

# Study Guide: Burrell School Sippers Club



**Sippers receive twelve different wines each year (3 bottles per quarter) at 36-40% discounts**

- Early preview of wines, usually before release to general public
- Most wines available for re-order in the quarter at 20% discount

**On the day you join**, 30% discount on retail wines, plus a free t-shirt

**Complementary tastings** for the club member plus 3 guests

**Free bottle of wine** when referring a friend who joins the wine club

**Discounts:** 10% on bottles, 20% on cases

**Quarterly “Stay-After-School” party:** taste the quarterly wines & pick up your package

**Notification** of special Club-only events and sales

**Barrel Tasting “futures”:** 50% discount per case, before bottling (March & July)

**Club-only Wines:** Sippers Club Members have access to purchase limited wines including:

- 2004 Class Reunion – Almost sold out
- 2005 Class Reunion – perennial favorite, in the May package
- 2005 Wine Chicks Rose of Pinot Noir – Available in spring 2007
- 2005 High School Sweethearts (Zin-Syrah blend) – a new wine, in the August package
- 2005 Petite Sirah – a new wine, available in late 2007
- 2005 Detention (Zinfandel Port) – while it lasts
- 2006 Detention (Zinfandel Port) – available in late 2007
- 2006 Late Harvest Zinfandel – a new wine, available in late 2007

**Double Sippers Club:** Two packages at the same cost per package

<b>2007 Burrell School Wine Sippers Club Plan</b>				
		<b>'07 Price</b>	<b>Club Pkg.</b>	<b>Discount</b>
<b>Feb</b>	2004 Pinot (Estate)	\$ 44		
	2004 Chardonnay (Estate)	\$ 26		
	2005 Syrah (Estate)	\$ 30		
	<b>Total</b>	\$ 100	\$ 60	40%
<b>May</b>	2004 Merlot (Estate)	\$ 28		
	2004 Pinot (Veranda)	\$ 40		
	2005 Class Reunion - <u>Club Only</u> (no re-orders)	\$ 44		
	<b>Total</b>	\$ 112	\$ 70	38%
<b>Aug</b>	2005 Cabernet Franc (Estate)	\$ 40		
	2004 Cabernet Sauvignon (SCM)	\$ 40		
	2005 Zin-Syrah - <u>Club Only</u>	\$ 30		
	<b>Total</b>	\$ 110	\$ 70	36%
<b>Nov</b>	2004 Valedictorian - (no re-orders)	\$ 54		
	2005 Zinfandel (Ryan Oaks)	\$ 30		
	2006 Old School Cabernet Sauvignon	\$ 26		
	<b>Total</b>	\$ 110	\$ 70	36%