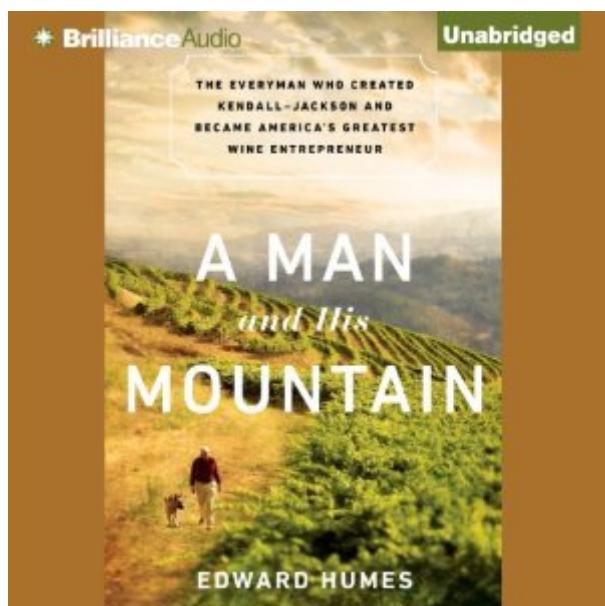


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A Man And His Mountain: The Everyman Who Created Kendall-Jackson And Became America's Greatest Wine Entrepreneur



Synopsis

A Pulitzer Prize-winning journalist tells the story of the self-made billionaire who built the Kendall-Jackson empire from nothing into the biggest-selling brand of premium wines in the U.S. Jess Stonestreet Jackson was one of a small band of pioneering entrepreneurs who put California's wine country on the map. His life story is a compelling slice of history, daring, innovation, feuds, intrigue, talent, mystique, contrarianism, and luck, offering a unique window on the elegant, adventurous, and cut-throat worlds of Jackson's two passions: wine and horseracing. Time after time his decisions would be ignored, derided, then finally envied and imitated, as whole industries watched him become a billionaire and tried to keep up. He reinvented himself at mid-life, and became founder and CEO of Kendall-Jackson. The empire he constructed endures and thrives even after his death in 2011. In *A Man and His Mountain*, Edward Humes brings us the no-holds-barred tale of the brilliant, infuriating, successful man who seemed to win more than his share by staying far ahead of the pack.

Book Information

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Customer Reviews

Jess Jackson a lawyer at the twilight of his career purchases a small pear & walnut orchid just next to California's wine valley. He decides to grow grapes as a potential retirement job when one cold evening he is confronted with a broken watering system resulting in a cold night time scuba dive to unclog a filter and save his crop. He reflects on this difficulty and ponders: "why the trouble for other

wineries and not his own". This moment is the beginning of a transformation of the American wine industry from cheap swill to world class vintages.I like the pace of this book. It reads very well while taking you into the strong character of a man with vision and drive. Jess Jackson a man in his middle 50's develops a unique blended Chardonnay that takes the country by storm in the early 80's. A big risk and a huge success which drove him into a steep growth curve by buying up and capturing the California Wine Industry before anyone else.Jess Jackson turns his life & family upside down on his 54 birthday by leaving his wife because of her reluctance to risk everything on his dream. He goes head first - changing the course of the American wine industry. Jackson a smart lawyer & gambler had total confidence in his vision by betting everything to deliver the Kendal-Jackson wine brand.Jess the horse track gambler visits the Kentucky Oak's (the Kentucky Derby for the 3 year old fillies) held yearly at Churchill Downs (1 day prior to the Derby), and is impressed by the massive led of a thoroughbred named: Rachel Alexandra. He spends millions to buy her, and then races her weeks later in the Preakness & wins! Again, a newcomer taking a big risk by racing a Filly among colts - a filly hasn't won since Seabiscuit took it in 1938.

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