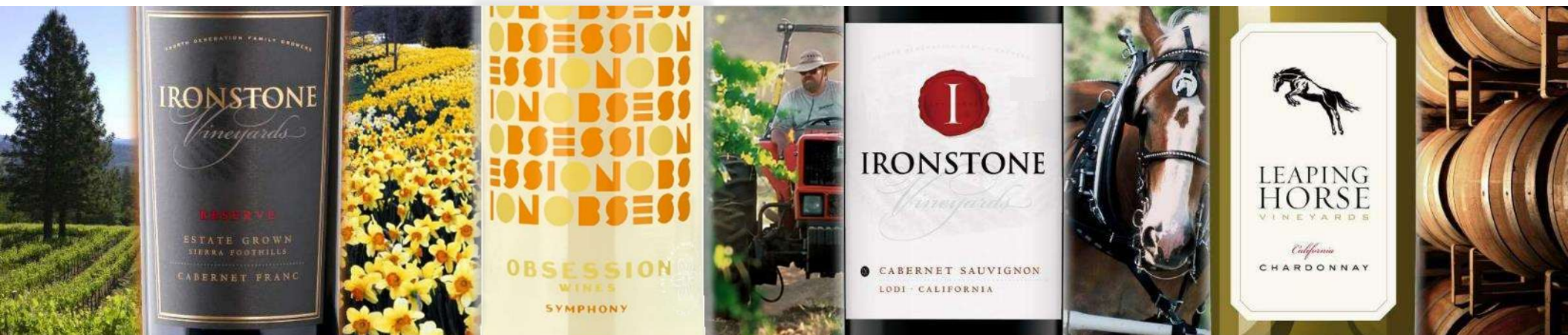




IRONSTONE

Vineyards



QUINTESSENTIAL WINES
IMPORTER | MARKETER | DISTRIBUTOR
www.quintessentialwines.com





IRONSTONE

Vineyards



The Kautz Family

Back Row-Jack, Sarah, Stephen, James, Anna, Kaylee, Marianne, Callen, Carson, Sandee, Wilhem, Kurt; Front row-Emma, Gail, John, Madison, Jenna, Joan, Doug





IRONSTONE

Vineyards

- Vineyards located in Lodi and Sierra Foothills appellations
- Family owns over 7,000 acres (2,800 hectares) of vineyards. Ranked as the 6th largest wine grape grower.
- Chardonnay, Symphony, Viognier, Verdelho, Muscat Canelli, Chenin Blanc, Merlot, Cabernet Franc, Cabernet Sauvignon, Syrah, Zinfandel, Petite Sirah, Souzoa, Malbec, Petite Verdot.
- Vineyard locations offer diverse geography, soils and climates to provide varietal correct, complex wines.





IRONSTONE
Vineyards

Lodi Appellation

The Lodi Appellation, approved by the federal government in 1986, is located 160 km east of San Francisco.

It has served as a major wine grape growing region since the 1850s, home to more than 190,000 acres (44,000 hectares) and 750 growers. Lodi's annual yield comprises 20% of California's total wine grape production.



Percentage of California's Total Wine Production Grown in Lodi, by varietal

| | |
|--------------------|-----|
| Viognier | 47% |
| Petite Sirah | 42% |
| Petite Verdot | 37% |
| Zinfandel | 34% |
| Merlot | 31% |
| Cabernet Sauvignon | 27% |
| Pinot Grigio | 23% |
| Chardonnay | 18% |
| Sauvignon Blanc | 18% |





IRONSTONE

Vineyards

Lodi AVAs

Alta Mesa – Lodi | 5,300 Winegrape Acres

Heavy, red, clay loam soils. Climate slightly warmer and less windy between that of the lowlands and foothills. Prairie environment.

Borden Ranch – Lodi | 12,000 Winegrape Acres

Oldest valley floor soils with a different geological composition of the stream deposits. Climate is warmer, wetter and windy due to the higher elevation.

Clements Hills – Lodi | 21,700 Winegrape Acres

Older soils with volcanic sediments and clasts. Oak savanna and woodland environment. Warmer and wetter climate than neighboring lower elevation areas

Jahant – Lodi | 9,000 Winegrape Acres

Dissected river terraces, old floodplain deposits, sandy surface soils. Cool, breezy climate. Riparian woodland.

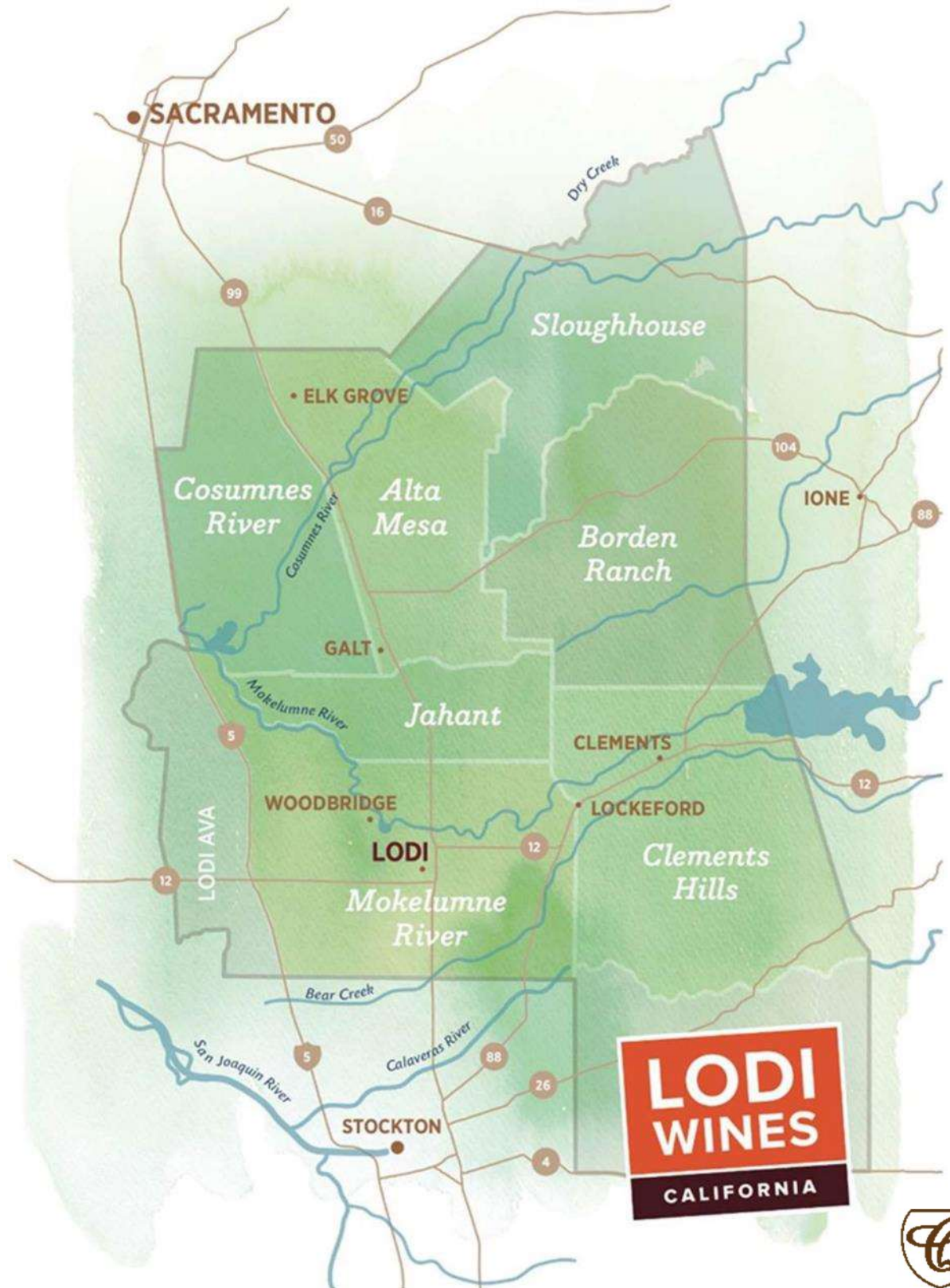
Mokelumne River – Lodi | 42,000 Winegrape Acres

Low elevation, alluvial fan of the Mokelumne River. Distinctive granitic-based sandy soils. Cool, windy climate. Heart of Old Vine Zinfandels.

Sloughouse – Lodi | 8,000 Winegrape Acres

Higher elevation river terraces and low bedrock hills of the Sierra Nevada. Oak savanna environment with older soils. Climate is warmer and wetter moving inland.

Credit: Lodi Wine Commission, lodiwine.com





IRONSTONE
Vineyards



WRCC Average High/Low Temperatures (1893-2014)

| | March | April | May | June | July | Aug. | Sep. | Oct. | Yearly |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Lodi | 65.7 41.8 | 72.5 44.5 | 79.4 49.0 | 86.6 53.2 | 91.5 55.6 | 90.0 54.4 | 86.5 52.2 | 77.4 46.6 | 73.6 46.0 |
| St. Helena (Napa Valley) | 65.4 40.5 | 71.5 42.7 | 78.1 47.2 | 84.4 51.0 | 89.7 52.6 | 89.1 52.1 | 86.3 49.7 | 77.5 45.8 | 73.6 44.5 |
| Healdsburg (Sonoma) | 66.5 42.3 | 72.0 44.4 | 78.4 48.5 | 84.4 52.1 | 88.8 52.7 | 88.4 51.5 | 86.0 51.5 | 77.9 47.7 | 73.9 45.9 |
| Paso Robles | 67.8 38.5 | 73.7 40.2 | 80.0 44.1 | 86.6 47.7 | 92.7 50.8 | 92.9 50.0 | 89.3 47.4 | 81.1 41.9 | 76.7 41.5 |
| Santa Maria (Sta. Barbara) | 66.4 42.5 | 68.8 44.6 | 70.2 47.1 | 72.6 49.4 | 74.1 52.2 | 74.1 52.6 | 75.4 50.9 | 74.1 47.6 | 70.0 45.7 |
| Fresno | 67.0 43.8 | 74.4 48.0 | 83.5 54.3 | 91.7 60.5 | 98.3 65.7 | 96.4 64.0 | 90.8 59.7 | 79.7 51.2 | 76.5 50.4 |





IRONSTONE

Vineyards

Sierra Foothills Appellation

Established in 1987, the Sierra Foothills Appellation is located alongside the Sierra Nevada Mountain Range

- Total area is 274km long and includes nearly 2.4 million acres of land, over 5,500 of which are planted with grapes
- 300-900 meters above sea level with shallow, granite, volcanic and clay soils
- Estate Vineyards grow Viognier, Muscat Blanc (Canneli), Verdelho, Cabernet Sauvignon, Tempranillo, Petite Sirah, Chardonnay, Petite Verdot, Malbec, Cabernet Franc, Merlot
- Summers are hot and dry (average 71.6 °F) and winters see occasional light snowfall with average rainfall around 36" between October – May
- Soil types include Mollisols, Ultisols and Alluvial, with heavy gravel and surface rock of quartz and limestone





IRONSTONE
Vineyards



Sustainable Viticulture Practices

At Ironstone (Kautz Family Vineyards), a healthy environment is important to our family, our neighbors and our community.

- The Kautz Family has practiced sustainable viticulture for over 35 years
- The vineyards have been certified since 2018 with the California Sustainable Winegrowing Alliance
- Ironstone and Bear Creek followed suit and became certified in 2020
- Ironstone is committed to sustainable viticulture practices including: using integrated pest management, planting cover crops, instating soil fertility programs and supporting beneficial plants and wildlife
- The property is also planned with water conservation efforts in mind, reducing water usage, developing spring and rainwater-fed lakes and landscaping with drought-tolerant plants.





IRONSTONE
Vineyards

Events and Special Features

- Wine Tasting & Gourmet Deli
- Cooking & wine pairing series
- Weddings and private events
- Concours d'Elegance
- Conference facilities
- World's Largest Gold Piece
- Gold Rush Museum & Jewelry Shoppe



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IRONSTONE
Vineyards

Landscaped Gardens





IRONSTONE
Vineyards

Ironstone Amphitheatre



Old Dominion -
Toby Keith - Sheryl
Crow - Train -
Jason Mraz, -Tony
Bennet - Kelly
Clarkson - Lynyrd
Skynyrd - The
Band Perry



Carrie Underwood - Alan
Jackson - The Fray - Train-
Heart - Doobie Brothers -
Don Henley - ZZ Topp - Bad
Company - Darius Rucker -
Collective Soul - Chris Young
- Reba -Sublime - Sammy
Hagar - Chicago - Joan Jett
- Boston



Reo Speedwagon - Pat Benatar
- Sugarland - BB King - Etta
James Goo Goo Dolls - Diana
Krall - UB40 Bryan Adams -
Hall & Oats - Melissa
Etheridge - Willie Nelson -
Alan Jackson - Matchbox 20 -
John Melloncamp





IRONSTONE
Vineyards

The Winemaking Team

David Crippen – Senior Winemaker,
Bear Creek Winery

Steve Millier – Director of Winemaking,
Ironstone Vineyards

Han Han – Winemaker

Natale Gagliardo – Export Winemaker,
Bear Creek Winery

Bob Broman – Winemaker & Domestic
Sales Manager





IRONSTONE

Vineyards

Reserve Wines

Estate Grown, Sierra Foothills

- Chardonnay – planted in 1998 on alluvial breakdown with river soil
- Viognier – combination of red clay and alluvial breakdown with pockets of exposed gravel
- Cabernet Franc – planted in 1998 on alluvial breakdown with Calaveras Schist and quartz outcroppings
- Cabernet Sauvignon – planted in 1998 on alluvial breakdown with Calaveras Schist and quartz outcroppings, as well as red clay at top of hill moving into brown clay at bottom
- Meritage – vintage specific blend of many Cabernet Sauvignon, Merlot, Cabernet Franc, Petite verdot and Malbec
 - *Kramer Ranch* Cabernet Sauvignon – small production

Lodi Appellation

- Old Vine Zinfandel – Blend of 3-5 vineyards
- *Rous Vineyard* Ancient Vine Zinfandel – Planted 1909, Mokelumne River





IRONSTONE
Vineyards

Classic Series

LODI AVA: Chardonnay, Sauvignon Blanc, Chenin Blanc, Merlot, Cabernet Franc, Cabernet Sauvignon, Petite Sirah, Old Vine Zinfandel and Pinot Noir.



OBSESSION

Obsession Symphony captivates aromas of gardenia, honeysuckle and star jasmine. Juicy notes of passion fruit, pineapple, lychee, peaches, and ginger comprise the fruity and bright palate. *100% Symphony (cross between Muscat of Alexandria and Grenache Gris)*

Obsession Rosé opens with aromas of strawberry, white peach and white flowers. The flavors continue with watermelon, honeysuckle and strawberries. *Chenin Blanc, Zinfandel and Symphony Blend.*

Obsession Red Blend offers notes of black and blue fruit, baking spices, mint, chocolate and vanilla wrapped in velvety tannins. *Merlot, Zinfandel and Petite Sirah Blend.*

*now available
in cans!*



OBSESSION

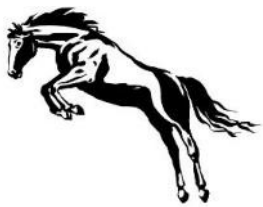
Obsession Symphony Fruit-Infused Wines

Vibrant packaging with screwcap closures, this expansion of the Obsession range is modern and the perfect wine for summer.

Obsession Fruit-Infused Wines start with Symphony grapes harvested from our family-owned vineyards and blended with natural fruit sources from the highest quality local farms. Finally, crisp, refreshing sparkling water is added to achieve the “spritz”. This unique process brings out the best flavors of each component, creating a balanced, fruity, lightly sparkling wine.

Available in Apple, Peach and Mango





LEAPING
HORSE
VINEYARDS

Merlot

Chardonnay

Cabernet Sauvignon

Red Blend

Pinot Grigio



WINE
ENTHUSIAST

*Consistently recognized as a
'Best Buy' from Wine Enthusiast*



EST. 1996



STONE VALLEY



Chardonnay – Merlot – Cabernet Sauvignon – Red Blend



DRIFTING WINES



- Lodi Appellation -

Chardonnay – Cabernet Sauvignon – Merlot – Old Vine Zinfandel – Sauvignon Blanc





GRANITE HILL
CELLARS



Pinot Grigio – Merlot – Cabernet Sauvignon – Petite Sirah – Old Vine
Zinfandel – Chardonnay – Pinot Noir





Maddie Lane Vineyards pays homage to Gail and John Kautz's granddaughter, Maddie, who represents the fourth generation of one of California's most prolific farming families.

Lodi Old Vine
Zinfandel Lodi
Chardonnay

On-Premise Brand





KAUTZ & KRAMER

Kautz & Kramer represents a culmination of a lifetime of passion and dedication. John Kautz, the son of hardworking German immigrants grew up on his family farm in Lodi, California. His parents moved to the U.S. in search of the “American Dream” and purchased a small parcel of land.

Gail Kramer, the daughter of a lawyer and English professor, was born in California. John & Gail were married in 1958. Together, they grew their family farming operation and helped pioneer premium wine grapes in Lodi.

Lodi *Sentimental Journey* Chardonnay
Lodi *Sheldon Ranch, Block 72* Cabernet Franc
Lodi *Block 50* Cabernet Sauvignon

Limited Production



PEEPS

Your family, your best friends, those closest to you. They're the people you trust most. They're the people you'd rather hang out with than anyone else.

They're your peeps.

Your peeps come in all colors, shapes and sizes. They've been with you through thick and thin. You've shared laughs and plenty of good times together. They're what make life worth living.

Lodi Old Vine Zinfandel
Lodi Chardonnay Released



Tom of Finland[®]

W I N E S

About the Artist:

Artist, Tom of Finland was born Touko Laaksonen in Finland in 1920. The pioneering artist, whose work advocated for universal human rights and sexual expression, was underground for many decades. In 2014, he was selected to be on Finland's official postal stamps, exemplifying the recognition from his own country and around the world. Tom's art can be found internationally in museums that include The Museum of Contemporary Art Los Angeles, The Art Institute of Chicago, San Francisco Museum of Modern Art and Museum of Modern Art in New York. In 2017, a biographical film and theatrical production premiered to critical acclaim.

For every bottle sold, a portion of the proceeds go directly to the Tom of Finland Foundation.

California **FREEstandingWHITE**

California **OUTstandingRED**



KAUTZ FAMILY VINEYARDS

4th Generation  *Family Growers*

Other Brands & Opportunities

- Kautz owned brands- In addition to our established brands, we offer exclusive labels that we own. Product and pricing range varies.
- Customer owned brands- We offer private labels which are supplied by the customer. Minimum production run is 1,200 cases/12 with wines to be shipped immediately following production. We work with the customer to establish their needs for product and pricing.
- Bulk Wine – Our Bear Creek Winery offers a selection of bulk wines that can be shipped throughout the world.





IRONSTONE
Vineyards

The Winemaking Team

Steve Millier – Director of Winemaking,
Ironstone Vineyards

David Crippen – Director of Winemaking,
Bear Creek Winery

Han Han – Senior Winemaker, Bear Creek
Winery

David Brown – Winemaker Bear Creek
Winery

Bob Broman – Winemaker & Domestic Wine
Sales & Grower Relations Manager

Melissa McDonald - Enologist, Bear Creek
Winery





IRONSTONE
Vineyards

Distribution

Antigua, Aruba, Belgium, Belize, Bonaire, Brazil, British Virgin Islands, Canada (Alberta, British Columbia, Manitoba, Saskatchewan, Quebec, Ontario, Newfoundland, New Brunswick, Nova Scotia, Prince Edward Island), Cayman Islands, Chile, China, Colombia, Czech Republic, Denmark, Estonia, Finland, Germany, Grenada, Guam, Hong Kong, Iceland, India, Indonesia, Japan, South Korea, Malaysia, Mexico, The Netherlands, Oman, Poland, Puerto Rico, Qatar, Romania, Russia, Singapore, Slovakia, St. Barth, St. Kitts, St. Maarten, Sweden, Switzerland, Taiwan, United Arab Emirates, The United Kingdom, Trinidad & Tobago, US Virgin Islands, USA, Vietnam.

