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

www.goldmedalwine.com

FORTUITOUS EVENT LEADS TO CREATION OF SUMMERLAND WINERY

It's an acknowledged maxim that this month's featured *Gold Series* selection, Summerland Winery, came into existence almost by accident.

"I really wasn't intending to get into the wine business when I bought this property back in 1993," owner Nebil "Bilo" Zarif explained, "I was actually buying a 250-acre dude ranch and discovered that a small ten acre section had already been planted in vines. The vines fascinated me to the extent that

I wanted to learn more about them. Ultimately, I finally was able to get into the wine business, first with Barnwood Vineyards and now with Summerland Winery."

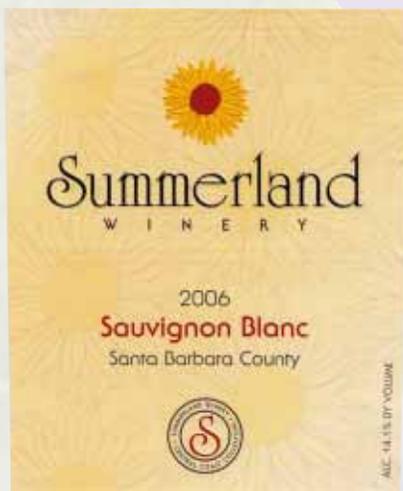
For the record, Summerland Winery is named for the small, picturesque Santa Barbara County town (population 1545), whose main claim to fame is the fact that historic US Highway 101 winds its way through it along Southern California's

Continued on page 4



Summerland's winemaker, Etienne Terlinden and noted French wine educator, author and consultant, Michele Pignarre Le Danois evaluate samplings of Syrah prior to bottling.

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 1,800 wineries in California producing thousands of different wines. Only wines fitting the above criteria are considered in choosing the featured selections each month.



2006 SAUVIGNON BLANC

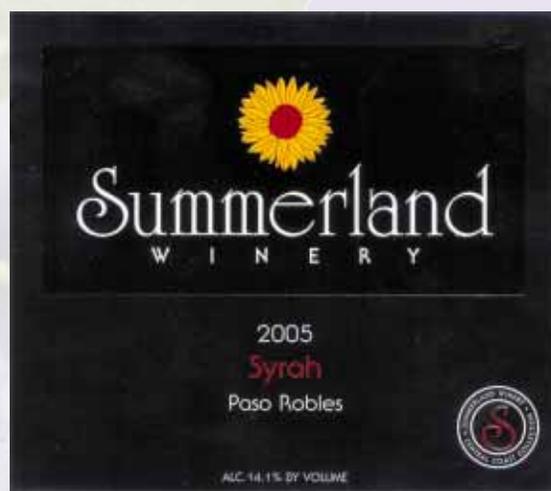
The Summerland Winery 2006 Sauvignon Blanc, Santa Barbara County, is one of the winery's Central Coast Collection single varietal wines. At the *Wine Literary Awards* sponsored by the *Wine Appreciation Guild* in San Francisco, Summerland Winery was given the award for **Best New Winery in 2006**. We were so impressed at a pre-release tasting of this wine that we purchased virtually the entire production, making this 2006 Sauvignon Blanc a *Gold Medal Wine Club Exclusive*. Pale yellow in color, a vibrant, refreshing wine; boasting an aroma of tropical fruits, ruby grapefruit with a hint of kiwi that leads into a mouthful of harmonious flavors that is very well textured. The 2006 Sauvignon Blanc exhibits a mid-palate of fruity flavors of leechie nut, kiwi and stone fruits that crescendo towards a clean elegant finish. Enjoy this with the Blue Cheese Crostini and pepper lettuce or on its own. 100% Sauvignon Blanc. Enjoy now or until 2010.

2006 VINTAGE: *A Gold Medal Wine Club Exclusive, only available to our members and at the Summerland Winery's Tasting room.*

LEGACY: The 2006 Sauvignon Blanc Santa Barbara County is the bright star of the Central Coast Collection offered by Summerland Winery. Just 750 cases produced for release.

Just the facts:

pH	3.3
Alcohol	14.1%
Total Acid	0.65 g/100 mls
Cases Produced	750
Drink Now or Up to Year	2010



2005 SYRAH

The newly released 2005 Syrah, Paso Robles, is another one of Summerland Winery's single varietal wines featured in their Central Coast Collection. The wines in the Collection share common traits of intense fruit plus showing distinct characteristics of the terroir from the select vineyards. The 2005 Syrah is considered a warm climate Syrah; the fruit was sourced from the well-known French Camp Vineyard in Paso Robles and the highly acclaimed Bien Nacido Vineyard in the Santa Maria Valley. A deep red violet with a crimson rim, the 2005 Syrah displays a fresh fruit bouquet of bright blueberry, pepper and spice leading to its altogether lavish, palate-coating flavors. The spicy complexity is similar to wine you find in the famous northern Rhone appellation of Cote Rotie. Try pairing this food friendly, fruit forward style Syrah with hearty dishes, such as roasted lamb, eggplant parmesan, grilled and smoked meats, stew, chili and robust cheeses. 100% Syrah. Aged in oak for 10 months. This is a cellar-worthy, well-structured Syrah. Enjoy now until 2012.

2005 VINTAGE: *Gold Medal Wine Club Special Selection—newly released and currently entered into this season's wine competitions. Medals are forthcoming.*

LEGACY: Summerland Winery has burst onto the Central Coast wine landscape since its founding by Nebil "Bilo" Zarif in 2001, the 2005 Syrah showcases the talents of Etienne Terlinden and Michele Pignarre Le Danois.

Just the facts:

pH	3.74
Alcohol	14.1%
Total Acid	0.62 g/100 mls
Aged in Oak	10 Months
Cases Produced	2,900
Drink Now or Up to Year	2012

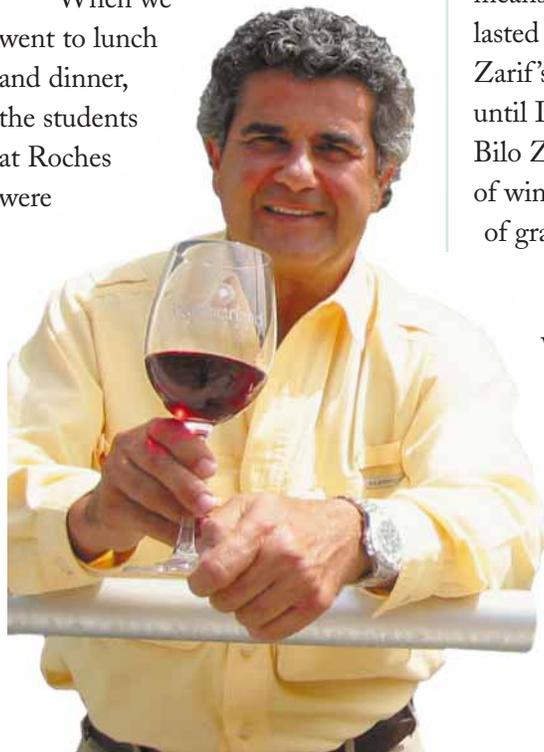
GOLD MEDAL SPOTLIGHT

Bilo Zarif

Bilo Zarif was just a youngster in his native Turkey when he first came into contact with wine. His aunt Marie had planted some Syrah and was making wines for her family and friends. Zarif thinks the vines may have originated in Iran, a country that was known at the time for planting and cultivating vinefera rootstock.

After leaving Turkey to continue his education, Zarif, now 51, went to Lebanon, France and England. In France, he attended the Ecole des Roches in Verneuil, near Versailles and close to Paris. It was in this setting that he was formally introduced to wine.

“When we went to lunch and dinner, the students at Roches were



Bilo Zarif, owner

offered a choice of a small .187 bottle of either Bordeaux or Burgundy with their meal,” Zarif explained. “I really enjoyed the wine and food experience and started to learn something about wine and how it was made. It was simply part of the French meal culture.”

Zarif completed his college studies at the American University of Paris and came to the United States to achieve his masters at the University of Denver. His major was in business with particular emphasis in oil and gas exploration studies.

In 1980, he founded his own oil and gas exploration company called the Rock Oil Company in honor of his old French high school. Roches means rock in French. The company lasted more than ten years and, in Zarif’s words, “did very well for me until I sold it.” During that time, Bilo Zarif became a serious collector of wines as well as an ardent student of grapes and vines.

When he purchased his first wine producing acreage in 1993, he felt it necessary to take his grape education to a higher level. He enrolled at the storied UC Davis and began taking a number of courses that increased his competency and understanding of the wine industry.

“It was a wonderful time,” he explained further. “I would attend the Davis classes and then go home to my ranch and practice what I had just learned. I planted all my own vines and tended them so that I could get the most out of what I was being taught.”

Zarif was also able to reestablish his old ties with France, and in particular the incredible wine city that is Bordeaux. He met and became fast friends with Pierre Elby, whose cousin happened to be Jean Pierre Moueix, the owner of Chateau Petrus, arguably the finest wine in the world. A luncheon with Moueix and Elby in 1995 opened Zarif’s eyes to the possibility of producing a world-class wine in California through his fledgling Summerland Winery.

On another of his bi-annual visits to Bordeaux, Zarif was introduced to a well-known educator and writer named Michelle Pignarre Le Danois. Zarif had just hired his own winemaker and asked Le Danois to serve as a consultant. She agreed and the rest of the Summerland Winery success story is history.

“It was really wonderful that the perfect chemistry existed between all the principals,” exclaimed Zarif. My winemaker, Etienne Terlinden, was much younger than Michelle or me, but he possessed the same basic outlook that we both had.

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WINE WIZARD

- 1) Where is the wine producing region of Los Alamos Valley?
- 2) Who is regarded as the first commercial winemaker in Paso Robles?
- 3) In what year did Father Junipero Serra bring grapevine cuttings from Mexico to Santa Barbara County?

Continued from page 1

wonderfully majestic coastline. Summerland is also one of the small towns that have been caught up in the Central Coast wine explosion that has skyrocketed over the past two decades.

Summerland Winery's initial release of around 1500 cases came in 2003 and was the product of some significant factors that Bilo Zarif put into place. First, he employed Belgian Etienne Terlinden as Summerland's winemaker and then added the services of noted French wine educator and author Michele Pignarre Le Danois as a consultant to Summerland's wine staff.

The pair worked in complete harmony and the awards and accolades soon flowed for the emerging winery.

According to Zarif, "Summerland is the type of operation where practically everything is done by hand, from hand sorting the grapes to hand punching the tanks. This process allows us to completely control our quality, but is also extremely labor intensive."

Zarif admits to finally breaking even on his investment in Summerland Winery this past year, a feat he considers equal to any in his business career. "The competition in the wine business is so intense that it is very difficult to turn a profit, especially when you approach the business like we do at Summerland," he continued. "There are always shortcuts I could take, but I prefer to do things in the right manner, and that means absorbing the expense of doing it correctly."

Production has grown during the past five years and Summerland Winery expects to produce around 10,000 cases during 2007. That level, according to Zarif, is where Summerland will remain for the foreseeable future.

"Summerland will always be a boutique winery," he informed. "At that stage, we are able to control our destiny. Right now we are producing a number of estate-grown wines that have a fascinating background."

"We have selected six different vineyards from three distinct appellations from around this area and are producing Pinot Noirs from each of the vineyards. We believe that we can eventually bring out the best characteristics of each appellation in these wines. We will be able to identify and produce the very best flavors of each terroir involved. The style of the wines will vary from area to area and the end results will be fascinating to the real wine consumer."

Such lofty goals seem to be the hallmark for both Summerland Winery and its energetic owner, who has been in the winery business for almost fifteen years. When his association as president and co-owner of Barnwood Vineyards ended, Zarif immediately turned his energies to Summerland.



Bilo treats friends to an occasional barrel tasting now and again.



Summerland Winery's tasting room in Summerland California is located just minutes south of Santa Barbara.

At his new entity, Zarif was able to focus on one of his pet passions: ultimate grape maturity.

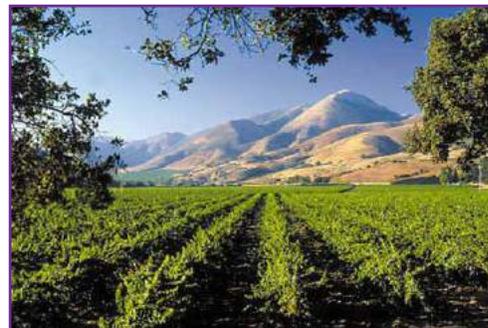
"I firmly believe that allowing the grapes to reach their fullest point of maturity is the key to a

successful wine," he added. "When you deal with Pinot Noir for instance, complete maturity is probably the most important factor in the development of the wine. It's also important with other varietals, but with Pinot Noir, even the slightest departure affects the quality of the wine."

Zarif considers an incident that happened three years ago as his greatest accomplishment in the wine business. At that time, he presented a newly finished bottle of Summerland Winery to his French wine mentor and friend, Pierre Elby, who was then 80 years old.

When Elby tasted the wine and turned to smile at Zarif, Zarif knew he had finally produced a truly great bottle of wine.

Elby died of old age not too long after returning to France, but the memory of his smile remains with Zarif to this day. 🍷



The famed Bien Nacido Vineyard is known for producing highly-rated wines.

ANSWERS TO WINE WIZARD

1) Los Alamos, which means "The Cottonwoods" in Spanish, is a small town just off California Highway 101 between the Santa Maria Valley and Santa Ynez Valley appellations just north of Santa Barbara. The area around Los Alamos has a temperate climate all its own, ten degrees cooler than Santa Ynez Valley to the south and ten degrees warmer than Santa Maria Valley to the northeast. Los Alamos Valley is bounded to the north by Solomon Hills and to the south by La Purisima Hills. With warm days and very cold nights, the fruit from this region achieves incredible concentration and balance. Its well-drained soils and a wide range of microclimates allow for growth of a wide diversity of varietals. Because Los Alamos Valley is not an official appellation, you will not see it on the front of a wine label. "Santa Barbara County" is used instead.

2) Commercial winemaking was introduced to the Paso Robles area by an Indiana apple farmer by the name of Andrew York. He began planting vineyards on his 240-acre homestead in 1882. Within a few years, he found that the vines were yielding more than he could market, prompting him to establish Ascension Winery. The family planted some of the area's earliest Zinfandel vines, thus setting the stage for Paso Robles becoming famous for the varietal. York initially sold his wines mostly in San Luis Obispo and eventually as far away as San Francisco. Located seven miles west of Highway 101 along scenic Highway 46 West in Templeton, the climate and soil conditions are so unique that the York Mountain Appellation is one of the smallest recognized in the state of California.

3) It was in 1782 when Father Junipero Serra first planted vines along the Mission Trail in Santa Barbara County. A twenty-five acre mission vineyard was located in the San Jose Creek area, and the adobe winery, built nearby in 1804, is now one of the oldest local landmarks. A grapevine planted in 1842 on a farm near the small city of Carpinteria, just south of Summerland California, grew to enormous proportions. In fifty years the trunk grew to measure nine feet around, the arbor covered two acres with an annual yield of ten tons of grapes.





FOOD FOR THOUGHT

BLUE CHEESE CROSTINI

WITH SUMMERLAND SAUVIGNON BLANC SAUCE
& PEPPERY LETTUCE

1 1/2 cups of Summerland Sauvignon Blanc
1/4 cup orange blossom honey
1/2 lemon, juiced
3 tablespoons unsalted butter
1/2 baguette, cut into 1-inch slices
8 ounces bleu cheese
1 bunch peppery lettuce, such as arugula or watercress
2 tablespoons extra-virgin olive oil
Kosher salt and freshly ground black pepper
1/4 cup toasted chopped walnuts

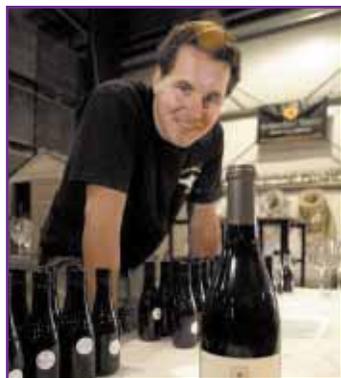
Preheat the oven to 500 degrees F. Put a sheet pan or pizza stone in the oven to get it heated up too. Combine the Summerland Sauvignon Blanc, honey, and lemon juice in a saucepan and place over medium-low heat. Simmer gently, swirling the pot around, until the wine is syrupy sauce and coats the back of a spoon, about 15 to 20 minutes. Butter both sides of each slice of bread. Put a nice bunk of bleu cheese on top of the baguette slices and arrange them on the hot sheet pan or stone. Bake for 5 minutes until the cheese melts and the bread toasted. Put the lettuce in a mixing bowl and toss with the olive oil, salt, and pepper. Pile the greens on a serving platter with the bleu cheese crostini around it. Drizzle the wine sauce over the crostini and greens and sprinkle with the walnuts.

SUMMERLAND CABERNET BRAISED SHORT RIBS

Makes 4 servings.

3 to 4 pounds bone-in beef short ribs (4 large short ribs)
Sea salt and freshly ground pepper
1 tablespoon olive oil
1 pound small parsnips, peeled and cut into chunks
4 medium carrots, peeled and cut into chunks
1 medium onion, peeled and cubed
1 garlic bulb, peeled and sectioned
1 tablespoon flour
1 (750 ml) bottle Summerland Cabernet Sauvignon
1 (14-1/2 oz) can reduced sodium beef broth
1 tablespoon Dijon mustard
2 tablespoon chopped fresh thyme

Season short ribs with salt and pepper. Working in batches in a large pot, cook in oil on medium-high heat until well browned. Remove from pot and set aside. Add parsnips, carrots, onion and garlic; cook over medium heat, stirring frequently, for 10 minutes. Stir in flour and cook for 1 minute more. Add Summerland Cabernet Sauvignon, broth and Dijon to pot, scraping up any browned bits on the bottom of the pot with a wooden spoon. Return short ribs to the pot. Bring to a boil; reduce heat and simmer over low heat, covered but with the lid cracked, for 2 hours. Remove cover and simmer over medium-high heat for 30 minutes. Season to taste with thyme, salt and pepper. Serve over soft polenta or mashed potatoes.



*Belgium born winemaker
Etienne Terlinden.*

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Since the inception of Summerland Winery, plantings have grown and the number of varietals has increased. Zarif admits to a good deal of experimenting, in his opinion the only proven way to reach ultimate quality standards in the wine business.

Bilo Zarif is also a pioneer in another specific area of vine

planting. In 2006, he planted a number of vines on property he owned in Beverly Hills, the first commercial plantings in that exalted piece of well-known real estate. Encouraged by the results of the initial plantings, he intends to plant more vines in the near future in an additional parcel of land he owns that is also in Beverly Hills.

JUDGE-THE-WINES RESULTS

In this section we publish the cumulative, on-going tallies of the Judge-the-Wines Scorecards 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 Scorecards 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 Scorecard results which are printed in green indicate the wine selections that as of press time are still available for reorder.

2005 Mission Trails Chardonnay

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

2002 Vina Robles Cabernet Sauvignon

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	91%	5%	3%

2005 Vina Robles Chardonnay

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

2004 Castoro Reserve Tempranillo

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	91%	7%	2%

2004 Mission Trails Merlot

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	93%	5%	2%

2001 Vina Robles Syrah

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

2005 Castoro Cabernet Franc

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	88%	6%	6%

2004 Castoro Reserve Pinot Blanc

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

The above wines were recently featured. Due to space limitations, the entire list of available wines is not listed.

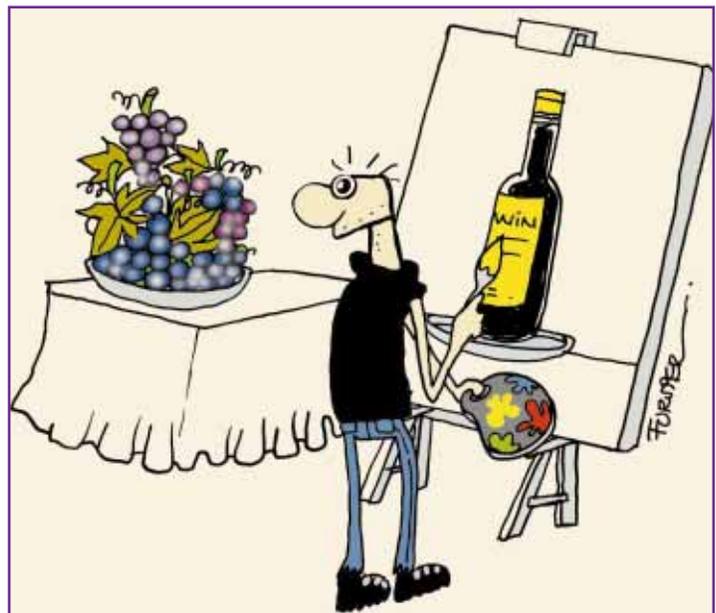
To see our entire inventory and reorder online, go to: www.goldmedalwine.com/member

■ Indicates wine is still available

When these grapes reach fruition, Zarif will be able to bottle a true “wine of the stars,” a feat that Bilo Zarif will welcome with a smile.

“The wine business is my true passion,” he revealed, “I put my entire heart and soul into it. It’s not really important that I make a great deal of money either, I’m completely satisfied if I am able to break even.”

With the incredibly competitive nature of the wine business, that’s truly saying a lot. 🍷



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THE GRAPEVINE

Comments from us and Club members

We want to thank everyone who submitted your vote on line for the **Top Ten Wines of 2006**, the results and the winner of the 2006 mixed bonus case will be published in next month's *Grapevine*. **David Nekola**, of Minnesota, was selected as this month's recipient of a 1/2 case of Vina Robles Cabernet Sauvignon for sending in his Judge-the-Wines score cards. David commented on his membership, "Our son renews our four month gift membership as a Father's Day, birthday, and Christmas gift each year. We've enjoyed the wines for over three years now and look forward to our monthly shipments." You too could be the winner of the next 1/2 case of bonus wine; but remember, you must rate the wines to win. Simply mail back the supplied Judge-the-Wines card in your wine shipment or go on line to www.goldmedalwine.com/member, click on the scorecard link and fill out the form to submit your comments and ratings. We publish the cumulative tallies in the *Judge the Wine Results* section of the *Grapevine* every month. Cheers!

Four Exciting Wine Club Series



Members who send in their wine ratings on the provided Scorecards 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 Scorecard per wine per membership)...GMWC

R E O R D E R

Since the release of the first vintage in 2001, winemaker Etienne Terlinden and noted French consultant, Michele Pignarre Le Danois have proven to be an award-winning team for Summerland Winery. From the fresh expressive flavors of the Sauvignon Blanc to the powerfully rich fruit forwardness of the Syrah, this month's *Gold Series* selections provide an exceptional profile of Summerland Winery's Central Coast Collection of single varietal fruit forward wines at very affordable reorder prices.

SUMMERLAND WINERY	Retail Price Winery-Direct	Club Price 2-Bottle Members	Club Price 4-Bottle Members
2006 Sauvignon Blanc* Santa Barbara County	Half Case-6 \$96 Full Case-12 \$192	\$72 (\$12.00) Save 25% \$132 (\$11.00) Save 31%	\$66 (\$11.00) Save 31% \$120 (\$10.00) Save 38%
2005 Syrah* Paso Robles	Half Case-6 \$96 Full Case-12 \$192	\$75 (\$12.50) Save 22% \$141 (\$11.75) Save 27%	\$69 (\$11.50) Save 28% \$126 (\$10.50) Save 34%

Reorder Hotline: 1-800-266-8888 • www.goldmedalwine.com/member

Reorder Faxline: 1-800-266-8889

*Availability is very limited

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