

THE WINE PRESS

Gold Medal Wine Club Newsletter: Vol. 15 No. 4

Gainey Winery Edition

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

www.goldmedalwine.com

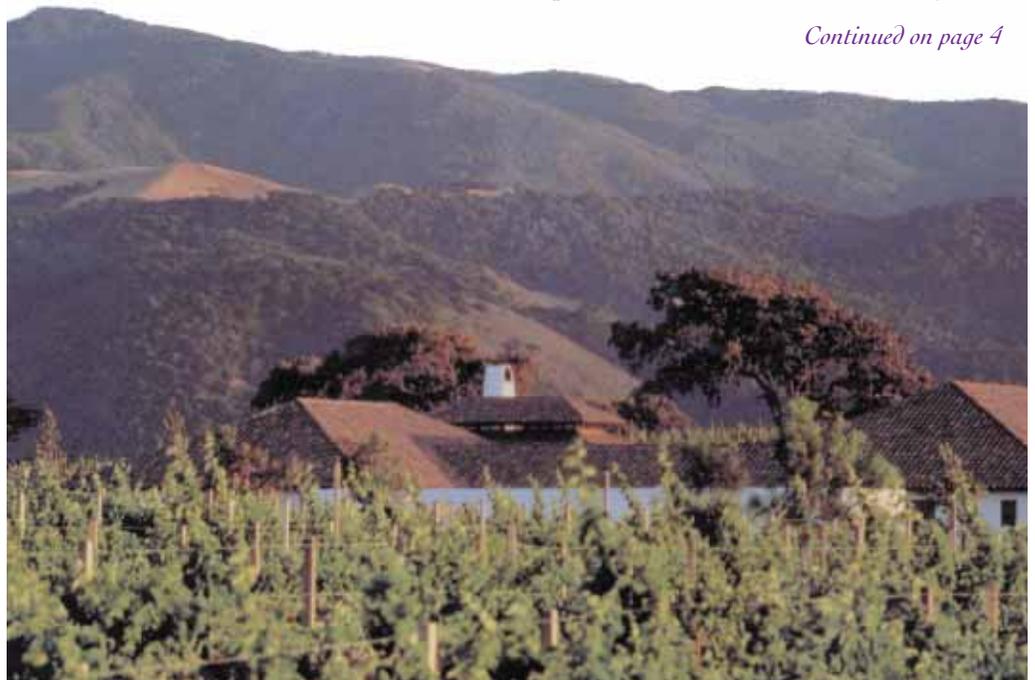
CRITICAL ACCLAIM ABOUNDS FOR GAINNEY VINEYARD WINES.

The Gainey Vineyard is "One of the best wineries to visit on California's Central Coast," says the *Wine Spectator*. "One of Santa Barbara County's finest wineries," says well-known wine critic, Robert Parker Jr. "One of the most beautiful wineries in the world," says *The Los Angeles Times*. "One of the top six 'powerhouses of Santa Barbara County,'" says *Food & Wine* magazine. Situated in the beautiful Santa

Ynez valley, on California's central coast, the 18,000 case winery lies within the Gainey family's 1,800-acre ranch.

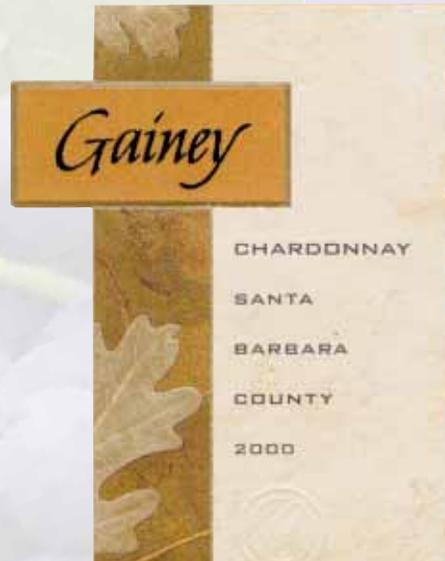
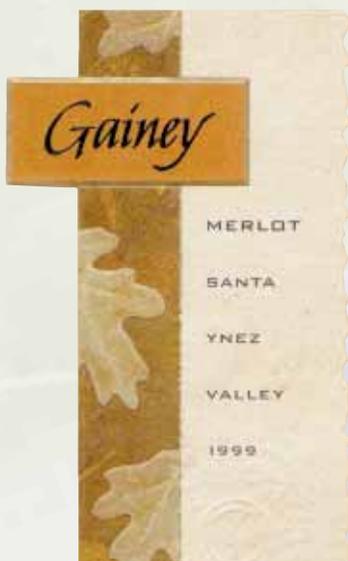
In addition to 65 acres of vineyards, the property is home to a 100 acre horse ranch, 600 acres of alfalfa, wheat and squash, 1000 acres of grazing land and 50 or so acres of seed flowers. In fact, it is one of the largest diversified farming operations in the Santa Ynez Valley.

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Open since 1984, the Gainey Vineyard is part of the 1800-acre Gainey Ranch, located in the beautiful Santa Ynez Valley.

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.



1999 MERLOT

The informal instructions given to judges at the Santa Barbara Wine Competition were, “Award a Double Gold Medal only if all judges agree *the wine knocks your socks off.*” So it was for Gainey Vineyard’s 1999 Merlot—not only was it awarded a **Double Gold Medal**, but it also earned **Best of Show Red Wine**. This fabulous wine was also rated a huge **92-Points** by *Wine Enthusiast* magazine—“treads a complex line between blackberry and plum flavors and minty, herbal notes . . . the balance works to the wine’s advantage . . . tannins are rich and refined.” *Restaurant Wine* magazine gave it a resounding thumbs up with a near-perfect **★★★★1/2 stars out of five**—“Fine value. This is a rich, lightly oaky, full-bodied Merlot, with berry-like fruitiness and layers of spicy oak character. Long finish.” And if all that weren’t enough, it also earned a **Gold Medal** at the huge Orange County Fair Wine Competition.

2000 CHARDONNAY

This eye-popping Chardonnay earned a **90-Point** rating from *Wine Enthusiast* magazine—“Begins with unique, distinctive anise (an aromatic Mediterranean herb) and mint aromas and flavors, along with white pepper and white peach. It’s not a super-ripe, lush wine, but it’s a rich, complex one. Stream-lined with acid and oak, this baby is full of finesse, depth and harmony.” It is also a **four-time medal winner** in last summer’s major wine competitions. Robert Parker Jr.’s *Wine Advocate* publication calls Gainey Vineyards one of “**California’s Finest Producers of Chardonnay.**” *Wine Enthusiast* magazine chimed in too, calling Gainey a “**U.S. Great Producer of Chardonnay.**” This 2000 vintage Chardonnay has developed beautifully in the bottle and would make a perfect accompaniment to seafood salads, sautéed sole, chicken paillard or even sushi. 100% Chardonnay.

WINE CREDENTIAL HIGHLIGHTS

1999 VINTAGE: 92 Points—*Wine Enthusiast* magazine; **Double Gold Medal & Best Red Wine of Show**—Santa Barbara County Fair Wine Competition; **Gold Medal**—Orange County Fair Wine Competition; **★★★★1/2** (out of five)—*Restaurant Wine* magazine.

2000 VINTAGE: 90-Points—*Wine Enthusiast* magazine; **Silver Medal**—Pacific Rim International Wine Competition; **Silver Medal**—Santa Barbara County Fair Wine Competition.

Just the facts:

pH	3.58
Total Acid55 g/100 mls
Alcohol	13.9%
Cases Produced	3,500
Aged in French Oak	16 Months
Drink Now or Up to Year	2007+

Just the facts:

pH	3.30
Total Acid62 g/100 mls
Alcohol	14.2%
Cases Produced	6,046
Aged in French Oak	9 Months
Drink Now or Up to Year	2005+

GOLD MEDAL SPOTLIGHT

The Gainey Family

Young Daniel C. Gainey walked into his hometown watch repair shop in Owatonna, Minnesota and landed his first job. In the early 1900s, times were a bit tough. So shop owner, Otto Josten, also sold a few pieces of jewelry to help get through the slow times.

Several years into the job, Gainey approached Josten with the idea of selling class rings to high school and college students. The idea was such a huge success that by 1920 Dan Gainey bought Otto Josten's business. By the end of the decade, Gainey had molded Jostens Corp. into a multi-million dollar jewelry enterprise.

During the mid-1930s, Gainey began to vacation in Arizona to escape the brutal Minnesota winters. There he became involved with a group of investors who built the now famous Camelback Inn in Scottsdale. He also began pursuing his newest interest: raising Arabian horses. He built a huge Arabian horse facility that for thirty years served also as his winter business headquarters. Due largely to Gainey's

efforts, today Scottsdale is a principal marketing center for Arabian horses.

In the 1950s, Josten's Corporation set up a manufacturing plant in Summerland, California, a few miles south of Santa Barbara. It was about this time that Gainey's only child, Daniel J. Gainey, entered the family business.



Daniel H. Gainey (pictured) runs the day-to-day operations at Gainey Vineyard and Winery. Dan H.'s father and grandfather (Dan J. and Dan C.) purchased the property in 1962.

Daniel J. Gainey soon became President and CEO and guided the company through its first public stock offering in 1961. He, too, spent his winters away from Minnesota—in California. Between the vacation time and overseeing the

Summerland plant, Daniel J. was spending the majority of his time in the Golden State. He enjoyed the area so much that he bought 1,800 acres of ranch land in the Santa Ynez Valley, just north of Santa Barbara.

His original purpose for buying the ranch was to expand the Gainey

family's Arabian horse exploits and to eventually retire there. He did both, as it turns out. The Gainey horse ranch is now one of the oldest, most respected Arabian horse breeding farms in the United States. And, of course, it's also home of one of the most high tech winery of its size in the country and the most diversified farming operation of its kind in the Santa Ynez Valley.

Joining the family business in 1986, Daniel H. has guided the winery operations to national prominence. In fact, the Gainey Vineyard has won multiple Gold

Medals with every varietal they produce. The quality is evident. Their handcrafted wines are "made to be good dinner companions," says Dan Gainey. "If Gainey Vineyard wines bring more joy to your table, we have done our job well." 🍷



**WINE
WIZARD**

- 1) Can a wine be fruity and sweet? Fruity and dry? Sweet and dry?
- 2) Where would you find the steepest vineyard in the world?
- 3) What are *Port tongs*?

Continued from page 1

It had been a longtime dream of Daniel J. Gainey to start a winery. It was an interest that started in the early 1960s, after initially buying the Santa Ynez ranch property to raise Arabian horses. In the late 1960s, he was among the first in the area to grow grapes. However, the career demands of running Jostens Corporation (the jewelry ring company), did not allow him to pursue his dream in earnest until after his retirement in the early 1980s.

By then, the valley was beginning to emerge as *the* new wine country. In 1984, after several years of research and development, Gainey opened his winery. Two years later,

Gainey's son, Daniel H. Gainey, joined his father in the family business. Although Daniel J. is still involved in the operation, Daniel H. has run the day-to-day business for over fifteen years.

Initially, the winery's 1,800-acre Home Ranch Vineyard was planted to 53 acres of Chardonnay, Sauvignon Blanc, Johannisberg Riesling, Cabernet Sauvignon, Merlot and Semillon. In the 1990s, new vineyards were added of Cabernet Franc, Syrah, Mourvedre, Grenache and Viognier and Merlot.

The Gainey's have recently developed a new 35-acre vineyard, located just west of the Home Ranch. The Santa Rosa Hills Ranch is in the cooler, western portion of the Santa Ynez Valley that is subject to strong marine influences that, along with its different soil types and topography, make it an ideal location for growing Burgundian and Rhone varieties.

Winemaker Kirby Anderson is responsible for turning high quality fruit from the Gainey Vineyard into medal-winning wines. Kirby joined up with Gainey Vineyards in 1997 and has produced vintage after vintage of award-winning wines including the 1999 Merlot and 2000 Chardonnay featured this month. He grew up in Gilroy, California, an area that is home to vineyards dating

back to Prohibition times. Before earning a viticulture degree from UC Davis, Kirby took a circuitous route to the wine industry. Earning his way through college in the research department of Gilroy Foods, one of the largest garlic producers in the country, he tested the waters as a pre-dent student before settling in on viticulture.

Out of college, Kirby worked as a sommelier at a hotel in Sacramento, then as a harvest intern at Italian Swiss Colony. From there he was hired as the winemaker for San Benito Winery before switching completely to an acting career in San Francisco. From acting he worked his way up the ladder in the motion picture industry to become a creative executive and production associate. After a ten-year spell away from the wine business, he returned to work at Buena Vista Winery. It was his next stint that proved most valuable at Bernardus Winery where Kirby developed and fine-tuned his winemaking abilities. He and winemaker Don Blackburn grew the winery from 7,000 cases into a 40,000-case, highly regarded winery. "At Bernardus, the job turned into managing people more than about making wine," says Kirby. "The size and pace of Gainey allows me to keep a hands-on approach to winemaking."

The Gainey's are content with

the current size and production of their winery. Instead of concentrating on the growth of the winery, they concern themselves with what's growing in the vineyards. They are serious about developing the vines and utilizing only the best quality fruit for their wines. After all, the family name is on the label!

And a visit to the winery will quickly tell you the Gainey's did not compromise on the facility either. It is one of the most efficient, well-planned, high tech winery of its size in the country. The facility was designed with visitors in mind. The 12,000 square foot winery boasts a



Kirby Anderson has been Gainey's talented winemaker since 1997.

Spanish style tasting room and visitor center, where tours are conducted

seven days a week. Visitors are led

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ANSWERS TO WINE WIZARD

1) The answers are yes, yes, and no. Fruitiness is a flavor idea: the wine's flavor and aroma are more reminiscent of fruit than say, flowers, dried herbs or crème brûlée. Sweetness or dryness refers to whether all the natural sugars were fermented into alcohol. That appetizing term **residual sugar** accounts for natural sugar purposefully left in the wine to balance the grape's bright, lively acidity. Keep in mind that a wine with a teeny bit of leftover sugar isn't destined to be the dessert course any more than a quarter teaspoon of sugar will make an espresso taste sweet. Wines with 1 to 2 percent residual sugar, such as California Riesling or Gewürztraminer are, in fact, perceived as dry by most people. And just in case you thought Chardonnay was dry, think again. In many of them, a little bit of natural sugar has been left in.

2) In Germany, where south-facing hillside vineyards are precisely angled to catch the elusive northern sun. Germany's steepest vineyard is named Calmont and it's near the village of Eller on the Mosel River. With its stunning 76-degree incline, the vineyard appears almost as a vertical wall of vines, all tenaciously gripping the slaty cliff.

3) Vintage Ports that are more than 30 years old can sometimes have fragile, difficult-to-remove corks. Traditionally, such bottles would be opened using a pair of Port tongs instead of a corkscrew. The tongs (which look like medieval instruments of torture) are heated until red hot, then clamped around the bottleneck below the cork. After about ten seconds, the tongs are removed and cool water is poured over the neck, causing a single dramatic crack that severs the neck from the bottle. The bottleneck with the cork still inside can then be lifted off the bottle—usually with great flourish—and discarded. Port tongs are not the easiest tools to find, but a good mail order wine accessory company will have them.





FOOD FOR THOUGHT

TOMATO & GORGONZOLA SOUP

"This rich soup along with a loaf of French bread is a perfect cold-weather course. We suggest serving it with the Gainey Vineyard Merlot."

- 2 cups peeled, diced potatoes
- 2 cups thinly sliced leek (white part only)
- 1 cup thinly sliced yellow onion
- 3 tablespoons minced garlic
- 3 cups tomatoes, seeded and diced
- 4 cups chicken broth
- 3 tablespoons flour
- 6 tablespoons butter
- 1 cup heavy cream
- 2/3 cup thinly shredded basil
- 2 cups crumbled Gorgonzola cheese

Cook potatoes in boiling water until tender and set aside. Sauté leeks and onions over medium-high heat in 5 tablespoons butter until tender; add garlic and cook 2 minutes. Add tomatoes and chicken broth and bring to a boil. Strain the liquid and set both liquid and vegetable mixture aside separately. Melt remaining 5 tablespoons butter; add flour and whisk over low heat for 5 minutes. Stir cream into flour mixture. Add broth, vegetable mixture, potatoes, basil and Gorgonzola and heat until cheese melts (do not boil). Serves 6.

SAFFRON FETTUCINE WITH SHRIMP

- 1 1/2 pounds fresh saffron fettuccine
- 1 tablespoon olive oil
- 24 shrimp (about 1/4 pound), peeled and deveined, reserving shells
- 1 teaspoon minced garlic
- Red chili pepper flakes to taste
- 3 tablespoons white wine
- 3 tablespoons unsalted butter
- 2 tablespoons Shrimp Butter (recipe follows)
- 1-tablespoon fresh lemon juice
- Salt and pepper to taste
- 2 large Roma tomatoes, peeled and diced
- 1 bunch fresh arugula, washed and torn in 2-inch sections

Shrimp Butter

- Shrimp shells reserved from peeling shrimp
- 1 pound unsalted butter
- 1/4 cup water
- Cheesecloth

Bring a large pot of salted water to boil. Add fettuccine to boiling water and cook al dente, about 8 minutes. Heat olive oil in large skillet over medium-high heat. Add shrimp to hot oil and lightly cook on both sides. Add garlic and a pinch of chili flakes; stir once, then add white wine and stir, scraping the bottom and edges of the pan. Add butter, shrimp butter and lemon juice. Simmer until sauce is reduced slightly and somewhat thick. Add salt, pepper and chili flakes to taste. Add tomatoes and arugula to sauce. When pasta is cooked, drain and add to sauce and toss lightly to coat pasta. Serves 4.

In a heavy-bottomed saucepan over medium heat, stir shrimp shells constantly until they become bright pink. Add butter and water and reduce heat to low. Allow the butter to simmer on low for 20 minutes adding water, if necessary, to keep butter from browning. Place the shrimp butter mixture in blender and chop coarsely. Strain the butter through cheesecloth twice. Refrigerate until ready to use. Shrimp butter may be kept frozen up to a week.



The Gainey Vineyard tasting room is also a venue for cooking classes and winemaker dinners.

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on an educational walk through demonstration vineyards, set up to show different varieties of grapes on the vine. In the vineyard, guests view several pruning and trellising techniques

and methods of irrigation. And, naturally, the tour concludes with a view of the wine making process itself. It is a virtual vine-to-wine tour.

The Gaineys involve the community in their endeavors at the winery, as well. Not only do they offer a program of cooking classes

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.

Baileyana 1999 Zinfandel

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	95%	2%	3%

Baileyana 2000 Chardonnay

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	90%	6%	4%

Baileyana 1998 Zinfandel

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	94%	3%	3%

Camden Court 2000 Chardonnay

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	95%	3%	2%

Greenwood Ridge 2000 Pinot Noir

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	95%	3%	2%

Greenwood Ridge 2000 Merlot

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	92%	5%	3%

Perry Creek 2000 Zinfandel, "ZinMan"

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

Perry Creek 2000 Couteau de Michel

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	89%	6%	5%

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

year-round, their famous summer concert series and art shows attract visitors from all parts of the state.

The Gainey Vineyard does a brisk walk-in business—roughly half of 18,000 cases are sold right there at the winery. Only a scant 8,000 to 10,000 cases are distributed to restaurants and retailers, mostly in the surrounding counties. So, if you are in the area, plan a trip to the Gainey winery. We guarantee it will be worthwhile. 🍷



THE GRAPEVINE

Comments from us and Club members

Have you tried Gold Medal Wine Club's upper-level *Platinum Series* yet? As good as the wines are in the Gold Series, the wines featured in the Platinum Club are even better. In fact, they're among the very best wines produced in all of California. Platinum wine selections are the best-of-the-best offerings of the small, undiscovered California wineries—not the high-profile, overpriced wines found in wine shops. Try it for one month or keep it going; there is no minimum requirement. Call us at 1-800-266-8888.

Winner of this month's drawing for a half-case of medal-winning wine is, **Alma Mathis** of Virginia! Alma had never won a drawing before and she was ecstatic. "Oh my God, that's fantastic!" she exclaimed. Alma and her husband Ken are two-year members of the Club. "We love the wines!" she said. Congratulations Alma & Ken, 3 bottles of Baileyana Zin and 3 bottles of Greenwood Merlot are on their way.

[The Baileyana 1999 Chardonnay was] Great! Best Chardonnay in a long time; my wife, a non-Chardonnay drinker, loved it!
—Robert Montgomery-Rice, Score 55

[The Baileyana 1999 Zinfandel was] A tremendous experience, bravo!
—Dawn R. Lasch, Score 55

[The Baileyana 1999 Zinfandel was a] Very nice Zinfandel—so smooth and the aftertaste Laaaasts!
—Dr. & Mrs. Richard W. Friess, Score 51

Multiple lingering aftertastes [of the Baileyana 1999 Chardonnay] are extremely pleasant!
—Tony & Judith Lyons, Score 50

The Baileyana 1999 Chardonnay was terrific. This was no ordinary Chardonnay; it was crisp and lively and went perfectly with chicken provencale!
—Barry Solomon, Score 55

[The Baileyana 1999 Chardonnay was] Crisp, fruity, buttery, enjoyable!
—David H. Sexton, M.D., Score 51

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 each month. (Maximum of one Scoresheet per wine per membership)...GMWC

R E O R D E R

Gainey Vineyards has been called the "Best of..." "Finest..." "One of the top..." "Great Producer of..." so many times for so many reasons that it's hard to keep track. What we do know is that all of those phrases can be applied to the two wines featured this month. They are simply outstanding—in both quality and price.

GAINNEY WINERY	Retail Price		Club Price		Club Price	
	Winery-Direct		2-Bottle Members		4-Bottle Members	
1999 Merlot Santa Barbara County	Half Case-6	\$120	\$89	(26% Off)	\$83	(31% Off)
	Full Case-12	\$240	\$166	(31% Off)	\$154	(36% Off)
2000 Chardonnay Santa Barbara County	Half Case-6	\$108	\$80	(26% Off)	\$75	(31% Off)
	Full Case-12	\$216	\$149	(31% Off)	\$139	(36% Off)

Reorder Hotline: 1-800-266-8888

Reorder Faxline: 1-800-266-8889

www.goldmedalwine.com

*Availability is very limited.

Note: Shipping and tax (if applicable) not included in the above prices. Call for details.