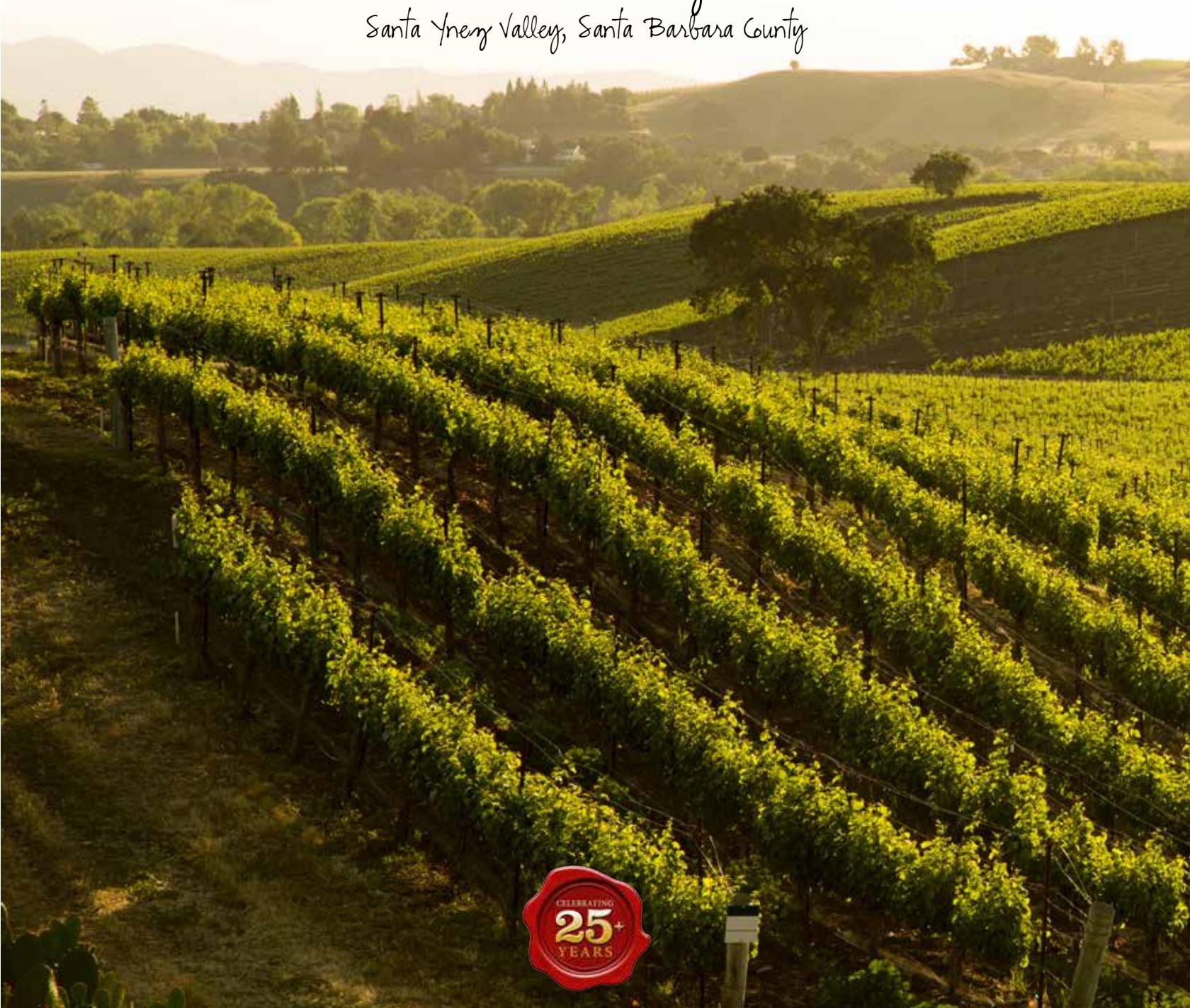




The Wine Press

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

*Valle de Ineny
Santa Ynery Valley, Santa Barbara County*





Valle de Inez 2017 Merlot

Central Coast, California

1,408 Cases Produced

Crafted from select vineyards on California's Central Coast, the Valle de Inez 2017 Merlot is rich, round and flavorful with plenty of character. Dark intense purplish black in color, this Merlot offers intense aromas of black cherry and plum with hints of leather and cedar. On the palate, the wine is plush and supple in texture, with nicely balanced acidity and velvety soft tannins that carry through to the finish. The Valle de Inez 2017 Merlot pairs well with classic and rustic dishes including meats, game, and grilled foods (try the Leg of Lamb Shawarma recipe on page 5). Aged 10 months in oak. 100% Merlot. Enjoy now until 2027.

Gold Medal Special Selection



Valle de Inez 2017 Sauvignon Blanc

California

1,812 Cases Produced

The Valle de Inez 2017 Sauvignon Blanc is a classic Sauvignon Blanc with crisp acidity, slight herbal tones, and refreshing fruit flavors enhanced by notes of lime, grapefruit and gooseberry. Because the fruit is sourced from several appellations (and no one appellation accounts for more than 75% of the blend), the wine is given the 'California' designation. Fruit for this Sauvignon Blanc comes from Sonoma, Dry Creek, Yountville, Lake County, and Central Coast, creating a complex blend of flavors and a distinctive savory character. Bright golden in color, this Sauvignon Blanc offers slightly grassy aromas with hints of lime, grapefruit and gooseberry. The palate is crisp with bright fruit notes and lingering herbal tones on the refreshing finish. Try pairing this wine with seafood or poultry. Aged 6 months in stainless steel. 100% Sauvignon Blanc. Enjoy now until 2022.

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). 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.



Valle de Inez Winery



A highly successful winery owner and winemaker, Doug Margerum takes a traditional French *negociant* approach with his Valle de Inez Winery, crafting small batches of artisan wines from the top wine growing regions in the state.



Based in the Santa Ynez Valley of Santa Barbara County, Valle de Inez Winery is a unique entity in the region, acting as a throwback *negociant* producer who blends fruit from several regions and vineyards in order to achieve the desired finished wine. The winery has seen quick success in its short lifespan, proving this 'Old World' concept is still very effective.

This month's Gold Wine Club selection is the Valle de Inez Winery located in Buellton in Central Coastal California's Santa Ynez Valley, a part of the larger Santa Barbara Valley.

Inez and not Ynez? "If you visit the landmark building, the Mission Inez," owner Doug Margerum explained, "you will see that Inez was the original spelling of the word. It was my intention to call attention to that fact and celebrate the original settlers that brought the initial rootstock to establish the region's first vineyards long, long ago."

Margerum founded Valle de Inez Winery back in 2014 to fill a void that he felt existed in his business. "I am a throwback to French vintners and winemakers who were called *negociants* (see Spotlight section) who were incredibly successful. After several decades in the wine industry, I felt I had developed sufficient contacts around the state to allow me to try and replicate the efforts of French negociants. I know that many wineries make more wine than they actually need to protect themselves against eventualities that might occur."

Valle de Inez Winery buys these finished wines and produces wines that fit the formula Doug Margerum has developed. "Many of these wines are top flight wines, some a bit more acidic, some a bit heavy on the flavor side. It becomes my job as winemaker (see Winemaker section) to blend these wines together to make a more effective, more drinkable wine. It's a simple matter of the sum being better than the parts and our initial successes with Valle de Inez's wines bear out my decision to follow this route in making our wines."

Valle de Inez Winery expects to produce around 2,000 cases this year, a figure that will grow substantially in the coming years. "There's a lot of great wine available out there at realistic prices," he continued. "These prices allow me to produce a wine that is immediately drinkable and represents an excellent price/value ratio for the consumer. When the customer is happy and feels he is getting a good deal, then I'm happy too."

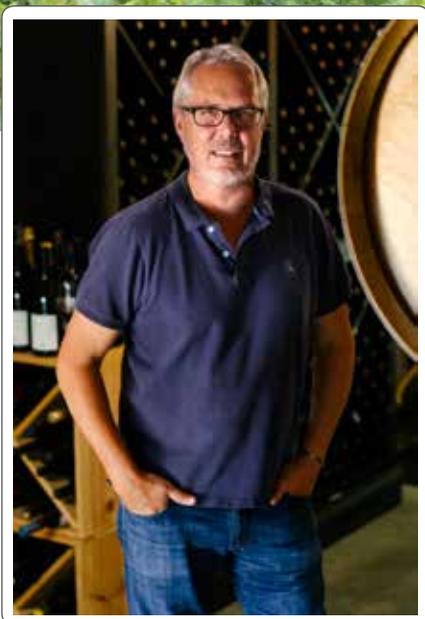
Margerum also pointed out that the Valle de Inez label that was designed by graphic artist Tom Adler is actually an impressionistic woodcut that represents the work that is done in making the wine. "It takes a lot of work to produce a finished wine," Margerum added. "The label depicts various aspects of our trade in a basic, innate manner. Our customers love the label and so do I."

Continued on Page 4



Director of Winemaking, Doug Margerum, and winemaker Michael Miroballi believe in hard work, patience, and a commitment to excellence. The duo focuses on crafting high quality wines from some of the finest appellations in California.





Doug Margerum Winemaker

Owner/Winemaker Doug Margerum considers his accomplishments with Valle de Inez Winery a return to his roots in the wine business. "From 1986 to 1998, I was with a company called Vita Nova that specialized in making extremely drinkable wines immediately fit to drink. Our wines were extremely successful and this experience gave me the idea to found Valle de Inez Winery and our approachable wines," he recently stated.

Margerum is a self-taught, highly successful winery owner and winemaker. His Margerum Wine Company wines, Barden (Sta. Rita Hills AVA) and Rancheria Cellars are all highly successful with wonderful scores and accolades that continue to impress. He is a declared devotee of Rhone wines and Rhone varietals and has recently planted a 19-acre vineyard located on Alamo Pintado Road in Los Olivos with 10 different Rhone varietal grapes, five red and five white. He also considers himself a throwback to French negociant winemakers that have seen a marked revival during the past decade.

Valle de Inez Winery

Continued from Page 3

Another innovative approach might possibly be in store for future Valle de Inez releases. "It involves us putting our wines in cans, a part of the wine business that is gaining popularity. It came into being as a means of getting wines into beach and resort facilities where glass bottles are forbidden due to the possibility of breakage. The idea of wine in cans also reduces the carbon footprint and constitutes lower shipping costs that means greater savings to the consumer. The recycling of cans is also a major help to the environment," concluded Doug Margerum.

However, such a scenario figures to be a way off for the still emerging winery and its current boutique status. In the meantime, Doug Margerum and Valle de Inez Winery will continue to pursue the accolades and scores that most of his wines have enjoyed.

Wineries such as Valle de Inez serve an important part within the complexity that is the California wine industry. While providing an ideal outlet for excess juice for other wineries and

growers, the excellent price points for quality wines are a boon for customers with diminished wallets.

It is our pleasure to introduce Valle de Inez to our Gold Wine Club members. We predict you will embrace this wonderful winery and its remarkable wines and will take great satisfaction as you watch it grow and prosper in the future. Enjoy!





Food pairings from Valle de Inez Winery



Leg of Lamb Shawarma

Pair with the Valle de Inez 2017 Merlot

- | | |
|---|--|
| 1/4 cup roasted garlic | 1/2 tsp cinnamon |
| 2 Tbs extra-virgin olive oil, plus more for drizzling | Kosher salt & black pepper |
| 2 lemons, zested and juiced | 5 lbs leg of lamb, butterflied (ask your butcher to do this) |
| 1 tsp sweet paprika | Grilled flatbread, for serving |
| 1 tsp ground cumin | Tsatziki, for serving |
| 1 tsp ground coriander | Sliced cucumbers, for serving |

Squeeze the garlic cloves into a bowl and mash with a fork. Stir in the lemon zest, lemon juice, paprika, cumin, coriander, cinnamon, and the 2 Tbs of olive oil. Add 1 tsp of salt and 1/2 tsp of black pepper.

Lay the lamb on a work surface and make 1/2-inch deep slits all over the meat. Transfer the lamb to a rimmed baking sheet and spread the spice paste all over, rubbing it into the meat. Cover and refrigerate overnight.

Light a grill. Bring the lamb to room temperature and season with salt and pepper. Grill the lamb fat side down over moderately high heat until charred, about 20 minutes. Turn the lamb and grill for about 20 minutes longer, until an instant-read thermometer inserted in the thickest part registers 130 degrees for medium. Transfer the lamb to a work surface to rest for about 15 minutes.

Carve the lamb into thin slices and serve it with grilled flatbread, dilled yogurt and sliced cucumbers. *Recipe provided by Valle de Inez.*



Chicken Dijon

Pair with the Valle de Inez 2017 Sauvignon Blanc

- | | |
|---------------------------------|-------------------------------------|
| 1 tsp coriander seeds | 1 1/2 cups low-sodium chicken stock |
| 2 Tbs extra-virgin olive oil | 2 Tbs whole grain mustard |
| 8 medium chicken drumsticks | 3 Tbs creme fraiche or sour cream |
| Salt and pepper | 2 tsp chopped tarragon |
| 1/4 cup chopped onion | Crusty bread, for serving |
| 4 garlic cloves, finely chopped | |

In a large skillet, toast the coriander seeds over moderately high heat until fragrant, about 2 minutes. Transfer the seeds to a mortar and let cool. Crush the seeds coarsely with a pestle. In the same skillet, heat the olive oil until shimmering. Season the chicken drumsticks with salt and pepper, and add them to the skillet, cooking over moderately high heat and turning until golden brown all over, about 10 minutes. Add the onion and cook, stirring occasionally, until softened, about 3 minutes. Add the garlic and cook for 1 minute. Add the broth and crushed coriander and bring to a boil. Cover and cook over moderately low heat until the chicken is cooked through, about 15 min.

Transfer the chicken to a platter; cover and keep warm. In a small bowl, whisk the mustard with the creme fraiche and tarragon. Whisk the mixture into a skillet and simmer the sauce over moderate heat until thickened, about 5 minutes. Return the chicken to the skillet and turn to coat. Serve the chicken with crusty bread. *Recipe provided by Valle de Inez.*





Doug Margerum In The Spotlight

Doug Margerum is a multi-talented individual that has been able to identify opportunistic situations throughout his long career in the wine industry. He owns several wineries and wine entities and is extremely enthusiastic about this month's Gold Wine Club feature, Valle de Inez Winery.

"The idea of a true negociant winery has always fascinated me," he informed. "In Franc, negociants were the backbone of the French wine industry for many, many generations. They usually bought finished wines from growers or vintners and blended the wines together to produce their own style of wines. Negociants were popular in many parts of France, especially in Burgundy and the Rhone Valley. The winemakers who made these wines were the real heroes of the French wine business even though they toiled in relative obscurity."

Doug Margerum is determined that his Valle de Inez Winery will become a leader in that segment of California's remarkable wine production. Even though Valle de Inez Winery first saw light some four years ago, it has remained at its current level of around 2,000 cases per annum. "That's about to change," remarked Margerum. "I am hopeful that Valle de Inez Winery will grow substantially in the upcoming years. We have revamped the initial concept and feel it is the only way to truly grow the brand."

Margerum is also an entrepreneur of the first magnitude. He owned and operated Santa Barbara's Wine Cask Restaurant, recognized as one of the country's first successful wine bars. After he sold the place, he decided to buy it back. He sold it once again and is now delighted with the fact that the new owner is doing quite well with the business.



Margerum has applied his BA in Economics from University of California, Santa Barbara to a good end. He has also consulted for a number of top wineries including Happy Canyon Vineyard and Cent' Anni Vineyard in California. Interestingly, he also consults for a Rhône Valley company, Chene Blue, that is located in the French village of Crestet. More importantly, Doug Margerum is one of only a handful of American wine consultants in France.

Even Mother Nature hasn't been able to thwart Margerum and his quest to becoming one of California's leading winery owners. The fateful mudslide that followed the devastating fire in January of 2018 that ravaged the City of Montecito completely destroyed the Margerum family's home. Margerum's initial thoughts were that his family was safe and that the winery in nearby Buellton had been spared. He hopes to return to the rebuilt home sometime in early 2019.

Perhaps the most appealing aspect of Doug Margerum is his down-to-earth candidness and his ongoing viewpoint on what's really important in life. He is happiest in the company of close friends and customers in the enjoyment of his excellent array of fine wines.

He is true to the phrase 'Wine is Good Living' that adorns his biography. The phrase is well worth remembering and should be put into practice by anyone who truly loves and believes in wine as does Doug Margerum.





Wine Region: California

Wineries such as Valle de Inez have a wide spectrum of available wine regions from which to choose. Most of the top appellations in the state have wineries that tend to overproduce, particularly when it comes to wines. The sharp winery owner, Doug Margerum,

who has multiple contacts throughout the state, benefits from this overabundance (except during really small yield years) of made wines, and is consistently able to find wines that meet his standards and can be used in making the type of wines he considers plausible.

These Gold Wine Club selections from Valle de Inez Winery originated in different appellations. The Merlot bears a Central Coast Appellation designation (cold climate), while the Sauvignon Blanc is a blend of several appellations including Sonoma, Dry Creek Valley, Yountville, Lake County and Central



Coast. Due to this plethora of appellations, the wine must bear the more general 'California Appellation' by law.

Having this flexibility in not being tied to one wine region is a huge benefit to Doug Margerum, as he can hand select the best of the best for his Valle de Inez wines. Whether that means all of the fruit originates from one appellation, or several appellations, you can be confident that the finished blend will be distinctive, complex, and true to the varietal's characteristics - and made with the best fruit possible.

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:
**Refugio Ranch 2015 Petite Sirah
Santa Ynez Valley**

93 Points - Antonio Galloni's *Vinous* **91 Points** - *Wine Enthusiast*
682 Cases Produced

Retail Price at the Winery: \$40.00



Wine Winyard: Test Your Wine IQ!



What is a 'First Growth' wine?

'First Growth' refers to the French Premier Cru classification of wines, primarily from the Bordeaux region of France. Premier Cru wines are the highest rated within Bordeaux and carry a mark of high prestige. There are currently only five chateaux (wineries), of the several thousand in Bordeaux, that qualify as a First Growth (Premier Cru) - Chateau Lafite, Chateau Latour, Chateau Margaux, Chateau Haut-Brion, and Chateau Mouton Rothschild. Only once since the 1855 classification has there been a change to those included in the esteemed First Growth category; in 1973, when Chateau Mouton Rothschild was elevated from a 'Second Growth' to a 'First Growth.'

How long does it take a vineyard to reach its first crop?

Vineyards usually take three years, from the initial planting, to produce the first crop. Newer planting techniques and plant material have been showing a very small crop in the second year, and by the fourth year, the vineyard should be in full production.

What is an assemblage winemaking style?

Assemblage is the French term for *assembling*, and refers to the winemaker's art of blending. It describes the style of blending wines from different varieties and terroirs to create a finished product that is uniquely distinctive. Valle de Inez wines definitely fall under the assemblage winemaking style!

The Gold Medal Wine Store



Instant! Membership Rewards saves you 18% to 38% off Valle de Inez wines!

VALLE DE INEZ	Retail Price at Winery		Gold Medal Membership Rewards Pricing*		
			2+ btls.	6+ btls.	12+ btls.
2017 Merlot Central Coast	\$28.00/btl.	2-Bottle Members:	\$21.00	\$19.33	\$18.50
		4-Bottle Members:	\$21.00	\$18.50	\$17.25
2017 Sauvignon Blanc California	\$22.00/btl.	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.

www.GoldMedalWineClub.com/store

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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.

