



THE WINE PRESS™

Gold Medal Wine Club Newsletter

Lockwood Winery Edition

In This Issue

Lockwood Winery

Page 1

This Month's Wines

Page 2

Spotlight Profile

Page 3

Wine Wizard

Page 4

Wine Map

Page 5

Food For Thought

Page 6

Judge The Wines

Page 7

Readers

Page 8



"With Gold Medal Wine Club
The World Is Your Wine
Magazine In Your Hand."

Lockwood Wines A Tribute To Monterey County Grape Quality

For the last two out of three years, Lockwood Vineyards was named one of the top small production wineries in America by *Wine & Spirits* magazine. This annual award is based upon a winery's overall consistency of quality in the wines they produce. It is an honor handed out to no more than fifteen out of the hundreds of small wineries across the country. Lockwood accomplished this feat in 1994 by consistently earning scores in the high 80s and low 90s on not just one or two wines but six different wines released last year.

This month Gold Medal Wine Club is proud to bring you two high-scoring wines that helped Lockwood Vineyards establish themselves as one of America's great wineries. In addition to the numerous awards and medals these two wines win, the 1991 Partner's Reserve Chardonnay scored a whopping 96 points in the *Wine & Spirits* judging. The 1991 Refosco Classico earned a highly respectable 88 points.

Lockwood Winery produced their first
Continued on page 3



The Salinas River flows through the picturesque Lockwood Vineyards in Monterey county.

And The Winners Are . . .

SILVER MEDALS

AMERICAN WINE COMPETITION

RENO WEST COAST WINE COMPETITION

ORANGE COUNTY FAIR WINE COMPETITION



LOCKWOOD

1991
Monterey

REFOSCO CLASSICO

GROWN, PRODUCED AND BOTTLED BY LOCKWOOD VINEYARDS SAN LEANDE, CA USA

837 Cases Produced

Refosco? . . . is what we said before. Refosco!! . . . is what we say now. An 88! says *Wine & Spirits* magazine: "In the mouth there is plenty of tannin with suggestions of oak, toast, black cherry, blackberry and clove in the flavor." Refosco is a grape variety that hails from northern Italy. It is a versatile grape that can produce many styles of wine. Lockwood has introduced to America a full-flavored, robust style Refosco wine. It's a wonder that only a small handful of U.S. producers are growing this delightful grape. The aromas are reminiscent of strawberries with integrated French oak flavors and a touch of spiciness in the finish. An excellent accompaniment to hearty dishes such as lamb, beef and wild game.

Just the Facts:

Sugar at Harvest (Avg.)	21.8 Brix
Total Acid at Bottling	.69 g/100 mL
pH at Bottling	3.27
Alcohol	12.3%
Aged in French Oak	12 Months
Drink Now or Up to Year	1998*

PLATINUM MEDAL

AMERICAN WINE COMPETITION

SILVER MEDALS

SAN DIEGO NATIONAL WINE COMPETITION

ORANGE COUNTY FAIR WINE COMPETITION



LOCKWOOD
PARTNER'S RESERVE

1991
Monterey

CHARDONNAY

GROWN, PRODUCED AND BOTTLED BY LOCKWOOD VINEYARDS SAN LEANDE, CA USA

3,304 Cases Produced

A whopping 96 points says *Wine & Spirits* magazine! "Near perfect harmony, elegance, and complexity. The nose invites with oak nuances, especially caramel, honey and buttered toast. A light aroma of apple is dusted with a sprinkling of brown spices and in the mouth there are hints of apricot and peach along with a zippy grapefruit tang. Rich and highly extracted with a high-acid finish that cleanses and whets the palate." The *Wine Spectator* rates the wine a huge 89 points, with tasting notes of: "Firm, tight and concentrated, with a beam of grapefruit and apple flavors at the core shaded by nutmeg, vanilla and butter overtones. Becomes richer and more interesting on the finish, which is a good sign." 100% Chardonnay.

Just the Facts:

Sugar at Harvest	22.4 Brix
Total Acid at Bottling	.74 g/100 mL
pH at Bottling	3.20
Alcohol	13.6%
Aged in French Oak	12 Months
Drink Now or Up to Year	1997

Gold Medal Spotlight . . . a look at the personal side

Three parts make the whole. Each bringing their own area of expertise to the table. Sure, each one of them on their own might have been able to do it. Most probably two out of the three would have made it happen. But together the three partners at Lockwood Vineyard bucked the odds and created an exceptional quality operation in a shorter period of time than otherwise would have been possible.

They started by planting over 1,600 acres of vineyards in an astonishing short two years. They didn't just toss one or two varietals into the ground. They meticulously positioned more than a dozen grape varieties in their most ideal soil and microclimate location within the vineyard. Their first wines released earned an eye-popping nineteen awards at the major wine competitions. Within the following year they unfolded a new 50,000 case capacity winery. And just last year they erected a large warehouse for bottling and aging. These guys don't mess around.

Paul Toepfen has been in Lockwood . . . Continued from page 1 wines just 6 years ago in 1989. The inaugural 1,000 cases of Chardonnay, Cabernet Sauvignon and Pinot Blanc was collectively one of the most successful new winery launches ever. Nineteen top awards and medals from the annual wine competitions were bestowed on this initial vintage. For years Lockwood wines were available only direct from the winery. During the last couple of years their produc-



Lockwood Vineyards and Winery partners, R. Paul Toepfen (center), is flanked by Phil Johnson (left) and Burch Lindley (right).

voiced with entrepreneurial endeavors his entire life. He has made a living throughout the years acquiring a variety of struggling businesses and ingesting life back into them. His reputation for management expertise led him to Monterey Vineyards in the late 1970s. It didn't take long before other vineyard projects were seeking his help too. Recognizing an opportunity, Paul began assembling a team that would bring in different areas of vine-

tion level has exploded to over 30,000 cases, and they have just begun to open up other channels of distribution. The ground work for the creation of Lockwood Winery actually began over 15 years ago. One of Lockwood's partners, Paul Toepfen, was running Monterey Vineyards in the late 1970s. Paul ultimately negotiated the sale of the winery in 1979 to Coca Cola, who at the time was expanding their interests into the wine

business. They had just purchased Taylor Winery in New York and were looking for an entrée into the California market. The connection with Coca Cola proved fortuitous as the soft drink giant continued to look for additional long term grape sources for their newly launched Taylor-California brand. Recognizing the opportunity, Paul called on two veteran grape grow-

yard management expertise in order to handle the different projects that had lined up. On the advice of Monterey Vineyards winemaker, Dr. Richard Peterson, Paul contacted Burch Lindley and Phil Johnson who had established quite a reputation themselves and were already working together on various other farming projects. In 1979 they started the partnership which eventually lead to the creation of Lockwood Winery.

Burch Lindley has over 25 years of professional experience in managing farmlands. Born and raised on a farm in Blythe, California, Burch has been close to agriculture all his life. He graduated from Cal Poly in Pomona with a degree in Agronomy before heading off to Viet Nam to serve in the war. In 1970 Burch returned to the States and settled in the Salinas Valley. There he became a Pest Control Advisor for many of the farming operations in the area. He met Phil Johnson while the two happened to be doing work for the same vineyard. Then in 1974 Burch and Phil started

Continued on page 7 business. They had just purchased Taylor Winery in New York and were looking for an entrée into the California market. The connection with Coca Cola proved fortuitous as the soft drink giant continued to look for additional long term grape sources for their newly launched Taylor-California brand.

Recognizing the opportunity, Paul called on two veteran grape grow-

Continued on page 4

Lockwood . . . *Continued from page 3*
ers, Butch Lindley and Phil Johnson, to form a partnership to provide grapes to Coca Cola. Butch and Phil were long time Monterey county growers who knew the local terrain intimately. With a contract from Coca Cola in hand, the trio spent over a year researching and investigating the best potential property for what was to be one of the largest grape growing operations in northern California.

In 1981 the newly formed partnership purchased over 1,800 acres in the hillsides of the Santa Lucia mountains at the southern end of Monterey county. The land they bought had been owned by the same family for over 150 years. It was used over the years for growing grain crops and raising livestock but most recently was leased to a sugar company for growing sugar beets. In spite of the hilly terrain, 85% of the property was potentially usable for growing grapes.

With the help of noted vineyard expert, Dr. Richard Peterson (then the winemaker for Monterey Vineyards), an ambitious plan was mapped out. A wide variety of grapes were to be planted, each according to its ideal microclimate on the vast prop-

erty. In general, the varieties needing cooler temperatures like Chardonnay and Pinot Blanc were to be planted on the lower slopes where the cooler coastal influences were present. Whereas, the warmer areas protected from the marine encroachments were to be reserved for varieties such as Cabernet Sauvignon, Merlot and Sauvignon Blanc.

The varietal mix and planting schedule was aggressive. In the first year alone, 400 acres of grapes were planted. The following year over 1,200 acres of vines were put into the ground. Ultimately, an astonishing 1640 acres of twelve different grape varieties were carefully mapped out and rapidly planted in their most idyllic growing location.

As the vines began producing, each harvest went exclusively to Coca Cola. (Coca Cola's winery interests were eventually sold to Seagrams in the late 1980s.) Recognizing that circumstances ultimately change, the trio had a growing concern about securing other grape contracts and becoming more self sufficient. Based on their collective years of experience they knew their grapes were top quality, but had no way of actually proving the fruit could produce great wine.

Consequently, in 1989 they kept enough grapes of three different varieties to produce a thousand cases of wine made solely from their own fruit. The purpose was to build up a library of wines to showcase to potential grape customers. In this way buyers could actually see and taste the kind of quality wines that could be produced from their vineyards. To help substantiate their claims, the wines were entered into the major wine competitions. They impressively won medal after medal in each competition. So well did the wines perform that the three decided to launch their own winery that same year.

Thus was the beginning of Lockwood Winery, so named after the type of soil predominant in the vine-



Each month GMWC presents a taste test of knowledge to challenge our members. Do you know the answers to this month's questions?

1) Can you name at least two out of the top five countries with the highest annual per capita wine consumption?

2) In the late 1970s, soft drink giant, Coca Cola purchased two California wineries. Can you name them?

3) In wine tasting vernacular, the term body refers to what?

. . . *Answers on page 5*

yard—Lockwood Shaly Loam. It is a chalky-type rock that provides exceptional drainage and allows grape vine roots to grow to depths of a dozen feet or more. The winery they first utilized was actually a converted old bunk house and kitchen where farm laborers once lived in the early 1900s. However in 1990, once the decision was made to enter the wine making business in earnest, construction of a larger facility was begun.

Production increased exponentially to 10,000 cases the year following their successful debut. After all, they already had the grapes—all

Continued on page 5



Lockwood is located near the town of San Lucas, in Monterey county



Winemaker, Steve Pessagno, checking the progress on his unique Refosco wine.

Steve Pessagno became Lockwood's winemaker in 1991. For years prior, he had studied Monterey county's varied soil and microclimates while working as the winemaker at nearby Jekel Vineyards. He hit the ground running at Lockwood, producing a stunning array of wines from the

Lockwood . . . *Continued from page 4* they needed was a bigger place to make the wines. A bigger challenge faced them. As a small winery how could they be recognized properly and compete against the larger more established brands? The answer they felt, was to go directly to the consumer. Through direct marketing efforts they

Monterey County Winemaker On A Roll

1991 harvest, including the fabulous Reserve Chardonnay and Refosco Classico in this month's delivery.

"When I was a teenager I used to make wine with my grandfather," Steve confided. "He had a farm in San Jose where I used to go during the summers," he adds. During these summer vacations on the farm Steve used to tinker around on the farm equipment. Soon he began designing and fabricating different types of farm equipment to help his grandfather. Those resourceful summer days on the farm served as a catalyst later for earning his degree in mechanical engineering at the University of Santa Clara. His specialty was in the area of alcohol fuel combustion and alternate energy resources.

The childhood interest of home winemaking continued throughout his school years and into his engineering career. He found himself were able to establish a loyal following for their wines in a matter of a few short years. By 1993, they increased from 3 wines to a dozen and built their reputation and production to where they could successfully broaden their exposure through more traditional means of distribution. As a result, over the last couple of years Lockwood

drawn more and more to the science and art of winemaking and decided enroll at Fresno State University to study enology.

"I also wanted a rural type of lifestyle for my family," Steve offered. "A career in winemaking has been a way for that to happen," he concludes. After a stint at Kirigin Cellars and Jekel Vineyards, where he was Vice President and Winemaker, Steve landed happily at Lockwood. "Lockwood has such a loyal grassroots following," he says, "I can experiment with small lots of new wines and pretty much know they'll be embraced by our faithful regular customers."

With an abundance of top quality grapes and an experienced Monterey county winemaker like Steve Pessagno, we can expect nothing but great wines coming out of Lockwood Vineyards for years to come. §

wines have started to appear on the shelves of specialized wine retailers in a few select pockets of the country.

Today, Lockwood Winery produces a wide variety of wines—thirteen at last count. Their main emphasis is on Cabernet Sauvignon and Chardonnay both of which they make

Continued on page 6

ANSWERS TO THE WINE WIZARD . . . from page 4

1) Your probable first and most obvious guess is correct—France, tops the list at a little more than 17 gallons of wine consumed per capita. Italy is next at about 16 gallons per capita. Luxembourg is a surprising third, coming in at just under 16 gallons per person. Portugal is 4th at 14½ gallons. Argentina is 5th with 13½ gallons per capita. The United States is 20th on the list at just under 3 gallons consumed per capita.

2) If you did your homework by reading this month's story on Lockwood Vineyards, you already know the name of one of the vineyards Coca Cola bought—The Monterey Vineyard! The other operation they purchased was Sterling Vineyards in Napa. Coca Cola's grandiose plan was to come into California and beat Gallo then at their own game of making huge amounts of inexpensive wine. The wines were good but did not have anywhere near the predictability and consistency of profit margins that Coca drinks here. They pulled out of the market by selling to Neagram & Sons in the mid 1980s.

3) Body is a tasting term for the perceived weight or fullness of a wine on the palate. Alcohol plays an important role in the body of a wine in that it is the 2nd major component next to water. The higher the alcohol content the more full-bodied it is actually perceived. Dissolved solids, or extract can also contribute to a wine's body. Body is not pertinent to a wine's quality. A good wine can be either full-bodied or light-bodied. However tasting a full-bodied wine usually makes more of an immediate impression on the palate and tends to be more glorified.



Food For Thought



Here's a recipe from *The Lodge at Pebble Beach* that the folks at Lockwood say is one of their favorites . . .

CYPRESS LOBSTER & SCALLOPS STRUDEL

3 Maine Lobsters, cooked (Cut meat into 1-inch cubes. Save claws for garnish)	2 T fresh tarragon, chopped
12 oz. fresh scallops cut into 1-inch cubes	3 cups cream
½ lb. shiitake mushrooms cut into ½-inch strips	¼ cup Pernod
1 tsp. garlic, minced	1 roll Filo dough
2 T shallots, minced	¼ cup butter
	2 T Extra virgin olive oil

Sauté garlic and shallots in the olive oil until transparent. Add mushrooms on high heat. Sauté for one minute. Add lobster and scallop chunks and stir well. Flambé entire mixture with ¼ cup Pernod; let burn off. Remove lobster, scallops, and mushrooms and deglaze the pan with white wine and reduce in half. Add the cream and reduce the mixture until it reaches a creamy consistency. Add the lobster mixture, mix well, adding salt, pepper and Pernod to taste. Strain the juices, reserving liquid. Lay six of the eight sheets of Filo dough on a flat, dry surface. Place mixture in a line down the middle of dough. Rolling as tightly as possible, fold ends, then sides and brush with butter. Make three rolls. Bake at 375° for ten minutes. Using excess sauce, bring to boil; add tarragon, salt and pepper to taste and whip the butter into the sauce. Cut strudel into 1½-inch slices (4 per person), place on plate, ladle sauce around strudel and use lobster claw as garnish.

Enjoy with a glass of Lockwood Vineyard 1991 Partner's Reserve Chardonnay!

Lockwood . . . Continued from page 5
a "regular" version and a higher quality "Reserve" bottling. Other important varietals include, Merlot, Sauvignon Blanc and Pinot Blanc. A new

direction has begun, focusing on the Italian grape varietal called, Refosco. The Refosco grape is grown almost exclusively around the northeastern Italian city of Friuli. In 1982, Dr. Peterson recommended planting this grape on the Lockwood property due to the similarities in climate and soil. Fourteen acres of Refosco are in the ground at Lockwood, the largest single planting of that varietal in the country. You probably haven't heard of it

is a big, robust, dry red wine, like the deeply colored, full-bodied Refoscos of northern Italy.

All of Lockwood's wines are estate grown. Presently the winery uses only a tiny percentage of the grapes grown on the property. Wine production under the Lockwood label will continue to grow but not at the torrid pace during the first five years. "We want to continue showing to growers and consumers that this area is ideal for producing top quality grapes," partner, Batch Lindley states. "The well-drained soil, the right weather and good water, make this an



Part of the winery facility where only the best 5% of the vineyard's grapes are selected to make Lockwood wines.

ideal spot."

"We are particularly proud of the Reserve Chardonnay and Refosco Classico that you are featuring," says Batch Lindley. "They are near perfect examples of the styles we want to make. They have become a benchmark for us," he adds. ☺

because Lockwood is the only winery in the U.S. that makes a varietal bottling of Refosco. In fact they make two different bottlings of Refosco. Their "Refosco Allfresco" is a light and fruity, easy-drinking wine made in a blush style. The "Refosco Classico" that we are featuring this month,



JUDGE-THE-WINES RESULTS

Each month we give our members the opportunity to judge the wines that are being featured. The results are then published to give you an idea of how other Club members enjoyed the selections. It's not only fun and interesting to compare your results with other members, it is also a method for you to personally record your tasting results for reference at a later date.

We can't remember the last time a Sauvignon Blanc has been as popular as Hanna Winery's. The available rorder inventory was quickly gobbled up by those of you who know not to hesitate when a wine is this lovely. We're on the lookout for more great Sauvignon Blancs to feature this summer. The Hanna Cabernet was close behind but as we have stated before, your collective palates tend to be a little pickier when it comes to Cabernets and Chardonnays.

[Numbers below are rounded to the nearest whole percentage]

Hanna Winery—1991 Cabernet Sauvignon					
	1	2	3	4	5
APPEARANCE:	1	2	4	6	8
Results:	0%	0%	20%	60%	15%
AROMA:	1	2	4	6	8
Results:	0%	0%	18%	44%	38%
BODY:	1	2	4	6	8
Results:	0%	0%	15%	70%	15%
FLAVOR:	1	2	4	6	8
Results:	0%	0%	10%	45%	20%
TEXTURE:	1	2	4	6	8
Results:	0%	0%	15%	45%	25%
AFTERTASTE:	1	2	4	6	8
Results:	0%	0%	20%	60%	15%
Medals:	Gold		Silver		Bronze
Results:	86%		13%		1%

Hanna Winery—1993 Sauvignon Blanc					
	1	2	3	4	5
APPEARANCE:	1	2	4	6	8
Results:	0%	0%	15%	45%	42%
AROMA:	1	2	4	6	8
Results:	0%	0%	12%	70%	22%
BODY:	1	2	4	6	8
Results:	0%	0%	30%	30%	32%
FLAVOR:	1	2	4	6	8
Results:	0%	0%	10%	30%	35%
TEXTURE:	1	2	4	6	8
Results:	0%	0%	15%	25%	60%
AFTERTASTE:	1	2	4	6	8
Results:	0%	0%	30%	25%	65%
Medals:	Gold		Silver		Bronze
Results:	93%		7%		0%

Partners . . . Continued from page 3

their own farm management company called J & L Farms. The first few years the pair focused on managing farms that were growing vegetable crops such as lettuce, broccoli and beans. Their focus gradually shifted to managing vineyards. At one point the two were managing over 8,000 acres of vineyard land in northern California. Even though J & L Farms is still active, Bunch spends the majority of his time helping to manage the Lockwood vineyards and heading up the winery operations.

Phil Johnson too, has been immersed in agriculture all his life. He grew up in the farming community of Salinas, California, where his father was a row crop farmer. He attended Fresno State University and graduated with a degree in Agricultural Business Management. He became involved with grape farming in the early 1970s when he planted vines for Estancia Vineyards in Monterey county. Today Phil splits his time managing the farmland and vineyards for both J & L Farms and Lockwood.



June 95

The Grapevine . . . Comments from our Club Members

We sold out of the Hanna 1993 Sauvignon Blanc so quickly that we tried the 1994 vintage hoping it would be even close to the quality of its predecessor. To our pleasant surprise we feel it is as good if not better. Having just been released, it has not gone through many of the competitions this year. Already though it has picked up a Gold Medal at the West Coast Wine Competition. We have this wine available for a short time and at the same price as the 1993 vintage. A small amount of the 1991 Cabernet Sauvignon is also still available.

Early ordering activity on the Mornicello Reserve Cabernet and Trentadue "Old Patch Red" indicate these two wines are destined to be blockbusters. Of course a ridiculously low price certainly helps too! If you have not yet tried either of these selections from last month, we encourage you to try them soon. Hopefully we'll have enough supply for at least another month or so.

[Scores below are based on a maximum possible score of 55]

"We've come to love Sauvignon Blancs and [Hanna] is one of our favorites. Clean and full of flavor!"

Score 45 . . . Jack Kraft

"I'm not usually a fan of Cabernet Sauvignons—many I've tried were egregious . . . but a few have been wonderful. [The Hanna Cabernet] is one of those!"

Score 51 . . . Wm. H. Kintel

"[The Lambert Bridge is] A classic Cabernet, with rich, intense flavors and a balanced finish!"

Score 47 . . . Tsa-Shuen Tsao

"Shared [the Lambert Bridge Chardonnay] with family on Easter holiday; one of the best Chardonnays [we] tasted!"

Score 49 . . . Lorraine Urban

"[The Hanna Sauvignon Blanc was] 'Just what the doctor ordered'! Superb blending, most refreshing; already ordered a case—outstanding!"

Score 49 . . . Marvin Rouban

"[The David Bruce Chardonnay was] A delightful full bodied wine with wonderful flavor and texture."

Score 51 . . . Thomas B. Harrison

Thank-You to all who sent in their comments. The above "Grapevines" will receive a gift soon! . . . GMWC

Lockwood Winery is further proof that great California wine doesn't come from just Napa or Sonoma. In fact most of the grapes Lockwood grows in their Monterey county vineyard are sold to Napa and Sonoma wineries. Only the best 5% of each harvest goes into making Lockwood wines. These two wonderful wines helped the winery earn the number seven spot in Wine & Spirits magazine top ten "Estate Wineries of the Year" in 1994. Lockwood also finished in the top 7% of all California wineries for most medals won in the 1994 competitions. Now is the time to catch this rising star!

LOCKWOOD	Retail Price Winery Direct	Club Price 2-Bottle Members	Club Price 4-Bottle Members
1991 Reserve Chardonnay* Platinum Medal Winner	Half Case-6 \$96 Full Case-12 \$192	\$77 (20% Off) \$142 (26% Off)	\$69 (28% Off) \$129 (33% Off)
1991 Refresco Classico* Silver Medal Winner	Half Case-6 \$72 Full Case-12 \$144	\$57 (21% Off) \$107 (26% Off)	\$51 (29% Off) \$94 (35% Off)

REORDER HOTLINE: 1-800-266-8888

REORDER FAXLINE: 1-800-266-8889

*Availability is limited.

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