

Dear Private Vineyard Estate owner,

Greetings from The Vines of Mendoza!

Now that the harvest is over and the 2011 wines are safely in their tanks and barrels, a lot is still going on in our winery. The red wines are undergoing malolactic fermentation, a key process in order to enhance the body and flavor of the wine that makes it softer, rounder and richer.

Meanwhile, it is a relatively quiet time out in the vineyards. We have completed the pruning of all of the vines and they are now dormant, resting to get ready for the new season.

In the attached post-harvest vineyard report, we describe all of the activities that our vineyard management team has performed in your vineyard during the last three months.

We hope you find this information useful. If you have any questions, suggestions or concerns, please do not hesitate to contact us, as we are always happy to hear from you.

Thank you for sharing our dream and joining us on this quest to make amazing wine.

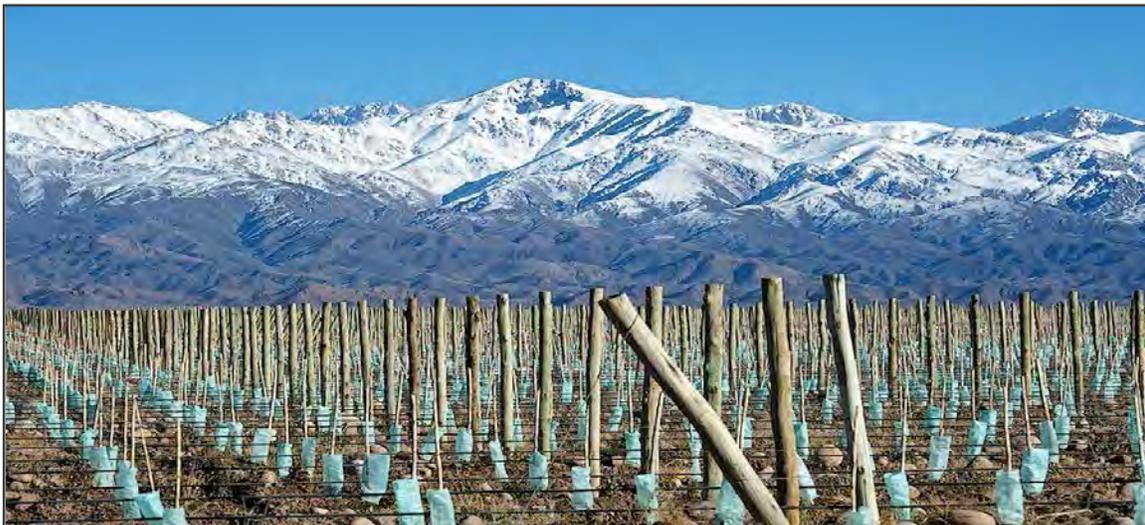
Michael & Pablo



Michael Evans  
Co-Founder



Pablo Giménez Riili  
Co-Founder



## WEATHER REPORT

During fall and winter, the vineyard is relatively quiet as the vines lie dormant and farming activities slow down. This year, we are having a typical winter, without much snow in the vineyard, except for a big storm the last week of July that left 4-6 inches of snow in the vineyard (this happens about once every 5 years). Average temperatures during the months of April through July were 65° F / 18° C (high) and 41° F / 5° C (low).

AVERAGE RAINFALL	
PERIOD	MM / INCHES
Apr 2011	0 / 0
May 2011	2 mm / 0.78 in
June 2011	0 / 0
July 2011	15.4 mm / 0.60 in

AVERAGE TEMPERATURE			
PERIOD	HIGH	LOW	AVERAGE
Apr 2011	25° C / 77° F	12° C / 54° F	18° C / 64° F
May 2011	19° C / 66° F	6° C / 42° F	12° C / 54° F
June 2011	15° C / 59° F	3° C / 37° F	9° C / 48° F
July 2011	15° C / 59° F	1° C / 34° F	8° C / 46° F



July 30<sup>th</sup> 2011 – Snowfall at The Vines of Mendoza Private Vineyard Estates

## OVERALL VINEYARD DEVELOPMENT

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*During the second quarter, as we move from fall to winter, the vines lose their leaves and slowly enter dormancy. By the end of June, the start of the winter season, we performed pruning.*

### ANNUAL VINE CYCLE

Leaf drop: This stage is one of complex physiological changes within plants. During the fall, the process of photosynthesis continues, producing carbohydrate reserves to store in the vines' roots and trunks. This continues until an appropriate level of reserves has been stored. At that point, the chlorophyll in the leaves begins to break down and the leaves change color from green to yellow. Following the first frost, the leaves begin to fall as the vine starts to enter its winter dormancy period.

### VINEYARD MAINTENANCE | Fall Season

#### Fertilization & Irrigation

In April, your vines were irrigated at low flow rate. Then, from May to July, we irrigated your vineyard only twice a month to maintain the moisture of the soil. We did not apply any fertilizer due to the fact that during the winter months the plant is dormant and needs minimal resources.

#### Irrigation System Maintenance

Tasks for the proper maintenance of the irrigation systems were the same ones performed during the first quarter: tightening of hoses, if needed; checking the drip emitters to be sure they are in good condition, cleaning of filters, etc.

### TRAINING & TRELIS SYSTEM

During the months of May and June, we performed standard maintenance tasks including replacement of growing tubes, training stakes and tightening of the wires where necessary.

### PRUNING

Winter pruning is performed during the vine's period of dormancy, typically over the winter months. In young vines, like yours, this is



one of the most important tasks to carry out in the vineyard as it defines the structure of the vine for years to come. In older vines, winter pruning becomes critical to controlling the crop size, the quality of the grapes and to keep the growth of the vines manageable.

There are several ways of pruning vines, but our Vineyard Development Team, together with our consultants Diego Reina and Santiago



Unpruned vine

Achaval, agreed that the best option was to prune all vineyards in accordance with the bilateral cordon system. With this method, the vines have a short trunk, about 19 in / 60 cm, and have 2 permanent branches, or cordons, which are trained along a wire on both sides of the vine. The cordon, which is never pruned away, bears a number of spurs, which are subject to spur pruning each year. The annual pruning removes the previous years fruiting canes or spurs. Because fruit is only produced on shoots growing from one-year-old canes, healthy new canes must be produced by the vine every year.

In the pruning performed this year in June, we selected the strongest shoots which at the end of the season, once they become hard and woody, are called canes that will form the two bilateral cordons. From these cordons we will select the best shoots for the next growing season. The final step of the pruning process is tying the canes to the wire to guide the vine's growth.



Pruned vine

## VINEYARD DEVELOPMENT SCHEDULE

After pruning, we will increase the irrigation flow rate in order to prepare the plant for bud break. The goal is to create a homogeneous humid environment for the roots so that when the outer weather conditions are appropriate in the spring, the plant is surrounded by sufficient water to start bud break in the most efficient way.

## CONCLUSION

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We are very pleased with the overall progress of the vineyards. The plants are well established and heading towards maturity. Throughout our fall, we focused on pruning, which is critical to the development of the vines. Assuming Mother Nature cooperates, we anticipate an excellent growing season and amazing grapes!

Thank you for your support and trust. If you have any questions or concerns, please do not hesitate to let us know.

