



A to Z Wineworks is a partnership of two winemaking families.



William Hatcher developed and managed Domaine Drouhin Oregon from its conception in 1987 until the Spring of 2001. His wife Debra was active in the venture as well. Many years ago, she also worked with David Lett at The Eyrie Vineyards.



Sam Tannahill was the winemaker at Archery Summit from 1995 until Spring 2002. Before that he worked at Domaine l'Arlot in Nuits St. Georges. Sam's wife, Cheryl Francis was Chehalem's winemaker from 1996 through 2003 after stints in Burgundy and New Zealand.

A to Z Wineworks

Aristocratic wines at democratic prices

A to Z Wineworks is the leading négociant-style wine producer in Oregon. The conception of four of Oregon's most seasoned wine professionals, A to Z Wineworks has established a new price/quality benchmark in the marketplace by selectively blending premium lots sourced from Oregon's leading wineries. The result is value wines that fully express the essence of Oregon in general and the vintage in particular.

Founded in 2001 by four friends from two families, **Deb and Bill Hatcher, Sam Tannahill and Cheryl Francis**, A to Z specializes in blending wines to achieve richness, harmony and complexity. "Our goal at A to Z is to bring high quality Oregon wines to the market for great prices."

The partnership blends unique skills. Bill brings an extensive background in strategy and finance to the company while Deb has successfully spearheaded the design, marketing and promotion. Sam and Cheryl have combined surpassing creativity and technical experience, allowing A to Z to maintain the same quality at 40,000 cases as with the first release of 2,500 that earned A to Z Food & Wine Magazine's award for the best American Pinot Noir under \$20.

From its conception, the company has quickly become Oregon's fastest growing winery. The business model is simple: to produce and market Oregon's best wine values by eliminating unproductive fixed investment and unnecessary overhead. "Moreover, the overwhelmingly variable nature of our costs gives us great flexibility in adapting to shifts in the marketplace both in terms of overall demand and specific product offerings. Applying the adage that "everyone's back office is someone else's front office," we concentrate on our core competencies of acquisition, blending and marketing with only five partner/employees."

Originally, A to Z sourced and blended excess wines from other Oregon producers. Although the company continues to purchase wine, they have gradually decreased their dependence on the variability of those supplies in favor of long-term grape agreements from Hood River through the Willamette Valley and south to Medford. While the contracts themselves ensure continuous sources of fruit, the 350 mile geographic dispersion serves as a hedge against a weather calamity in any particular region.

