IN PURSUIT OF BALANCE?

It has become quite vogue to say you make wines of balance. I admit, I’ve said it myself. Peay is even a founding member of a group of wineries who promote balance in wines and cross the country (soon, the globe) spreading the word about balance in California Pinot noir and Chardonnay. But does anyone think they make wines of imbalance? Oh sure, there are a few people who embrace their hedonistic, full-throttle, fruit-bomb style (perhaps encouraged by a couple of influential wine critics) and declare more reserved, multi-faceted wines to be lacking and perhaps a little sissified. But the majority of folks feel they make wines of balance and, in most cases, they can defend their claim as balance is a mushy word. It lacks a clear definition.

Remember those big black boxes with the ten or twenty numbered levers audiophiles used to stack in their stereo cabinets? Folks over 40 will. I never understood exactly what each lever did, but my father had an “equalizer” and I would tinker with the levers when he was blaring his opera around the house on Sunday afternoons. It was interesting to see how changing a level would effect the overall impression of the music. Bizet’s Habanera would become muffled, shrill, or simply careen in a jumble depending on which level(s) I moved in an extreme direction. At any volume setting, Carmen’s famous aria was identifiable but altering the frequency of an input would throw the whole song into disarray. The essence, the soul, of the song revealed itself and attached to my body and brain only when the levels were in the correct, um, balance with one another. No one frequency was overpowering or muted, altering what makes the song individual and arresting. Each component of sound, though not necessarily in the same magnitude, would adhere to the overall intelligence of the song. It is like Andy Goldsworthy’s sculpture pictured to the right. The tower is comprised of big rocks, small rocks, sharp rocks, rounded rocks. Each one must - is mandated by laws of physics—to consider the overall balance of the other components of the tower or the result would be a pile of rocks. And what is so unique about a pile of rocks? The logic is the same with wine.

Every vineyard has a unique signature or fingerprint. The ridges of the fingerprint are made up of many sensory components, some inherent from the site, some shaped by the husbandry, and some created by winemaking decisions. These sensory components include: alcohol, fruit expression, acidity, non-fruit flavors, tannin, oak flavors, stem flavors, oxidative qualities, off aromas, et al. These are the frequencies, the sensory vibrations, the consumer tastes and smells when drinking a wine. When the winemaker determines where to source the fruit, when to pick, and how to make the wine, her decisions tinker with the levels of these flavors. The wine may need some oak for lift and framing. It may need tannins to provide structure and texture. It may need stems to provide lift and floral aromatics. Nothing should be done doctrinally, but in consideration of what is necessary to best reveal the signature of the vineyard.

Humans can understandably be reductionist, preferring a simple short-hand for guidance as the world is rife with complexity and no one can be a polymath, understanding all

Continued on page 6
We are releasing the second half of the 2012 wines below on August 19th. If you missed the email with your Fall allocation, you will find it at our web site www.peayvineyards.com. You can sign in to our Wine Shop with your user name and password to see what is available. If you do not know your password, just click the button to have us send you a new one. We have staggered the release a little so everyone has time to purchase from the time they know of the release. The wines are available on a first come, first serve basis so when they are gone, they are gone.

The 2012 vintage was the third cool growing season in a row. Unlike 2011 and 2010 vintages, however, the fall was dry and the grapes were able to mature without any concern of rot or mildew. A long, cool and dry growing season resulted in wines of profound depth, structure and intensity with bright acidity and impeccable balance. They will give pleasure on release but will really reach their highest level with some age. In addition, in 2012 we achieved average yields of 2 to 2.25 tons per acre (a record for us). The quality and quantity allowed us to fine tune our cuvées and resulted in some of the best wines we have made.

The 2012 **Estate** Chardonnay, Sonoma Coast  535 CASES

I have been so excited for the 2012 **Estate** Chardonnay that I poured it at 4 dinners this summer alongside the 2006 **Estate** Chardonnay, a wine I feel is at its peak. The intention was to demonstrate how good the 2006 tastes with 8 years in the bottle and to say, “hey, check out the 2012. It is delicious now and will be even better than the 2006 with a few more years under its belt.”

The nose has a faint smoky, toasty element with green sap and lemon meringue highlights. The initial fruit impression of Bartlett pears and unripe lychee is well complemented by a soft, round texture. As the wine passes back to the mid-palate it becomes more delineated, leaning out, and leaving distinct mineral and lemon custard notes on the finish. The 2012 is well-proportioned with good depth and structure and should age very well. I would start drinking it in 2015 and believe it will improve to 2020 to 2023.

The 2012 **Ama Estate** Pinot Noir, Sonoma Coast  570 CASES

**Ama**—“the land or place” in the Pomo language—is the relative newcomer on the block with the first cuvée made in 2009. This wine has really come into its own over the past 3 vintages. It is not as masculine and earthy as **Pomarium** and not as floral and aromatic as **Scallop Shelf**. It has depth, seriousness and a very seductive inner core that I feel may be the key signature to this wine.

The nose is profound with dark cherry and Luxardo cherry notes (never had a Luxardo brand cherry? Buy some now, they will forever change your mind about maraschino cherries). The fruit core is framed by accents of sandalwood that creates a sexy, mens’ club smell, somewhere that George Clooney might sit to read the papers. The palate confirms the nose with a full-bodied presence and potential for ageing. There is a distinct mineral component to the wine, a lead or metallic edge, that buttresses the fruit. **Ama** finishes cleanly with bright acidity and a very long finish. I recommend trying a bottle in 2015 and aging to suit until at least 2025.

The 2012 **Scallop Shelf Estate** Pinot Noir, Sonoma Coast  650 CASES

For dinner last night we drank a 2005 red Burgundy from Anne Gros alongside the 2012 **Scallop Shelf** I had open from a customer visit. The similarities were striking. The warm 2005 vintage emphasized power in her wine as our cool and long season did in our 2012. Ten years old and we opened it too soon. The feminine qualities of the **Scallop Shelf** were not as pronounced—yet—as the primary character of the wine dominates. But the potential for this wine is immense. This is a **Scallop Shelf** to sock away in quantity to watch develop into something very special.

The nose has the typical bright jasmine and black tea aromas of the blend. The plum and anise notes are also evident. The mouth is fuller than the 2011 or 2010 with more compact fruit at this juncture in its life. There is a brass and fresh, rare steak quality on the palate that adds dimension to the fruit character. The acidity is bright and the finish quite long. I would hold this wine until 2019 and pull a bottle every year or so to see how it is developing.
The 2012 Vintage: Fall Release

2012 La Bruma Estate Syrah, Sonoma Coast  225 Cases

The 2012 vintage was cold but unlike the previous two vintages it did not rain cats and dogs in October. As a result our Syrah was able to develop more depth and distinction. The classic cold climate white pepper character is evident, as always, but in La Bruma is a little less pronounced allowing the floral and feminine qualities to come to the fore. The wine’s profile is more akin to the 2009 and 2006 La Bruma.

On the nose the lavender and paprika notes frame the blueberry and blackberry fruit. On the palate a roasted and cured meat character mingles with saffron and iron notes. Silky tannins and a bright acidity provide structure and suggest the ability to age this wine. We recommend holding La Bruma until 2022 and enjoying over time as the core relaxes and the cuvée’s identity reveals itself.

2012 Estate Roussanne/Marsanne. Sonoma Coast  45 Cases

After a two-year hiatus we were able to ripen a little Roussanne and make two barrels of the 2012 Estate Roussanne/Marsanne. We have no idea how to satisfy the interest in this wine as growing Roussanne at our vineyard is folly. We hope you were able to buy some on release, if interested.

This is not a fat and heavy Roussanne/Marsanne. The snappy acidity and chalky, unripe pear notes of the Roussanne complement the more generous and floral notes from the Marsanne. It is tightly wound and will relax its grip and show the nutty and waxy notes common to this cuvée with 5 years in bottle.

Upcoming 2014 Dinners & Events

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Location</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dry Creek Kitchen—Peay Magnum Night</td>
<td>8/29</td>
<td>Healdsburg, CA</td>
<td>Reservation call 707.431.0330</td>
</tr>
<tr>
<td>West of West Wine Festival—Orange County</td>
<td>11/8</td>
<td>Anaheim, CA</td>
<td><a href="http://www.orangecoast.com">www.orangecoast.com</a></td>
</tr>
<tr>
<td>The Church Key Peay Wine Dinner</td>
<td>11/3 or 10</td>
<td>Los Angeles, CA</td>
<td>424.249.3700</td>
</tr>
<tr>
<td>Peay/Hirsch/LIOCO Event/Seminar</td>
<td>11/19</td>
<td>Charleston, SC</td>
<td>Will email details closer to the date</td>
</tr>
<tr>
<td>Music to Your Mouth</td>
<td>11/20-23</td>
<td>Palmetto Bluff, GA</td>
<td><a href="http://www.musictoyourmouth.com">www.musictoyourmouth.com</a></td>
</tr>
<tr>
<td>PinotFest</td>
<td>11/22</td>
<td>San Francisco, CA</td>
<td>Will email details closer to the date</td>
</tr>
</tbody>
</table>
Older is Better — Nick Peay, Winegrower

There’s great anxiety among oenophiles about ideal consumption time.
- Lettie Teague, Wall Street Journal 7/3/14

I was hosting two couples out here at the vineyard yesterday, and one appreciative gentleman sipped a Pinot and exclaimed, “Man, that’s good.” I, in turn, reminded him of what a good vintage 2012 turned out to be, how these wines are youthful right now, charged with young fruit but that in a few years the wine would be even better. I explained that with time in the bottle, the subtle nuances would develop, the aroma would become more ethereal, and the wine would continue to evolve in that direction, getting even tastier over time. Then, of course, we discussed the peak time to drink our Pinots, taking into consideration the challenge of advising for a range of personal preferences. He responded, “I can’t hang on to the stuff long enough! I drink it up. You want me to sit on it how long?”

In 2000, Vanessa and I toured cellars in Burgundy. At Domaine Dujac, we were discussing the merits of partial whole cluster in the fermentation when M. Seysses left to pull a bottle of 1976 Les Amoureuses to demonstrate how the stem flavors age. At that moment I was pretty amazed that he had that wine lying around (and even further that he was willing to open a bottle of it for us!) He said he holds back a quantity for his Michelin three star restaurant customers. He ages the wine for them so they’ll have perfectly aged wine to pair with their fine cuisine. To be able to hang on to inventory like that, putting off revenue for years! That’s the ideal I’m working towards; aging the wine for you. In the meantime, like almost every other fine winery in the world, I’m asking you to hold on to our wine for a little while.

Buy more wine than you can drink. That way you will be able to age most of your wine until it is in the ideal window for consuming. That window depends on who you are and the specific wine. We suggest you age our wines to allow for the identity to come through. When young, the characteristics of many wines are readily apparent and on the surface, like young kids, all knees and elbows. As the wine ages, the various features coalesce and become a single form.

Andy Peay, Vine to Wine, Sun Valley, July 2014

I’m writing this column to urge you, nay, to implore you, to create a little space in your life for aging your wines. And in my experience, it’s really not that difficult. You can do it, I know you can. I’ve done it in some pretty challenging circumstances. Here’s what you need to know.

Temperature: The temperature of the wine should pretty much stay the same its whole life. Don’t stress out over the ideal temperature – should it be 56 or 62 degrees - it really does not matter. Anywhere between 50-70 degrees is fine as long as the temperature does not swing greatly over short time periods. Where you lie on that spectrum will dictate at what rate certain processes in the wine occur. Daily temperature fluctuation, however, is your enemy. It creates cork issues and can spoil the wine.

Humidity: While it is better to have constant humidity, not too dry, not too wet, it is not as important as constant temperature. You should store the wine on its side so the cork stays wet and the seal stays tight preventing spoilage. Only if you find rapid development of a large ullage (space between the cork and the wine) in your bottles should you be concerned that your cellar is too arid.

Location: Yes, but where do I put it? Look around your house or apartment, you’ll be surprised what available space lies undiscovered. A corner of your basement, beneath the stairs, a corner of your garage, the crawl space between the studs beneath the spare bedroom floor (I envision a large hinged floor piece). Perhaps that hall closet filled with old coats you never wear. Your adult kids’ cast-off clothes they’ve long outgrown? That

Continued on next page
should go to Salvation Army to make room for your own personal salvation. And I recognize this may sound a touch bourgeois, but if you must, hire one of those organizers. You pay them to sort and store - which you are perfectly capable of doing yourself - but someone else looks you in the face and forces you to decide what stays and what goes. Highly recommended. I just had my office painted. Years of papers, weather reports, old answering machines, various cords; it all had to come out and to be carted back in – a great time to cull. And the space! The space to floor stack wine!

Your scattered locales with their different climates provide an array of challenges. Personally, I envy the East Coaster who pretty much, standard issue, has a basement of some sort, because that is the easiest route. I’ve had to make do with two garages and a converted free-standing concrete cistern/root cellar. The latter was the vineyard wine cellar for years. I cut a hole in the side of the concrete-walled little hut (it had power) for the Breezeaire, tacked stiff insulation to the ceiling, and viola. Now, of course, coastal northern California doesn’t get sustained sub-freezing temperatures, and they are sub-desert levels during the warmest months. I generally would not recommend building an exterior cellar – whether a shed attached to your house or a free-standing structure – simply because weatherizing the thing really is a bit of work. It is doable, so long as you know what you are getting into.

You who have serious winters have a heating unit somewhere heating your house, usually below the house, in a dark enclosed space. You have the heat warming the basement in the winter, and a cool, subterranean space in the summer, pretty much guaranteeing 67 F, or lower, year round. Passive climate control really is okay for you people. I would recommend an enclosure, a cabinet, some container of sorts to help keep the temperature (and humidity) more or less constant. My brother carried a 600 bottle cabinet around as he moved ten times in his twenties and thirties. It was a bear to pack and unpack every time he moved but he managed to squeeze it into every apartment in San Francisco.

As for converting a space, where there is a need, there is an entrepreneur aiming to fill that need. Handy men can frame a room in the basement or add an insulated attachment to the house, or even bust a hole in an interior closet for the cooling unit to vent into the house (perfectly fine, not dangerous, see photos below.) The various sized spaces one might want to turn into a wine cellar are well-served by a range of cooling units designed solely for keeping wine at 55 F. I am now the proud owner of three Breezeaires, first one put in use in …1999? All still run. There are plenty of other brands to choose from. I’m not partial, just telling you what I’ve tried.

**Why again should I do this?** Not worth it, you say? Come to one of our wine dinners. We pour library wines aged in our winery’s cellar and pulled just for wine dinners. They are selected based on where we think the wine is in its evolution and what is best suited for the dish. Right now we are pouring 2006 and 2007 Estate Chardonnay, 2003 through 2009 Pinot noir, and 2002 through 2009 Syrah. Customers always excitedly ask if they can buy some. I regretfully say, “not yet, working on that. In the meantime, why don’t you buy some for your cellar.”
IN PURSUIT OF BALANCE...CONTINUED FROM PAGE ONE

dimensions on every subject. As a result, some—perhaps most—people focus on one or two characteristics as indicators of a balanced wine. Low alcohol levels are the ne plus ultra these days with many racing to see who can pick earlier and make wine with less alcohol and claim the crown of hippest winery of the moment (“Ha, I picked my chardonnay at flowering.”) Of course, most of these wines lack balance as the fruit is unripe, the acid shrill, and the flavors simple and out of harmony. But the alcohol is 11%! As if low alcohol alone would mean the rest of the components of the wine are at their ideal level and the identity of the wine has emerged. And that is the goal of making wine; to bring into light the unique personality of a wine made from a specific site.

When a wine is young, the flavors you experience are obvious; I can easily write tasting notes for young wines as the aromas simply leap out at me. They are bold and strident, each fighting for recognition. Only with time will they meld into a cohesive person, with an identity, a personality, and dare I say, a soul? In aged wines, it is not as easy to pick out the flavors. The fruit fades a little and floral aromas become more lifted making the wine ethereal. The oak-derived flavors no longer are as evident but meld with the other flavors to give the overall wine a boost of energy. The tannins soften to gently frame the wine. Stem flavors, if there are any, will become floral and sweet tasting and, hopefully, lose their astringency and green edge. It is difficult to actually pick out any individual flavors. Instead the drinker remarks, “that tastes like Peay Vineyards Pinot noir (or Chardonnay, Syrah, Viognier, or Roussanne.)” And that is why balance is important. Balanced wines will allow the essence of the wine—the character of the fruit and where it is grown—to emerge harmoniously over time.

That is the ideal, however. If the tannin level in a wine is very high, the aromas will never cross the palate. They will cease to be inhaled as the aromas dry out on the mid-palate never reaching the olfactory sensors. The risk is those tannins may never “resolve” or polymerize; a fate I fear for a few of the Barolo I have in my cellar. If the wine is dominated by oak or the winemaker has used heavy charred oak barrels, the wine may always taste like oak and the flavor will never become one with the fruit. Wines that show astringent tannins and green flavors due to high use of unripe stems, face a similar dilemma. Twenty years down the road the green flavors and dry tannins may soften and the wine may become lifted and pretty. Or not. The wine may always be gritty and mean. Massive, high alcohol, fruity wines have a worse fate as the dried fruit flavors (prunes/raisins) will always be overripe and taste like what fruit grown anywhere tastes like when it becomes overripe. Years down the road, you will end up with a tired, leaden, “hot” wine that tastes like prune juice. The best moment for those wines is on release when the monochromatic fruit character of the wine impresses with sheer power.

We seek to make wines that speak of our little piece of land on the West Sonoma Coast. These 51 acres have a unique voice. Nick considers how best to farm so you can feel in our wines the windy, foggy, hill top. Depending on the weather conditions, some years the grapes may express more of one flavor component than another. Vanessa is very focused on picking the fruit and turning it into wine in a fashion that summons the vineyard’s voice. In any vintage, you should be able to clearly know that you are drinking Peay Pinot noir (or Chardonnay, etc.). As for balance, it is a pursuit. A pursuit worth striving for.

- Andy Peay

A TOAST TO CHRIS L’HOMMEDIEU 1970-2014

Chris L’Hommedieu was a great chef and friend. He hailed from Long Island and had the accent to prove it. For fifteen years, Chris was Michael Mina’s go to executive chef helping Michael gain 4 stars at his flagship restaurant and roll out his culinary empire across the country. During this period, he took a hiatus from the west coast to open Per Se in New York as the executive sous chef. Chris was can-do, down-to-earth, generous, and always upbeat. He had a smile and a “what’s up, chief” for all and everyone. As one friend said, “Chris was a solid.” He was much loved in the San Francisco restaurant industry and we will all miss him dearly. I will miss you, Chris. Thank you for your spirit and the wonderful memories.

Peay Vineyards, 207A N. Cloverdale Blvd #201, Cloverdale, CA 95425  ●  www.peayvineyards.com  ●  andy@peayvineyards.com
**Rob Hunter’s Chicken**

I am lucky Rob Hunter lives up the coast from our vineyard. He is not only a good friend but a bon vivant who enjoys many of the things in life that I do: good food, wine, biking, and laughing. And, he is a superb cook. Rob has cooked professionally all over the world taking jobs behind the stoves whenever he needed money and moving on once the stash was large enough to head to India or Paris or wherever he thought people were making honest, soulful food he needed to eat. Fifteen years ago Rob and his wife, Jill, landed on the Mendocino Coast and they opened our favorite restaurant—now defunct—Pangaea. After rebounding from the recession, they moved their operations up the coast to their home town, Pt. Arena, and opened an “occasional” restaurant and catering company, Uneda Eat. Open 4 nights a week during the “season”, Rob puts out 12 dishes a night, all full of flavor and surprises. Vegetables I disparage he renders interesting, if not downright delicious (see cabbage). If you have been to one of our Open Houses, he is the guy in the truck putting out delectable wood-fired pizzas. His unique talent, however, lies in his use of spices. There is always an extra kick of something that makes the dish more interesting whether it is a Moroccan, Indian, Thai, or Vietnamese spice. He introduced me to the sexy Vadouvan curry spice mix. Check it out. I suggest Le Sanctuaire [www.le-sanctuaire.com](http://www.le-sanctuaire.com) as a premier source for it and other spices.

I asked Rob if he would help me with one of the dinners I was cooking for my annual 4th of July party. This year was our 17th or 18th year throwing the party; no one quite remembers when it started. In any event, 130 friends and their 60 children descended on the vineyard for 3 nights of food, drink and music. Friday night is Chicken and Fish BBQ night and I needed something imaginative as I had expelled all ideas in previous years. I asked Rob if he could help me with the chicken. “Sure,” said Rob, “come on by Uneda and I will have a marinade for you.” I walked in with my eldest son, Jack, and my best buddy, Taylor. Rob and his sous were in the kitchen, elbow deep in whole chicken legs slathered in some kind of chunky yellow paste. “Hop in, buddy, we have another 100 to go.”

People raved. And now your people can rave the next time you want to BBQ chicken and need something to break the monotony of Memphis style BBQ.

- Andy Peay

### For 4 people

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>4 whole chicken legs</td>
<td></td>
</tr>
<tr>
<td>2 Tbs Madras Curry powder</td>
<td></td>
</tr>
<tr>
<td>* The best you can afford/find; <a href="http://le-sanctuaire.com">le-sanctuaire.com</a> is a favorite</td>
<td></td>
</tr>
<tr>
<td>1 Tbs dried orange peel, pulsed in a spice grinder</td>
<td></td>
</tr>
<tr>
<td>2-3 big garlic cloves, diced</td>
<td></td>
</tr>
<tr>
<td>3 sprigs rosemary, chopped finely</td>
<td></td>
</tr>
<tr>
<td>1 Tbs kosher salt</td>
<td></td>
</tr>
</tbody>
</table>

1. It is important that the chicken is marinated as far in advance as possible, it allows the salt/marinade to penetrate deeper. The longer the better. For the Fourth it sat in the marinade for 3 days.
2. In a large bowl, use an immersion blender (or hand) to combine all ingredients except the olive oil.
3. Add oil and continue to blend until the mixture is mixed, but stop before it loses its paste consistency as excess oil will flame up on the grill.
4. Toss the whole chicken legs in the bowl and rub the marinade paste all over. Let sit for as long as you can in the fridge.
5. Prepare the grill, set the fire off to one side. Place the chicken bone side down on the grill. This allows the bird to cook almost fully on one side and keeps any excessive char-reducing from the skin. Put the lid on, vent half open, and cook for about 20 minutes.
6. Check for doneness by looking for firmness in the breasts, and that the sinew has pulled away from the drum stick end of the leg to reveal the bone. At this point when the chicken is almost done, turn the pieces over to the skin side down so that the rendered skin will now get crispy. Stay close to the grill so you can hear if there are flare ups. Remove after 5 minutes.
GROUP 4 ALLOCATION

TO ORDER: You can order online at our Wine Shop located at www.peayvineyards.com. Please use the account information you received when joining the mailing list. Your account information was also sent to you via email within the past week when the release was announced. If you cannot find your user name and password, your user name is the email address you gave when you signed up. Please click on the lost password button at the Wine Shop to be assigned a new password that you can change once in your account. You can also fax orders to 707-894-8723 using the form below. Please do not send an order by email as there is only one person, me, to handle all of the incoming orders. If you would like more than your allocation, please put your request in the wish list online or email me at andy@peayvineyards.com and I will adjust your order, if I am able.

<table>
<thead>
<tr>
<th>FALL WINES</th>
<th>MAXIMUM ALLOCATION</th>
<th>BOTTLES ORDERED</th>
<th>PRICE</th>
<th>TOTAL</th>
<th>WISH LIST</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012 ESTATE CHARDONNAY</td>
<td>9</td>
<td></td>
<td>$52</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 AMA ESTATE PINOT NOIR</td>
<td>9</td>
<td></td>
<td>$56</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 SCALLOP SHELF ESTATE PINOT NOIR</td>
<td>9</td>
<td></td>
<td>$58</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 LA BRUMA ESTATE SYRAH</td>
<td>6</td>
<td></td>
<td>$50</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 ESTATE ROUSANNE/MARSANNE</td>
<td>0</td>
<td></td>
<td>$48</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 ESTATE CHARDONNAY — MAGNUM</td>
<td>1</td>
<td></td>
<td>$110</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 AMA ESTATE PINOT NOIR — MAGNUM</td>
<td>0</td>
<td></td>
<td>$120</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 SCALLOP SHELF ESTATE PINOT NOIR — MAGNUM</td>
<td>0</td>
<td></td>
<td>$125</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 LA BRUMA ESTATE SYRAH — MAGNUM</td>
<td>1</td>
<td></td>
<td>$110</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

CREDIT CARD (PREFER VISA & MC)
NAME: ____________________  CC#: ____________________  Exp. ________
SIGNATURE: ____________________

BILLING ADDRESS
NAME ____________________  STREET ____________________
CITY ____________________  STATE ______  ZIP ______  PHONE ______
EMAIL ____________________

SHIPPING
There are 3 methods of shipping: UPS Ground, UPS 2 day air and Pick up at the Open House on November 15th.
We use a superb third party shipping fulfillment company — Wineshipping. They are the largest, highest quality, most affordable shipper focused exclusively on direct wine shipping.
If ordering online, rates will auto-fill during the process. If ordering by fax, please indicate what method you would like below and we will calculate shipping.
All Ground orders east of the Rockies ship via Wineshipping’s refrigerated trucks to 5 temperature controlled warehouses located in New York, Dallas, Florida, Chicago and Atlanta. UPS Ground picks up from these warehouses and delivers to your door within 1-2 days. The rates for this service are less than UPS Ground from California and much more sound for the wine. The only catch is we must determine at least one week in advance if we will ship your order across country to you in Wineshipping’s trucks. For this reason, we attempt to be as conservative as we can be about shipping temperatures and will not ship unless forecasted temperatures are between 35 and 73 degrees.
We will start shipping orders as early as October 1st and will release orders to ship as weather permits.
The Fall Open House at the winery in Cloverdale will be on November 15th. If you select pick up at winery when ordering you must pick up your wine that day. Otherwise we will charge your card and ship to the address on file following the Open House.

UPS GROUND ____________________  UPS 2 DAY AIR ____________________

SHIPPING ADDRESS (IF DIFFERENT THAN BILLING) NO P.O. BOXES, PREFER BUSINESS
NAME ____________________  STREET ____________________  CITY ____________________
STATE ______  ZIP ______  PHONE ______
EMAIL ____________________