

# Orangewood Wines

*Small Wineries, Great Wines*

Volume 6 Issue 18 - - - August 25, 2019

## Introduction

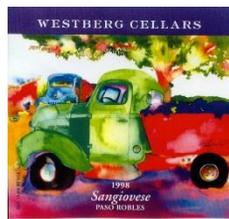
It is still mighty hot in Arizona, but school is back in session and parents are in need of a beverage. Sales have picked up, as is usual for August. It's also the time that wineries are thinking about expanding their national distribution. Leslie tells us about the first out of the chute for us.

Portfolio Notes - by Leslie Zellmer

## New Winery: J. Dusi Wines

Sylvester and Caterina Dusi arrived in Paso Robles from Italy in the early 1920's. They threw down roots and had three boys: Benito, Dante and Guido. In 1945, along with their boys, they threw down more roots, this time vinifera. That vineyard, Dante Dusi, is thriving today and provides many wineries with fantastic fruit - Turley and Tobin James, to name two.

While we were looking for a west side Paso Robles winery to add to the portfolio, Richard came across J Dusi. He recalled that he used to sell wine made from some Dusi fruit by Tom and Peggy Westberg. The label had a painting of an International Harvester truck, which happens to be owned by the Dusi family.



Richard called J Dusi winery and Janell, the owner, answered the phone - the first clue that this might be the one. After I spoke with Janell and her partner, Billy, samples arrived. Our sales team loved them, and we have now had a successful launch of the wines in Arizona. (In the picture below Janell is second from right, Billy second from left.)



## Rambling

Laurie and I don't travel together often. It takes way too much planning for care of the horses and Lucy, our black Labrador. Leslie and Graham pretty much run the wine business these days, so it is not much of a problem to leave town for a few days. That said, we went to Napa Valley together this month. We stayed with my daughter, Debby, and her family (husband Mike and boys, er young men, Toby and Calvin). While there we visited Hendry, a biscuit toss from where Debby lives. We spent some time with Angela, who we have spoken to on the phone, but never met in person. (It always helps to know who you are talking to.) Angela has been at Hendry since 2004 and has a wealth of knowledge. We also got to Tres Sabores, where Emilie, the daughter of our sales person Lisa, is working. Emilie is demonstrating the Tres Sabores' welcome that I am used to. (This was Laurie's first time there.) We also spent some time with owner, Julie Johnson, and her husband, Jon. As I recall, wine consumption - um, tasting - was part of the process. The visits reminded me of what wonderful experiences these wineries provide. You might think that we stopped by a dozen other wineries while we had the chance, but you would be wrong! A relaxed hour or two, to appreciate the folks who make great wines, is what is enjoyable for us. Besides, we wanted to hang out with Debby's family, which we did. With Calvin about to head to UCLA as a freshman, I took the time to talk with him about the things that I wish someone had said to me as I was about to go to college. Exciting times, in an ever changing world, lie ahead. That goes for you, too. Enjoy the ride.

The Rambler rambles on...

Cheers,

Richard and Laurie  
Orangewood Wines