There is a lot of news to share with our valued mailing list customers this spring.

We are especially pleased to share that we have finished construction on our new gravity-flow winery. Vanessa discusses the winery she and Nick Peay, our winegrower, her husband and my brother, designed in her article on page 2. This has been an incredible journey for all three of us and is the next step in our commitment to high quality winemaking. We could not be more pleased with the result and the promise it brings for the future of Peay wines. We encourage you to read the article and contact us if you would like to learn more about the details.

A new growing season is upon us (our 5th vintage) and the vineyard has awoken from its winter slumber. Nick muses on the subject of pruning in his article on page 3, an extremely important step in the cycle of the vine. We are lucky to have a full-time, hard-working, dedicated crew who has worked alongside Nick for years and learned the finer details of our vineyard. It shows in the wines today and will make a difference as the vineyard ages.

Over the past year we have welcomed a few of you brave souls to our spot on the coast. It is quite a trek, but, as these folks will tell you, it gives a clear impression of what we are doing out here, why it is unique, and how it translates into the style of wine on your table. If you are unable to visit, please take a look at our web site (peayvineyards.com). There is considerable information on our soil type (low vigor, shallow topsoil, Ohlson formation), the various clones we grow (over 20), the geology and climate of the vineyard (a hilltop 900 ft high, 4 miles from the coast above a river gorge in the coastal fog zone near Sea Ranch), the many fine restaurants that carry our wine (The French Laundry, Per Se, Restaurant Michael Mina, The Kitchen, La Toque, Restaurant Daniel, Veritas, Sierra Mar at The Post Ranch, et al.), and more.

Enclosed is your allocation for the 2003 spring wines. You will find the elegance, balance and pure expression that you have enjoyed in our wines so far. The styles are consistent with the 2002 vintage other than the differences noted in winemaker Vanessa Wong’s tasting notes on page 6. But, as Mother Nature always has her way, yields were down (see vintage notes on page 4) so there is not very much of any of the wines to go around. In fact, despite having more Pinot blocks to choose from in 2003, our total Pinot production increased only 100 cases to 335 cases. Yields were also very low for the Viognier and, as a result, we made only 70 cases. The Roussanne/Marsanne production held steady at a 110 cases and the Chardonnay was only 2 barrels (40 cases). Alas. Nevertheless, we have been flattered by the reception our mailing list customers have given us in our first releases and as a way of thanking you we are offering a 10% discount on all of our wines.

Nick, Vanessa and I have dedicated our lives to making excellent wine. We have the highest standards in all aspects of what we do. To us, that means we must be intimately involved in every step of the growing and winemaking processes. This has required patience as we raise our vines and significant investment and dedication so we have a vineyard and winery that will support our vision for the next 40 years. We thank you for your support and interest and will continue to work to meet your expectations.
I once mused what it would be like to make wine in a zero gravity environment. I think of the film clips of the astronauts aboard the Mir space station, how they munch on Cheetos floating by their faces, snatching them one by one out of space as the crunchy snacks glide past their mouths. I imagine being able to suspend a bin of grapes containing 950 pounds of hand-picked clusters from our estate Pinot noir vineyard effortlessly over our de-stemmer and somehow guiding the freshly de-stemmed, whole berries into a tank for fermentation. It would be the ultimate in gentle winemaking! Then I wonder how I would accomplish the step of sorting the grapes on the triage table like we do. I picture a scene of us herding grape clusters like cats as they escape in all directions while we try to cull out any less-than-perfect fruit. How would we keep the grapes in the open top fermentors? Then, of course, there is the question of precisely how does wine get made at zero gravity. I mean, can the yeast actually ferment sugar at zero gravity? Would the wine be any good? I can hear myself saying, “Damn it, Jim, I’m a winemaker not a cosmonaut!”

Back here on planet earth, working with gravity is very much a part of the quality winemaking process. This is why when we started to design our new winery, the utilization of gravity played largely into the overall practical design concept. In case you haven’t tried, designing a winery is quite a daunting project. You start with a blank slate and work within the constraints and parameters of space, logistics and budget. Here we had the chance to customize all aspects of a raw piece of land to the way we make our wine yet ensure some flexibility in case we ever changed our minds. We are quite proud of our winery because it is really a winemaker’s winery. No Taj Mahal here or edifice of grandiose architecture. Not to say that it isn’t an attractive building—its barn-like structure with board and battens echoes the simple charm of the turn-of-the-century farmhouse at our vineyard on the Sonoma Coast. Still, we took what we learned through our combined 34 years experience in making wine in 16 different wineries to design a handsome winery that maximizes quality in winemaking with a smart and practical approach.

Through the ages, gravity has always been used in the making of wine. That and sheer muscle power got the job done. However, with modernization came mechanization and the advent of pumps to move wine around from tank to barrel and back. Can you picture a scene out of those atomic age films you used to watch in science class showing a factory humming with activity and a voiceover saying, “Today with modern technology we can move millions of gallons of wine with a flick of a switch”? But, to capture and preserve the essence of the fruit from our vineyard, we want to be gentle to the grapes and the wine and do not want to move them by the use of pumps. So, we use modern technology and a little ingenuity to create gravity—a modern method to return to a traditional way of making wine. I have visited and worked in a number of wineries that employed the use of gravity to move wine from one vessel to another by building a winery with enough levels to accommodate the different stages of the winemaking process, usually requiring 4 levels. However, with the use of a forklift I can lift 4000 pounds to create that gravity rather than constructing a building with that many levels. Our winery has two levels so we combine both architectural gravity and created gravity. At harvest we create gravity by conveying the grapes on a sorting table that carries the fruit on a belt up to the top of a hopper to be de-stemmed and placed into bins that are elevated by a forklift and poured into small 3 ton open-top fermentors. Then, after fermentation, we fill the barrels by gently draining the fermentors on the ground level of the winery through holes in the floor to barrels in the subterranean level without the use of a pump. At blending, we gently move the wine back to the ground level by pushing it with an inert gas, much like a Cruvinet on a large scale, again avoiding the use of a pump. Voilà!

We also built two pneumatic punch-down machines to use with our open-top fermentors. With these I can gently and consistently punch-down the caps on each fermenting tank thrice daily by myself. My back thanks me for that after each punch-down! Even after a long day in the vineyard and on the crush pad during harvest, I will still have the energy necessary to make the last punch down before heading to bed. No excuses possible, no compromises made.

Temperature management is also very important during the different stages of winemaking. Each tank has the capability of being cooled for a pre-fermentative cold soak, and warmed up or cooled anytime during cuvaison to control fermentation, and color and tannin extraction. We also designed our subterranean barrel cellar to have seven separate rooms each with continued on page 4
THE ART IN PRUNING
- Winegrower Nick Peay

As I write this column in late February, Mother Nature has blessed us with a respite from the usual stormy, rainy, winter weather. The molate fescue and malva are thriving under the winter rays, while the mustard and wild radish are just starting to grow. We are steadily pruning the vines while the weather holds. We have to prune around the rain because of the fear of disease transmission – the spores of the *Eutypa lata*, the causative agent behind dead arm disease, are more readily transferred during wet weather. When it rains, we gather the pruned canes and burn them, choosing to remove the material instead of tilling it back into the soil. Otherwise, the Branch and Twig Boring Beetle *Melalus confertus* infests the cuttings in the vineyard floor and migrates to the vines where it wreaks havoc. This cultural practice is the only option for controlling this pest—no organic or non-organic resolution exists. Our proximity to the forest and our extreme isolation make this a greater concern for us. We continue the pruning process until all 48 acres are clipped back and poised for bud break in mid-March.

Each vineyard practice has its own distinct character. Pruning resembles sculpting. Some sculpting is additive, like welding and ceramics. Pruning is more akin to chiseling down a block of stone. Part of the reward for the pruner, though, requires educated eyes: pride in a job well done includes envisioning growth yet to come. At the base of each leaf stem where it joined the cane, a bud formed last spring. Each bud will become a four or five foot long cane and bear fruit whose destiny was determined last winter during pruning. The nascent shoot and its cluster primordia are hidden beneath bracts on the cane, forming a little bud about the size and shape of a popcorn kernel. Autumn senescence has left the bony skeleton of a year’s growth arrayed vertically in the trellis wires and the leaves including their stems litter the vineyard floor. This skeletal mass will be pulled down, emptying the pairs of foliage wires for next year’s growth. All of the buds in the cluster primordia on these discarded canes will return to the earth, their potential unrealized.

There are two types of vine training we use on our vineyard: head-trained cane-pruned, and bilateral cordon-trained spur-pruned. Both methods involve cutting down last year’s growth to 1-3 inch “spurs” supporting two buds on each spur that possess this year’s shoots, leaves, grapes, and bottles of wine. In the case of bilateral cordon-trained vines, we prune the vine to ten to twelve spurs. In the case of cane pruning, we leave only two spurs and two one-year old canes. In every step, there are good decisions and bad decisions. So skill and good judgment are critical.

The crux of a pruner’s job is determining which canes to cut off completely (removing all of their buds) and which canes to cut down to two bud spurs. How do you choose which canes to cut and which to leave? A cooperative cane will provide you with low buds very close to the vine. Unfortunately, the first bud can be many inches up the cane, or sometimes a lower cane, which would be the preferred cane to choose for a spur, is too skinny to support good growth: A cross-section of a cane is a bundle of tubes through which water and nutrients flow, so a bud on a skinny cane has less vascular tissue to feed it. After a number of years, the spur position may elongate due to a succession of less than ideal circumstances – each time a lower cane is too weak or a bud on a strong cane is a little high, the permanent portion of the spur gets a little longer. The life of the vine is anywhere from 20 to 100 years, so a half a centimeter to two centimeters begins to add up and the lengthening spurs may grow into the foliage wires.

To add a wrinkle, shoot placement or positioning on a cordon trained vine effects how easily it will be to train the shoots through the foliage wires. The position is dictated by the direction each bud is pointing: When a cane is growing during the spring and summer months, new leaves are formed on alternating sides of the cane with next year’s buds at their base. I have yet to learn how to predict on which side of the shoot the first leaf will grow. And there’s the matter of rotation. How do you predict the rotational orientation? These randomizing factors can undermine your best efforts to prune a cordon arm that carries nice, evenly spaced spurs that are stubby and squat, since one might be tempted to favor a higher bud that is pointed upward over a lower one that is pointed sideways or down. To further complicate the pruner’s decision making process, an errant shoot may get knocked off by a passing tractor or may break when even a careful vineyard worker attempts to bend it upright into the wires. Argh.

As you can see, a skilled pruner will need to bring a great deal of experience with him/her. It is important to have watched the result of a clip of the Felcos to see how the new cane developed during the growing season from the bud that you chose to leave. I am very impressed with my pruners, their skill and the sound exercise of judgment they demonstrate every day. This is a craft it takes years to master. Come on out with your Felcos and I’ll show you how.

Peay Vineyards, 1117B S. Cloverdale Blvd #172, Cloverdale, CA 95425/www.peayvineyards.com/andy@peayvineyards.com
THE 2003 VINTAGE

The Quick Story: The majority of the 2003 growing season was slightly cooler than normal leading us to think we might harvest the Pinot in October and the Syrah, well, who knows when? During the latter stages of ripening, however, a small heat wave followed by a larger heat wave accelerated the tail end of the growing process such that harvest dates were quite typical, with the Pinot noir coming in during the third and fourth weeks of September and the Syrah finishing up by the 24th of October.

The Finer Details: The previous winter rains had filled the reservoir by early February, rainfall totaling 63” for the year - just about average for us. Budbreak was a tad tardy, starting in the third week of March instead of the second, and, mercifully, there were no frost events, though none are really expected this close to the coast, elevated as we are. I guess we’re just gun-shy after the freak arctic blast that we received in 2001. Spring and early summer were generally free of blazing heat spells, so shoot thinning proceeded at an almost leisurely pace. Unfortunately, the cool weather in late May interfered with fruit set for the Pinot noir and the Viognier. As a result, very little fruit thinning was necessary in those two varieties in 2003 - only to eliminate the tardy clusters as veraison finished in early August. The partially set clusters have normal sized as well as tiny berries that often have no seed, and therefore the cluster weights were far below what is typical. As a result, tonnage was uniformly well below 2 tons per acre for the Pinot and Viognier.

After some more normal warming periods in June and predominantly mild weather in July, highly atypical rain events cycled through at the end of July, depositing as much as three quarters of an inch on the east side of Napa Valley, though missing us on the coast. We did see a beautiful show of thunder and lightning and towering black clouds, as viewed from the west. The rain reappeared in the first days of September after a cool-to-pleasant August. Unlike in July, this moisture did hit us, and brought with it a little unease about the potential for rot in our almost ripe Pinot blocks.

By this point, we were tickled to find riper flavors and telltale mature phenological indicators in the Pinot noir at lower sugar levels.
levels than we had found in previous years. On the other hand, the Syrah had so far to go with sugar development that we were concerned about running out of ripening weather.

Fortunately, a switch was thrown in mid-September and warm sunny days arrived causing us to sharpen our picking knives and head full-tilt with the harvest through the end of September and the beginning of October until the Pinot noir, Viognier, and Chardonnay were in the barn.

The heat spell did not adversely affect us as we live on the vineyard and sample the fruit every day so no dehydration, spike in sugar, or drop in acid catches us off guard. Our crew is also full time so we can pick multiple lots within a block to ensure ideal ripeness. On a typical day our crew of seven workers wakes with us at the pre-crack of dawn and by 9 a.m. we are usually finished with the pick and out sampling the remaining blocks.

The heat spell broke in late September and, as a result, the Syrah, Roussanne and Marsanne looked and tasted like they would ripen after all. October allowed us worry-free ripening, and the last Syrah came in on the 24th.

ANSWERS TO FAQS

- We only make wine from our 48 acre, cool climate, hilltop vineyard located in the far northern corner of the Sonoma Coast, 4 miles from the Pacific Ocean at Sea Ranch.
- 69% of the vineyard is planted to Pinot noir, 16% Syrah, 11% Chardonnay, 2% Viognier, 2% Roussanne/Marsanne.
- We sell fruit to 3 wineries including Williams Selyem Winery.
- Winemaker Vanessa Wong left Peter Michael Winery in 2001 to dedicate her efforts to making Peay Vineyards’ wines.
- Nick, a UC Davis trained and veteran Santa Cruz Mtns. winemaker, is the vineyard manager and works side by side with our full-time crew.
- Though we are not certified organic, we make every effort to grow our fruit using certified sustainable vineyard practices with the addition of miniscule amounts of non-organic inputs.
- Though this venture is not a family heritage, it is the culmination of our 39 years working in the wine industry. We started it all from scratch and have dedicated our lives to it.

2003 VINTAGE continued from page 4

BRAISED RABBIT OVER PAPPARDELLE PASTA

This dish combines some of the most delightful ingredients in a chef’s tool kit—fruity, delicate chanterelle mushrooms; homemade—or at the very least, fresh—pappardelle pasta; flavorful and juicy brined rabbit; and piquant, deeply flavored parmesan-reggiano with the time-tested method of braising. Pick your favorite bottle of Pinot from the cellar as it begins to peak and drift off into culinary and gustatory bliss.

Brining Ingredients:
- 1 (3 lb.) rabbit cut into 2 forelegs, 2 hindlegs and the saddle cut cross-wise into 2 sections. Use carcass for stock
- 1 cup white wine vinegar
- 1 cup water
- 3 tablespoons coarse salt

Braising Ingredients:
- 8 tablespoons olive oil
- 4 oz diced pancetta
- 2 teaspoons minced garlic
- ½ cup finely diced carrot
- ½ cup finely diced onion
- ½ cup finely diced celery
- ¼ teaspoon chopped fresh oregano
- 2 cups dry white wine
- 1 cup tomato puree
- 4 cups chicken stock (or make rabbit stock by roasting the carcass of the cut up rabbit and simmering it with the vegetable trimmings from above in 6 cups of water)

1/3 oz (about 1/3 cup) dried porcini mushrooms, tied in cheesecloth to make a packet

Spice packet: 2 juniper berries; 1 sprig each thyme and rosemary; 2 cloves and 1 cinnamon stick, tied in cheesecloth to make a packet

Salt and freshly ground pepper to taste
- ½ cup all-purpose flour
- 2 tablespoon unsalted butter
- 2 teaspoons minced shallots
- 6 oz. chanterelle mushrooms, sliced into ½ inch-thick slices. Or if small keep whole or cut in half
- 3 tablespoons freshly grated parmesan-reggiano
- 1 lb. fresh pappardelle pasta

Serves 4

Preparation:
1. Dissolve salt into vinegar and water. Place rabbit pieces in a bowl and cover with the brine. If brine does not cover rabbit completely, increase volume of ingredients proportionately. Cover the bowl and let sit in refrigerator for 3 to 4 hours.

2. Pre-heat oven to 325°F. In an oven-proof saucepan or Dutch oven just large enough to hold the rabbit pieces in a single layer, surre the pancetta until lightly browned. Add the garlic and continue 2 minutes until golden brown. Add 2 tablespoons of the olive oil and the onion, carrot, celery and 1/8 teaspoon of the oregano, and sauté until the vegetables start to brown, about 3 minutes. Add the wine, tomato puree, stock, and the dried porcini in cheesecloth. Bring to a boil, skim off any foam that develops, season light with salt and pepper, and decrease the heat to a simmer.

3. In the meantime, pat dry the rabbit pieces with a towel. Season them with salt and pepper, then dredge in the flour; shake off any excess. Heat the remaining 6 tablespoons olive oil in a large sauté pan over medium-high heat until hot. Add the rabbit and cook until golden brown, about 2 ½ minutes per side.

4. Transfer the legs to the sauce. Return the sauce to a simmer and skim. Cut a circle of parchment paper that just fits inside the pot and cut a 1-inch hole in the center. Place the paper on top of the rabbit legs and cover with lid. Braise in the oven for 35 minutes. Add the loin and continue braising for another 10 minutes until legs are fork tender.

5. Remove the pan from the oven and transfer the rabbit pieces to a dish. Remove the spice packet and discard. Remove the porcini mushroom packet and take the mushrooms out of the cheesecloth. Transfer them to a blender with 1 cup of the braising liquid and puree until smooth, then return the puree to the braising liquid. De-fat the braising liquid then reduce over moderately low heat to about 3 cups. When the rabbit meat is cool enough to handle, shred by hand. Do not chop with knife. Put the meat back in the braising liquid and keep warm.

6. Bring a large pot of salted water to boil for the pappardelle. In the meantime, melt the butter in a large sauté pan over high heat, add the shallots, and sauté until the shallots start to caramelize. Add the chanterelles and sauté for about 5 minutes, or until tender. Season with salt and pepper. When water is rolling add pasta and cook until al dente, testing after 60 seconds.

7. Add the rabbit with the sauce, a splash of vinegar, and the remaining oregano. Toss in the cooked noodles, and 2 tablespoons parmesan. Divide the pasta among heated plates, sprinkle with remainder of parmesan and serve with Pinot noir.
2003 VINTAGE SPRING WINES

2003 PINOT NOIR, SONOMA COAST, ESTATE

This is the second vintage of Pinot noir from 12 of the 33 acres of Pinot noir at our estate vineyard. We were honored by the many compliments and the critical acclaim the 2002 Pinot received. It is early in the vineyard’s life but we are beginning to gather more data on the overall expression of our first plantings of Pinot noir. Due to cool weather at set, yield and cluster weights were lower than average. Although this leads to more concentrated wine, it also means there is not very much Pinot in 2003.

The 2003 is a blend of 6th leaf Swan, Mt. Eden, Pommard, 115 and 667 selections/clones. The clusters were destemmed and fermented whole berry in 1 and 3 ton open top fermentors. A 3-day cold soak was followed by a 14 to 21-day fermentation. The wine was raised for 11 months in 34% new French oak consisting of Damy, François Frères, Remond and Cadus barriques. At all times the wine was handled gently and moved by gravity.

The 2003 opens with pretty, lifted fruit aromas of wild strawberry and blood orange. As the wine carries across the palate, more intense, concentrated fruit characteristics gently build to reveal attractive cherry, bark and forest floor. In the mid-palate, hints of orange peel are supported by medium acidity, balanced alcohol and soft tannins that will ensure age-ability of the wine. The finish is complex and long with hints of tea and vanilla. We make wines that can be enjoyed young, if decanted, but will improve with time in the bottle. We recommend you decant for at least 45 minutes if you open a bottle now and cellar the rest for a few years to allow flavors to integrate and secondary aromas to develop.

$45/btl

2003 ROUSSANNE/MARSANNE, SONOMA COAST, ESTATE

The 2003 is a blend of 73% Roussanne and 27% Marsanne. As in the 2002, the wine was raised for 11 months in neutral French oak barrels and was bottled unfined and unfiltered. If you enjoyed the 2002 Roussanne/Marsanne, then the 2003 will please you even more as it possesses the same minerality, length and complexity with an added concentration of fruit in the mid-palate.

The nose opens with floral notes of orange blossoms with hints of Satsuma Mandarins and beeswax. As the wine opens further, the mid-palate really takes on fruit weight and the typical notes of raw almonds and pear skin contribute added complexity to the mouth. Though by no means necessary, the refreshing acidity and limestone minerality in the mid-palate promise that this wine may be aged for many years, if desired.

$32/Btl

2003 VIognier, SONOMA COAST, ESTATE

The 0.9 acre block of Condrieu and Geneva clone Viognier sits on the top of the knoll soaking up any available sun rays. The 2003 vintage was cool during set and cut the yield to a little less than 1.5 tons. As with the Pinot noir, the clusters were very small (for Viognier.) The wine was whole cluster pressed and was fermented with 100% indigenous yeast for 11 months.

We do not use any new oak when making our Viognier. From our experience this is an increasingly rare practice. The wine is fermented and aged in 6 year old neutral barrels that do not provide any oak flavors but soften the palate. The nose on the 2003 Viognier is floral with undertones of lime essence and peach stone. On the palate the crisp minerality and chalk characteristics common to our cool climate Viognier provide backbone and freshness that pair excellently with Thai coconut and ginger soups and lobster dishes. The 2003 Viognier is more austere than the 2002 with a touch less of the typical Viognier fruit profile.

$30/Btl

2003 CHARDONNAY, SONOMA COAST, ESTATE

The Chardonnay has been a pleasant discovery for us. Up until the 2004 vintage, we sold 90% of our Chardonnay fruit to Flowers Vineyard and Winery and kept two barrels for our own experimentation. In both 2002 and 2003, we were blown away by the quality and promise of the wines. Who needs another Chardonnay from California, you ask? Everyone needs a good Chardonnay from California and this wine delivers.

The 2003 Chardonnay is a blend of clones Hyde, Robert Young, 95, 96 and 76 . The fruit was whole cluster pressed and fermented with 100% indigenous yeast in one neutral barrel and a single new Damy Tronçais French oak barrel. The wine underwent 100% malolactic fermentation (but is by no means buttery and certainly not flabby) and was bottled 11 months from harvest unfined and unfiltered.

The nose on the 2003 Chardonnay combines the aromas of lime oil and stone with the richness of crème brulée. A lime meringue and white peach fruit profile carries medium weight with a nervy yet juicy unctuousness that is kept lively and light by crisp minerality in the
# Peay Vineyards Order Form

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**Taxes** (see table to left)

**Shipping** (see page 8)

**Subtotal**

**Mailing List Discount, Less 10%**

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### Shipping Address (if different) No P.O.s, prefer business:

Name _____________________________________________________
Street _____________________________________________________
City __________________________________ State________________
Zip _____________ Phone ____________________________________

If you would like more than your allocation, please indicate how much of which wines and we will contact you.

**What to do.** Please fill out this order form and fax or mail it to us. We can not accept orders by phone or email. Please be sure the address you provide is able to receive wine by mail. See page 8 for shipping rates.

**Mail:** Peay Vineyards, 1117B S. Cloverdale Blvd. #172, Cloverdale, CA 95425

**Fax:** 707-894-8723 **Phone:** 707-894-8720 **Email:** andy@peayvineyards.com

We will fill orders on a first come, first serve basis starting on April 1st. If you live locally and would like to pick up your wine, we will have a pickup day from 11 am to 3 pm on April 23rd at our new winery location at 227 Treadway Drive in Cloverdale, 15 minutes north of Healdsburg off Highway 101. Please let us know if you will pick up your wine personally by placing a check here ___.

**How to Pay.** We prefer checks but we also accept MasterCard, Discover and Visa. No corporate credit cards or AMEX, please.

**Name on CC:** ____________________________ **CC#:_________________________** **Exp. Date:** __________

**Billing Address for CC (if different than mailing):**

Name _____________________________________________________
Street _____________________________________________________
City __________________________________ State________________
Zip _____________ Phone ____________________________________

**3 Digit Credit Card Verification Code:** ____________________ **Signature:** ____________________

Our wine can be sold and delivered only to people who are at least 21 years of age. In placing your order and **signing below**, you represent to us that you are at least 21 years old and that the person to whom delivery will be made is at least 21 years old. When the wine is delivered, the person receiving the wine will be required to prove that he/she is 21 years old. **Signature:** ____________________

Any questions, do not hesitate to contact us. Thank you!

Peay Vineyards, 1117B S. Cloverdale Blvd #172, Cloverdale, CA 95425/www.peayvineyards.com/andy@peayvineyards.com
**Explanation of Sales and “Extra” Taxes Table**

If you live in California you must pay sales tax. In some special permit states, you must pay a small fee. In three tier states, where direct shipping from wineries is otherwise illegal, you must pay sales tax as well as an “extra” tax. The “extra” tax is to pay the wholesaler and retailer in your state their cut—for renting their monopoly or as a return on their lobbying dollar, however you prefer—and since they are selling you the wine (only on paper, they never touch it), the state charges sales tax. This is the convoluted process some savvy lawyers figured out that enables us to send you wine. Without paying those taxes, we can not legally send you wine in a three tier state. The Supreme Court decision will come this summer, cross your fingers and make your voice heard.

**Shipping**

The world of winery direct shipping is ever-changing and fraught with frustration and legal sand traps. To navigate these waters we joined forces with a company that can **legally ship to almost** every state in the country. The shipping and handling prices for reciprocal, permit and “three tier” states below are very competitive with any other legal service you will find. Peay Vineyards pays the full cost for purchasing permits in your state, where necessary. **If you live in Ohio**, please fill out the form included in your envelope and send it to the address at the top of the page. When you have received permission from the State of Ohio, and paid your taxes, please send the approval with your order form. If your state is not on the list below, please consider shipping to a legal state where a friend resides (and he/she can ship it to your residence) or contact Len at: All Ways Cool at 707-545-7450.

We will be shipping the wine to you in April. If you would like to ship UPS 2nd day, rates are included, please indicate that you are shipping 2nd day on your order form. The prices below are not per bottle but for shipping any number of bottles within that range (e.g. if you are buying 5, 6, 7 or 8 bottles and you live in CA, then the total for shipping is $17).

<table>
<thead>
<tr>
<th>State</th>
<th># of Bottles</th>
<th>Rate UPS Ground</th>
<th>Rate UPS 2nd Day</th>
</tr>
</thead>
<tbody>
<tr>
<td>CA</td>
<td>1-4</td>
<td>$12</td>
<td>$16</td>
</tr>
<tr>
<td></td>
<td>5-8</td>
<td>$17</td>
<td>$23</td>
</tr>
<tr>
<td></td>
<td>9-12</td>
<td>$20</td>
<td>$28</td>
</tr>
<tr>
<td>NV, OR</td>
<td>1-4</td>
<td>$13</td>
<td>$18</td>
</tr>
<tr>
<td></td>
<td>5-8</td>
<td>$18</td>
<td>$26</td>
</tr>
<tr>
<td></td>
<td>9-12</td>
<td>$22</td>
<td>$32</td>
</tr>
<tr>
<td>CO, ID, NM, WA, WY</td>
<td>1-4</td>
<td>$13</td>
<td>$20</td>
</tr>
<tr>
<td></td>
<td>5-8</td>
<td>$19</td>
<td>$30</td>
</tr>
<tr>
<td></td>
<td>9-12</td>
<td>$23</td>
<td>$36</td>
</tr>
<tr>
<td>MT, SD</td>
<td>1-4</td>
<td>$14</td>
<td>$23</td>
</tr>
<tr>
<td></td>
<td>5-8</td>
<td>$22</td>
<td>$36</td>
</tr>
<tr>
<td></td>
<td>9-12</td>
<td>$26</td>
<td>$45</td>
</tr>
<tr>
<td>IA, MN, MO, NE, OK, TX</td>
<td>1-4</td>
<td>$15</td>
<td>$24</td>
</tr>
<tr>
<td></td>
<td>5-8</td>
<td>$24</td>
<td>$38</td>
</tr>
<tr>
<td></td>
<td>9-12</td>
<td>$30</td>
<td>$47</td>
</tr>
<tr>
<td>DE, IL, KY, LA, ME, NH, ND, OH, RI, SC, VT, VA</td>
<td>1-4</td>
<td>$16</td>
<td>$25</td>
</tr>
<tr>
<td></td>
<td>5-8</td>
<td>$27</td>
<td>$39</td>
</tr>
<tr>
<td></td>
<td>9-12</td>
<td>$33</td>
<td>$48</td>
</tr>
<tr>
<td>Three tier States: AZ, CT, DC, FL, GA, IN, MA, MI, NJ, NY, NC, WI</td>
<td>1-4</td>
<td>$24</td>
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<tr>
<td></td>
<td>5-8</td>
<td>$42</td>
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<td>9-12</td>
<td>$57</td>
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<tr>
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<td>$54</td>
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