

Dear Barry,

Greetings from The Vines of Mendoza!

We are writing to give you an update on the work that went on in your vineyard during the growing season and share some exciting news about our recent crush. Last week we concluded a 2 ½ month harvest, where we hand-picked approximately 14,528,000 grapes. All of the fruit is now safely in tanks and barrels and we are set to produce approximately 170,000 bottles of wine this year.

By the numbers:

- 240,000 kilos of grapes entered the winery (18,160 bins)
- 161 fermentations
- 102 stainless steel tanks (70% are tiny 1 ton fermenters)
- 24 barrel fermentations of Malbec

The whites will be bottled in June; the other premium wines will be bottled early next year. Our super premium wines will stay in barrel for 10 to 14 months before going to bottle. We are extremely pleased with the vines and the quality of grapes they are producing in the Private Vineyard Estates. This is product of not only Mother Nature but also the hard work of our agronomists, vineyard farming team and winemaking team.

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

In the first quarter of 2011 (January through March), the weather was hot and we experienced more rainfall than usual in the month of February - approximately 75% higher than average. Rain typically slows down the production of sugar and the development of tannins, pushing back harvest dates, but does not generally decrease quality of the fruit as long as there is time and the proper space between berries for the grapes to dry out. In extreme cases, it can cause grapes on the vine to rot, which makes sorting and fermentation management very difficult. Most varieties are not affected by rain during harvest. Certain grapes, however, such as Tempranillo, Syrah, Pinot Noir, Mourvedre, Grenache, Viognier and Sauvignon Blanc are more susceptible to bunch rot than most other varieties, as they have either thin skins or tight clusters. Malbec is relatively resistant to the effects of rain.

This year, between the months of January and March, average temperatures were 95°F / 35° C (high) and 52° F / 11° C (low). The following is a chart with monthly details of rainfall and temperatures during summer.

AVERAGE RAINFALL	
PERIOD	MM / INCHES
Jan 2011	20.2 mm / 0,78 in
Feb 2011	73.4 mm / 2,87 in
Mar 2011	21.6 mm / 0,86 in

AVERAGE TEMPERATURE			
PERIOD	HIGH	LOW	AVERAGE
Jan 2011	37°C / 98°F	14°C / 57°F	25°C / 77°F
Feb 2011	36°C / 96°F	13°C / 55°F	23°C / 73°F
Mar 2011	34°C / 93°F	7°C / 44°F	22°C / 72°F



## OVERALL VINEYARD DEVELOPMENT

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*During the first quarter of 2011, we focused on irrigation and fertilization and pest and fungus control.*

### ANNUAL VINE CYCLE

During the first three months of the year, the vines move from the growing phase to the ripening phase. Irrigation and fertilization are essential to the vine during the growing phase in which the berries start to develop and change color. White grape varieties turn yellow for white varieties and dark red for red ones. This last process is called veraison, a viticultural term meaning “the onset of ripening”. Canopy management, together with pest and fungus control, are also key factors to growing healthy plants and good quality fruit.



Grapes undergoing veraison

### VINEYARD MAINTENANCE | Summer Season

#### Fertilization & Irrigation

Irrigation takes on additional importance during the summer months as temperatures can reach 113° F/ 45° C. Our irrigation system works 24 hours a day during this time. The amount of water a vine receives controls its growth and vigor, and eventually the quality of the fruit it will produce. During the growing phase, the vine needs an adequate amount of water (4-5 mm/day) to grow and develop the canopy, which will allow grapes to absorb nutrients and increase complexity to the grapes. When we are irrigating at maximum capacity, it is referred to as high flow rate. We used a high flow rate from the beginning of the growing phase through February.

Once the vines are in the ripening phase we concentrate on the quality of the grapes and reduce the amount of water to 2-3 mm/day. This water reduction will enhance color, and concentrate flavors and sugar via a controlled grape dehydration, process also known as water restriction. When water is being restricted, it is referred to as low flow rate. We used low flow rate irrigation in your vineyard throughout the ripening phase in March and April.

As for fertilization, it is designed to raise the supply of soil nutrients to the levels required and helps develop a great quantity of shoots and leaves. We assisted vine growth during January by utilizing a soluble nitrogen-based fertilizer, which is injected directly into the irrigation system. This procedure is known as “fertigation”.

## Vineyard Floor Management

Vineyard floor management encompasses weed control. The techniques we used in your vineyard were: herbicide application, cover crop mowing and weed removal.

The cover crop grows between the rows and primarily adds organic matter and nutrients to the soil. It also protects the soil against water



Cover crop

and wind erosion. Cover crops are also beneficial for the roots as they help maintain humidity by absorbing excess water after heavy rains, and avoid extreme dehydration by increasing the water holding capacity of the soil. During the first quarter, we mowed the cover crop in your vineyard in between the rows in January and March.

Weeds are controlled to reduce competition for nutrients with the vines, to improve air circulation to reduce the incidence of disease, to reduce competition for sunlight and to make labor during harvest easier and more efficient. In your vineyard, weed management is carried out by the application of herbicides. In January and in March

we applied approximately 1.6 liters per acre sprayed in a 3-4 ft wide strip along each row.

## Canopy Management

Having selected the best shoots during the months of spring, we positioned them vertically by placing them between the wires of the trellis system. In March, we carried out "topping" in your vineyard. This activity consists of cutting any shoots that exceed 40 cm / 15 in from the top wire in order to control vigor and avoid shading the fruit of the adjacent row.

The goal of shoot positioning and topping is to maximize sun exposure of clusters and leaves. The result is a more efficient photosynthetic process which will ultimately generate better fruit.

## Disease Prevention

We used a mechanized sprayer, and also applications with a backpack sprayer for pest control, particularly against ants. During March we sprayed pesticide between rows and around the perimeter of your vineyard. For fungus control, particularly Powdery Mildew and Downy Mildew, we used mechanized sprayers. We used copper and sulfur as fungicides which are products authorized for use in organic vineyards.

To address the risks created by rain this year, especially bunch rot, we applied a state-of-the-art fungicide called Switch (Syngenta Lab) directly to the grapes, which allows air circulation through the canopy and inhibits fungus development.

## VINEYARD DEVELOPMENT SCHEDULE

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During the second quarter, the vines will lose all their leaves and slowly enter dormancy. We have started preparing the vines for winter season by decreasing irrigation to a minimum. Pruning tasks will follow in June.

## CONCLUSION

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This growing season was a real success. We are very proud and thrilled about the amazing quality of the grapes. Each year, the quality and intensity improves and the vines strengthen. We are in the right track and look forward to sharing your wines with you.

Thank you for your support and trust. If you have any questions or concerns, please let us know.

