

Behind the Curtain

Volume 18 Issue 2 | Q2 2021

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

by *Eric Glomski*
Founder & Director
of Winegrowing

Secrets – The Story of the Caterpillar

When we decided to do a “behind the curtain” theme for this newsletter I found myself trying to pick a story that would be interesting but wouldn’t reveal too much... It then dawned on me that there is a neat little secret on just about every bottle of wine we share with you all and this story is a great launching point for a story about my family that many of you have never heard.

All of our classic PSC, pen and ink, labels were drawn by my sister-in-law, Zu Ponca (my distiller brother, Ian’s partner). I came up with the concepts back in 2003, gave her a bunch of ideas, and she and I refined them in a classic artist-producer kind of way. Although she did all the original art, I did the text layout in Photoshop after we agreed upon the base drawings and concepts. Now... I don’t want to give away everything, but for the sake of this article, I am going to let something slip about our classic, “Grape Tree” label. You know this label well: It is the one that fronts the majority of our bottles and especially Member’s wines.

Grab a bottle or imagine the vine on the left and the little PSC casita on the right with the man (some say me) poking around the corner with a bottle of wine in hand. Just to the left of the trunk of the vine, somewhat close to the base,

there is a white plane where, if you squint hard (or take a shot with your phone and expand it), you’ll see what some have called a very tiny, thin, long caterpillar. If you use the phone trick (or maybe you have an old magnifying glass around) you will see a list of names! What names are they? Well...they read: Eric, Joshua, Joseph, Gayle, Jacob and Zoe. They are arranged in telltale order. We are a blended family and Joshua and Joseph are my sons and Jacob and Zoe are Gayle’s son and daughter. They are also arranged from oldest to youngest by our blending groups. (Of course, I think of all of these young people as my children, as does Gayle.)

Both Gayle and I have had one previous marriage. On my side of the story, I met Joshua and Joseph’s mother in Prescott in the mid 90’s when I was teaching at Prescott College and conducting river restoration projects. She already had a 2 year old son named Joshua and, among many other wonderful things, this was marvelous because I was told in my late 20’s that I was infertile. It took me some time but I tracked down Joshua’s birth father and managed to adopt Josh by the time he was 4 years old. (I have always told Josh, who is truly my son, that anyone can have a child – but the Universe put the two of us together.) And while we are

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PAGE SPRINGS YOGA & MASSAGE

Behind the Sheets - Unveiling Massage Myths

by Gayle Glomski

Founder Page Springs Yoga & Massage

Myth: Massage is too expensive?

Most sessions are 60 to 90 minutes long and can range in price from \$80-\$160. This is less money than what most people spend per month on coffee, wine or junk food. If you think massage can help you feel better, try making a massage budget for the month. Or better yet, a massage and a glass of wine after.

Myth: Massages are only to pamper yourself?

Massages should be a part of a healthy lifestyle and not just on special occasions. More and more doctors are prescribing massages and some insurance companies are now covering massage visits. Holding your muscles in awkward positions (such as looking downward for computer work) can cut off nerve pathways. This triggers neck and shoulder tension, upper back pain, and sometimes numbness and tingling down and throughout the hands. Regularly scheduled massages let a therapist address your pain patterns and re-educate muscles to improve overall body mechanics.

Myth: My back hurts?

If you have pain in your back, you may be surprised to find a massage practitioner working on your pectoral muscles or neck rather than putting direct pressure on the area of discomfort. You can always

let your practitioner know if you would prefer not having them touch an area of your body due to pain, ticklishness or your own personal reasons that you do not have to explain.

Myth: Don't interrupt a massage practitioner during a massage?

You may feel uncomfortable while a massage therapist applies deep pressure to release knots that have built up in your muscles. Sensations that are uncomfortable should feel therapeutic, like something good is happening and you can breathe easily. But absolutely tell your practitioner about anything that is painful or uncomfortable, and let them know how you're feeling about the temperature of the room. Practitioners want to nurture you and appreciate hearing what will help you relax more as everyone is different.

Myth: Massage Therapy always treats the muscles?

Massage does more than manipulate muscles. Massage can stretch the fascia (tissue connecting muscles, bones and organs) Massage can redirect fluid to encourage joint movement, reduction of swelling and relieve pain. Massage can improve the flow of lymph glands (fluid helps fight infections). Massage



can improve the flow of lymph glands (fluid helps fight infections). Massage can increase circulation, move happy chemicals around the body and move waste products to help speed healing.

Myth: Massage spreads cancer cells through the body?

This is, scientifically, nearly impossible. A tumor would need to be directly smashed with power to shed any potential metastatic material. In fact, most oncologists agree that people undergoing treatment for cancer can greatly benefit from massages.

Myth: One should feel sore the day after a massage, or it didn't 'work'?

Some people may feel a bit sore the day after a massage, especially if it was for deep tissue manipulation, as the muscles are technically getting a workout while being stretched and worked. But not feeling tender the day after is perfectly normal too, and is not the sign of a failed massage.



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FROM THE VINEYARD

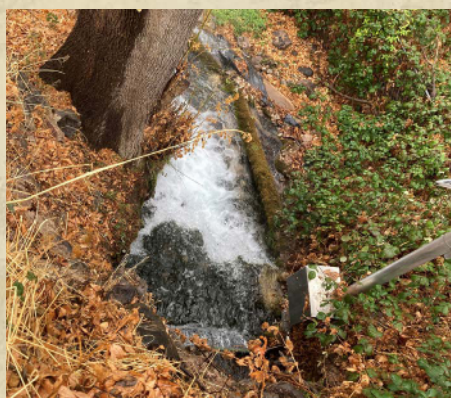
Irrigation Tour!

by Anthony Averbeck, Vineyard Manager

Greetings! I'm Tony and I'll be your tour guide as we take a look at how we irrigate our grapevines at our Home Vineyard! Pruning is wrapped up and once the grapevines come out of dormancy it will be critical to keep a close eye on irrigation until...dormancy. We do aim to use recycled water from our wastewater treatment plant in the future as a step towards our sustainability practices. In the mean time I'll show you how we currently irrigate.



It all starts here at House Mountain, an old shield volcano which last erupted around 14 million years ago. The basalt (lava rock) has preserved all of the wonderful sedimentary layers below it. But it's what's further below it that holds importance.



Page Springs itself gushing out from below House Mountain! This may be seen at the Page Springs Fish Hatchery (although it is, unfortunately, temporarily closed).



The spring water feeds into the Page Springs Irrigation Ditch which runs alongside Page Springs Road and ends up falling back out onto Oak Creek at Mormon's Crossing.



We draw spring water from the ditch.



We use a pump that is control by a pump drive that maintains a constant water pressure and draws water when needed.



I know its not the most pretty pump house but its our pump house. If you start on the bottom left corner you'll spot our blue pump and to the right of it you'll see our black barrel of sulphuric acid that gets injected into our irrigation water to help maintain a pH that will free up nutrients in the soil for the vines to take in. Top left to the barrel is the filter, and if you look to the right you'll find two black nozzles with yellow valves. We use those to draw in fertilizers into the irrigation water.



Buried in the soil are three moisture sensors and are buried at 12", 24" and 36" deep.



The sensors are wired to the cellular gateway which relays the data to my phone.

ID/Chart	Description	MO1	MO2	MO3
B46C772A	Aglianico	23	19	23
B4B29F54	Clairette	17	22	21
B40F8B3F	Traminette	50	54	37
B4F50DB0	Seyval Blanc	20	15	20

Here I see the different depths corresponding to its variety. The scale is from 0 (saturated) to 199 (dry). The numbers here all show things are pretty well saturated. Looks like Traminette will need water soon.



Time to set the irrigation timer.



And this is the final step. From Below House Mountain to the irrigation drippers. As wonderful as this journey is, I also look forward to utilizing our recycled water to irrigate. I hope you have enjoyed this quick tour. I wish you well, Cheers!

The Wine Club WORD

by Kelsey Hammond
Assistant Wine Club Manager

Page Springs Cellars aspires to be the leading winery in environmental stewardship in Arizona. There is a lot of work that goes on, behind the curtain, to maintain all of the programs that make Page Springs a sustainable business. Some of these green systems have been in place for a while, such as the solar array and the wastewater treatment system, and some programs are in the early stages of development.

The newest program being the re-vamped composting program. We are now reusing all the food waste from the kitchen, dropped leaves, grass clippings, grape stems and skins from crushing, ashes from burned prunings, compostable plates from events, essentially all organic material produced at the winery, and turning it into our own compost! Utilizing our own compost is one of the resources we are developing in order to propagate regenerative soils in the vineyard. This will allow us to eliminate the need for chemical fertilizers by creating a nutrient cycle in the soil. The great thing about making compost is that it is a natural process that requires no electrical energy and very little intervention, other than a little bit of water and a lot of elbow grease.



Photo by Jenelle Bonifield

Compost is made by cultivating the perfect environment for fungus and bacteria to break down organic matter. The simplest ingredients for a healthy compost are brown material, green material, food scraps, water and air. All of which we produce loads of at Page Springs. Brown material provides a carbon source, green material provides a nitrogen source and food scraps provide an array of nutrients, including potassium and calcium, all of which are

important nutrients for growing crops. This method of reuse reduces greenhouse gas emissions, reduces landfill waste and reduces the amount of chemicals from fertilizers that end up in the local watershed. We are excited to add another to layer to the depth of sustainable practices exercised here at Page Springs. If you have any questions, input, stories or just want to say hi, please reach out to me at khammond@pagespringscellars.com.



by Ryan Lopez
Tasting Room and Wine Club Manager

It feels like I just wrote my introduction as Tasting Room Manager. Time has flown by! With Kaitlyn's departure from Page Springs Cellars, I am adding the leadership of our Wine Club to my current position.

I am excited to be taking on this role at PSC. I have over ten years of experience in managing and consulting wine clubs. In addition to running the Tasting Room—and now the Wine Club—I am also in charge of our Website sales. The combination of these three sales channels is known as Direct to Consumer (or DTC) Manager in the bigger wine

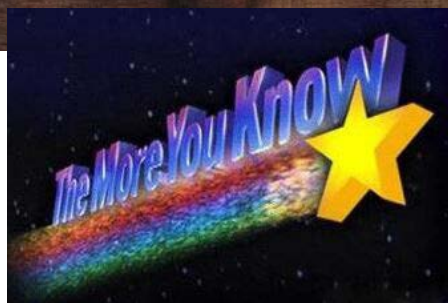
world. This means more coordination between the Wine Club, Tasting Room, and online experiences. You can expect the same high level of customer service we have provided in the past, and with a bit of time, even more. I can take on these extra responsibilities due to the continued support of the incredible staff here at Page Springs Cellars.

I have already had the pleasure of meeting many of you in our Tasting Room and I look forward to working with all of you as Wine Club Manager. Please say hi the next time you stop in at Page Springs Cellars.

NOTES FROM THE CELLAR

Unique in our Craft

by Corey Turnbull, Head Winemaker



Recently, I was reading some stats on wine production in the United States and it surprised me just how small the Arizona Wine Industry is... At 190,000 gallons produced in 2020, Arizona made a whopping .02% of wine made in the US, placing us 29th on the list right between the monster wine producing states of New Hampshire and Arkansas. Additionally, Page Springs Cellars production represents about 10.5% of Arizona wine, or .0021% of National production. By comparison, California produces 84.39% of wine made in the United States, which is a little over 40,000 times the amount we pump out of our cellar ever year.

But of all the different wineries in the US (and in the world for that matter), I have yet to find one example that produce as many different individual wines per vintage than us here at Page Springs. Since I have been given the helm of the production "ship" in 2017, we have bottled 197 different wines in those three vintages!!! The reason why so many, I believe, is that 1.) We are a reflection of the landscape of Arizona and the different varietals it provides and 2.) We celebrate different approaches to production such as fermentation methods, aging regimes, etc. to create unique expressions. To sum that up in simple terms, we are hardworking, passionate nerds who love trying different things.

I could go into how making this many different wines with so few grapes is not cost effective and requires a LOT more complexity and work (probably why nobody does it), but instead, I will explain how we make our decisions and

come up with all these blends in a given year. (Side note: as a joke, I was going to ask the wine club staff to put a "The More You Know" shooting star with Rainbow Logo at the top of this article, but was worried a lot of people wouldn't get it as well as us 1980s TV kids). We will see if they read this and do it anyways.

When fruit comes into the cellar, it does so by vineyard, variety and pick. We occasionally co-ferment some small batches (Syrah with a little Roussanne, etc.), or leave some stems in a whole cluster ferment, etc...but for most part, the majority of the wine stays "pure". After some initial aging and racking, we approach the lots for our decision making. First a Rose day early in the year. Then later on, we finalize whites, and even later in the spring/early summer, Reds (which last 3-4 Days)... and every time it goes in this **order**.

Imagine a table with like 50-70 glasses on it. Some are larger with more wine (Representing larger tank lots), some are small pours with glasses grouped in little lots representing barrel lots (each glass is from an individual barrel). Step one is to figure out our **Vineyard Designates¹** or VD's. For example, 2019 Colibri Grenache Pick 3 or 2020 Dos Padres Malvasia Bianca are two Vineyard

Designate wines. The majority of the time, this is only a portion of the barrel lot...so if only 3 out of 7 barrels make the cut, the remaining 4 get pushed down the line. Our feeling is that the VD wines are the purest expression of a Vineyard, Variety and Vintage that we have the pleasure of making every year.

After Vineyards Designates are done, then we move on to **Blended wines²** that represent already established House styles. Wines that our customers have grown to love such as Mules Mistake (our fruitiest, lowest tannin Red), El Serrano (our Flagship Mourvèdre-Syrah-Petite Blend), or ECIPS (our spiciest Red). These are only three examples of the many that we try to replicate every year.

Lastly, after all is said and done, whatever is left on the table falls out to our two house blends, the **Vino Del Barrio Blanca and Barrio Rojo³**. Most of the time, we have to back track and pull a barrel from a VD lot or readjust a small portion of a few blended wines to dial these last two blends in as we feel that the Barrio Blanca and Rojo are our best quality to price ratio wines and deserve equal attention because they have equal if not more adoration.

At any rate, I thought it would be insightful to explain how we come up with these blends every year. Trust me, the process is way more grueling than this small article would attest to. I don't even want to go into typing up all the text for the labels and ordering supplies...

TOURS

by Lauren Maldonado
Winery and Vineyard Tours Manager

I am going to tell you a story of the PSC grape that never made its way into a Page Springs wine. For years this grape was barely spoken about. In fact, it earned the nickname "the forgotten". I first learned about this red grape when I began working on the Vineyard Crew in January of 2014. I developed a love for tending to it, and I fought for its survival until fate had other plans... This is the untold story about Norton, AKA "Cynthiana".

In a small section of the Dos Padres Vineyard lived a grape called Norton. For those of you unfamiliar with this variety, Norton is a dark-colored grape native to North America. It is most notably used to produce full-flavored wines in Missouri where the grape is a mainstay and also goes by the name "Cynthiana". Tucked away in a tiny patch at Dos Padres is where I first met this grape. I've gotta tell you, this patch of vines looked rough. The vineyard was almost indistinguishable from the unkempt weeds that had reached towering heights. At first glance, I felt bad for the vines. No other vineyard block at PSC had appeared so dilapidated and neglected. It truly looked forgotten. Being the kind-hearted and nurturing person that I am, I refused to let these vines go unloved any longer. And so, my quest to save Norton began.

It took a lot of sweat to give that vineyard a makeover. Weeds came down, irrigation was repaired, and new baby vines were ordered and replanted to replace the dead ones that had faded into oblivion. It was starting to shape up and look promising. The 1st harvest was in October of 2014. The vineyard guys helped me pluck these cute little clusters from the vine, and we partially filled a few 5-gallon buckets of grapes. At that time, Andy, who was working with us in the vineyard had been making wine at home. Andy took the Norton grapes and made a delicious batch of wine (3 bottles total!) and it was named "Lauren's Block".



The following year the grapes were harvested again, but because there was only a small cluster yield from the vines, it was destined to be part of another project. I decided to use the Norton to make a Kolsch-style fruited beer! The pigment of the beer was beautiful, and it was actually quite refreshing! But the fun little projects with this grape varietal wouldn't last long. PSC had other plans for these vines, and understandably so...

Unfortunately, no amount of labor or love could save Norton. The vines weren't well suited for the site, nor productive enough for making a decent amount of wine for PSC. 2018 was the last year I saw Norton alive. I had left the Vineyard Crew to focus solely on Tours, and a white grape called Bourboulenc replaced the vines. And while I hate to admit it, the Bourboulenc is thriving way more than Norton ever did. But true love never dies! In my heart, Norton will always be remembered. My connection to the vineyards will always remain, and never again will Norton be forgotten!

Glomski Grapevine

Continued from page 1

on a celestial note, guess what happened next? Joseph was born the same year Josh's adoption was completed despite what my test and doctors had told me. We were now a family of four!

Soon thereafter we moved to the Santa Cruz Mountains where I had taken a job at David Bruce winery in Los Gatos. After a couple years, my wife left us unexpectedly (another very long story...) and I became a single father overnight. Things were hard but our love kept us together. I struggled through another year of working and parenting full-time, but, for other reasons, my time at David Bruce was coming to a close. I was ready to take the step I had been planning all along: travel back to Arizona and begin the process of planting my own vineyards and opening my first winery.

In a parallel story, for some time, I had been searching for the right area to settle down in and raise my boys while also trying to find the best place to plant grapes and build a winery. Wilcox, Sonoita, Kirkland, Skull Valley, Prescott and Page Springs were all on the list. In the end, Page Springs presented the best balance of a community where I wanted to raise my kids and somewhere I thought was viable for grapes and wine. And guess what? When I flew out (leaving the kids with some close friends) to find the right schools for Josh and Joe, I came upon a Montessori school in Sedona where a young, single mom (with two kids) named Gayle was working.

Another educator named Gwen hosted me at the school and when she heard I was a single dad she suggested I talk to Gayle to get perspective on the school and the community. Being the social guy that I am, I marched over to say hi to this woman I had never met and lo and behold, she was gone!?!? Yep... she saw me coming and hid behind the play structure. If you know me at all, I do not give up easily. I finally cornered her, introduced myself, and told her a bit of my story. As it turned out, she was pretty new to the area as well and had moved to Cottonwood

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TASTING ROOM

by Carly Kindom
Tasting Room Assistant Manager

Hi Wine Club Members! My name is Carly, and I'm looking forward to getting to know you all. I recently joined the Page Springs Cellars family as their new Assistant Tasting Room Manager in January and am loving it. So, who am I? How did I get here? Great questions! I was born and raised in a small Cajun town nestled on the bayous of South Louisiana. The people speak Cajun French, dance to Zydeco music, celebrate Mardi Gras (and everything else they can think of), throw crawfish boils, eat gumbo, and invite the town over for dinner. Genuine hospitality and a zest for life are embedded in the hearts and souls of the locals. One really cool thing I can say about my upbringing is that no matter who you are, once you are invited over for dinner, you are officially a part of the family. That's how I feel at PSC. I was welcomed with open arms by the staff, owners, and wine club members. I am so grateful!

Now, how does a Cajun girl end up in Page Springs, Arizona? Well, I loved the hospitality industry so much that I moved to New Orleans to attend the University of New Orleans and pursue my bachelor's degree in Hotel, Restaurant, and Tourism Administration. The first half of my hospitality career was spent working for Starwood Hotels and Resorts as a Group Sales Manager where I represented hotels in the Caribbean and throughout the U.S. In a nutshell, I worked with companies to book their meetings and conventions in the hotels I represented. I was working at the Sheraton New Orleans Hotel when Hurricane Katrina ripped through the area in 2005 and devastated the city. Starwood Hotels and Resorts was kind enough to relocate me to Connecticut and then on to San Diego. It was in San Diego where I left the hotel industry to immerse myself in the wine industry.



I spent 10 years dedicated to developing and managing a 17,000 square foot boutique wine and craft beer bar, event venue, wine retail store, restaurant, and wine storage facility (located all under one roof). It was a huge project but worth all the experience and knowledge that I will now share at PSC. In 2018, my partner and I shut the doors to the business to pursue new endeavors. Since I have a passion for health and wellness, I became a Certified Health Coach dedicated to helping people achieve vibrant mental, emotional, and physical health. Unbeknownst to me at the time, my love for nature, hiking, wine, and good food would place me right in Page Springs back into the first industry to capture my heart and soul... the hospitality industry. When Eric offered me the position, it was a no-brainer. I said, "Yes! I'd love to work with you and Page Springs Cellars!" So, I made the move and haven't looked back since. Looking forward to sharing many good times with new friends and family! Laissez les bon temps rouler! (Let the good times roll!)

Cheers!

Glomski Grapevine

Continued from page 6

with her two children, Jacob and Zoe, to get away from a less than ideal marriage in Alabama.

Joe and Zoe were both 3 years old at the time and Jake was 6 and Josh 7. The kids got along amazingly and about a year later we all moved in together in a small house below Echo Canyon Winery (another interesting story) just upstream from Page Springs Cellars. 18 amazing years have passed since then and our two youngest are just about to graduate from NAU and ASU. We raised these four kids together and built PSC as a team and a family. Who knows if one of our kids will ever take over the helm, one can only hope. But even if they don't, our little secret caterpillar will be there immortalizing what we all accomplished together. Although I am very much an existentialist, I also feel very blessed. While I have always gone after what I want and need with fervor, these five people - Josh, Joseph, Gayle, Jacob and Zoe have brought more joy, growth, and richness to my life than anything I can simply explain with my own will.



in this RELEASE

Quarter 2 Recommended Drinking Windows

Prima:

2018 Colibri Roussanne Barrel Ferment: **2021 - 2024**

2019 La Serrana: **2021 - 2024**

2019 Vino de la Familia Blanca: **2021 - 2025**

Friends:

2018 House Mountain Pinot Noir: **2021 - 2024**

2018 Highlands: **2021 - 2028**

2019 Vino del Barrio Rojo: **2021 - 2025**

Family:

2018 Highlands: **2021 - 2028**

2018 Anonymous: **2021 - 2024**

2018 Colibri Grenache: **2021 - 2024**

2018 Dos Padres Syrah: **2021 - 2028**

Cellar Door:

2018 House Mountain Pinot Noir: **2021 - 2024**

2018 Anonymous: **2021 - 2024**

2018 Colibri Genache 2: **2021 - 2024**

2019 Vino de la Familia Rojo: **2021 - 2025**

2018 House Mountain Petit Sirah: **2021 - 2025**

2018 Keeling Schaefer Mourvèdre: **2021 - 2024**

Inner Circle:

2019 Colibri Petite Verdot (IC): **2022 - 2030**

2018 Colibri Mourvèdre: **2021 - 2024**

2018 Colibri Genache 2: **2021 - 2024**

2018 Dos Padres Barbera: **2021 - 2030**

2018 Anonymous: **2021 - 2024**

2018 Highlands: **2021 - 2028**

