



## FAQs ~ Reflecting on 2005

Before computers, I had mom & dad to answer all of my Frequently Asked Questions or FAQs for short.

FAQs are as ubiquitous in the wine industry as they are in the Information Technology field where I have my M-F job.

I am dedicating this column to my late father Howard Phillips, who passed away in December 2005; as a way of acknowledging the patience he showed me in answering my many FAQs and to answer some of the questions I know he would have asked me about the 2005 vintage. Questions about the harvest, this past winters rainy season, and where Inspiration Vine-

yards is heading in 2006.

Q. Was 2005 a good year?

A. The #1 FAQ. We are very optimistic about the outcome of the 2005 vintage. So far, all the wines in barrel are tasting great and are getting better and better with each month. It's still a bit early to know if it will be an outstanding year for California wine, but most believe that 2005 will go down in the record books as a very good year.

We had a very wet spring, followed by a cooler than normal summer, followed by a long, dry, and cooler than normal fall. Because of the late spring rains, our Pinot Noir crop levels came



"A day at the beach"  
Howard, Laura & Jon

in short; the rains knocked off buds during the formation of the grape clusters. However, conditions on our estate where we grow our Chardonnay were ideal for record producing crop levels. For many, it was a long

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### Find out about upcoming events on our website:

- \* Bottling Day ~ August 7th
- \* Jimtown Winetasting ~ August 12
- \* Grape-to-Glass ~ August 19th
- \* Family Winemakers event at Ft Mason ~ August 20th and 21st

## Let us inspire you with our 2004's (before they are all sold out!)

Released in March 2006, our 2004 vintage marks our 3rd commercial release as a winery. Along with our line-up of Pinot Noir, estate Chardonnay and Old Vine Zinfandel, and our Zinfandel from Alexander Valley, we are pleased to announce the release of our first Cabernet Sauvignon from the 2003 vintage year.

Since their release in March, we have seen a steady stream of sales that have validated our winemaking efforts and our commitment to making food friendly wines available at a fair price.

In addition to making some new friends at the winery, we have established some

really great commercial accounts that have helped broaden our distribution and now make our wines available in some really great venues, both retail and restaurant.

Here is a brief recap describing each of our new releases. We encourage you to not wait too long to place an order because these wines are moving out the door fast.

### 2004 Chardonnay Estate, Russian River

From our very own vineyard in the Russian River Valley, we are going on record to say that our 2004 vintage is our best Chardon-

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## For a limited time only, buy our 2003 vintage while supplies last!

Making and then selling wine is an interesting experience. At harvest, hoping that everything will turn out well, you follow time honored traditions for making your wines. Once bottled, you still won't know for sure what the outcome will be until several months later, and then it's really a matter of years before you can really be satisfied with your efforts.

Certainly a good goal for a new winery is that you want your customers to find enjoyment with the finished product and then tell others about their discovery! Our 2003 vintage was our second commercial release, and first vintage of wines that were entirely produced at our winery on Olivet Road. As harvest came, anticipation along with some anxiety followed about what was to come of the 2003 vintage; the quality of finished wines; and acceptance by you, our customers.

Our validation has come by way of 2 Silver medals and 1 Bronze medal received at the 2005 Sonoma County Harvest Fair, and by folks like you who have been buying our wines and telling friends to get Inspired. Sadly, each vintage of wine made has a finite availability. Our 2003 Chardonnay is now sold out. Our Estate Old Vine Zinfandel, Carneros Pinot Noir and Alexander Valley Zinfandel all have approximately **7 remaining cases** each.

Until **August 15th**, the 2003 vintage Estate Old Vine Zinfandel, Carneros Pinot Noir and Alexander Valley Zinfandel will be available at 2003 prices. Case discounts/club member discounts will apply. After August 15th, our remaining inventory will enter our wine library. Please don't hesitate while they're still available. Orders will be processed on a first come, first served basis. If requested, we will hold off shipping your order until the weather cools, however you must purchase before August 15th. Thank you all for your support!

### Where you can find our wine:

Wine placement in retail shops and restaurants requires patience and tenacity. We still get very excited with each new account. If you have a favorite place where you would like to see our wines, please tell the proprietor that you want them to get Inspired!

#### Retail

- Jimtown Store, Healdsburg
- Salt Creek Wine Company, Laguna Niguel
- SCD Trading / Trade River Winery, Wisconsin
- Vine Life, Guerneville
- Wine & Cheese, Duncans Mills
- Whole Foods Market, Los Gatos store only

#### Restaurants

- Albion River Inn, Albion
- Equus (Fountain Grove Inn), Santa Rosa
- Graffiti, Petaluma
- John Ash & Company, Santa Rosa
- MacCallum House, Mendocino
- Neumanali, Hayward
- Noonan's Bar & Grill, Larkspur
- Vivace Ristorante, Belmont

#### Online

- [www.bottlenotes.com](http://www.bottlenotes.com)
- [www.vinunici.com](http://www.vinunici.com)
- [www.andreammer.com](http://www.andreammer.com)

### FAQ's

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and drawn out harvest requiring a lot of patience, and in some cases nail-biting tension as we waited for our fruit to ripen so we could get it harvested before the fall rains started.

Q. What is the best month for making wine?

A. When the grapes are ripe. Believe it or not, I have been asked this question a number of times in different ways. Grapes only set one crop per year. In fact, did you know that coffee beans only produce a single crop per year, too? Because some of the larger wineries buy fruit from all around the world, it would seem like grapes are available for winemaking year around. In Sonoma County, our harvest season begins in late August and generally ends by mid October.

Q. How did all of the winter rains and floods effect you?

A. Since we don't live in a floodplain and because our grapes were dormant, the answer would be "positively!" Our dry farmed, Old Vine Zinfandel will be rewarded with a very full water table that the vines will use throughout our dry summer months. We are expecting another good year.

Q. Do you stomp your grapes like Lucy does, in that famous episode of I Love Lucy?

A. No, but I have been tempted to so that I can show off my purple feet!



"Punch Down 2002"

Howard & Jon

## our 2004's

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may to date. Look for us to focus more attention on this wine in the future, as we make our Chardonnay one of our primary specialties. **Tasting Notes:** A full and rich mouth feel with crisp acidity and warm flavors of melon, citrus and pears. Approximately 150 cases were produced.

### 2004 Pinot Noir Los Carneros, Sonoma County

Our Pinot Noir has become a real crowd pleaser with our 2003 vintage winning a silver medal in last year's Sonoma County Harvest Fair. We believe that our 2004 vintage carries on where the 2003 left off! Our fruit comes from a small hand tended vineyard owned by the Martin family near the town of Sonoma. **Tasting Notes:** Medium bodied and earthy, with layers of black cherry, strawberry and tobacco flavors. Approximately 200 cases were produced.

### 2003 Cabernet Sauvignon Dry Creek Valley

Our newest addition to the line-up, we are privileged to work with grape grower Brian Gallaway in making this wonderful wine. We use 25% of Brian's Merlot along with the Cabernet Sauvignon to make a wine that is complex, layered with lots of berry flavors while also making it readily approachable with a soft tannin structure. **Tasting Notes:** Full bodied, with concentrated flavors of cassis, blackberry and hints of tea on the nose with concen-

trated layers of berry flavors that provide a long smooth finish. Approximately 140 cases were produced.

### 2004 Zinfandel Estate Old Vine, Russian River Valley

Talk about rich intensity in a wine. We had an extremely dry year in 2004 that dramatically reduced our yields, creating a wine that is very rich and concentrated along with being scarce. Wine critic Dan Berger gave us a really great review that almost immediately started the phone ringing. Too bad only 25 cases were made! **Tasting Notes:** Full bodied, with concentrated flavors of cranberry, cherry and raspberry layered with hints of white pepper and cardamom. This wine has a solid tannin structure, making it age worthy for at least 10 years.

### 2004 Zinfandel Alexander Valley

Grown exclusively for us by Luigi Muzzin, this is the kind of Zinfandel that could be served every day at supper. Our goal is to make a fun, every day kind of wine that has great fruit flavors, light tannins and low alcohol so that you can enjoy it with food. **Tasting Notes:** Light bodied, with lots of raspberry and cranberry fruit flavors and black pepper on the nose. Approximately 175 cases were produced.

Available Releases	Bottle Price	Case Price (10% discount)	Club Case Price (15% discount)
2004 Chardonnay ~ Estate, Russian River	\$18.00	\$194.40	\$183.60
2003 Pinot Noir ~ Los Carneros, Sonoma County (*)	\$23.00	\$248.40	\$234.60
2004 Pinot Noir ~ Los Carneros, Sonoma County	\$24.00	\$259.20	\$244.80
2003 Cabernet Sauvignon ~ Dry Creek Valley	\$25.00	\$270.00	\$255.00
2003 Zinfandel ~ Estate Old Vine, Russian River (*)	\$19.00	\$205.20	\$193.80
2004 Zinfandel ~ Estate Old Vine, Russian River (*)	\$28.00	\$302.40	\$285.60
2003 Zinfandel ~ Alexander Valley (*)	\$19.00	\$205.20	\$193.80
2004 Zinfandel ~ Alexander Valley	\$19.00	\$205.20	\$193.80
(*) Limited Availability ~ v2003 prices change on 8/16			

## To order our wines:

Use our secure website at <https://www.inspirationvineyards.com/winestore.html> to join our club or order online, or complete this form and fax it back to us at: **707.237.4980**. By joining our wine club, you can also save 15% off of your order.

Available Wines	\$ Each	Order Qty	Extended Total Amount
2004 Chardonnay, Russian River Valley, Estate	\$18.00		
2003 Pinot Noir, Los Carneros	\$23.00		
2004 Pinot Noir, Los Carneros	\$24.00		
2003 Cabernet Sauvignon	\$25.00		
2003 Zinfandel, Alexander Valley	\$19.00		
2004 Zinfandel, Alexander Valley	\$19.00		
2003 Zinfandel, Russian River Valley, Estate Old Vine	\$19.00		
2004 Zinfandel, Russian River Valley, Estate Old Vine	\$28.00		
<input type="checkbox"/> <b>Yes</b> — Join Club (03 CSDC, 04 CHRR, PNLC ZNRR, ZNAV)	\$95.00		
Sub Total			\$
Case Discount (10% for qty of 12 btls)	- or -	%	\$
Club Discount (15% entire order)			\$
Discounted Sub Total			\$
California State Sales Tax	8.0%		\$
Shipping (see chart below) <input type="checkbox"/> <b>HOLD FOR WINERY PICK UP</b>			\$
<b>Total</b>			\$

**Special Notes and Directions:**

Address and Billing Information

Name	
Street Address	
City, State, Zip	
Phone Number	
Email Address	
Visa / MC & Exp.	_____ : ____ / _____

Shipping Address

Company / Ship To Name	
Street Address	
City, State, Zip	
Phone Number	
Day Phone	

**I certify that I am over 21 years of age.**

SHIPPING & WINE ORDER PICK-UP

If you want us to hold your order for winery pick up, or to delay shipping until the weather is cooler, please let us know. **Did you know that you can save on shipping by using a business address?**

Because shipping laws are always changing, please contact us at the winery for a shipping quote or direct ship status of your state if you do not see it listed in our chart.



State	1/2 case	case	Non Biz Address
CA, CO, OR	\$16	\$25	+ \$3
CO, ID, NM, OR, WA	\$18	\$28	+ \$4
IA, IL, MO, MN, WI	\$25	\$37	+ \$5
DC, FL, OH, WV	\$28	\$43	+ \$5