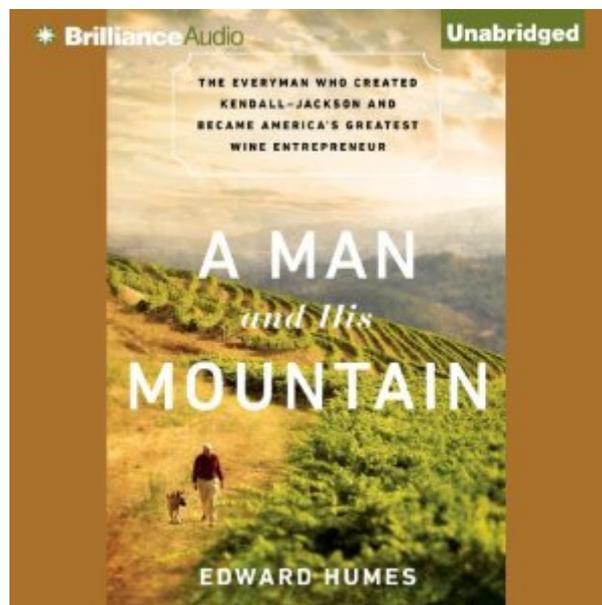


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# A Man And His Mountain: The Everyman Who Created Kendall-Jackson And Became America's Greatest Wine Entrepreneur



## 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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Leaders

## 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 Kendall-Jackson wine brand. Jess the horse track gambler visits the Kentucky Oaks (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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