the family not to produce any Barolo or Barbaresco, this offering is all the more precious, and we are honored to present it to you. We hope you enjoy.

In Barbaresco, the 2023 growing season was marked by abundant rainfall in May and June, leading vines to greater productivity and extending the period for full grape maturation. July and August were hot and dry, with a swath of hail falling in early July and fortunately missing most of the family's vineyard holdings. Temperatures fluctuated in August, with extreme heat punctuated by rainstorms and sharp drops in temperature. Despite the grape bunches being larger than usual due to abundant rains, summer heat caused concentration and balanced the proportions between the skins and pulp, resulting in wines with exceptional freshness and complex aromas.

The 2022 Barolo growing season, in contrast to Barbaresco, was marked by extreme drought: the region received only 300ml of water from November 2021 until the 2022 harvest, a historical low compared to the average in Piedmont (800ml – 1200ml). Rain finally arrived in April, causing vegetation to surge until a dry June resulted in the need for green harvesting in the sorì to reduce water stress. The resulting vintage can be compared to 2003, which turned out to be an excellent vintage after aging in the bottle.



The Gaja Family





Costa Russi Barbaresco DOP 2023

The Costa Russi Barbaresco opens generously in the glass, with prominent aromas of cherry and blueberries, fresh fruit, marjoram, mint, and spicy notes. Expressive on the palate, with balance and volume, the wine is juicy and sweet on entry, finishing with a harmonious and polished tannic structure.

Sorì Tildìn Barbaresco DOP 2023

The Sorì Tildìn opens with sweet notes of sandalwood, cinnamon, violet, and strawberry. The aromas are confirmed on the palate, which is full and elegant, generous and voluminous, with enveloping and succulent tannins.

Sorì San Lorenzo Barbaresco DOP 2023

The Sorì San Lorenzo boasts a persistent nose with aromas of black cherry and raspberry, underbrush, and graphite. Energetic on the palate, the finish is long and fresh, with fine and rich tannins and a sweet cherry flavor.

Conteisa Barolo DOP 2022

The 2022 Conteisa is distinguished by its fresh, expressive aromatics, with notes of black cherry, plum, spice, and fragrant herbs. The palate is generous with a harmonious tannic texture that brings balance and elegance.

Sperss Barolo DOP 2022

The 2022 Sperss opens with deep mineral tones layered with vibrant notes of tart black cherry, truffle, licorice, and dried earth. On the palate, the wine is structured with remarkable depth and precision. The finish is long and savory, underscoring the wine's complexity and age-worthy character.

