heard it on the
GLOMSKI GRAPEVINE

From Two-Thousand and Three to Twenty Sixteen

A few days ago I spent an hour with one of our Page Springs tour guides. She was interested in learning more about our history and my perspective on questions that were regularly asked by folks taking her tours. She had been working with us for a few years in the Tasting Room, Vineyard and now Tours and I was impressed by her questions. I was even more excited to see how much she, for her own sake, wanted to learn. At one point I found myself bringing out old photos from the very first year we bought the property (just 12 years ago, digital photography was still not the norm). I kind of surprised myself…. So many people have come and gone since we first broke ground, I guess I forget that no one working at Page Springs (1 person excepting, not including Gayle) was around for the really early years. No one remembers what the field looked like before there were vines. No one remembers the house that sat where the winery now towers and I doubt anyone remembers Ferdinand, the bull that used to roam on the land. Then there was even the flood that almost took the river deck out….

The other funny thought I had is that there are probably more Wine Club Members that go back to the first year than there are employees! I can think of several right off the bat. Who remembers where the entrance to the winery used to be and where we used to park? Does anyone recall the Tasting Room Managers of years gone past? Bill Fanning, Kris Pothier, Carole Lawlor, Keith Parker, Corey Turnbull, or Paul Hay? How about Wine Club Managers? First there was Joe Soderberg (who came up with the idea of the Inner Circle), then temporarily Bill Fanning’s Sister Veronica. Then we had Gayle Glomski, Karla Lewis, Susana Meister and now Julia. Did I forget anyone? I could go on-and-on….

In the world of winemaking, I have seen scores of talented people come through PSC, many whom have gone on to make their own mark in Arizona Wine. Of course, the first person to take up winemaking residency was Maynard Keenan. He has gone on to run and refine Caduceus Cellars and Merkin Vineyards, which we built out of PSC, and he has since created 48 Wineworks in Camp Verde and Clarkdale. Joe Bechard, who originally worked at the Sedona newspaper and kept coming out to write articles on us, went from no winemaking background at all, to being one of the most talented palates I know. After his tenure with us, he is now a partner in Chateau Tumbleweed along with three other past PSC employees. Who else? John Scarbrough of Cellar Dwellers and Fire Mountain worked his way up and now directs his own brands while also working as Cellarmaster at Stronghold. Speaking of Stronghold, Corey Turnbull, past PSC Tasting Room Manager, is the Production Manager at Stronghold and has his highly acclaimed project Burning Tree. Dan Pierce from Rolling View Vineyard and Bodega Pierce Winery worked in our cellar for two harvests. We have also made wine for Pillsbury, Freitas Vineyards, Alcantara, the DA Ranch, Gallifant Cellars, Passion Cellars, Carlson Creek, Golden Rule Vineyards, Painted Lady and Fort Bowie Vineyards. Just writing this is bringing back memories, almost all of them good. I can only think…who will work with us in the future and will they remember a time when the winery wasn’t powered by solar? Will they remember any of my four kids as kids — or will they all be young adults off in college, maybe even having their own kids?! When I look around I am impressed and amazed by the new Members of our Family and I am also thankful for the ones that have been around a bit. Bill Fanning, one of the behind-the-curtain members

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“But now the days are short, I am in the autumn of my years, and I think of my life as vintage wine from fine old kegs, from the brim to the dregs, it poured sweet and clear, It was a very good year.” ~ Frank Sinatra. OK, so I may not exactly be in the Autumn of my years, at least I hope not, but I certainly have lived a multitude of lifetimes and I do look back on what I have accomplished, what I have seen and done and I am proud of the chances I have taken, the decisions made and where my path has led me, and it has been a very good year because it brought me here to Page Springs Cellars. An operation and owner whom I have admired and respected from afar, for many years, someone who a dream, had pursued it and made it successful, and actually can manage the success. Everyone wants to be successful but it takes a special person to make it over that final hurdle of allowing that success to come to them.

My first visit to PSC was in 2005, my Dad, who had just relocated to the area to be the new Chief of Police of Cottonwood, had met this guy who had come from the Central Coast of California to make wine in Arizona. I was fresh off of shutting down my labor of love, Ziggy’s Rock N Roll Joint, a bar and restaurant on Mill Avenue in Tempe. It was a Rock N Roll concept and last bastion of live local music on Mill Avenue following the closing of the Legendary Long Wong’s on Mill. It was two plus years of late nights, rock ‘n’ roll, and education.

The education was largely based upon two concepts: success comes to those who are prepared and willing to accept it, and change is inevitable. Meeting Eric, and gauging him as a fellow entrepreneur at heart, I could see not only the passion, but the willingness to put it all on the line, making Arizona wine, and you could see the openness to becoming successful at it.

The years would pass and I would find myself blessed with a beautiful little girl, Scarlet, and as parenthood does, it made me look at my life in a different perspective. Having always been close to my family I knew I wanted to leave Tempe and relocate to the Verde Valley so my daughter could grow up with her grandparents and enjoy the love that comes with a tight-knit extended family. I landed in Old Town Cottonwood and quickly rooted myself in the community. I found my soul mate Kristin here, helped new friends open their dream businesses in RIOT in Old Town and Main Stage, but I did always keep my eye out towards Page Springs wondering if the opportunity would ever present itself to join the team. Once again fate would take a hand and my life was changed for the better welcoming my son, Hayden, at this point I knew my time running bars was about to expire. So as I considered career changes, I thought it might be my time to head out to Page Springs and see if my services could be of any use.

When I arrived last year I could not believe how busy it had become out here. Gone were the days of being able to sit and chat with the likes of Corey, Wells, et al, it was everything you could do just to pour people wine. Change is inevitable, especially with such rapid growth. I knew there was a better way and with a few systems put into place we could create a better flow and put the intimacy of the Tasting Room back in place. I want to thank all of you for bearing with us as we changed and evolved in the Tasting Room. My goal has always been to provide the best service possible and just enhance the experience of enjoying great wine, fabulous food, in some of the most beautiful real estate in Arizona. I feel like I have just begun my journey here at Page Springs and so much change has come in that time. My goals for the next year are to continue to refine and bring back those personal touches, relationships, and creating a special night just for Members! ❖
What was your first day like?
I began my first days on the vineyard crew in April 2012. At that time Dos Padres and House Mountain vineyards were barren hillsides strewn with thousands of baby vines surrounded by protective tubes swaying in the wind. I spent the day with Elliot Stevens spreading chicken manure in the breeze. I went home brown and smelling horrible. That first week as we trained and tended to all those baby vines it was like hundreds of squats a day, up and down. I was so sore.

What is your favorite part of the job?
You ask most vineyard guys this and we all seem to go back to pruning. It’s zen. It’s creative. You are shaping and setting up a vine for the season and future years.

Why grape farming?
I like the hard work, having the job change with the season, being a part of the land and shaping the plants and the reward of arriving at the cellar door during harvest with a truck load of beautiful fruit. But mostly at the end of a hard worked day it makes a good beer taste that much better.

Most likely to:
Out work you
Nickname: Try Hard

Vineyard nickname: Tuna (formally Neo)

Winter is a good time to reflect on what happened last year, and imagine what you foresee happening during our planet’s next lap around the sun. Time to reflect mostly means remembering only the highlights of the previous year and imagining how those heights will be eclipsed in the coming year. As far as I can tell, looking at things in this optimistic way is a trait held by anyone brave enough to try their hand at growing things, because accurately and vividly remembering all the challenges and hardships of the previous growing season is enough to make almost anyone hang up their trowel for good. Surely there are many enjoyable ways to spend one’s summer days that don’t involve regularly dealing with insect infestations, irrigation emergencies, and chest-high weeds.

Thankfully, the plants and animals in my world are pretty good at giving me a bit of a respite to gather these thoughts this time of year. Wanted plants (those whose seed I sowed in the fall to try to give them a chance at surviving the winter) grow slowly enough to keep pace with, and unwanted plants (i.e., weeds) are thankfully all but absent from the winter fields, their younger

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I worked for Eric at another winery down the road before he & his family started PSC late in 2003. I joined the grand total of 4 people “working” for Eric at the beginning of 2004, pulling rocks out of the estate vineyard as a volunteer. The best part of the job was that we got to stack the rocks into walls later that year, although I was not allowed to build anything the public would see — my rock walls were mostly ditches. We spent the late winter/early spring digging holes for posts & vines and finally planting the vines. I still remember it hurt to touch my knees for 3 days after spending 10 hours on them during planting.

The first harvest at PSC was before the current cellar was finished, so Eric insulated the old barn & we put the fermenters in that to maintain temperatures. The press ran off an air cylinder that was filled by a gas compressor that had two speeds — a piece of wood that we stuck in the throttle rotated 90 degrees to shift into high speed. It was so loud we couldn’t hear each other talk (possibly the best company communication era in our history!). Eric sampled some cabernet sauvignon & sangiovese from the fermenters to show me how well the two wines complemented each other - I will never forget that the 2 wines completed each other.

My first paying job was in the Tasting Room (TR) when we opened in October of 2004. I used to pray for $100 in sales for a day just to avoid boredom. Now they do tens of thousands a week in sales & probably hope for the good old days. I offered a fine assortment of water table crackers versus the extensive menu we have today from the kitchen. The worst part of the job was that we had no ladder to the case storage down in the cellar, so every time someone bought a case I didn’t have in the TR, I had to climb a ladder to get the wine & carry it back up the ladder. I was so much younger then… Eric finally saw the light after 7 months & let me move down to work in the cellar, where I have happily been ever since!

I helped Eric create the original financial model for PSC, so I can say that the original five year production goal of 5000 cases was hit in year 3 & we hit our maximum of 8300 a couple of years later. The facilities expanded sideways to include a case storage building and new crush pad to allow us in the cellar a few extra feet for fermenters during crush. Our original 4 acres of Estate Vineyards have expanded across Oak Creek to Dos Padres & down the road to House Mountain. Eric’s family purchased Colibri Vineyard in the Chiricahua Mountains where we get grapes to make some of our best wines. All of this has enabled PSC to produce 100% Arizona wines for the last couple of years, instead of relying on California grapes to fill the gaps in production.

The most important part of the PSC story to me is that Eric and his family have managed to create and grow a business in the face of the “Great Recession” from a couple of paid employees to 42 today. The Wine Club has about 1500 members now; I think we were happy to have 100 the first year. The business has been successful thanks to the efforts of many people over the years and I am grateful for the opportunity to be a small part of it!
NOTES FROM THE CELLAR

By Marissa Gagliardi, Assistant Winemaker

So much of the magic of wine is intrinsically tied to the unfolding of time. Whether we are talking about the complexities that develop with vine age, the evolution of wine in barrel, or finding the sweet spot in aging bottles, the magic and alchemy of winemaking is strongly influenced by the passage of time.

I don’t work in the vineyard, so I can’t speak to the details of what happens in the vineyard as vines mature, but from a winemaking (and most especially wine drinking) perspective, vine age has tremendous influence on the quality of a wine. I’ve worked with grapes from 5 different wine regions, in three different countries, and I’ve seen, almost without exception, that older vines translate to depth, complexity and nuance in wine. There is also something to be said for the experience that time lends to grape growers and winemakers that have been working with specific vines over decades. The Barossa, Australia is home to a vineyard called Hill of Grace that has 180 year old Shiraz vines. The Henschke family produces a unicorn wine from these vines that is over $500 a bottle, and absolutely stunning. It is one of the most memorable wines I’ve ever tasted. Yes the Henschke’s have some extremely talented people on their winemaking team, but the dimension, depth of flavor, and absolute magic I tasted in that bottle, were due to the quality of fruit that came from those almost two centuries old vines.

Recently, a friend asked me why barrel tasting is of value (if you’ve never had this experience, and would like to, sign up for a tour). I found myself trying to explain the nuance of tasting for potential. Does a particular wine have the structure (acid), fruit profiles, tannin and body we are hoping for? Are all of the components present but not yet integrated together? Or, is a piece blatantly missing? The most common observation people make when tasting young wine in barrel is how “fresh” they taste. Often they are a bit edgy too, meaning the acid or tannin seems out of balance. This is common, as oxygen hasn’t had time to soften edges, and round out the flavors. Most of our wines get bottled 10 months after harvest, however, the wines that ask for more time will often sit in barrel for 18 months. It’s really only the hand of time that can integrate the various components of wine together.

The other question that arises around time is when should I drink this wine? This is a tough one to answer because it varies so much from wine to wine. Sure there are some ground rules, typically the more tannic a wine, the longer it should be aged (think Glomski Cab) or the lighter and fruitier, the more immediately approachable (Mules Mistake is the obvious example). What about everything in between? The best solution is to buy several bottles and try them at 6 month or 1 year intervals. When this isn’t possible an educated guess is the best approach.

Time influences every part of the wine life cycle from grape to glass. Understanding it’s role and influence can take wine lovers and winemakers years to fully understand. That’s the other, often overlooked, piece of the wine equation. The time it takes for us to truly understand the influence of time on our beloved wine.

My Favorite Year

By Luke Bernard, Brand Ambassador

My career at PSC started in 2011, when I became fully immersed into Arizona wine with an undeveloped palate. Beyond wine, I still knew what I liked and what I didn’t. Working as a Tasting Room associate, I quickly became familiar with our current selections, which were ‘08, ‘09 & 2010 vintages. I immediately found a deep appreciation for PSC wine, but recognized a true love for 2010’s offerings. I honestly questioned why I leaned so heavily on the youngest wines we had at that time, but no longer do so today. 2010 was a very special year for not only PSC wine, but for the entire wine-growing region of the Southwest. I remember falling in love with PSC wines such as our ‘10 Landscape, ‘10 Colibri Syrah, ‘10 Bonita Springs Pinot Noir, ‘10 Dancing Apache Shiraz and my favorite; ‘10 El Serrano. 2010 was, and still is a very special year. I made the wise decision of hoarding some of these gems, and am blessed to be enjoying them to this very day. I do believe that our 2010 vintage stands strong as our best year and is my favorite PSC vintage by a significant margin. When it comes to aging our wines, most of our 2010’s are currently in their prime. So, even though my favorite year is over 5 years in the past, it is now, 5 years later, when our 750ml time capsules are showing their true beauty. I am happy for those of you who have this special year’s wine in your collection. If you couldn’t wait, which is understandable, or never had the opportunity, I strongly suggest you ask to see our “Library List” upon your next visit. Cheers to 2010 with 2010!
Taking over as the Wine Club Director was an extremely daunting responsibility. Being a stay at home mom for over 4 years with a toddler, I really didn’t think I knew how to interact with adults - only cartoon characters (little did I know that most of the staff are quite the characters!) I felt that a majority of my vocabulary had vanished and my social skills were obsolete. Didn’t think I could pull this off... But, gratefully PSC had faith in me. I am so appreciative of the opportunity and for all of the patience the staff and you as members have had in helping me grow into this position.

Our Members are the heart and soul of Page Springs Cellars. You have shared so many personal & special moments with me, including some really exciting events in your life, from pregnancies and births, to marriage proposals and weddings. We had two proposals at events in 2015!

Sadly, I can’t report that all is good. There is the flip side of life. We’ve said goodbye to Members who have passed away. We have played middle man as to who gets to keep the membership in not so cordial divorces. That one is always a little tricky! Whether you reach out to me for the good or bad that is going on in your life, I experience your joy or your grief along with you.

If you see me a little frazzled before an event (I try to keep my cool), please know that I treat each event like you all are coming to my house but throughout all of it, many things have stayed the same. The subject of this newsletter is “A Passage of Time” and with that, “That’s just the way it is, things’ll never be the same” -Tupac

I’m clearly feeling sentimental (even though I’m writing this article before the close. Something that sums up 6 wild years working in a frontier industry in one sentence, “It was the best of times, it was the worst of times” feels pretty close. “All this happened, more or less” feels better. “It was a pleasure to burn”...hmmm. Maybe “The past is a foreign country, they do things differently there.” Oh forget it, just call me Ishmael.
of our Winemaking Team has been with us from the get-go. (Actually before the get-go because we worked together at Echo Canyon Winery before I opened PSC). After him, Barbara Saltmarsh from the Tasting Room and Harry Sweet, our mechanic, are neck-and-neck at ten years. Ten years! Then we jump to Matt Rollain our Winemaker at seven years and the infamous Etta at six!

I dug around for some special old pictures. I hope Julia can find room for them in this issue and I hope you enjoy them. Thanks to all of you for this wonderful and prosperous journey! ✤

selves having been dispatched with a while back, their inevitable replacements waiting patiently until a warm day in February to germinate and attempt to reclaim their territory in the garden.

Meanwhile, the animals — whether they be four legged and furry, or six-legged and creepy — are mostly nowhere to be seen. Aphids and cabbage looper larvae have been frozen out of the picture, even though some of their favorite snacks are handling the winter weather with ease. Collard greens, kale, spinach, multi colored asian greens, baby lettuce, and arugula are happy that the only threat to their existence is me, and I’m careful with my harvest knife cuts to insure they stay alive and keep producing throughout the winter. And javelinas, the arch nemeses of the gardens at PSC, are too busy fleeing hunters and digging up far flung cactus roots this time of year to attempt stealing any of the sweet baby carrots maturing in the field. If the armistice with the javelinas continues — and I’m confident some winter fence fixing work will guarantee that — you’ll be able to taste them this winter when they make their way to the kitchen. ✤
In This RELEASE

INNER CIRCLE
2014 Dos Padres Syrah 470-2 bottles
2014 CDP
2014 Colibri Counoise
2014 El Serrano
2014 Dragoon Pinotage

CELLAR DOOR
2014 Super Arizona
2014 Dragoon Pinotage
2014 Dragoon Zinfandel – Rockpile Clone
2014 Colibri Rotie
2014 Dragoon Marselan

FAMILY
2014 CDP
2014 El Serrano
2014 Vino De La Familia
2014 Colibri Grenache
2014 Cochise County Grenache

FRIENDS
2014 Super Arizona
2014 MSGc
2014 House Mountain Syrah Clone 525

Q2 Preview:
Last Day to Make Changes: April 8
Charge Day: April 12
Ship Window: April 18 - 20
Pickup Window: April 15 - May 16
All requests to ship must be made by: April 25

IN THE KITCHEN
By Chef Bryan Nowicki

BY POPULAR DEMAND

favorite soup recipes from the last two years of GRUEL & GROG ...

SAVORY WINTER SQUASH SOUP
1 small butternut, acorn, spaghetti squash split and seeded.
Brush squash with oil, sprinkle with salt and pepper roast until soft about 1 hour (you can't really overcook this but you can undercook it).
Remove skin from meat and set aside - this can be done a day ahead
Dice mire poix, 1 onion, 5 carrots, 4 ribs celery,
2 garlic cloves sauté until translucent
Deglaze pan with 1 cup white wine, Malvasia driven wines work well here like Familia Blanca
Add 6 cups vegetable stock and a bouquet garni of sage and rosemary
Salt and pepper to taste, simmer for 20 minutes
Add squash and simmer for a few minutes, blend mixture with hand blender (if the mix becomes too thick add water) simmer 10 minutes
Add 1 cup heavy whipping cream and blend again
Adjust salt and pepper, should be thick and creamy
Garnish with chopped herbs and shaved parmesan

FOREST CREAM OF MUSHROOM
Make a dried mushroom stock with assorted dried mushrooms and water by simmering 1 gallon water with 4 cups dried mushrooms. Dried wild mushroom blends can be bought online or at your local healthy grocer such as Mt Hope Foods in Cottonwood, AZ. Simmer mushroom “tea” for about 40 minutes.
Add 2 cups vegetable stock blend with hand blender, reduce liquid by 25% Set aside this can be done ahead. Try this stock when making sauces, wild mushroom cream on pasta with crusty bread, Mm-mmm.
In a 4 quart stockpot sauté 2-3 cups fresh mushrooms, portabellas, porcinis, buttons is what I use.
1 stick of butter
Add 2 cloves crushed garlic, 4 minced shallots, 2 minced carrots, 3 ribs minced celery
Sauté all ingredients until tender
Deglaze with 2 cups light red wine Mule’s Mistake works well here or dry rosé, even brandy or sherry. Cook out alcohol
Add mushroom tea, simmer 20 minutes
Add 2 cups heavy cream cook 30 minutes
Pulse hand blend until thick or use a touch of roux
Garnish with shredded sharp Irish cheddar and enjoy!

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