THE LAST FIVE YEARS & HOW SOON WE ALL FORGET:
A BRIEF HISTORY OF PAGE SPRINGS & STRONGBOLD

BY ERIC GLOMSKI

For those of you who have been with PSC from the get go, you might recall our first Stronghold efforts. Many of you likely joined us along the way, after Stronghold was already rolling. Regardless of when you hopped on, and (if you are anything like me) the details are hazy at best. Like all histories, (despite our weak human efforts to be objective), my recollection is colored by my own experience – for good or bad, and it goes something like this…

In 2007, our Page Springs family owners (me - Eric Glomski, my mother - Donna Glomski, my stepfather - Rod Young, my birth father – Terry Glomski, and my brother – Ian Glomski) set up an LLC called Arizona Vineyards. Our group took on a 50% partner named James Keenan and we purchased the historic Dos Cabezas Vineyard (previously R.W. Webb Vineyard) in Willcox, Arizona; we now owned an 80 acre parcel with 60 acres of vines. One of the initial intentions was to supply our family winery Page Springs and our partner’s brand, Caduceus (which was being made at PSC) with Arizona grapes. We had all planted grapes in the Verde Valley, but we wanted to secure a supply now (rather than waiting 4-5 years). It also became apparent during this process that we would now have too many grapes, so we all talked about starting another Arizona brand that would be more value oriented than Page Springs or Caduceus.

Right around the same time, we also realized that there was already a small business named “Arizona Vineyards” near Nogales that hadn’t showed up in the corporation-name search. In a nutshell, our name was out (and there are still a few “Arizona Vineyards” shirts around today…) Because I had spent time hiking and climbing in the area, I suggested we change our name to pay homage to and express reverence for the rich Native American history.

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THE LAST 5 YEARS
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FROM PAGE 1

in the area. Cochise Stronghold, a stunning National Monument overlooking the valley, provided the inspiration. Arizona Stronghold Vineyards was born, and Cochise and the Chiricahua Apache became our totem wines. It was also at this time when we started talking about Stronghold putting Arizona on the wine map nationally...

The first three wines, TAZI, MANGUS and NACHISE were produced and bottled at Page Springs. Tim White and I initially worked together at PSC to craft these first, definitive wines that ASV still makes today (and the 2007’s are still drinking great!). James Keenan came up with the majority of the design elements that define the label, with me adding stylistically and writing the background text. Just a few short months after we purchased the property, we were bottling and labeling these seminal wines at PSC for ASV.

ASV became an instant success and put a lot of strain on PSC’s administration and facility. The purchase of the Land’s End furniture factory and showroom on Old Highway 279 in Camp Verde relieved some of this pressure. This two acre plot with two industrial metal buildings and one small house (that used to be a miniature golf course back in the 90’s) was quickly morphed into a production space, tank room, barrel ageing cellar, indoor crushing area and a case storage facility. The 2008 vintage was produced solely here under Tim White with my assistance. Although the wine production was now, more or less, independent, ASV’s ability to function as a business was still totally dependent on PSC with shared staff and administrative and permitting structures. This made a lot of sense from an efficiency perspective but eventually became too confusing as ASV grew.

In early 2012, we set out to wean ASV off the PSC teat. This was (and is) no easy task. For 5 years, many quid quo pro agreements were made, equipment was purchased by one company that ended up being used more by the other, all kinds of things were shared (and we got used to sharing), employees times and salaries were allocated between the two companies etc. etc. etc. In retrospect, I think our business managers did a phenomenal job of keeping things straight – but it was apparent that it was time for ASV to run along its own course and PSC could slow down and enjoy the efforts of 8 vintages of brand building and wine making.

As I write, 80% of the “splitting” is done. Much to my overworked relief, I stepped down as the General Manager in January and Rod Young took the helm. There are some lingering challenges that we could not have foretold when this whole thing began, but I am confident by the middle of the year Arizona Stronghold Vineyards will be walking on its own without the help of Page Springs Cellars.

It is funny to think back to all the brands and projects that were born here at Page Springs: Arizona Stronghold, Caduceus, Pillsbury, Carlson Creek, Gallifant Cellars, Burning Tree, Fire Mountain, Painted Lady, Golden Rule Vineyards, Cellar Dwellers and more. Most of the kids are grown up now. A couple still live at home, some visit a lot and others don’t – but it’s hard not to feel like a proud parent some times. You know when all your kids are grown and you probably have more to learn from them than they do you these days, but it’s also hard to let go.
Both reds and whites can be made from blends of varietals. In some cases, winemakers may even blend whites and reds together in order to create the best possible combination of aromas and flavors. Blending wine is not primarily about hiding unfavorable characteristics; instead, it’s all about combining certain varietal strengths to make a better wine—ultimately better than any of those varietals could be on their own. This is a lofty goal, and it’s one of the foremost tests of a winemaker’s skill: can the winemaker create a wine that is better than the sum of its parts?

Doing this requires an in-depth understanding of the different assets that distinct varietals bring to the wine blending table. Let’s start with the PSC El Serrano for example. El Serrano has classically been a blend of Mourvèdre, Syrah, and Petite Sirah.

ASV Syrah 383 will likely go into a number of blends here at PSC this year and a portion will be set aside for a vineyard designate (VD). We have about 354 gallons of ASV Syrah 383 (6'ish barrels). When blending, we pull samples and put them in glasses each marked with its barrel number, then we taste each glass and compare, picking out our favorites. The reason for trying every barrel is that each one has its own characteristics. For instance newer barrels have more oak flavor and some older barrels are neutral, not imparting any oak flavor but nevertheless have characters of their own. Of the six Syrah 383 barrels we decided on two from a VD blend. The remaining 4 barrels were then tried in our El Serrano blending session.

After the Syrah 383 we worked our way through all the Mourvèdre and Petite Sirah. After tasting these we decided that the ASV Mourvèdre Norte Block, ASV Mourvèdre Tablas Block, and ASV Petite Sirah Grafts worked perfectly together (after trying several different combinations). Still, something was missing so we worked through MDR Syrah Noir, Dragoon Alicante, Hames Valley Petite Sirah, Ranchita Canyon Petite Sirah, and Shell Creek Petite Sirah. I think that’s it! Finally, after countless trails and loads of tasting - 2011 El Serrano is born. This year’s blend is 40% Mourvèdre, 28% Petite Sirah, 27% Syrah, and 6% Alicante; for a total of 1,057 gallons about 443 cases. One blend down 31 to go!

None of this is new, of course. To take a classic example: In 1872, the Baron Ricasoli, owner of Tuscany’s Brolio estate, is said to have coined the original “recipe” for Chianti. He had worked on it for more than 30 years, experimenting with different grape varieties and percentages, and finally came up with a formula that required a little more than two-thirds Sangiovese, plus smaller percentages of Canaiolo and the white grape Malvasia. He had good reasons for these proportions, as he wrote in a letter to a professor at the University of Pisa: “The wine receives most of its aroma from the Sangiovese, as well as a certain vigor in taste; the Canaiolo gives it a sweetness which tempers the harshness of the former without taking away any of its aroma, though it has an aroma all of its own; the Malvasia, which could probably be omitted for wines for laying down, tends to dilute the wine made from the first two grapes, but increases the taste and makes the wine lighter and more readily suitable for daily consumption.”

To build the El Serrano took us the better part of the day. Exhausting dozens of combinations till we came up with the perfect match. This may all seem very simple and fun, but in reality is very difficult. Our noses and pallets must be very sharp in order to tell if we have something that lives up to our Page Springs standard. In essence, the “art” of making wine is to optimize the various aspects in order to make a great PSC wine. – And that’s why we craft many a blend here at PSC! ☝

A Family Bond

Page Springs Cellars and Arizona Stronghold Vineyards have always been two separate companies. Being “sister” companies, both PSC and ASV shared more than just great wine, great service and loyal customers. These companies shared employees, equipment, vehicles, and office space. As we entered 2012, a more complete separation was initiated in order to create more definition between both companies. Within the first few months of the year, this division was achieved. Employees that were basically working for both companies ended up at one or the other. New offices were created that are designated to each specific company, and equipment was divided. This formal split between Page Springs Cellars and Arizona Stronghold is an event that has been a topic of discussion, and one that can be look at in many different lights. Is the separation of separate companies really something that separable? Will the topic of separation attempting to separate the inseparable?

If parents get divorced, what happens to the children? Yeah, the parents divide assets, split ties, and head in their own directions, but siblings will always be siblings. Some siblings end up living in different houses, towns or states, but a family bond is something that’s permanent, not

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by Luke Bernard
From its inception in 2007, the corporate office of Arizona Stronghold Vineyards (ASV) was located at the same site as Page Springs Cellars (PSC) in Cornville and ASV shared many financial and administrative services with PSC as it grew from a fledgling enterprise. At the beginning of this year, it was decided that ASV was ready to strike out on its own and the corporate office was moved to Old Town Cottonwood, in a building next to the tasting room. Two ASV sales and marketing people, Paula Woolsey and Courtney Vickers, who had been housed at PSC moved to the new office. In addition, three other people who had been working jointly for PSC and ASV became full-time ASV staff; Lisa Rhodes is now business manager, Justin Ove is events director and junior sales and Michael Medeiros is handling shipping. Thank you, PSC for providing accommodations and support during the formative years of ASV!

Also, at the beginning of this year, I became general manager of ASV, taking over from Eric Glomski. Eric had been doing yeoman work over the last five years, not only overseeing the startup of ASV but also running PSC. (Not to mention helping to raise four children!) I volunteered to take the reins from Eric, allowing him to focus more on his family and PSC, although knowing full well that his shoes are too big for me to completely fill. Luckily, I have been able to watch him in action from close range from the start of PSC in 2003, being his stepdad and one of the investors in both PSC and ASV. I have worked extensively with Eric on financial and strategic planning sides of both PSC and ASV over the years but have a lot to learn about the day-to-day management of such a dynamic enterprise. Thank you, Eric for guiding ASV through the first five years of its life.

I am going to receive a huge amount of support from the great group of people associated with ASV. The greatest support will come from the wonderful employees that we have at ASV. In addition to the five people mentioned above, ASV is fortunate to have: a superior production crew, led by winemaker Tim White along with Michael Pierce and Brandon Daniel; a talented tasting room staff, led by manager Kevin Grubb along with Jason Dudley, Holly Brundage, and Cassie Dale; and a strong vineyard team, led by Craig Martinson along with Jose Carrera and Jesus Molina. In addition, we have hired a new wine club manager, Holly House, who will be relieving Susana Meister of double duty on both PSC and ASV. The other owners of ASV are also vigorous backers; Eric, his brother, Ian, his mother, Donna, his father, Terry, and the only non-Glomski other than me, Maynard Keenan.

ASV is well prepared to move on to the next phase of their flight. We have 120 acres of grapes planted in our two vineyards close to Willcox and the production at these locations should be significantly enhanced by the five wind machines that we have now installed to combat frost problems. We are selling our wines into 30 states, two Canadian provinces and even into Australia. Our tasting room in Old Town Cottonwood is a big success after only two years and we are proud to be part of the revitalization of this area. The wine club is a small, but growing part of ASV, and we are looking forward to expanding on a national basis to give more people the opportunity to enjoy Arizona wines. The wholesale business within Arizona, through our partners at Quench Fine Wines, remains the largest part of our portfolio and we are going to start kegging some of our wine this year to feed the growing demand for this avenue of pouring wine by the glass at retail outlets. Finally, come visit us at the many events where we pour ASV wines over the course of the year!

Thank you for all of your support over the first five years of ASV’s existence and I look forward to having you continue to participate in our further growth this year and into the future.
I certainly bring a different perspective to the Member Profile. A little over two years ago I was living and working in Phoenix, when an old connection led to the offer of the new Marketing Manager position at Page Springs Cellars and Arizona Stronghold. This all occurred within a matter of a few days and ironically the very week Blood Into Wine premiered. Glutton for punishment? Perhaps. But I strapped on my brave hat, packed up my life, headed north and hit the ground running, eh – it was more of a sprint.

Although, I was born and raised in Flagstaff and a small town girl at heart, I had adjusted to the big city way of life and to put it lightly, it was definitely a bit shocking to settle in Cottonwood. Not a young professional city. By any means. I was much closer in proximity to my family in Flag and loved getting to see them more often but for months it was a difficult change with many lonely nights. With not much else to do, I put my nose to the grindstone and poured my heart into creating a cohesive marketing program for each company.

A few months after I began my new job, I joined the local gym and on my first day, a guy across the gym caught my eye – there was some sort of instant attraction I felt toward him, as if there was this unexplainable pull. I just needed and wanted to know more. I spent months trying to figure out what it was and also secretly hoping that this guy (who I later found out was named Brad when I snuck a peek at his gym card…then later googled and looked him up on Facebook. Yup, that’s not creepy at all!) would know that I wanted him to ask me out. Finally I realized my wishful thinking was obviously not helping the situation, so I got the courage to introduce myself to him. He looked at me. Shook my hand. Turned around and walked away…talk about awkward. Well, that went well.

From then on we occasionally chatted here and there, until one Sunday afternoon we ran into each other at Safeway. Now it was my turn to be awkward – I was just unusually nervous, very unlike me. In the checkout line I asked him if there were any good sushi places around (another thing I missed). The very next day, as luck would have it we wound up on elliptical machines right next to each other and Brad finally asked me out for sushi…we had our first date 5 days later on October 9, 2010. I was absolutely smitten by this handsome, funny and genuine guy. We hit it off instantly and ended up closing down the sushi restaurant. From that night on we haven’t spent a day apart. Brad proposed to me on July 7, 2011. Since then it has been a whirlwind of wedding planning and change. Both personal and professional change.

As you all know, PSC and ASV have made their official split and operate now as individual companies out from underneath the umbrella of each other. During the split I moved with ASV to our new offices next to the Tasting Room. During the companies split, I made a personal decision of my own. I would be leaving ASV in the next month or so to help Brad with his business and to pursue real estate goals of my own. This has been an extremely tough decision to make. Change is never easy. Neither are splits.

Regardless of splits or separations, some things will always be linked in your mind. ASV and PSC is one of those to me. There will always be a strong bond between these two sister companies as they each continue to grow and move in their respective directions. Just as the two companies will be connected forever, they too, will forever remain united in my mind. I will always be appreciative for the opportunities these companies provided me, allowing me to become a member of the Verde Valley Wine community, a place to call home (which now I couldn’t imagine being anywhere else) but most importantly I will forever be grateful to them for bringing me to my future husband.

Brad and I are getting married on June 9th, 2012. And of course we will be serving both PSC and ASV wine to our guests. To pay homage to the reason our lives came together Brad and I chose to become Cellar Door members. This will be our first club release as members and we could not be more excited!! It’s the perfect early wedding present.
It’s been one year and eight months since we signed up our first club member for Arizona Stronghold Vineyards. Now, 250 members later, I find myself preparing to hand over the reins of the ASV wine club to a new manager … with mixed feelings.

As many of you may know, a handful of our staff at Page Springs Cellars have managed two jobs for some time now while we have formed and developed Arizona Stronghold Vineyards in conjunction with our already thriving (but more locally focused) Page Springs Cellars. Over the last few months, ASV has begun the slow separation (new offices, new IT systems, a full staff of employees … software, inventory management, oh my!). Change is a natural part of growth and I think this evolution inevitably will help both companies reach new levels of success.

I’ve been asked about the separation of the two companies by many club members and in particular the separation of the two wine clubs. So, just to set the record straight – Etta and I are staying at PSC and we are thrilled with this job continuity. I have personally been at PSC for over five years now, so this place feels like more like a home than a ‘job’. I am excited to be able to return my focus onto the Page Springs Cellars Wine Club as the best wine club in the world!

I was talking with Justin Ove my co-worker from ASV (and also my partner) the other day and sharing Eric’s most recent idea for an upcoming Inner Circle event. The theme is The Judgment of Cornville where we will blind taste Rhone Valley wines against Page Springs Cellars wine. Quite a commitment as a winemaker, to have your wines blind tasted against classic Rhone wines (and quite an opportunity for a wine geek like Justin). Justin was very excited about the idea but then he looked at me a little frustrated like and said “Hey, you guys are going to be the cool wine club.” I said “going to be? We’ve always been the cool wine club!” (I mean, events like the ASV Spring Palate Training with the Diamondbacks and the Nine and Dine at the Gainey Ranch Golf Course in Scottsdale … I guess, those ideas are okay). The truth is that there are so many things I’d like to do with our wine club but my time has, for a while now, been so limited. I’m looking forward to putting into place new programs and offerings, keeping members up-to-date when new wines are released in the tasting room and simply being available to talk to members more.

I will continue to work in conjunction with our new ASV Club Manager in order to keep these two clubs connected. PSC will continue to support ASV while the wine club gains traction and takes on its own energy and form. I would like to continue to expose our membership here at PSC to the ASV event series by offering ASV members the ASV member event rate. My crystal ball even hints at an ASV verses PSC Cork Boat Race in our future …

Members of the ASV wine club will have a lot to look forward to as there is a major revamp on the horizon for club levels and structure (current ETA is summer 2012). I hope that all of you will continue to support Arizona Stronghold Vineyards along with us; while ASV is taking some serious steps in establishing itself as an award winning Arizona winery, PSC is hoping to level off and focus on polishing what we already have here. We are extremely fortunate to have an enthusiastic and supportive membership and we want to focus on improving events and making each visit here more enjoyable. Eric, Corey and I have already begun implementing changes that we hope will keep our members coming back to this very special place and sharing our beautiful estate and wines with friends and loved ones.

I love hearing from our club members – both positive and negative feedback. After all, it’s the only way to grow! I hope that all of you will continue to share with me your good times, ideas for events, club programs or incentives and any opportunities that you see for improvement here. I look forward to guiding the wine club here at PSC to even greater heights of success and enjoyment!

CHEERS!
Puzzle Page WINE CROSSWORD!

ACROSS
1. Detached shoot or twig containing buds from a woody plant which is grafted onto the stock
7. Wine makers will use this word to describe a special wine, but it has no regulated meaning
10. The onset of ripening
11. Famous Austrian wineglass maker who engineers glasses to emphasize components of wine
12. Very dry
13. Way to extract the juice from the grapes
15. Controversial alternative to cork
19. Used to open a bottle of wine
21. Traditionally done in racks by turning the bottles slightly each day
22. 750 fit into your average wine bottle
24. Stopper used with wine barrel
27 The French call this grape Pinot Gris, the Italians Pinot __________
29. Process by which yeast converts sugar to alcohol, carbon dioxide, and heat
30. Term used to measure the sugar content of grapes, grape juice (must) or wine
31. Wine critic for the New York Times, starting his career writing beer reviews for his high school paper
32. Genetically same as the Primitivo grape from Italy
33. Primary red grape of Rioja
34. Measure of the amount produced by a vineyard
36. A population of vines derived from a single vine
47. Known as cork taint
49. Phenol that is present in the seeds, skins and stems of grapes. Also present in new oak barrels.
50. French wine region that is primarily known for red blends, classified in 1855 into First through Fifth Growths
53. Traditionally made of oak, storage and aging vessels for wine
55. Country where cork is grown

DOWN
1. Spain's fortified wine from Jerez
2. What grapes grown on
3. Remnants of yeast left after fermentation is completed
4. The act of adding sugar during fermentation to increase the alcohol content
5. Home of Chianti
6. Dent in the bottom of the bottle
8. Nine made from a particular grape
9. To let wine breathe
14. Time when grapes are picked
16. White grape known as Steen in South Africa, also popular in the Loire Valley
17. Wine steward
18. Louse that devastated European vineyards in the mid 1300s
19. Winegrowing valley in Oregon with the coolest climate
23. Wine critic famous for his 100 point system
25. Used to describe a wine that is overly alcoholic
26. French region known for top notch Pinot Noir and Chardonnay
28. Produced from the Melon de Bourgogne grape, pairs wonderfully with oysters
34. This tart acid is converted to lactic acid during malolactic fermentation
35. Region in Argentina known for Malbec
37. Component contributed by oak wood barrel staves
39. Napa's famous neighbor, it is more than twice the size
40. Italian region known for Harold and Barberesco
41. Performed to achieve a balanced vine with the right amount of leaves to fully ripen the grapes
42. Term for wine growing region in the US
43. Of the most popular whites grapes, it is often over-oaked
44. Preferred wood for aging, most commonly French or American
46. The year of growing and production
47. Known as cork taint
49. A population of vines derived from a single vine
50. Phenol that is present in the seeds, skins and stems of grapes. Also present in new oak barrels.
52. French wine region that is primarily known for red blends, classified in 1855 into First through Fifth Growths
54. Store wine to allow it to develop overtime
55. Seed of the grape

ANSWER CORRECTLY AND ENTER AT THE BUILD A BLEND EVENT TO WIN A FREE BOTTLE OF WINE!
INNER CIRCLE
2010 Page Springs Vineyards Landscape
Volcanic topsoils and chalky subsoils of our vineyard coupled with the coolness of our valley lead to the creation of a deeply complex and structured wine with the beautiful rose petal qualities that the Petite brings to the blend and the wonderful orange rind the Syrah shows.

2010 El Serrano
10 marks the 8th vintage of El Serrano, our Flagship blend at Page Springs. Well balanced, fruity, spicy wine with moderate acid tannins and impeccable balance.

2010 Colibri Syrah 99
Hints of the characteristic Colibri white pepper stand behind dark cherry and blackberry, cocoa and cola in this dense and rich wine. The texture of the palate, the broad middle and long finish all make this offering remarkable.

2010 Wirz Carignan
We have been working with Pat Wirz and his 100+ year old Carignan vines for 8 years now. Historically, Carignan has been used in the old world as blender to “toughen up” other wines. Carignan’s characteristic acidity would certainly lend structure to other wines and make them more ageable and bright. If you like bright, focused, mouthwatering red fruit – this wine is for you. The brisk acidity of this wine heightens the red fruit profile and leaves your mouth watering with tart cranberry and bing cherry and subtle blanched almond and vanilla tones accent the nose and palate. Considering serving slightly chilled.

2010 ASV Petite Sirah RCV Grafts
This was a grafting project from Ranchita Canyon Vineyard we were working on at Arizona Stronghold Vineyards. We decided to graft Petite Sirah onto a section of old vines at ASV that were no longer producing well. Unfortunately, only about 25% of the grafts took, leaving us with a very small amount of wine. Since then, we have continued replanting the same cuttings in this area and have slowly but surely created a viable block here. This complex wine has a pervasive black and green resinous character sitting on top of a deep and sweet chocolate-cherry core.

2010 Page Springs Vineyards Petite Sirah
In the world of Petite, this is wine is an anomaly. Where heaviness is often found, here we have a lithe, defined palate. Where over ripe, sometimes pruny fruit often exists, we have well defined, dense red fruits with streaks of purple. And whereas Petite Sirah can be a bit of a one trick pony, this wine shows rose petals, licks of butterscotch, savory herbs and a long, long finish.

CELLAR DOOR
2010 Page Springs Vineyards Landscape
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2010 Ranchita Canyon Petite Verdot
Petite Verdot is one of the hidden jewels of the Bordeaux region of France where it finds its way into blends as a color and tannin enhancer. At the hand of master grower Bill Hinrichs of Ranchita Canyon, we have a complex and structured new-world expression of this grape. Black cherry and cured-black olive characters of this wine are accented by bittersweet chocolate and hints of anise.

2010 Colibri Syrah 174
The lean granitic soils of Colibri Vineyards in the Chiricahua Mountains of southeastern Arizona produce some of the most distinctive and interesting Syrahs we make. Clone174 is grown on the upper slopes of Colibri. Classic Colibri white pepper spice and dark fruits.

2010 Ranchita Canyon Malbec
This is the first time we have ever bottled Malbec at PSC. Rustic, dark green herbal qualities of the wine intermingle with its dark fruit characters. The palate is lightly tannic and soft.

2010 Central Coast Pinot Noir
A classic California style Pinot Noir, rich and silky with moderate acid that makes for easy drinking. All the wonderful traits of good Pinot are present: dark cherry, a light earthiness, mandarin orange rind, and hints of rhubarb and caramel.

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FAMILY
2010 Ranchita Canyon Petite Sirah
Ranchita Canyon Vineyard is located in northern Paso Robles County, our Petite block runs up a steep limestone hill slope. Farmed with the manzanita, no leaf touching a leaf and no cluster touching a cluster. A luscious, liquid-jammy-silk berry wine.

2010 Tablas Mourvedre
The first harvest for these vines, we purchased 4 years ago from Tablas Creek Vineyards in Paso Robles. Intense dark cherry, black plums, chocolate cake and dusty characters of this wine. Complex and tasty.

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2010 SGMp
Beautiful layers of spice, purple fruit and earth come together on a silky palate with a lingering and complex finish. This wine has enough character to drink well by itself but will go even better with a range of meats and hearty dishes.

Visit our website for more information on the wines in your release.

PAGESPRINGSCELLARS.COM