



The Wine Press

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

*Statedand Cellars and Double J Ranch
Paso Robles and Napa Valley*





STATELAND PASO ROBLES CABERNET SAUVIGNON

2012 vintage

Paso Robles is the perfect growing area for rich, fruit-driven Cabernet Sauvignon with its warm days and cool nights. Crafted with grapes sourced from two top vineyards in the Paso Robles region, the StateLand 2012 Paso Robles Cabernet Sauvignon opens with aromas of blueberries, violets, coconut, and leather, and flavors of dark berry fruit. The wine is full-bodied with sweet tannins and a long, lingering finish. Aged in French and American Oak for 9 months. 100% Cabernet Sauvignon. Enjoy now until 2022.

92 POINTS + GOLD MEDAL - *Sommelier Challenge*

2013 vintage

A blend of grapes from two Paso Robles vineyards, the StateLand 2013 Cabernet Sauvignon is bursting with dark berry fruit from start to finish. Bright, fresh aromas of blackberries, flowers, leather, and hints of oak complement the big, rich palate with silky smooth tannins, a velvety texture, and core flavors of dark berries and spice. Try pairing this Cabernet Sauvignon with wine braised short ribs, burgers, or strong cheeses. Aged 9 months in French and American Oak. 100% Cabernet Sauvignon. Enjoy now until 2023.

90 POINTS + GOLD MEDAL - *San Francisco International Wine Competition*

DOUBLE J RANCH NAPA VALLEY SAUVIGNON BLANC

2013 vintage

More and more top Napa Valley winemakers have been crafting exceptional bottles of Sauvignon Blanc, sourcing fruit from the best vineyard sites, experimenting with fermentation techniques, and sampling various clone types. The result is a growing number of stellar Napa Valley Sauvignon Blancs, many at value-driven price points. The Double J Ranch 2012 Napa Valley Sauvignon Blanc is a prime example, with fruit sourced from some of the best vineyards in Napa Valley. Full flavored with ripe peaches, meyer lemon and key lime, all layered over notes of green grass, this wine is crisp and refreshing without sacrificing complexity. 100% Sauvignon Blanc. Enjoy now until 2018.

GOLD MEDAL - *Sonoma County Wine Competition*

HOW WE CHOOSE OUR WINES:

Gold Medal Wine Club showcases two exceptional wines 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). On occasion, we feature 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 4,000 wineries in California producing thousands of different wines. Only wines fitting the above criteria are considered in choosing the featured selections each month.



Stateland Cellars and Double J Ranch



Two boutique California winery entities share a common focus of sourcing premium fruit from the best vineyards and regions in the state to craft distinctive, value-driven wines.



Stateland Cellars' Cabernet Sauvignon comes from the warm Paso Robles region of California's Central Coast. Here, the hot days and cool nights provide the perfect environment for growing rich, fruit driven wines.

The combination of two separate entities, Stateland Cellars and Double J Ranch, is somewhat unique to members of the Gold Series Wine Club. While the two entities share common ownership, their wine portfolios are completely different as are each winery's basic function.

Stateland Cellars first saw the light of day with initial releases in September of 2013 of almost 10,000 cases. Two years later, the winery has produced around the same level, but expects to increase its numbers to between 15 - 20 thousand cases sometime next year.

Stateland Cellars utilizes fruit from around the Paso Robles growing area, and primarily makes Pinot Noir and Chardonnay. The winery utilizes a stylish label that serves two functions: a fine presence on a white table cloth and also an excellent presentation as a consumer gift wine. The label was developed by one of the co-owners, Jim Gherlone (see Spotlight section) who has played an integral role in the development of Stateland Cellars.

Stateland actually refers to the State of California, the winery's home and source of all the fruit that goes into Stateland Cellars' wines. Stateland Cellars wines are currently sold in four states. That number is not expected to increase a great deal in the near future.

Double J Ranch is the second component to this month's Gold Series selection. As you might guess, the original owner of Double J Ranch hailed from Texas, the Dallas area to be more specific. Introduced as recently as 2014, Double J Ranch began with an initial release of 1,800 cases. Winery officials expect Double J Ranch's production to increase to around 4,500 cases during the next two years.

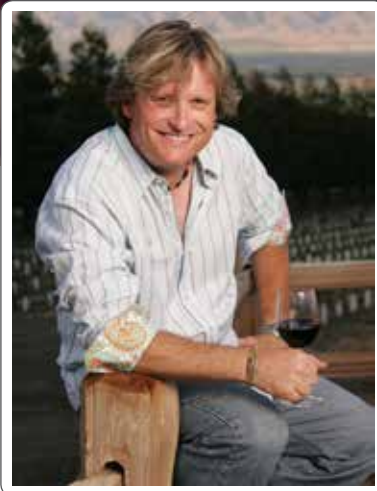
At Double J Ranch, it's all about Bordeaux and its venerable red varietals that include the great Cabernet Sauvignon and Merlot. It has also featured the wonderfully tasteful Sauvignon Blanc grape that produces Napa Valley's most versatile white, this month's featured selection.



Double J Ranch sources its Sauvignon Blanc fruit from a handful of top Napa Valley vineyards, blending the grapes together to create layers of texture and complexity. Sauvignon Blanc continues to be the winery's top selling wine, year after year.

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Andrew LaZarre, WINEMAKER

If the name Adam LaZarre sounds familiar, you have probably already heard of the much decorated winemaker who originally hailed from the Finger Lakes region of upstate New York. LaZarre's father was an early advocate of great Bordeaux Chateaux and succeeded in giving LaZarre an excellent foundation in wine expertise.

When LaZarre joined the US Navy (spending seven years) he was stationed in Seattle where his love affair with wine was rekindled. He enrolled at Cal State Fresno and graduated from its well-founded enology program.

The Central Coast region of California beckoned the new winemaker and thus began Adam LaZarre's incredible rise to fame. Early venues in the mid-1990s included Elliston Vineyards, Jekel Winery and the huge Constellation Wine Company. He later traveled to Spain and Chile to work on producing wines from the two countries.

At present, LaZarre is credited with more than two decades of winemaking experience. His most prominent accomplishments came as Vice President of Winemaking for esteemed Hahn Family Estate Vineyards in the Santa Lucia Highlands.

Adam LaZarre is among the most decorated winemakers in California. His accolades include three **'Best of Show'** awards from the prestigious *Los Angeles International Wine Competition*, the only winemaker so recognized. He was the *Sacramento Bee's* **Winemaker of the Year** in 2005 and also was one of the five top winemakers in the *San Francisco Chronicle's* list of 2006. In 2012, he made *InfoWine.com's* list as the **69th Most Influential Person in the US Wine Industry**.

LaZarre's touch on the wines of both Stateland Cellars and Double J Ranch assures a well-balanced wine that is value-oriented as well.

Adam's simple philosophy: "It's one thing to sell \$300 bottles of wine to a few people. I love to produce really great wines that taste two to three times the price and to know that, on any given night, someone somewhere is enjoying my wine."

Adam LaZarre and his wife Angie also operate their own LaZarre Wines that have also gained critical acclaim.

STATELAND CELLARS & DOUBLE J RANCH

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The price/value relationship is incredibly important to Double J Ranch that offers the consumer an opportunity to enjoy a wine at a reasonable price that would not be available

under a different label. Much of the savings result from the fact that an oversupply of quality grapes go into the composition of Double J Wines.





Food pairings from Stateland and Double J



PORT WINE BRAISED BEEF SHORT RIBS

PAIR WITH THE STATELAND CELLARS CABERNET SAUVIGNON

- | | |
|---|------------------------------|
| 3 1/2 to 4 lbs boneless beef short ribs | 1/2 bunch thyme |
| Pinch of salt | 1 bay leaf |
| Pinch of pepper | 1 bottle red wine |
| 1 cup diced onion | 2 cups Ruby Port |
| 1 cup diced carrots | 2 cups veal or chicken stock |
| 1/2 cup diced celery | |
| 2 cloves garlic, diced | |

Trim short ribs of excess fat, then season with salt and pepper. In large sauté pan over medium-high heat, sear short ribs until golden brown on all sides, about 4 minutes should get the job done. Remove ribs from pan and place in Crockpot or oven proof pot. In same sauté pan over medium heat, place onions, carrots, celery, and garlic. Sauté until golden brown. Add wine, reduce by half. Add thyme and bay leaf to wine mixture. Pour over ribs and marinate at least 2-3 hours or overnight. Preheat oven to 325 degrees. Warm stock and pour over ribs. Cover ovenproof pot with foil or lid. Cook for 3-4 hours, or until fork tender, checking ever 45 minutes. Remove from oven and let cool. Remove and reserve short ribs. Strain cooking liquid into same pot. Return liquid to stove and skim fat from top. Simmer over medium heat. Reduce to thick, saucy consistency. Return ribs to pot, glaze, and serve. Serves up to 6 people. *Recipe provided by Stateland Cellars.*



SOUR ORANGE YUCATAN CHICKENS

PAIR WITH THE DOUBLE J 2013 SAUVIGNON BLANC

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|---|---------------------------|
| 20 garlic cloves, halved | 2 tsp ground cumin |
| 1/4 cup vegetable oil | Two 3 1/2 lb chickens |
| 1 1/3 cup fresh orange juice | 1/4 cup plus 1 tbsp honey |
| 1/2 cup pure lemon juice | |
| 1/4 cup pure Ancho Chile powder | |
| 2 tbsp hot paprika | |
| 4 tbsp kosher salt, plus more for seasoning | |

In a food processor, mince the garlic with vegetable oil. Add the orange and lemon juices, Chile powder, paprika, salt and cumin and blend well. Loosen the skin on the chicken breasts and around the legs. Put each chicken in a bowl and cover with the marinade. Rub the marinade under the skin and in the cavity. Turn the chickens breast side up and refrigerate overnight. Preheat the oven to 350 degrees. Set the chickens breast side up in a large roasting pan and season with salt. Add the marinade to the pan along with 1 cup of water. Bake for 1 hour. Spoon 1/4 cup of the pan juices into a small bowl and stir in 3 tbsp of the honey; pour over the chickens and bake for about 1 hour and 15 minutes, until an instant-read thermometer inserted in the inner thighs registers 160 degrees. Drain the cavity juices into the roasting pan. Transfer the chickens to a carving board to rest for 10 min. Pour the pan juices into a saucepan. Add the remaining 2 tbsp of honey, bring to a boil and season with salt. Carve the chickens and serve with the sauce. *Recipe provided by Double J Ranch.*





Jim Gherlone, IN THE SPOTLIGHT

When Jim Gherlone (pronounced *Ger-loan-e*) graduated from St. Mary's College in Moraga, California, he had three job offers to go with his degree in business administration. The offers were from the Bank of America, Procter and Gamble, and Gallo Wine Company.

"I didn't see myself sitting in a bank somewhere and never seeing the light of day," Gherlone recently recalled. "I also had trouble seeing myself covered in laundry detergent or paper products that P & G sold. Gallo Wine Company was the only business that was actively recruiting graduates so I guess the decision as to where I would go was an easy one."

Gherlone's decision ultimately proved to be wise as well as easy. The now 49-year-old took a relatively circuitous approach before winding up as a co-owner of this month's Gold Medal selections. His stint at Gallo lasted 3 ½ years and Gherlone admits he gleaned a great deal from the experience. He learned enough to land him a job with California Wine Distributor, Young's Market, one of the leading wine distribution companies in the country.

By 2012, he was Director of National Accounts for Coastal Wine Brands and presently the national Sales Manager of Exclusive Brands for Costco Wholesale. Along the way, Gherlone found time to become a co-owner of wineries such as Stateland Cellars and Double J Ranch.

"I have always done what makes me happy in the wine business," he confessed. "I always point out that I have learned just enough about the wine industry to make me dangerous."

Jim Gherlone admitted he found a niche that could expand with properties like Stateland Cellars and Double J Ranch. "There is always a great deal of top grapes for sale from absolutely prominent AVA's (American Viticultural Areas)," he

continued. "The real job is finding them, buying them at a reasonable price and passing that savings on to the consumer. It sometimes gets a bit tricky, especially when the yield for a particular vintage is lower than usual. I always felt it was smarter to bite the bullet and make a lesser profit and keep your customers in the process. Loyalty is an important factor in the wine business, just ask the large number of people who have failed in the wine trade."

In 2013, Gherlone was made aware of the opening of a new custom crushing and production facility that was to be known as KrushWerks, located in San Lucas at the south end of Monterey County. Its introduction was extremely beneficial to Gherlone's plans for Stateland Cellars and Double J Ranch.

"KrushWerks was state-of-the-art in every respect," informed Jim Gherlone. "In no time at all, we were using the facility for several projects we had on the table. KrushWerks was a boon to the Central Coast in general and an important piece in our plans for the future."

Jim Gherlone is a most contented wine executive at this point in his life. His products play an important role for many wine businesses and consumers. It is interesting to note that he has come full circle in the wine industry.





Wine Regions: NAPA VALLEY & PASO ROBLES

Owners of both Stateland Cellars and Double J Ranch have made excellent use of the varied wine producing regions of California. With fruit available from Napa Valley, Carneros and several Central Coast appellations, the wineries are able to provide a diversity of varietals and terroirs

for the wineries' customers.

"The basic idea behind both of these entities was to be able to source outstanding fruit from wherever it was available," informed Jim Gherlone, one of the co-owners of both entities. "We basically go where the best fruit is grown. We are very selective in our procurement process and our proven successes in finding great fruit bears out the appropriateness of our initial business plan. We intend to make our wines mirror the places and environments where they are grown. Once we establish the presence of top vineyards in a given area, we work to establish long term relationships with the growers to assure us of continued availability. This action is necessary to provide quality wines from year to year."



While Napa Valley and Paso Robles are chiefly known for their great Bordeaux varietals (Cabernet Sauvignon, Merlot, Cabernet Franc {reds} and Sauvignon Blanc {white}, to name just a few). Carneros (Sonoma County and Napa Valley) and the Santa Lucia Highlands areas of the Central Coast are primarily rooted in Burgundian varietals such as Pinot Noir and Chardonnay. Climate significantly affects these latter varietals and the cool, Pacific Maritime-influenced areas of the Central Coast provide excellent environments for these frequently hard to grow vines. Carneros' location on the northern tip of San Pablo Bay allows for cool, foggy mornings and excellent sun baked hot afternoons. This combination makes for top class fruit from both Pinot Noir and Chardonnay vines.

Numerous world class wines are produced in both proclaimed growing areas that rival the very finest wines produced throughout the entire wine spectrum.

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 Series* featured *Plus!* wine:
Onesta 2012 Bechthold Vineyard Lodi Cinsault
91 POINTS - *Wine Enthusiast* magazine
Retail Price at the Winery: \$29.00



Wine Winyard: TEST YOUR WINEIQ!



Do I have to store my wine in a temperature-controlled cellar?

If you tend to keep wine around the house for short periods of time, then simply find a place in the dark with a fairly constant, moderate temperature (the bottom of a closet, a corner of the garage, etc.). However, if you have some fine wines that you want to store for longer periods of time, we recommend using a wine refrigerator. They are more affordable, available, and space-efficient than ever before, and they are your best bet at keeping your special wines in top condition. Keep the temperature between 55 and 57 degrees, which is a good starting point for serving both reds and whites (you may want to cool down a white a bit more or allow a red to warm up to room temperature prior to serving). Keeping wines in your household refrigerator is fine for up to a couple months, but it's not a good idea for long term. Since the average fridge temperature is well below 45 degrees, the lack of moisture can eventually dry out corks, which might allow air to seep into the bottles and damage the wine. The most important aspect in storing your wines (more so than achieving that perfect 55 degrees) is avoiding any rapid, extreme, or frequent temperature swings. Consistency is key!

Are there any sulfite-free wines?

Sorry, there is no such thing as a 100% sulfite-free wine. Sulfites develop naturally as a by-product of fermentation (all wine, beer, and cheese contain some natural sulfites) and their presence is so small that it normally doesn't present a problem to anyone other than the most sulfite-sensitive. Sometimes, tiny amounts of sulfites are added by manufacturers to help prevent oxidation and spoiling, allowing the wine to age and develop its full flavor potential. Also, thanks to modern winemaking techniques, today's wines have the lowest amount of sulfites that they have ever had.

The Gold Medal Wine Store

Instant! Membership Rewards saves you 20% to 39% off Stateland & Double J wines!

STATELAND & DOUBLE J	Retail Price at Winery		Gold Medal Membership Rewards Pricing*		
			2+ btls.	6+ btls.	12+ btls.
Stateland Cabernet Sauvignon 2012 & 2013, Paso Robles	\$29.99/btl.	2-Bottle Members:	\$22.00	\$20.33	\$19.50
		4-Bottle Members:	\$22.00	\$19.50	\$18.25
Double J 2013 Sauvignon Blanc Napa Valley	\$19.99/btl.	2-Bottle Members:	\$16.00	\$14.33	\$13.50
		4-Bottle Members:	\$16.00	\$13.50	\$12.25

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

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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.

