

100 Hilltop Lane
Philadelphia, PA 19131

March 5, 2005

Barbara Bucher
Sales Manager
Trincherro Family Estates
100 St. Helena Highway South
St. Helena, CA 94574

Dear Ms. Bucher:

I am a student at Saint Joseph's University, in the process of completing my junior year in the Haub School of Business. The California wine business has fascinated me ever since my first trip to the Napa region. Your company has an outstanding reputation—some attribute the major growth of wine consumption in the United States to the Sutter Home brand.

In an effort to explore my interest further, I would appreciate the opportunity to meet with you to discuss the Trincherro Family Estates. Furthermore, I would welcome your professional insight with regards to the California wine business in general.

I will contact your office the week of March 20 to set up a mutually convenient time for this informational meeting.

Thanks so much for your time and consideration.

Sincerely,

Samuel Student

Samuel Student