

THE WINE PRESS

Gold Medal Wine Club Newsletter: Vol. 10 No. 5

Indian Springs Winery Edition

In This Issue

INDIAN SPRINGS WINERY
Page 1

THIS MONTH'S WINES
Page 2

SPOTLIGHT PROFILES
Page 3

WINE WIZARD
Page 4

FOOD FOR THOUGHT
Page 6

JUDGE-THE-WINES
Page 7

REORDERS
Page 8



"With Gold Medal Wine Club,
The Road to Great Wine
Begins at Your Door."

www.goldmedalwine.com

INDIAN SPRINGS DOUBLES VINEYARD SIZE, CELEBRATES 10TH YEAR

We previously featured Indian Springs Winery over two years ago. Whenever we revisit a winery that has been featured in the past, it's for one simple reason—they make great wines. Year-in and year-out, Indian Springs Winery consistently produces high-quality wines in a style that has proven very popular with Gold Medal Wine Club members. So, in an encore presentation, we offer two award-winning Indian Springs wines for you to enjoy.

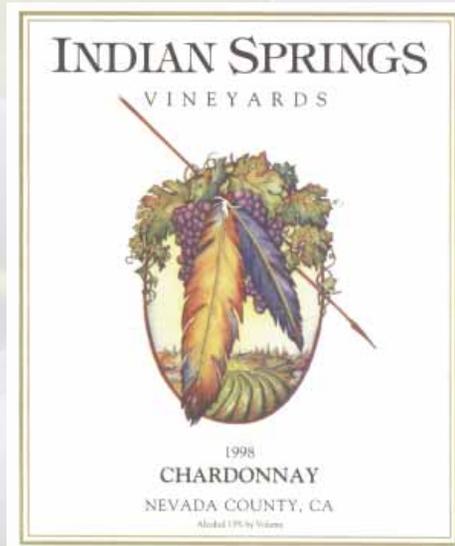
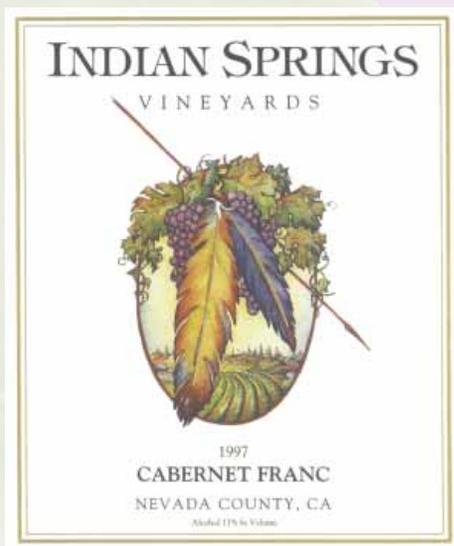
Nevada County is not in the state of Nevada. It is a county in California, located in the Sierra Foothills a few counties northeast of Napa. Dennis Ball, of Indian Springs Vineyard is the owner of the largest vineyard in Nevada County. He can tell you that the wineries in those *other*, more famous areas of California have already discovered the high caliber of grapes coming out of Nevada County, because they're buying Dennis' grapes to use in their own wines!

Continued on page 4



Indian Springs' vineyard in the Sierra Foothills is one of the most scenic in all of California.

Gold Medal Wine Club features two wines each month from only the best small wineries of California. Featured wines include those which have earned medals in the top wine-industry competitions or have been highly rated by a respected national wine publication. On occasion we feature a wine which is of high medal-quality, but due to its very limited availability or by preference of the wine producer, may not be submitted to these venues for review. Each and every selection is a superb wine made in small quantities and with limited distribution. There are over 1,000 wineries in California producing thousands of different wines. Only wines fitting the above criteria are considered in choosing the featured selections each month.



1997 CABERNET FRANC

“90-Points!” says the Wine Enthusiast magazine—“Plummy, blackberry aromas, with complex tar, tobacco and oriental spice notes. Very soft and fruity, with wonderfully deep berry and spice flavors, and a long, rich finish. Sierra Foothills Cab Franc is one of California’s best-kept wine secrets.” The *Santa Rosa Press Democrat* says, “It packs richly satisfying herbal and fruity flavors; a fine introduction to this increasingly popular varietal.” A Bordeaux varietal in origin, only a few California wineries have been able to figure out how to capture the essence of this grape, and Indian Springs is one of them. Try this wine with a favorite pasta dish such eggplant parmigiana or lasagna. 100% Cabernet Franc.

1998 CHARDONNAY

There are lots of *drinkable* Chardonnays. But we found this little Indian Springs gem a standout among Chardonnays. The *Connoisseurs’ Guide to California Wine* agrees, saying “Here is a moderately rich, eminently accessible Chardonnay that smacks of ripe apples, butter and sweet oak in the nose and follows with nicely filled flavors whose basic fruit holds up well from start to finish. Good Value.” The *Restaurant Wine Guide* calls this Chardonnay “Excellent. It is full and round, with toasty, fruity aromas/flavors and floral overtones.” The *Santa Rosa Press Democrat* says, “the [Sierra Foothills] cool nights have helped give this release a refreshing acidity to punctuate the wine’s intense tropical and peachy flavors.” Try it with broiled sea bass.

WINE CREDENTIAL HIGHLIGHTS

1997 VINTAGE: *Gold Medal*-New World International Wine Competition; *90 Points*-Wine Enthusiast magazine; “*Highly Recommended*”-Beverage Tasting Institute; *5 Silver Medals* from five other major wine competitions.

LEGACY: Produced only in years of exceptional fruit, always a medal winner.

1998 VINTAGE: ★★★★★ (4 out of 5 stars)-Restaurant Wine Guide; Due to limited production, this wine was not entered into competitions.

LEGACY: A mainstay for Indian Springs, consistently good quality every year.

Just the facts:

pH	3.44
Total Acid52 g/100 mls
Alcohol	13.0%
Cases Produced	1,959
Aged in French & American Oak ...	12 Months
Drink Now or Up to Year	2009

Just the facts:

pH	3.75
Total Acid66 g/100 mls
Alcohol	13.5%
Cases Produced	2,739
Aged in French Oak	5 Months
Drink Now or Up to Year	2004

GOLD MEDAL SPOTLIGHT

Dennis Ball

When Dennis Ball and family decided to locate their grape farming operation in Nevada County in 1982, it signaled a return of the area's wine grape growing industry. The Sierra foothills were booming with over 100 small vineyards and wineries prior to Prohibition. What Prohibition didn't wipe out, phylloxera did, and the wine industry disappeared. In the 1970s local grape growing was resurrected in the area with the arrival of a new five-acre vineyard. Since that time, the Sierra foothills have slowly re-emerged as an important wine producing area. With the Ball family vineyard addition in the early 1980s, the area's grape growing scene took a giant leap forward by establishing the county's biggest vineyard to date.

Dennis was born in Berkeley and grew up in Contra Costa County's East Bay area, south of San Francisco. He stayed close to home during college, attending nearby Menlo Business College. His father, Gordon Ball, was a heavy construction engineer, whose company built

many of the Hawaii and California highways. After his schooling, Dennis went to work for his Dad learning the construction business. In 1968 the business was sold to the Dillingham Corporation of Hawaii. "I think they got tired of us coming over to the islands and taking away their business!" says Dennis.

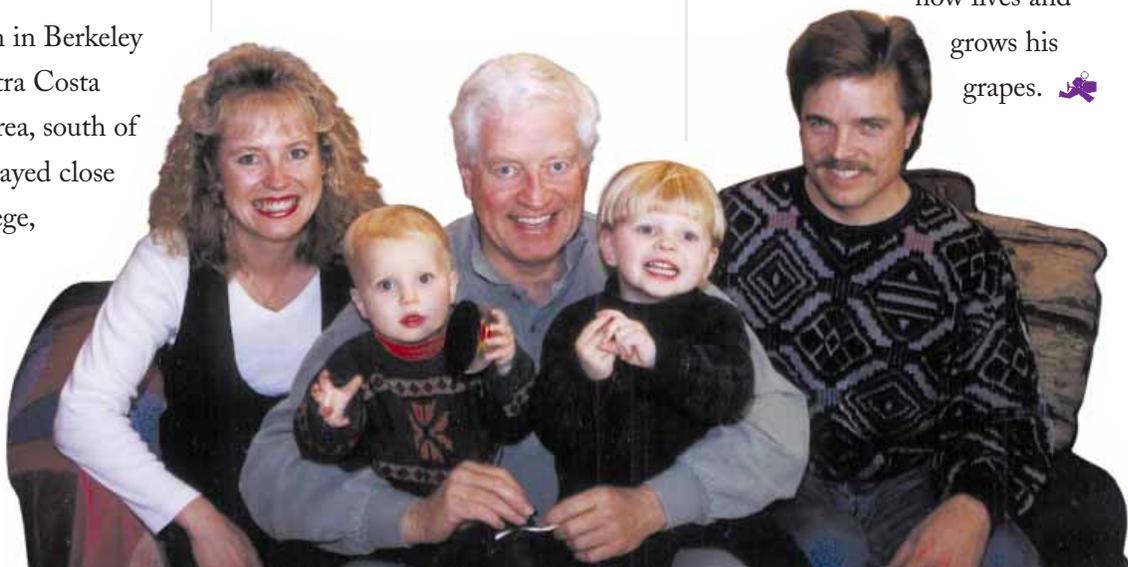
Three years later Dennis and his brother started their own heavy construction company, specializing in highways, bridges, tunnels and water-related projects such as canals. Their successful projects throughout the west soon turned a small family business into a large corporate entity. Not really keen on perpetuating the large company environment, Dennis sold his interest in 1980.

Dennis wanted to get into agriculture. His first thought was to

grow walnuts. After all, as he was growing up, his father had owned a walnut farm and cattle ranch—at least he knew what he would be getting into. But a friend who was a grape grower suggested he look into vineyards instead. And the more he looked, the more enthralled he became with the idea.

The problem was finding a suitable site. It seemed that all of the vineyards up for sale were flawed in some fashion or another. The last thing he wanted to do was to inherit someone else's problem. That's when his attention turned to Nevada County. His in-laws had just purchased property there in 1982. They asked him to come up to engineer a road on their new land, which he obligingly did. There he discovered the Indian Springs land where he

now lives and grows his grapes. 🍇



Owner Dennis Ball surrounded by family members: Joseph Swink (front left), Joshua Swink (front right), Karen Ball Swink (left), Ron Swink (right).



WINE WIZARD

- 1) What state is considered to have been the foremost wine producer in America before the Civil War?
- 2) When tasters refer to a wine as dry, they mean it has little or no *what*?
- 3) When tasters refer to a wine as well-balanced or not balanced, what do they mean?

Continued from page 1

Traveling to Nevada County means a trip to the birthplace of the California Gold Rush. Ironically, the settlers of today are still reaping precious metals from the earth. Only this time around, it's from the Gold, Silver and Bronze medals being won with their wines at the competitions!

Dennis Ball looked all over northern California for a place to start a grape farming enterprise

before buying his 450-acre parcel in 1982. The Central Valley was just not appealing to him and the Napa / Sonoma land prices didn't make much sense. During a visit to Dennis' in-laws in Nevada County, he met a family friend who coaxed him to look at some property nearby. His friend led him to a piece of land that was up for sale just off Indian Springs Road. The acreage was being used as cattle grazing land and boasted of beautiful rolling hills dotted with tall pines and sturdy oak trees. His interest sparked, he researched the microclimate, tested the soils, checked the water supplies, and had aerial surveys taken. To his pleasant surprise, the results turned out to be ideal for planting vineyards.

The rocky, hilly, grazing land had never been cleared before, so the vineyard preparation that lay ahead was a formidable task. That single challenge alone may have kept others from attempting to farm the land prior to Dennis arriving on the scene. As a former owner of a heavy construction company, Dennis met the challenge with relative ease.

He began to plant in 1984 with eight varietals including Chenin Blanc, Chardonnay, Cabernet Sauvignon, and Merlot among others. Being new to farming grapes,

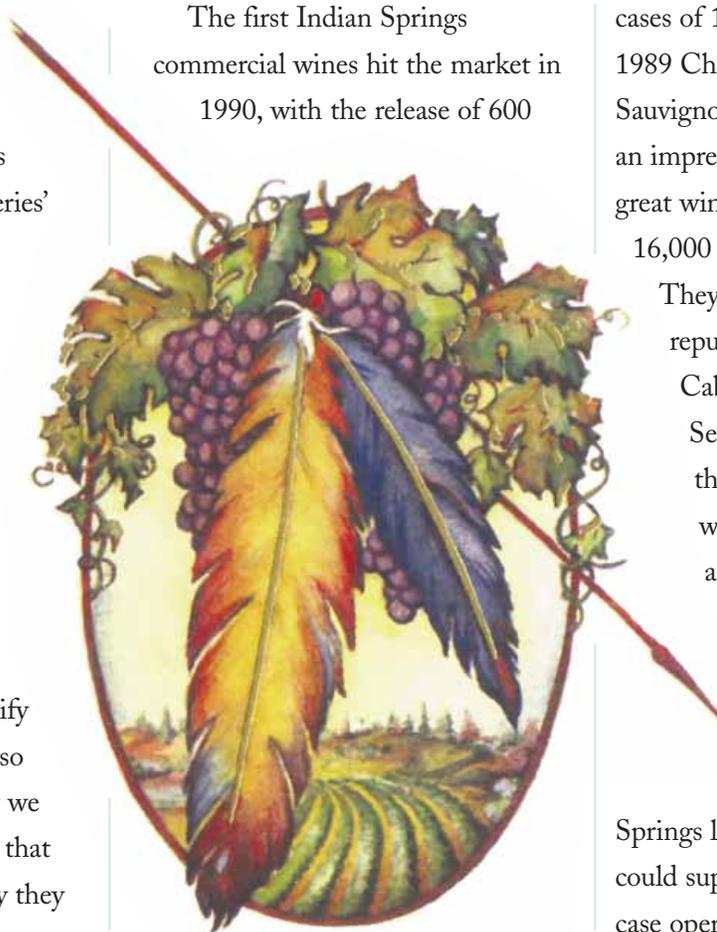
he secured the helpful expertise of other growers in the area. But he was largely on his own to begin mastering the trade. "We looked at what the foothill wineries were producing and began with those varietals," says Dennis, "it's been a tremendous learning curve."

By the time the vineyards began producing in 1986, a snag in the plan had developed. The wholesale grape market had begun to collapse due to a glut in the market place. Successive bumper crops had led to an overabundance of fruit causing grape prices to collapse. "We speculated at the wrong time," recalls Dennis. "And as a new, unproved grower, it was particularly tough to get a foothold into the market."

Discouraged but far from giving up, the Balls took their show on the road. They pressed samples of all their grape varieties and began calling on wineries to try their fruit. Their ploy was successful in securing contracts for the upcoming 1987 vintage. One contract led to another, and soon their Indian Springs fruit had developed a formidable reputation in the industry. "Reputation is a big part of this business," states Dennis Ball. "We proved that this area can produce high quality grapes."

"We more or less backed into the winery business," says Dennis. "Our grapes up till then had always been blended with other wineries' wines. We didn't really know how good our grapes were," he revealed. Looking for expert opinions, he met one day with well known winemaker, Jed Steele, of Kendall-Jackson fame. Impressed with the quality of the fruit, Steele agreed to oversee the winemaking efforts. "We wanted to diversify our risk," says Dennis. "It's also kind of a final validation that we made the right decisions and that we were doing things the way they should be done."

The first Indian Springs commercial wines hit the market in 1990, with the release of 600



cases of 1987 Cabernet Sauvignon, 1989 Chardonnay and 1989 Sauvignon Blanc. Today, thanks to an impressive reputation for making great wine, production has swelled to 16,000 cases of 10 different wines. They have built their early reputation around Merlot, Cabernet Sauvignon and Semillon. Lately though they've made a huge splash with an outstanding Syrah and Sangiovese.

"The market will dictate how much wine we'll eventually produce under the Indian Springs label," says Dennis. "We could support a 35,000 to 40,000 case operation. But we are not

Continued on page 6

ANSWERS TO WINE WIZARD

1) *Ohio was the first state to have permanent and extensive wine production. A fellow by the name, Nicholas Longworth established these plantings around the Cincinnati area in the 1830s. Those vineyards were largely devastated by a fungus known as Black Rot so the Ohio wine industry moved up to the shores of Lake Erie. The other principal wine producing areas of that time were around Hermann, Missouri, a German colony on the Missouri River, and around the Finger Lakes area of upstate New York.*



2) *Sugar. Dry is an adjective often applied to wines, usually to describe those in which there is no perceptible sweetness. Sweet stimuli such as sugars may be present in a wine and detectable by chemical analysis but are in concentrations below your threshold of perception. Low, medium, and high sugar refer to increasing degrees of sweetness above your threshold of perception.*

3) *A wine with good balance means it has a complementary amount of sugar and acid. If there is too little or too much acid relative to the amount of sugar—or too much or too little sugar relative to the amount of acid—the wine is unbalanced. In a broader sense, a wine is well-balanced if its alcoholic strength, acidity, residual sugar and tannins complement each other so that no single one of them is obtrusive on the palate. Do not confuse balance with flavor characteristics, as they are quite unrelated.*



FOOD FOR THOUGHT

Two favorite Indian Springs recipes from Robert Gallegos Dinner Works Catering.

MINT BARBECUED LAMB

6 1-inch thick Lamb shoulder chops
2 Tbsp. Cider Vinegar
2 Tbsp. Worcestershire sauce
1 Tbsp. Brown sugar
1 Tbsp. Vegetable oil
1 Tbsp. Dried mint
1/4 tsp. Cayenne
1/8 tsp. Cinnamon
Salt & pepper to taste

Crumble the mint. Pat the lamb dry. Combine the ketchup, vinegar, Worcestershire sauce, brown sugar, oil, mint, cayenne, cinnamon, salt and pepper.

Brush the lamb with sauce and grill it on an oiled rack over glowing coals for 8 minutes (for medium-rare), turning it once and basting it frequently with the sauce.

Enjoy with a glass of Indian Springs Cabernet Franc!

SHRIMP SEVICHE

A South American recipe with Spanish influence. Serves 8.

1 lb. of cleaned shrimp
1 gallon of salted water
3 tomatoes, peeled, seeded and cut into 1-inch chunks
1 tbsp. coarse salt
1 cup fresh lime juice (about 8 limes)
1 medium red onion chopped
2 garlic cloves, chopped
3 ripe avocados cut into 1/2-inch cubes
4 jalapeno chilies, seeded and finely chopped
2 red bell peppers, roasted and peeled, cut into 1/4"-inch wide strips
1 chipotle pepper, seeded and chopped
1 cup Chardonnay reduced to 1/2 cup
1 cup extra virgin olive oil
1/4 cup chopped fresh cilantro
black pepper to taste

Cook shrimp and cool to room temperature.

Mix the remainder of ingredients.

Combine with shrimp at least one hour before serving.

Refrigerate at least one hour, no longer than one day.

A great compliment to the Indian Springs 1998 Chardonnay.

Continued from page 5

anxious to get that big. Our strategy is to further establish ourselves, see how we do, and remain market driven," he reveals.

So far, the market has dictated a higher output each year. And fortunately, they have lots of built-in latitude to keep their own wines moving forward. Just last year the winery completed planting 117

additional acres of Syrah, Cabernet Sauvignon, Cabernet Franc, Barbera, Zinfandel, Merlot and Primitivo. That brings the current vineyard size to 225 acres. Consequently, most of the crop will continue to be sold to other wineries while keeping a smaller but higher quality portion of fruit for their own Indian Springs label.

To help keep things on track as the volume increases, Dennis has recently brought in additional expertise. Mark Adams, an industry veteran, formerly with Chateau St. Jean Winery and Lambert Bridge Winery, has taken the helm as General Manager of the winery. James Harte, came on board in 1999 originally to help with the vineyard

JUDGE-THE-WINES RESULTS

In this section we publish the cumulative, on-going tallies of the Judge-the-Wines Scoresheets which are provided in each delivery of wine and mailed back in by Club members. We believe it is fun as well as educational to think about and record the different characteristics of the wines you sample. No matter how acute you think your palate is, the person next to you will probably have a different thought or opinion about a certain characteristic of the wine you are sampling. It can also prove beneficial to record your impressions of the wine for reference at a later date.

Below are the most recent tallies of the Scoresheets returned. Gold Medal Wine Club specializes in featuring small-sized wineries and small-production wines. Depending on availability from the winery, all members may not receive every wine that is listed below. The Scoresheet results which are printed in green indicate the wine selections that as of press time are still available for reorder.

Baywood – 1997 Merlot

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	93%	6%	1%

Baywood – 1997 Zinfandel

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	90%	5%	5%

Baywood – 1997 Chardonnay

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	89%	8%	3%

Alderbrook – 1997 Pinot Noir

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	91%	5%	4%

Alderbrook – 1997 Sauvignon Blanc

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	88%	7%	5%

Brutocao – 1996 Merlot

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	94%	5%	1%

Brutocao – 1997 Chardonnay

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	87%	7%	6%

Dante – 1997 Chardonnay

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	92%	6%	2%

The above wines were recently featured. Due to space limitations the entire list of available wines is not listed—please call to inquire about other previous favorites.

■ Indicates wine is still available

Continued from page 5

development, and is now National Sales Manager.

Although the winery has yet to build their own wine making facility, you can check out all their great wines at their Nevada City Tasting Room just down the road from the vineyards. Meanwhile, enjoy their multiple award winner, Cabernet Franc and always impressive Chardonnay. 🍷



THE GRAPEVINE

Comments from us and Club members

Is it just us or does the year 2000 seem to be flying by with extraordinary speed? Time again to announce another winner in our quarterly drawing. The lucky winner for the 1st Quarter 2000 of a bonus half-case of wine is **Sidney Galloway** of Louisiana! Sidney's wife Jean gave him a membership to Gold Medal Wine Club and has been receiving wines since January, 2000. "That's good news!" Sid exclaimed when we told him he had won. "We look forward to the wines each month," he says, "it's very interesting and lots of fun." Incidentally, Sid chose to receive the Joullian Sauvignon Blanc and Baywood Merlot as his bonus wine. Keep the scorecards coming, you could be next!!

[The 1997 Baywood Cellars Zinfandel is] A very good wine. No bite or aftertaste. I really loved it!
—Carolyn Mobley, Score 54

[The 1997 Baywood Cellars Merlot is an] Outstanding red wine, wonderful taste!
—Joseph DiCrecchio, Score 55

[The 1997 Perry Creek Chardonnay has] A refreshing mouthful of tart green apple with lively accompaniment of citrus, follows with a pleasant long finish!
—Ron Fedder, Score 45

[The 1997 Alderbrook Pinot Noir] I loved this wine!
—Evelyn G. Tobey, Score 51

[The 1997 Baywood Cellars Zinfandel] Don't usually like Zins-loved this one!
—Amy Edwards, Score 50

[The 1997 Baywood Cellars Zinfandel is a] Beautiful full-bodied wine, smooth with deep fruity tones. Excellent with veal dishes!
—Peggy M. Kammen, Score 49

Maximum score is 55. Members who send in their wine ratings on the provided Scoresheets are eligible to receive a bonus half-case of any Gold Medal Series wine that is in stock if your name is drawn. Drawings are held 4 times a year at the end of each quarter. (Maximum of one Scoresheet per wine per membership)...GMWC

R E O R D E R

It doesn't happen very often, but we love it when we run across a great Cabernet Franc to feature. This varietal has always been popular among Gold Medal Wine Club members. The Chardonnay is a beauty too. Indian Springs Winery is definitely on track with these two delicious wines.

INDIAN SPRINGS WINERY	Retail Price Winery-Direct	Club Price 2-Bottle Members	Club Price 4-Bottle Members
1997 Cabernet Franc* Nevada County	Half Case-6 \$90 Full Case-12 \$180	\$71 (21% Off) \$133 (26% Off)	\$66 (27% Off) \$122 (32% Off)
1998 Chardonnay* Nevada County	Half Case-6 \$81 Full Case-12 \$162	\$63 (22% Off) \$119 (27% Off)	\$59 (27% Off) \$108 (33% Off)

Reorder Hotline: 1-800-266-8888

Reorder Faxline: 1-800-266-8889

*Availability is very limited.

Note: Tax & shipping are not included in the above prices. Call for details.