



Testarossa Vineyards

LOS GATOS • CALIFORNIA

“Passion in Every Glass!”

testarossa.com

Winter Edition 2006



2005: Our Best Year Yet!

Now that 2005 has faded into the sunset and our new vintage wines are resting peacefully in their French Oak barrels, it is time to recount what a fabulous year we all enjoyed. 2005 proved to be another banner year for Testarossa wines, continuing our streak of consistently outstanding year-end accolades from the major wine press.

Continual innovation and attention to detail in both the vineyards and in our historic cellars are the key to consistently producing only the best wines every year. The 2005 vintage is no exception, and in fact, according to our winemaker Bill Brosseau, 2005 may turn out to be even better than the much-anticipated 2004 vintage. We can't wait!

The nice side effect of making reliably high quality wine each and every vintage is that demand for Testarossa wines continues to

grow, hitting an all time high last year. Every aspect of the winery, Tasting Room, Club Testarossa, Event Center, and demand from top restaurants and fine wine shops has experienced significant growth.

We are doing our best to make as many of our wines available to as many people as possible. However, it is important to note that our most rare wines first go to Club Testarossa members, then to other long time supporters of the winery.

As we start 2006, many new and exciting things are happening here at Testarossa. As part of our never ending obsession to make Testarossa wines better and better, we are always seeking new and exciting vineyards. Starting with our February release, you will get your first chance to try out our exciting new Testarossa Sanford & Benedict Vineyard Chardonnay and Pinot Noir (Club Testarossa only) from Santa Barbara's red-hot Santa Rita Hills appellation featured in the smash hit movie *Sideways*.

This summer we will tease you with even smaller amounts of Testarossa's brand new Sonoma Coast Pinot Noir from the La Cruz Vineyard of Keller Estate. Preview tastings of these wines have met with amazing praise and they are sure to sell out very quickly.

Our family and staff want to extend a very sincere thank you to each and every one of you for making 2005 such a wonderful year for all of us at Testarossa. We have great expectations for a fabulous 2006 with lots of exciting new events planned for this year and beyond.

—Rob & Diana Jensen
Proprietors

Testarossa Events in 2006

More frequent small
events with only two major
parties each year

In the spirit of making each person's visit to Testarossa a special experience, we have changed our winery event schedule to include more small events throughout the year that are more personal. In addition to our popular Valentine's Day dinner, Mother's Day brunch, Music on the Patio, and Holiday Celebration, we will be offering a Gourmet Series this summer. To make room for these new events, we have reduced the number of major Release Parties from three to two: a Spring Festival in May and our Harvest Festival in October.

Please check out our Events Calendar on page three for a list of exciting Testarossa events in the first half of 2006, and don't forget to mark your calendars for our big Spring Festival on Sunday, May 21st. More exciting events will be added throughout the year, so be sure to visit testarossa.com/calendar for updates.

Save the Date!
Spring Festival
Sunday, May 21st





February 2006 New Releases

2004 Vintage makes a splash

2004 New Release Chardonnays:

2004 Rosella's Vineyard, 174 cases

- Our Rosella's Vineyard Chardonnay has quickly risen to cult status with our customers (and staff), and the 2004 is already winning awards (see Press article).

2004 Sanford & Benedict Vineyard, 352 cases

- Brand new to the Testarossa line up this year is an old-vine rich and mineral Chardonnay from one of the most famous vineyards in Santa Barbara County, the Sanford & Benedict Vineyard planted in 1971.

2004 Castello Chardonnay, 1634 cases

- There is a good reason why our Castello Chardonnay, a hand-crafted cuvee from select Single Vineyard barrel lots is our most popular Chardonnay every year: It's delicious!

2004 New Release Pinot Noirs:

2004 Rosella's Vineyard, 347 cases

- Our Rosella's Vineyard Pinot Noir always shows multiple layers of Santa Lucia Highlands minerality, complemented by spicy and rich cherry and plum notes.

2004 Bien Nacido Vineyard, 698 cases

- Long time Testarossa customers always love our Bien Nacido Vineyard Pinot Noir. This Pinot is from one of the steepest, low yielding hillside blocks at this famous Santa Barbara Vineyard planted on "Elder Series" shaley-loam soils in 1973.

2004 Palazzio Pinot Noir, 2296 cases

- Our Palazzio Pinot Noir, like Castello Chardonnay, is also a cuvee from our best vineyards. True Testarossa fanatics can detect in Palazzio the complimentary nuances from vineyards like Brosseau, Bien Nacido, Garys' and Sleepy Hollow.

Futures Note: As mentioned in our last newsletter, due to the overwhelming customer acceptance of Club Testarossa, we have ended our Futures program. Customer confusion due to the overlap of these two programs became too great.

Consistent Press

Testarossa continues to earn high praise year after year

#1 Chardonnay of 2005, *Connoisseurs' Guide*

Connoisseurs' Guide to California Wines loved our 2003 Rosella's Vineyard Chardonnay so much they gave it 96pts/***, the second highest score ever given for Chardonnay.

Top 10 wines of 2005, *Connoisseurs' Guide* 2003 Rosella's Vineyard Chardonnay

For the third time in five years, Connoisseurs' Guide has selected a Testarossa wine as one of the Top 10 wines of the Year. Connoisseurs' Guide reviews thousands of wines each year and consistently loves Testarossa's wines.

Top 100 wines of 2005, *San Francisco Chronicle* 2003 Rosella's Vineyard Pinot Noir

For the fourth year in a row, the prestigious San Francisco Chronicle Top 100 Wines of the Year list once again included a Testarossa Pinot Noir. This is a record that no other Pinot Noir producer in North America can claim.

Top Chardonnay, *San Francisco Chronicle*

In the first week of January 2006, the 2004 Testarossa Rosella's Vineyard Chardonnay received the top score for Chardonnay in the San Francisco Chronicle.

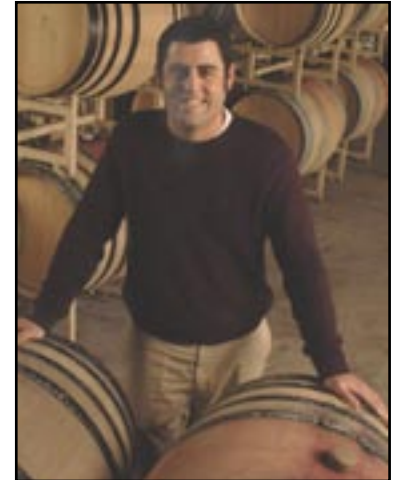
Testarossa rapidly raising to top of quality list

According to Wine Spectator reviews for local Santa Cruz Mountains wineries, only Ridge Vineyards, established in 1962, has made more Outstanding wines than Testarossa, which was founded in Rob and Diana's Sunnyvale garage in 1993.

Here's how the top five local wineries fare according to Wine Spectator's database (year founded shown in parentheses):

1. Ridge (1962) – 71 Outstanding wines
2. Testarossa (1993) – 35 Outstanding wines
3. Mount Eden (1972) – 19 Outstanding wines
4. Bonny Doon (1980) – 17 Outstanding wines
5. David Bruce (1964) – 15 Outstanding wines

Come visit us and see what all the praise is about!



Rack 'n' Roll

by Bill Brosseau, Winemaker

"Quality = Consistency"

So why did I decide to write about the relationship of quality and consistency that is already known? Well, I felt that it would be informative for our wine fans to understand what measures we take to produce the types of wines we make at Testarossa.

Some of the steps towards ensuring consistency in the winery include passionate workers, strong vineyard management, proven barrel cooperage, and a sense of direction.

Without a reason and passion for this pursuit of consistency, we cannot achieve true quality. We feel strongly that it is of utmost importance to locate full-time and seasonal workers who share our vision for fine winemaking. Our opinion is that if one's heart and mind are not attached to the work, then wine quality will not likely follow.

As you might imagine, another element in consistency of winemaking is vineyard management. We only source from vineyards that share this philosophy of consistency. Each vineyard we source from has a means to maintain consistency via pruning and canopy management. The level of pruning can determine the overall growth habit of a vine, while canopy management controls the

See "Rack 'n' Roll," back page



Club Testarossa Corner

An Afternoon of Chardonnay
Barrel Sampling
Sunday, April 2nd, 2-5pm

We have another great year planned for Club Testarossa! We are repeating some favorite events such as the Chardonnay Barrel Sampling, the Club Barbecue and the Pinot Noir Barrel Sampling. In addition, new events have been added to the calendar. We are planning a Gourmet Series over the summer as well as a dinner event in the Fall.

We are kicking it off with our Chardonnay Barrel Sampling. Join Rob, Diana, winemaker Bill Brosseau and enologist Adam Comartin as they lead you through our 2005 Single Vineyard Chardonnays. Only Club Members get the opportunity to try our wines at this point in the aging process. So come see what future Club shipments taste like now! As always, you will enjoy our wines with perfectly paired hors d'oeuvres. Our reservation deadline is March 27th. We hope to see you here!

Member Pricing:

| | |
|-----------|--------------------|
| Platinum: | \$28.00 per person |
| Gold: | \$31.50 per person |
| Silver: | \$33.25 per person |
| Copper: | \$35.00 per person |

For reservations or more information, please contact Aimee at 408-354-6150 x36 or email clubt@testarossa.com.

Dana Sheldon
Hospitality Manager

Aimee Murphy
Club Testarossa &
Direct Mail Coordinator



Valentine's Day Dinner at Testarossa Vineyards

Tuesday, February 14th
6:00pm to 9:30pm

Celebrate with your loved one by joining our winemaker Bill Brosseau and his lovely wife Kilene for dinner here at our romantic winery this Valentine's Day. Enjoy a sumptuous five-course dinner perfectly paired with Testarossa wines.

The champagne reception starts at 6:00pm, and dinner will be served promptly at 6:30pm. Cost is \$125 per person plus tax, with discounts for Platinum, Gold and Silver level customers. Tickets are limited, so make your reservation early!

The reservation deadline is February 10th.

You may view the menu and buy tickets online at testarossa.com, or contact the Events Department at 408-354-6150 x12 or x33 or events@testarossa.com.

Sentiments from one of our brides:

"Our wedding at Testarossa was magical! From the beautiful venue to the exceptional service of the staff, we could not have been happier. We highly recommend Testarossa Vineyards."

—Christyne & Doug Pavone
Married November 2005

Upcoming Events



2/14, 6pm: Valentine's Day Dinner, Testarossa Vineyards, \$125 per person. 408-354-6150 x12 or x33, testarossa.com

3/3-3/4: World of Pinot Noir, The Cliffs Resort, Shell Beach, CA (south of San Luis Obispo). 805-489-1758, wopn.com

3/26, 2-4:30pm: Pinot Paradise, The Mountain Winery, Saratoga, CA. \$50 per person, \$65 after March 1st. scmwa.com/calendar.htm

4/2, 2-5pm: Club Testarossa Chardonnay Barrel Sampling, Testarossa Vineyards. 408-354-6150 x36, clubt@testarossa.com, testarossa.com

4/5, 5-8pm: Winemaker Wednesdays at Shadowbrook Restaurant, Capitola, CA. 831-475-1511, scmwa.com/calendar

4/15, 11am-5pm: Santa Cruz Mountains Winegrowers' Association Passport Weekend, Purchase passports at Testarossa Vineyards, 408-354-6150 x21, testarossa.com

4/29, 11:30am-4pm: 3rd Annual Pinnacles Wine Festival, Inn at the Pinnacles, Soledad, CA. \$40/person prior to March 1st, \$50/person thereafter. 831-678-2400, innatthepinnacles.com

5/14: Mother's Day Brunch, Testarossa Vineyards. testarossa.com

5/21, 11am-5pm: Spring Festival at Testarossa Vineyards. Save the date! testarossa.com/calendar

6/3-6/4, 11am-5pm: Vintners' Festival 2006, \$25 in advance, \$30 at the door. scmwa.com/calendar.htm

6/24, 1-4pm: 2nd Annual Club Testarossa Barbecue, Testarossa Vineyards. testarossa.com

6/25, 12-3pm: Days of Pinot Noir, Fort Mason, San Francisco. pinotdays.com

For more information, visit our full event calendar at: testarossa.com/calendar



Novitiate is Back!

The new 2005 Novitiate Pinot Noir Rose is now available! This young and refreshing wine is perfect for pastas, aperitifs, and for Spring and Summer picnics. Enjoy it with your Easter dinner, too!

Value hunters should make sure to pick up our 2004 Novitiate Chardonnay primarily made from the heavier press juice from the same high quality vineyards that we use for Testarossa wines. This one is going fast!

Go Electronic

Last year, we launched our email-only program, and we've had an overwhelmingly positive response. If you're a mailing list member, you may elect to receive your newsletters and order forms via email. As a Club Testarossa member, you may also receive the invoices for your Club shipments via email.

Our email-only customers get special offers that we're not able to send out to our mailing list of over 6,000 people. We'll also keep you updated on new events that we add to our calendar throughout the year.

You are very important to us, and we don't want to lose touch with you. Please give us a call or email us at wine@testarossa.com and let us know when your address (including email) changes. If you want to switch to email-only, just let us know!

Rack 'n' Roll – continued from page 2

sunlight interaction with the ripening fruit. These are just some examples of quality control and hence, consistency in the vineyard.

The third ingredient of consistency is the use of high quality barrel cooperage. These barrel coopers charge significant amounts for their products, much like high-end grapes. Because of these high prices, the barrel companies know they have to maintain their own high standards or their business lifespan would be short. They, in turn, follow a lot of the same business practices that we do.

The last component is a sense and means of direction. This can be achieved through strong communication, attention to detail, and utilizing analytical procedures. Strong communication entails detailed written procedures, whether it comes to making additions to wine or sampling techniques. If we are not communicating effectively, our odds of making mistakes increase. Following communication is attention to detail. With thousands of decision stages in winemaking, if we are not detail-oriented, a wine could take on undesirable qualities.

Finally, analytical procedures are used to ensure consistency in quality. This entails the use of lab equipment to measure components of wine such as acidity, alcohol, oxygen, and turbidity. While we like to depend on our senses, there are times when analytical data can forewarn us of any challenges that may exist before our senses notice it.

While these aspects of winemaking may seem tedious, the challenge comes during the long hours of harvest. We view these everyday winemaking inputs as an investment in the future for not only potential wine quality but also for continued enjoyment. We hope you now have a greater understanding of why our winemaking is so consistent.



The Palace Wine: Palazzo Pinot Noir

2004 marks the fifth vintage that we've made Testarossa Palazzo Pinot Noir, and the quality has never been better. Many people ask why Palazzo gets better every vintage. Well it's actually quite simple. Palazzo is made only from low-yielding Pinot Noir grapes from the likes of Bien Nacido, Brosseau, Garys', Rosella's, Sanford & Benedict, and Sleepy Hollow Vineyards. We are very proud of the complementary characteristics these vineyards contribute. Our long time customers are quickly realizing that year-in and year-out Palazzo is better than most other winery's Pinot Noirs that sell for twice the price. In case you're wondering, Palazzo is derived from the Italian word *Palazzo* which means *palace*.

Testarossa's Tasting Room is open 11am-5pm daily. We also have picnic tables available!

Testarossa's Quality Guarantee

If you don't love it, we'll make it right! For details, visit testarossa.com

Testarossa Vineyards

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