



# The Wine Press

Medal Winning Wines from California's Best Family-Owned Wineries.

On Point Wines  
Mendocino AVA



Gold Medal Wine Club

The Best Wine Clubs on the Planet. Period.



## On Point 2018 Sangiovese

Sierra Foothills AVA, California

503 cases produced

From the growing area emerging as America's home for the great Italian varietal, this fine Sangiovese offers a nose with black cherries, red plums, thyme, bay and hints of cinnamon. The cinnamon come through nicely on the palate and is joined by a helping of toasty oak. Excellent finish. Alcohol 14.4%. Aged in French Oak (31% new) for 14 months.

Try an Italian pasta dish with mild Italian sausage (anise is best) and abundant Italian seasonings to bring out the true flavor of this Sangiovese.

**GOLD MEDAL SPECIAL SELECTION**



## On Point 2018 Chardonnay

Sonoma County, California

325 cases produced

2018 was a great year for Chardonnay in California with excellent yields and extremely high quality for the fruit. This On Point Chardonnay's true golden color catches your attention at once. The nose is full of granny smith apple aromas along with hints of wild flowers and ripened citrus. The body is silky smooth while apple and citrus flavors dominate. Some minerality is apparent along with a wisp of oak. Finish is full and long-lasting and the last drop makes you yearn for more. Aged in used French Oak for 12 months.

Many pairing choices are available, from a succulent roasted chicken to a salmon and dill combination. Better yet, drink by itself with some toasted brie.

**GOLD MEDAL SPECIAL SELECTION**

**HOW WE CHOOSE OUR WINES:** Gold Medal Wine Club showcases 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 (see [goldmedalwineclub.com/resources/wine-ratings](http://goldmedalwineclub.com/resources/wine-ratings)). On occasion, we feature a pair of wines which are newly released by the winery and which medals and reviews are forthcoming. Each and every selection is a superb wine made in small quantities and with very limited distribution. There are over 3,000 wineries in California producing thousands of different wines. Only wines fitting the above criteria are considered in choosing the featured selections each month.



# On Point Wines



The imposing story of Fulcrum/On Point Wines' owner-winemaker is one for the ages and totally candid in his message: grit and determination are the deciding factors in a winery's success.

The initial production of On Point Wines was a tiny 120 cases, a small amount by wine industry standards. The year was 2008 and owner-winemaker David Rossi had decided to make the giant leap from home winemaker to commercial winery.



David Rossi, owner-winemaker, stands in front of the winery's impressive stainless steel holding tanks. His approach to winemaking combines time-tested Old World techniques with modern day enology methods. In short, David emphasizes gentle handling at every stage from the vineyards and harvest, to grape sorting, blending and aging.

"I had been making wines in my basement for several years and had received some really supportive feedback from knowledgeable wine consumers that my wines were really good," informed David Rossi. I had a great deal of business background in the food industry and felt I could produce top quality wines on a consistent basis."

The initial offering was deemed a success and Rossi's investment in the competitive California wine industry was off to a flying start.

"Even though our small production was well-received, it took us more than a decade to reach the 1100-case level we now produce," Rossi continued. "I always considered myself a strategic planner when I was growing up and in my early business career. Slow, carefully considered growth — that was my plan."

Rossi conceded that his thinking has changed during the past decade plus. "I'm more of a hippy these days. I just want to make great wines that will allow me to get to the next level in the wine business. Whatever the Wine Gods decide, I'm happy with that."

Interestingly, On Point Wines' reputation has long been associated with the temperamental Pinot Noir. Numerous high scores and awards have accumulated in what many wine insiders consider the most challenging grape in winemaking.

"I love Pinot Noir for the challenges it presents," added David Rossi. "Anything that is hard is worth doing and that fits the Pinot Noir perfectly. But, at this time, I am looking at different, somewhat obscure varietals to produce some incredible wines. I just love the On Point 2018 Sangiovese, it's one of my favorite wines. Great flavors and complexity, it has it all."

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The On Point wines can be tasted at the Fulcrum Tasting Room located in Sonoma. Upon entering the modern-style tasting room, your eye is drawn to a grand painting in the center of the room titled "The Acrobat". It adorns the front of the On Point label and represents the guiding principle of balance, which can be noted in their wines.





## David Rossi, Winemaker

The story of how David Rossi became an award-winning winemaker is probably one for the ages.

While living in Pittsburg and working for a major food supplier, David's wife Christina suggested he find a hobby, something to keep him occupied when not at work. A home wine-making store caught his attention and he bought his first kit and set up a workshop in his basement. He found great satisfaction in making wines and began adding equipment to make more sophisticated wines that were met with great admiration by everyone who tasted them.

He began importing grapes from California and abroad and read voraciously anything he could find on wine and winemaking. He contacted the heralded University of California Davis and secured practically every publication the school had to offer. He even planted three vineyards in nearby New Jersey to afford him local grapes and grape contacts.

David Rossi is completely self-taught and has never sought nor received any professional winemaking help. His wines have scored in the 90's on numerous occasions and he is today considered one of the top Pinot Noir winemakers in the country. He is present in California each August through October for every crush and selects both the grapes and barrels for all of his wines. He dictates the handling and processing of each batch of grapes and is responsible for their continuing progress and aging.

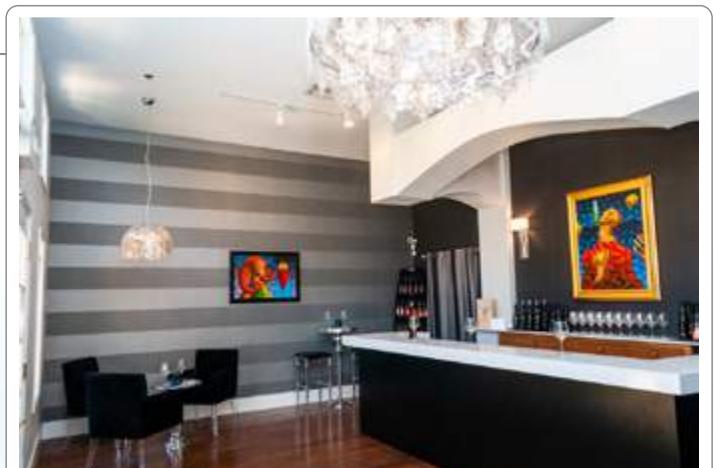
David Rossi is actually a winemaker's winemaker. He is dedicated to quality and meticulous in his attention to detail. He would make a great inspiration to anyone seeking to enter the winemaking profession through a non-ordinary process.

## On Point Wines

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The On Point label is another wonderful story. New York City Artist Stephen Hall painted a unique representation of an acrobat balancing a wine bottle while on point. The label ties into the principle of balance, the motivation for sister winery Fulcrum Wines.

"In my mind, On Point and Fulcrum are interchangeable," related Rossi. "Some wines will bear the On Point label, some will be Fulcrum. I make those decisions when it's time to bottle."



The convenient tasting room located in Sonoma offers a unique tasting experience.





# Food pairings from On Point Wines



## Chicken Curry

Pair with On Point 2018 Sangiovese

- |   |  |
|---|--|
| 1-1/4 pounds boneless, skinless chicken breasts, cut into 1/4-inch strips | 2 cups low sodium chicken broth, best quality such as Swanson        |
| Salt and freshly ground black pepper                                      | 1 tablespoon cornstarch  |
| 2-1/2 teaspoons curry powder, divided                                     | 2 teaspoons sugar  |
| 3 tablespoons vegetable oil, divided                                      | 1 cup frozen peas (no need to thaw)                                  |
| 1 medium yellow onion, finely chopped                                     | 1/4 cup plain low fat (2%) or whole Greek yogurt (do not use nonfat) |
| 4 garlic cloves, minced   | 1/4 cup chopped fresh cilantro                                       |
| 1 tablespoon grated fresh ginger  |  |

1. Sprinkle the chicken evenly with 3/4 teaspoon salt, 1/4 teaspoon pepper and 1 teaspoon curry powder.
2. Heat 1-1/2 tablespoons of oil in a 12-inch skillet over high heat until just smoking. Add the chicken in a single layer and cook, stirring occasionally, until lightly browned but still pink in spots, about 3 minutes. Transfer the partially cooked chicken to a clean bowl and set aside.
3. Add the remaining 1-1/2 tablespoons oil to the skillet and set heat to medium. Add the onions and cook, stirring occasionally, until softened, about 5 minutes. Stir in the garlic, ginger and remaining 1-1/2 teaspoons curry powder and cook until fragrant, about a minute more.
4. Whisk the chicken broth and cornstarch together to dissolve the cornstarch, then add to the skillet along with the sugar and 1/8 teaspoon salt. Bring to a boil, then reduce the heat to medium and cook until the sauce is nicely thickened, about 5 minutes.
5. Add the peas and partially cooked chicken to the skillet, turn the heat down to low and simmer until the chicken is cooked through, a few minutes. Off the heat, stir in the yogurt and cilantro; then season with salt and pepper, to taste. Serve with basmati rice.



## Orecchiette With Sausage And Broccoli Rabe

Pair with On Point 2018 Chardonnay

- |   |  |
|---|--|
| 1 pound dried orecchiette pasta                                   | 1/8 teaspoon red pepper flakes               |
| 2 1/2 tablespoons extra virgin olive oil, plus more for drizzling | 2 cups Broccoli Rabe washed and ends trimmed |
| 1 pound sweet or hot Italian sausage, casing removed              | 2 tablespoons Parmesan cheese                |
| 3 cloves garlic, minced   | Salt to taste                                |

1. Bring a large pot of generously salted water to a boil and drop in the Orecchiette.
2. Put a large sauté pan over a medium flame and heat the oil. Add the sausage to the pan and sauté while breaking it up in to small pieces with a wooden spoon. Cook until the sausage has nicely browned, about 6-8 minutes.
3. Add the garlic and red pepper flakes to the pan and sauté for 2-3 minutes. Lower the flame to low.
4. Drop the broccoli rabe into the pasta water and cook until the broccoli is tender and the pasta is al dente, about 8-9 minutes.
5. Scoop the pasta and broccoli rabe out of the water and add it to the pan with the sausage. Toss everything together over medium-high heat for 1-2 minutes.
6. Serve in bowls with a drizzle of extra virgin olive oil and Parmesan Cheese





## David Rossi, In The Spotlight

David Rossi is now 51 and has made a remarkable name for himself within the wine industry in a most unorthodox manner (see Winemaker Section).

To explain that last statement, let's start from the beginning. Rossi's family was originally in the restaurant business in Southern Arizona and Rossi started his fascination with food and wine at an early age. He attended the University of Arizona and received a degree in finance as a result. He entered graduate school at Pittsburgh's celebrated Carnegie Mellon University where he received his master's degree. Immediately after school he began working in the food industry for such luminaries as Schwan's, Tyson Foods and H.J. Heinz Company where he served in various corporate positions.

His passion as a home winemaker eventually caused him to seek a future in the wine industry. His determination and attention to detail (gleaned from his corporate experiences and exposure) made his homemade wine increasingly popular and eventually allowed him to pursue a commercial winery path.



This route proved to be quite difficult and growth was slow and deliberate.

"I knew it would be hard, but I was determined to be able to make wines that could compete with the big boys," David Rossi stated during a recent interview. "I didn't have all the money in the world, but I had gained a good number of contacts that could provide me with incredible fruit for my wines. I have a great deal of respect for terroir and all that it encompasses. I just kept working and researching to find the best fruit available. In the end, it all seems to have worked out."

That last quote might be a major understatement. Under his Fulcrum/On Point Wineries labels (in his mind, the two are interchangeable), Rossi's successes have impressed at the highest levels. His devotion to Pinot Noir and its difficulties to make have earned him a solid reputation as a top-level producer of the problematic varietal.

Throughout his exigencies, David Rossi has maintained a great sense of humor about his fortunes.

"I guess I must be considered New Jersey's top winemaker," he offered. "I still maintain my home in Atlantic Highlands and still have a basement full of equipment. I have tried to grow our company slowly as the market has allowed and have the same goal that I began with, to make a product that overdelivers on its quality. I am blessed to have had such a wonderful opportunity."





# Wine Regions

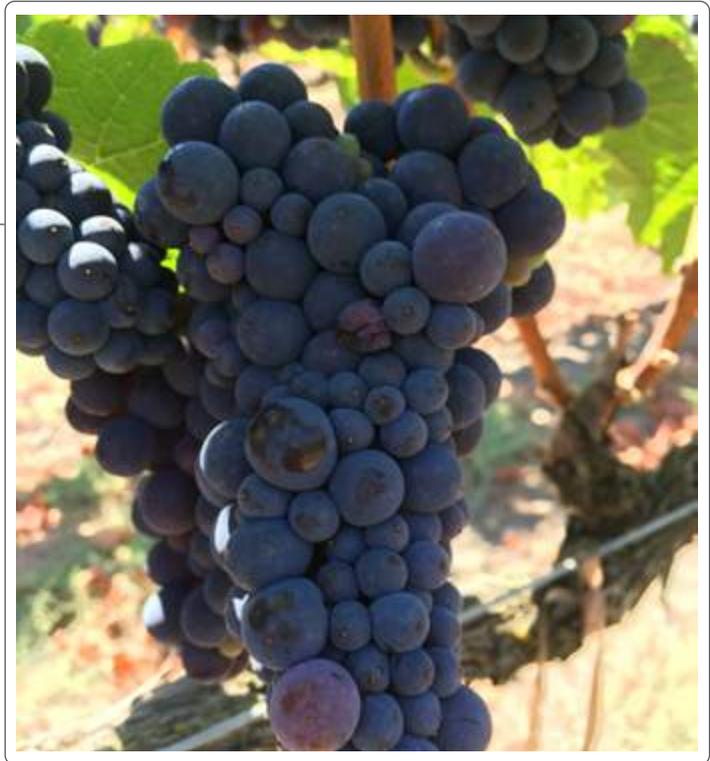
## Sierra Foothills AVA & Sonoma County

The real beauty of an operation like On Point Wines lies in the fact that it's able to source its fruit from anywhere it chooses and produce wines in small quantities that fill natural gaps in the wine supply process.

Take this month's wines for instance.

The On Point 2018 Sangiovese comes from the Sierra Foothills, an area that has greatly enhanced its reputation for producing really top-flight fruit for somewhat obscure varietals such as the noble Sangiovese and other Italian and Spanish and varietals. The 2018 Chardonnay is from Sonoma County, considered one of the finest Chardonnay-producing areas in the entire world with a number of micro-climates that offer a variety of characteristics and nuances.

"I study the different growing areas and investigate exactly what is being grown," advised On Point Winemaker David Rossi. "I'm not bound by any borders and am open to new growing areas that are producing high-quality fruit. "I've recently made a Tempranillo and a dry Gewürztraminer in addition to this Sangiovese, and they have all proven to be outstanding wines."



Rossi is a firm believer that location dictates quality in selecting fruit for his wines and spends a great deal of time in investigating locales and interviewing growers about their growing habits. "You can tell a great deal about the fruit from the grower's approach to farming," added Rossi. "it's a time-consuming exercise but the end results are truly worth it."

## Add a Plus! Bottle To Your Next Wine Delivery

The *Plus! Program* automatically adds one special wine to each regularly scheduled wine delivery, or as often as you like! *Plus!* wines are all highly rated, very small production wines with availability too limited for all regular club members to receive.

Join Today! **\$18-\$22/Delivery**

This month's *Gold Club* featured *Plus!* wine:

**Per Caso 2014 RHN Red Blend, Paso Robles AVA**

**90 POINTS** - Wine Spectator, **Gold Medal** - Orange County Wine Competition

**Double Gold Medal** - San Francisco Chronicle Wine Competition

347 Cases Produced

Retail Price at the Winery: \$44.00



EST. 1992



# Wine Winyard: Test Your Wine IQ!



## Approximately how much wine can be produced from 1 acre of vineyards?

The amount of wine produced from one acre of vineyards is approximately 800 gallons (about 3,600 bottles) and there are some 400 grapevines planted in each acre.

## Why can't I make wine from the grapes I get at the store?

There is a popular misconception that table grapes are used to make wine. Table grapes are found in stores and supermarkets, have thinner skins and contain more seeds than grapes used for wine. Most grapes used for wine are from the species *vitis vinifera*, such as Cabernet Sauvignon, Chardonnay and Merlot, that originated in southern Europe and southwestern Asia. A cousin, *vitis labrusca*, is a heavier-skinned grape used in the eastern United States and Canada to make a somewhat sweeter wine.

When a wine label states, "table wine", this does not mean that they used table grapes to create that wine. Most table wines are technically dry in that they lack the residual sugar that makes dessert wines sweet. Typically, table wines are made from the *vitis vinifera* species.

## How old is an average French Oak tree before harvested to make wine barrels?

The oak trees that are harvested in France for making wine barrels have an average age of 170 years. The top French regions for barrel wood are Alliers, Vosges and Tronçais. *usin* oak is looser-grained and more suited for Cognac, Armagnac, Sherry and whiskey aging. Costs per barrel range from around \$850 a barrel to upwards of \$4,000 for highest quality French Oak barrels.

## The Gold Medal Wine Store



Instant! Membership Rewards saves you 10% to 39% off On Point wines!

ON POINT WINES	Retail Price at Winery		Gold Medal Membership Rewards Pricing*		
			2+ btls.	6+ btls.	12+ btls.
On Point 2018 Sangiovese Sierra Foothills AVA, California	<del>\$30.00/btl.</del>	2-Bottle Members:	\$22.00	\$20.33	\$19.50
		4-Bottle Members:	\$22.00	\$19.50	\$18.25
On Point 2018 Chardonnay Sonoma County, California	<del>\$20.00/btl.</del>	2-Bottle Members:	\$18.00	\$16.33	\$15.50
		4-Bottle Members:	\$18.00	\$15.50	\$14.25

\*Effective per bottle prices after Membership Rewards discount is applied at checkout.

These special discounts are available only to club members, gift recipients and gift givers.  
2 bottle min, per wine, per order. Shipping and tax (if applicable) not included in above prices.  
Membership Rewards does not apply to Sale or Special Offer Wines.

