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# heard it on the **GLOMSKI** **GRAPEVINE**

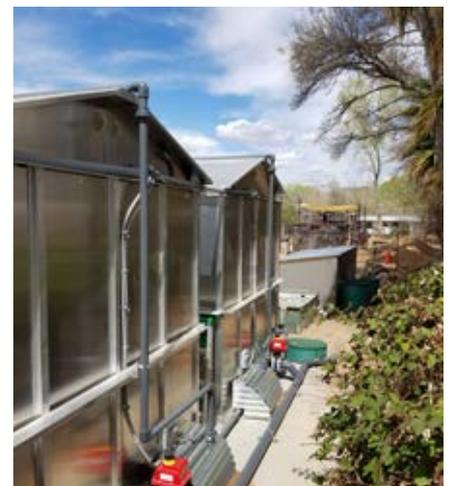
By Eric Glomski, Owner and  
Director of Winegrowing

## Our Growing Commitment to Sustainability

Prior to founding Page Springs Cellars, I attended a college that blessed me with a very strong environmental ethic. I probably wouldn't have found my way to that college had I not loved the outdoors and already felt a strong connection with the planet. Short of the first 18 to 19 very unconscious years of my life, which is kind of like saying "as long as I can remember", I have always felt we all have an intimate relationship of sorts with nature. It's where we come from, both literally and figuratively. Like any relationship, especially intimate ones, there has to be balance; there has to be an equal amount of give-and-take. If you want to have a long-term relationship with someone, you need to make sure that you aren't always taking while they are always giving. Any self-respecting partner would and should eventually dump you if this one-way "taking" went on indefinitely. In my mind, this too represents our relationship with the earth. The earth gives to us (think of where your water, food, clothing and shelter all come from) and we should give back as much as we can – ideally an equal amount. But what do we give back? Who gives back? When do we give back and how? To me, this is where the concept of sustainability comes in.

Sustainability, to me in part, is the recognition that we have a duty to think about how we use resources and what waste products we create in the process of this use. Take Page Springs Cellars, for instance. If I were to create a chart (maybe next newsletter) of the flow of energy in and out of our winery and hospitality operations, it would be quite complex. The production of wine, alone, pulls resources from all over the world. Like many businesses we participate in a global economy. Our grapes come from our own vineyards but others as well. Barrels come from the U.S., France and Hungary. Most of our winery equipment comes from France, Italy and Germany. Bottles come from China and corks from Spain (natural) and New Jersey (synthetic). The paper for our labels and cardboard boxes come from forests in the north and southeastern United States. We then, of course, use electricity, water, nitrogen gas and other resources to actually craft and then bottle our wine. I could go on and on. To take full responsibility for every purchasing choice we make (i.e. our choice of suppliers and their sustainability practices) and every bit of waste we directly create is a daunting undertaking. But this doesn't mean we shouldn't try.

Someone recently told me that sustainability, in reality, is not a stable state but really has more to do with continuously striving for a goal – it is a process. I like this definition because it is realistic. Each year we strive to take one more step toward sustainable sourcing and sustainable production at PSC. For instance, we have been recycling all of our glass and cardboard since we opened our doors. As you all know, we produce 85% of our electricity from our parking lot solar array (and we'll go to 100% in 2022). Just 2 years ago we switched to a slightly more expensive but 100% recyclable, synthetic cork called Nomacorc Select Bio. The Select Bio is produced from 100% sugarcane waste by a process that is 100% carbon neutral. Most recently we completed phase-one of the construction of a liquid waste reclamation facility on our property. We now reclaim, process and reuse every drop of water that goes down the drain at PSC including black-water, grey-water and all of our production process water. The effluent from this process is now being used to irrigate native vegetation and landscape plantings on our property. In phase-two, we will add 4 artificial wetlands that will polish the effluent so much that we hope to use the purified water on our fruit trees and other crops.



One really only needs to step back from their business and look at everything coming onto the property and everything leaving to begin charting a course toward balancing the take-and-give process. This kicks off the quest

*Continued on P2*

# IN THE TASTING ROOM

By Tyler Rowland,  
Tasting Room Associate

There is a particular word that one may hear which has become somewhat ubiquitous throughout the modern world, especially within the wine industry. While the use of the term itself seems to have grown exponentially over the past few decades, the ideals that lie within the approach only needs one single word to identify it: Sustainability.

This is not a contemporary idea, but rather a concept that has prolonged humans as a species, as societies and empires have peaked and crumbled. It is something that lies within the hearts and minds of people that are open and aware of the consequences and repercussions that derive from the lack of preservation. It is the avoidance of such issues that drive the attempt to maintain, endure, and persevere.



Sustainability at Page Springs Cellars embodies various aspects and approaches. This is a concern within every phase of the operation including the vineyard, cellar, kitchen, wine club, events, and tasting room. Here in the Tasting Room, there are many levels of order that we strive to sustain. For me, two aspects really protrude in my mind.

First and foremost, providing exemplary service to our guests is what we are here for and is the main priority. We are often the only faces a guest may see during their visit and the importance of our interactions cannot be undervalued. We have only achieved this when a guest returns to visit PSC. There is a definite acknowledgment and appreciation for those of you who continue to provide support to us.

Another facet of what we achieve to sustain is our tasting room staff. We often hear from guests that there are so many new faces around. While this may have been true in the past, regarding our current staff of 27 employees; 4 have been at PSC for over three years, 7 of us (myself included) have over two years' experience, and 5 have been here for over a year.

A very positive attribute that develops from sustainability here at PSC is a sense of team, family, and community. Provided we keep doing what we do best, sustainability does not have to be something that we focus on, it naturally aligns with our goals, morals, and core beliefs.... Sustaining relationships. Sustaining a culture. Sustaining great wine. ❖

## Glomski Grapevine *Continued from P1*

for sustainability. The most obvious next step for PSC is solid waste. With the exception of losing control of the ability to recycle our products when they are sold (because they leave our site), the most obvious point of waste at PSC is the dumpster. I regularly look in the dumpster, which gets filled every week and is conveniently picked up and driven out of sight, to see what is in there. At this point, waste from our kitchen and associated food service takes up the most real estate. It is clear to me that the next horizon involves thinking about all the paper, plastic, and actual uneaten food that gets thrown away. My initial thoughts lead me to think about a composting program in which all the food and paper products get ground up, composted, and are then used in our vineyards. Based on the number of guests we see at PSC, we might even be able to sell high quality compost to our members and other visitors.

In the end, I know we are using a lot of resources at Page Springs. When I read about the rise and fall of societies throughout

history, the collapse of many have been due to the misuse of natural resources. Often, the inability for individuals (and individual businesses) to recognize that even though their small, individual actions seems to have little ecological consequence, the cumulative effect of billions of people doing the same can be catastrophic. The assumption that one little act of polluting is insignificant is no longer acceptable because there are just too many people on the planet. The natural, biochemical recycling processes of the planet just can't handle that much "pollution". We have to take responsibility for our use and the waste we create and have to come up with plans to reduce and mitigate these byproducts. We will continue our quest toward sustainability and you can be assured that by being a member of PSC you are involving yourself in a business that cares about its footprint. We are not perfect, but we are doing a better job every year. I guess when I think about it, it's really not about giving back as much as we take, it's about trying not to give anything (aka waste) back at all!! ❖



# FROM THE VINEYARD

By Anthony Averbeck, Vineyard Manager in Training

Working on the frontier certainly presents it challenges, and there's nothing more rewarding than successfully overcoming those challenges. It's important to understand and respect the environment upon which you are farming. For instance, we learned that our Dos Padres site is home to a significant game trail. Deer, Javelina, Raccoons and other critters use this trail to access the creek. Instead of putting up a fence that would be in their way we created a corridor for them to use. They stay out of the vineyard and they still have their existing trail in place.

With sites and boundaries put in place you now must decide where to place the vines. With our high temperatures in the desert we want to protect the grapes from the heat. With that in mind we've planted our vines in rows going from East to West, parallel with the sun, so that grapes spend a majority of the day in shade. Exposed grapes would need products applied to protect them from the sun.



This would add to expenses and time. With that in mind we would prefer the vines to protect the grapes themselves through a healthy canopy.

A healthy canopy relies on a good fertilizing and nutrient program. First, we want to free up whatever minerals might be naturally in the native soil. To do so, we've added small doses of sulphuric acid to our irrigation water allowing bicarbonates to break up and make minerals available to the vines. Through soil analysis we can determine what we need to add to the soil to make up a healthy profile. We monitor yearly because we need to "put back" what the vines have "taken" making them ready for the upcoming growing cycle. We also have water sensors in the soil to read moisture levels. This allows us to see whether the vines are getting plenty of water and also prevents us from overwatering thus wasting water.

We pride ourselves in respecting our environment and taking on the role as stewards of the land. These vineyards will hopefully long thrive past my lifetime.

It is important that we lay down a strong and enduring foundation for future generations. In the meantime, we work to dial things in, and continue to learn as we push forward. Salud! ❖



## PAGE SPRINGS YOGA & MASSAGE

By Gayle Glomski, Owner Page Springs Yoga & Massage

### Sustainability

Sustainability has many definitions and when we hear the word, we typically think about ways to protect our planet. When sustainability relates to the human body, it involves goals, strategies and methods to preserve and improve our quality of life.

Do you have goals to improve your quality of life or do you feel that life unfolds as it should therefore strategies and methods are not important? 70 people between ages 5 and 75 were asked 'what's your goal in life?' How do you think the 5 year old responded in contrast to the 75 year old? Check out their answers online:

<https://www.youtube.com/watch?v=u0JUAGsJMVA>

If life goals are to feel good, why don't we focus on the strategies and methods to feeling good more often? We know that one of the ultimate feelings of happiness happens when we give to someone else or receive from someone else. It seems like an easy daily quota, give to one person each day. What if I suggested giving to two people each day and one of those people would be you?!

Giving and receiving massage is a great method to improve our quality of life as both a giver and a receiver. Page Springs Cellars' Massage Practitioners are passionate about giving stress reducing experiences and the receiver allows themselves to receive a gift. To explore the feeling of giving and receiving massage, sign up for our Thai Date Night on Saturday October 6th. I will be hosting an event on our vineyard deck sharing easy traditional Thai massage techniques with you and your guest followed by Chef Bryan's Thai themed foods and great Page Springs Cellars wines! More information or tickets check out [shop.pagespringscellars.com/Wines/Event-Tickets](http://shop.pagespringscellars.com/Wines/Event-Tickets)



### Mothers Day Gift Idea!

### 'HONEY LIFT' MASSAGE PACKAGE

60 minute hand or foot massage while enjoying honey replenishing your face. Pick up a special dessert and a glass of Page Springs Cellars wine to enjoy at a picnic table by the massage cabana.

Retail Value: \$110  
Package Price: \$100  
Reservations Required

# TILTED EARTH

FESTIVAL - SAT. JUNE 23<sup>RD</sup> AT PAGE SPRINGS CELLARS

JOIN US FRIDAY FOR THE  
HENRY SCHUERMAN  
COMMEMORATIVE

**WINE  
DINNER**  
JUNE 22<sup>ND</sup>



LOCAL WINE  
GREAT FOOD  
LIVE MUSIC  
MASSAGE  
KIDS WELCOME

WITH A SILENT AUCTION BENEFITTING  
YAVAPAI BIG BROTHERS BIG SISTERS, PRESCOTT CREEKS & FRIENDS OF THE VERDE RIVER

MUSIC 6PM  
- MIDNIGHT

**THE SUFFERS**  
PIERCE EDENS • GREYHOUNDS • PK GREGORY

FOR TICKETS AND FESTIVAL DETAILS VISIT  
**TILTEDEARTHFESTIVAL.COM**

# NOTES FROM THE CELLAR

By Corey Turnbull, Winemaker

## Pondering Tree Bark and Sugarcane

Most winemakers, like myself, have a love/hate relationship with natural corks. On the good side, cork trees are sustainable with just the bark being used and regrown, corks are biodegradable and have been the preferred method of sealing up bottles for centuries. They also allow the slow absorption of oxygen into wines that are meant to gain complexity over time in the cellar. Also, for traditionalists like myself, cork just seems to be a natural part of the ecological package that comes with wine along with the glass and juice from the grapes. Use of these natural products evokes images of an industry mindful of ecology.

The downfall of course is the fact that corks are a natural product and they do fail. Some allow too much oxygen too quickly or do not seal the bottle at all. Others are infected with what is called cork taint, or more specifically 2, 4, 6 trichloroanisole (TCA). This is a compound that forms when certain fungi on the bark react to antimicrobial agents used during processing. While completely harmless, this compound reduces the wine's native aromas and replaces them with notes of wet dog, moldy newspaper and damp basement. In the industry, the wine is simply corked. In my opinion, that simply sucks. It is hard to put so much work in wine or buy a nice bottle to smell that moldy dusty smell. I am sure you hate it as well.

While cork companies have come leaps and bounds to address this issue, corks still fail at a rate of 2-4%. (In the 80s, it was said to be upwards of 10%!!!). So as winemakers, we are stuck between a rock and a hard place trying to figure out how to ensure our product ages with grace, still maintain sustainable practices and avoid cork taint and other cork failures. There are several alternatives that we have at our disposal.

The first of which is screwcaps that are gaining in popularity around the world. While screwcaps completely remove the risk of spoilage from cork taint and cork failure, the verdict is still out on whether they are good for long term ageing as little or no oxygen is absorbed into the bottle. Due to this, most believe that screwcaps are an excellent alternative for wines produced that are meant to be enjoyed young and fresh. The one thing that we definitely do not like about screwcaps for PSC is that they are not a biodegradable or sustainable option. In addition, screwcaps are lined with Saran or polyvinylidene chloride (PVDC). This plastic has been used in the food industry since the 30's, and although safe, we feel like there is enough plastic in the world. Lastly, screwcaps just don't seem like a natural part of the wine package.

Glass stoppers could be a compromise. They do not have any cork taint issues. They provide ease of opening like screwcaps but once again, not the romance of cork. The real downfall here is cost. We do not want to pass that on to our consumers, so they're out.

Lastly, we have synthetic corks. They do provide the traditional romantic opening we are looking for but this option has been a simple no for us over the years due to them being non-recyclable, produced from non-renewable sources, etc. That was until several years ago when a product became available from a company called Noma-corc. Their green line or Bio corks are the world's first zero-carbon footprint wine-closure, made with renewable sugar-cane based polymers. They are recyclable and are created using 100% renewable energy and minimal water consumption. In addition, they allow oxygen ingress into the bottle just like natural corks!

That being said, we have been utilizing the Bio-Select 100 model from this company who promises ageability and preservation on our wines for up to 15 years. Though our verdict is still out on the long-term ageing potential of this product, we have seen promising results in wines that have recently been opened alongside their natural-corked counterparts of the same age.



While we will not (or probably never? Maybe?) give up natural cork closures completely, we find that these Noma corks minimize spoilage and waste, adhere to our traditionalist culture of winemaking, and more importantly are made with respect to a healthy ecosystem and environment. All checks in our book. ♦

# IN THE KITCHEN

By Bryan Nowicki,  
Chef de Cuisine

The word sustainability has become common in our vocabulary, mainstream media and has taken hold in the multi 100 billion dollar healthy/wholistic foods trend. This craze comes at the consumer in waves, the grocery store, social media, workplace so on and so on. Many folks are turning to being more sustainable in their own lives and are producing some of the products that support this but agencies like the FDA and local county Health Depts. often stand in the way.

They are hard pressed to keep up, often times are disconnected from the idea in general and just refer to outdated FDA standards. I am not necessarily talking about animal products but simple things like a person selling or trading herbs, lettuce, vegetables to a market or food establishment.



In Yavapai County the local laws changed last year with a collaboration between University of Arizona and YCHD rewriting cottage food laws in the county making it possible for community sourced sustainable agriculture to be traded, sold and transferred between a grower and business owner. Basically, making it a private transaction with the buyer holding the same responsibility to the consumer as he would if he bought from a purveyor. Meaning if lettuce was bad I would not buy it from either

source and it is my responsibility to receive and keep food within health regulated standards. In my opinion the less shipping, hands, machines and processes something like produce has the better.

Supporting all of these companies and ideas is great in general but we also need to look at things like local and federal laws pertaining to farm products, home farmed products and goods. Pretty much in most of the country it is still against the law for an individual to grow produce and sell it to a restaurant or another person without going through licensing of some sort. Support local and federal deregulation



of farm to table trade and sourcing. Help create systems to protect the safety of the consumer but promote an environment not completely reliant on food grown and produced in different areas, states, and countries. Join local forums and groups when you have

an overabundance of product from your farm, often times you can trade goods and secrets of the trade. Finally support local food shelters and programs with your goods as most of the food received is not healthy and they can always use fresh product. ❖

# Private EVENTS

By Brooke Bates

One of the first 'fun-facts' I learned about PSC was the impressive installation of 375 solar panels, generating up to a whopping 86% of our power! The more I learned about Eric, his ecological experience and passion for the environment, the more I fell in love with his wines. How we respect our land and habitat has a clear impact on the product we create from it. It's because of our guardianship of mother nature's gift to us, that you feel a connection with the earth each and every time you raise a glass of PSC wine. It is only natural that Eric's continuous efforts to reduce our carbon footprint and steward environmental stability inspires us to achieve cultural and economic sustainability.

Our Private Events Department has been an ever-evolving branch of PSC. Watching Eric over the years implement more and more



features that stimulate sustainability for our land, has inspired me to breathe new life into this growing department that will sustain for years to come. Hosting a private event is more than an extension of the tasting room, we want this to be an opportunity for all to receive an unforgettable experience connecting to mother nature and the fruits of her labor. While taking in the up-close-and-personal scenery, we provide a wonderful educational experience discussing our history, vineyards, climate, soil, winemaking processes, etc.

The Event Vineyard Deck is purposely immersed within the original Syrah block planted in 2004 to bring you closer to the vines we view as our own kin. This Event Deck also includes a hidden Crow's Nest which overlooks our vistas and vineyards that boast the years of our family's hard work. Our PSC crews have poured their hearts and souls into our vines and wines so we all may experience what Mother Nature has to offer us here in Arizona Wine Country.

Allow us to create an unforgettable experience for you and yours here at PSC! Contact our Private Events Team at 928-639-3004 x106 or email [brooke@pagespringscellars.com](mailto:brooke@pagespringscellars.com). ❖

# Solar Generated Energy and Business Sustainability

By Etta Phillips

Sustainability is a complex concept. The most often quoted definition comes from the UN World Commission on Environment and Development: "sustainable development is development that meets the needs of the present without compromising the ability of future generations to meet their own needs." In the charter for the UCLA Sustainability Committee, sustainability is defined as: "the physical development and institutional operating practices that meet the needs of present users without compromising the ability of future generations to meet their own needs, particularly with regard to use and waste of natural resources."

The definition of business sustainability is often defined as managing the triple bottom line - a process by which companies manage their financial, social and environmental risks, obligations and opportunities. These three impacts are sometimes referred to as profits, people and planet.

Since we are a business first, let's examine the benefits of having a solar structure in terms of Profits first.

When looking at the bottom line of the solar structure, the question is "Are we maintaining a balance between expenses and savings?" In the long term, the solar structure will pay for itself during its lifetime. To examine this ratio, we report on the solar production and subsequent APS buy back monthly. OK, let's go back for a second. Every month, the solar structure generates a certain amount of kilowatt hours of electricity depending on the amount of sunlight that touches the panels. Peak months are obviously in the summer when the days are longer. Of the kWh

generated, APS will buy back a certain amount. We also must use a % of APS's energy each month. On average, our solar to non-solar electric usage is about 50:50 but can be 80:20 or 20:80! This ratio seems to be based on a calculation and cap determined by APS. APS credits customers for their solar production each month at the retail rate, and any excess is rolled over to the next month and credited at the retail rate. On average, APS buys back about 30% of the solar power we generate. So, to sum this up, PSC is saving money on our electric bill in two ways: 1. by generating on average 50% of our own electricity and 2. by selling back on average 30% of the solar we generate to APS at retail.

We've discussed the profits side of sustainability but what about the planet? Solar generated electric doesn't just save electricity. Think of all the finite resources necessary to support the infrastructure used to generate electricity. Conventional electric power plants use vast amounts of water to cool themselves off. In 2010, U.S. power plants were responsible for 45 percent of total water withdrawals, 38 percent of total freshwater withdrawals, and 51 percent of fresh surface-water withdrawals for all uses, according to the US Geological Survey (<https://water.usgs.gov/watuse/wupt.html>). Solar panels, on the other hand, generate power with no need for cooling and no need for water. A January 2015 report by the International Renewable Energy Agency (<http://www.irena.org/>) reveals that producing a unit of electricity with solar panels uses as little as 1/200th of the water used by a typical power plant.

Beyond water, generating electricity with solar

panels produces no greenhouse gasses whatsoever. In fact, the solar capacity currently installed across the United States is expected to offset as much as 16.8 million metric tons of carbon dioxide a year. That's a huge step towards mitigating the human impact of climate change. Harmful carbon dioxide and methane emissions from fossil fuels, our traditional energy source, are leading contributors to global warming and decreased air quality.

Lastly, people.

"The fate of people on Earth depends on whether we can employ efficient and renewable energies. We need to lay big plans for small technologies." —David Freeman, former head of the New York Power Authority, Tennessee Valley Authority, Sacramento Municipal Utility District, and the Lower Colorado River Authority, speaking at the World Renewable Energy Congress in June 1996.

New industries create new jobs and new economic framework. Renewable energy can be the best of both worlds. Creating a new industry while also leaving a better world for future generations! Saving on energy costs opens up funds to expand one's own business and employee base. We currently employ 59 people at PSC! It's really exciting to see all the families of PSC employees in one room. We are all proud to be a part of a company that cares about the future of the planet and the people that live on it and we hope you are too! ❖



## TOURS

By Lauren Rankin

There are a number of practices that can help foster sustainability in a business. Whether it's environmental, social or economic, all of these have an impact on our communities. With PSC's approach to marketing, sustainability is found in the form of communication and engagement with those we come in contact with. Building positive relationships with each and every individual at an Off-Site Event is our way of sharing and marketing ourselves in a sustainable way.

Over the last few years PSC has greatly reduced marketing in newspaper and magazine ads. No longer are we relying on these forms of advertising to reinforce who we are and the incredible wines we have to offer. Instead, a more grassroots approach has been emphasized which helps keep us physically connected to what matters most—the people. The friendships we cultivate with those in our communities are what help keep this business alive and prosperous. Without this important human interaction, our identity may be lost and perhaps forgotten.

Luckily, because our presence in the community is bigger and brighter than ever, we remain connected. Our Off-Site Events department provides an outlet to sustain our presence within the community. By sharing our authentic selves and pouring PSC wines with pride, we can help promote our winery and vineyards in ways that no piece of marketing material can. The impact of social interaction goes far beyond measure. There is no price tag on the value of what a few seconds or minutes with a person at an event can hold. What matters most is the positive and uplifting experience we have on their life.

To our dearest Wine Club Members that I've had the pleasure of speaking with at an Off-Site Event, thank you for saying hello. I've enjoyed every moment getting to know you. I hope to sustain the positive relationships we've built, and together let's continue to grow as a community. I look forward to seeing you again wherever we may cross paths. Until then, I raise a glass to you! After all, our wine is for the people. Cheers! ❖

# In This RELEASE

## Optional Summer White Release:

Please opt in by July 9

Charge Day: July 10

Pickup Window: July 10 – October 1

Cork Boat Race: May 12

## INNER CIRCLE

### 2015 Dos Padres Syrah 470

Suggested Cellaring 4-8 years

### 2014 House Mountain Teroldego

Suggested Cellaring 5-9 years

### 2016 Colibri Mourvedre – Wild Ferment

Suggested Cellaring 3-6 years

### 2016 Deep Sky Malbec

Suggested Cellaring 3-6 years

### 2015 Alba Tempranillo

Suggested Cellaring 4-8 years

### 2016 Deep Sky Syrah

Suggested Cellaring 3-6 years

## CELLAR DOOR

### 2016 Bonita Springs Pinot Noir

Suggested Cellaring 2-5 years

### 2016 Deep Sky Malbec

Suggested Cellaring 3-6 years

### 2016 House Mountain Grenache

Suggested Cellaring 2-5 years

### 2016 Pillsbury Shiraz

Suggested Cellaring 3-6 years

### 2016 Vino De Barrio

Suggested Cellaring 2-5 years

### 2016 Dragoon Pinotage

Suggested Cellaring 3-6 years

## FAMILY

### 2016 Colibri Rotie

Suggested Cellaring 4-8 years

### 2016 Deep Sky Syrah

Suggested Cellaring 3-6 years

### 2016 CDP

Suggested Cellaring 4-8 years

### 2016 Deep Sky Malbec

Suggested Cellaring 3-6 years

## FRIENDS

### 2016 Carlson Creek Malbec

Suggested Cellaring 3-6 years

### 2016 CDP

Suggested Cellaring 4-8 years

### 2016 Dragoon Montepulciano

Suggested Cellaring 3-6 years

## PRIMA

### 2016 Colibri Roussanne

### 2016 Dos Padres Roussanne

### 2016 Dos Padres Viognier

# The Wine Club WORD

By Julia Velo,  
Wine Club Manager

## Dear Wine Club

**Q: What's the best way to update my information?**

A: Multiple ways. During the week you can reach out to Julia via email, phone, in person or online at [www.pagespringscellars.com](http://www.pagespringscellars.com). We are very excited to introduce Shelley Estebo as our new Club Concierge. She can take care of all of your Club needs and updates on the weekends. She'll be available Friday – Sunday in the Tasting Room. Be on the lookout for the "special" wine she will be pouring and give her a hard time for me. She likes it!

**Q: Will I get a membership card?**

A: We have moved away from plastic

membership cards. The world doesn't need any more plastic! All Club memberships are tracked electronically. Simply give the name the membership is under to receive complimentary tastings and discounts.

**Q: Do I get a receipt with my release purchase?**

A: Yes. A receipt will be sent to the email address on file. We no longer provide a paper invoice.

**Q: How does shipping of my wine work?**

A: You will be notified with two emails containing the following information: an email will be sent once the shipping charge has gone through and a second email will be sent once your



shipping label has been generated stating "A UPS shipping label has been created. Once the shipment arrives at our facility, the tracking status—including the scheduled delivery date—will be updated." You can track your shipment by clicking on the tracking #. Please make sure we have the best shipping address on file to avoid the \$16.00 return to sender fee in the event your shipment is undeliverable. ❖