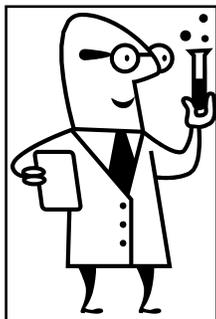


Risky Business¹



We just received a solicitation from a company promising to help us make a 90+ point rated wine. All we have to do is send them a wine sample and they will measure a certain set of its chemical compounds that are responsible for color, texture, richness, etc. They then measure our wine's chemistry, using sophisticated computer software, against those wines that have received high numerical ratings from established wine critics.² Assuming your wine doesn't possess 100 point DNA, they offer consultation to help get you there.

Now, I'm not opposed to using technology to improve your quality of life or wine, but this sounds even less exciting than on-line dating. Using an outside source to measure and subsequently help you manipulate, adjust or craft a fine wine takes all of the fun or challenge out of winemaking. I understand why winery owners would engage in this process, especially if their wines have been scorned by the wine press. It makes good business sense. Highly rated wines consistently fetch higher prices.

Stepford Wines?

As you might have guessed, I have a problem with this method of making wine "by the numbers." For one, I can't imagine any formula that can measure vintage specific aromatics, or acid balance, or typical vineyard characteristics. But even if the computer could do this, using it indicates a lack of self trust on the part of the owners and winemakers. It reminds me of HAL in *2001: A Space Odyssey*: "Your tannins are too green Dave." Real winemakers get turned on by a challenging vintage, because they almost always learn something that will be of value in subsequent years. If you are in business to play the game, go after it—even it means you might occasionally lose.

Similarly, I understand why on-line dating is attractive to folks who, like many people, have failed at finding the perfect mate. Having a computer match your profile with prospective mates must surely help take the risk out of what is an imperfect process. Though it works for many people, it takes the edge out of what is a fascinating and truly human process. At some point the computer cannot predict what will happen when the two people get together (though, the chemical analysis of a perfect kiss might be interesting). True love mandates human involvement in an unpredictable proposition; one that can provide exhilaration and/or disappointment. The reward *and* the process are worth the risk of failure.

Call us egotistical, but we are going to eschew this technologically safe method of creating wine through chemistry. For better or worse, you will have to trust Sébastien Pochan and me to do the right thing. Well, at least Sébastien will do the right thing.

Mick

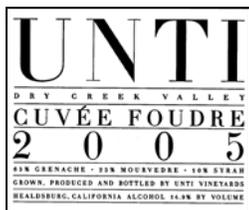
"SLOW NEWS" MOVEMENT

As a founding member of "Slow Newsletter Movement", I'm appropriately late getting this piece out. Surprising, considering it's boring content, isn't it? Here is a sample of the yellow sticky notes left on my desk lately: "Slow Hand", "Slow Ride, (take it easy)", "Bang the Drum Slowly", "Slowly I turn, (step-by-step)", "A Slow Song", "Slow Burn".....no respect. MU

¹ Fans of the 1980's may recall images of Tom Cruise and The Talking Heads song *Swamp*, "Let's go high. High, high, high, high, high."

² For a good explanation of what Enologix does, see David Darlington's piece in the NY Times, August 7, 2005.

2005 Cuvée Foudre: Pièce de Resistance



I doubt any outside winemaking service would have ever considered making our 2005 Cuvée Foudre. We had one of those pleasant dilemmas with our Mourvèdre in 2005. Our original planting, 500 vines next to our Grenache, produced one of our best wines. It had inky color with incredible aromas of black pepper, cherries and raw meat (sultry salumi!). We thought about bottling it as a separate varietal but we weren't sure about achieving consistent quality from Mourvèdre in Dry Creek every year...and we only had enough to make 75 cases. So we postponed the precedent of bottling a separate Mourvèdre in 2005.³

Sébastien proposed a more rational choice of blending our star Mourvèdre in a special *cuvée* that included our best lot of Grenache (an Alban selection on 420-A rootstock) and unique batch of new clone Syrah that was whole-cluster fermented.⁴ We then aged this blend in a 620 gallon barrel the French call a *foudre*, hence the very clever name.

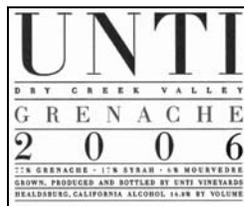
From the very initial stages of our blending trials, this wine has been a personal fav of both Sébastien and me. It differs from our 2005 Grenache by being more precise and complex. The aromas have pepper, dried herbs, a seriously smoky side of Grenache, raspberry, and licorice. If the aromas don't remind you of Châteauneuf-du-Pape, tasting the wine surely will. All at once the wine has richness, balance and finesse in an eminently savory wine that will surely age well over the next 5 to 7 years. We only made 260 cases (that is what one foudre holds, for those of you scoring at home). Obviously, with this limited supply we will sell out of the wine quickly.

2005 CUVÉE FOU DRE	
Blend: 65% Grenache, 25% Mourvèdre, 10% Syrah	Cases Produced: 260
Harvested: 10/20/05 through 10/26/05	Alcohol: 14.9%
Total Acidity: 0.63g/100ml	pH: 3.70
Agging: 13 mos. in 620 gal. French oak foudre	Bottled: 12/5/06

³ We have since bottled a Mourvèdre from the 2006 vintage, but that is for another day.

⁴ We also bottled *this* lot of Syrah separately as a Reserve Syrah, confirming a point previously made—we just can't control ourselves when it comes to creating more Unti bottlings.

2006 Grenache: Dry Creek *Chambolle?* Dream on.



In 2007, we crushed more Grenache than any other grape variety for Unti Vineyards. Yes, you heard correct. Most sane Dry Creek wineries have properly chosen Zinfandel to be their highest volume red wine because that is what the current market clearly demands. As much as we love Dry Creek Zin (more on that later), we feel Grenache produces a more complex and interesting wine here. This 2006 is a prime example of our reasoning.

2006 was a cooler than normal vintage, which generally resulted in very fruity and spicy aromas in most of our wines. Our Grenache reflects this character so much, that it has me thinking of *Chambolle-Musigny*, one of my favorite villages in Burgundy. Before you crucify me for insulting this revered ground in the Cote d' Or, understand that I'm not saying our Grenache is Burgundy. I just think that Grenache made from a cooler vintage can have aromas of cherries and spice that are more commonly found in Burgundy (Pinot) than in the Southern Rhone (Grenache).

My comparison is not completely without merit (as opposed to most of my opinions). Many years ago, I heard the owner of Château de Beaucastel, the famed Châteauneuf-du-Pape winery, say that vineyards in the southern Rhone pre-phylloxera era were planted with less Grenache than today. When vineyards were replanted, Burgundy negotiants apparently convinced growers to plant more Grenache, thinking it would be a nice addition to their red wines in the many vintages that needed help. Obviously, this was also prior to the Appellation Controlée laws, which would never allow Burgundians to use Grenache from the Southern Rhone in their wines.

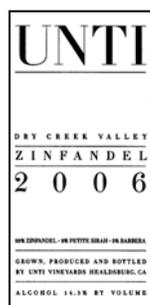
Even if there is a touch of folklore to the story, our 2006 Grenache illustrates his point. It is a beautiful example of how Grenache based reds can be aromatic, complex, powerful, and pretty all in the same glass—much like my favorite Burgundies. This year's blend includes 17% Syrah and 6% Mourvèdre, both from

(Cont. on pg. 3)

our winery block. All of this wine was aged in 620 gallon foudres, so you know it will not be a simple new world Grenache. 990 cases produced.

2006 GRENACHE	
Blend: 77% Grenache, 17% Syrah, 6% Mourvèdre	Cases Produced: 990
Harvested: 10/20/06 through 10/23/06	Alcohol: 14.9%
Total Acidity: 0.59g/100ml	pH: 3.76
Aging: 13 mos. in 620 gal. French oak foudres	Bottled: 12/6/07

2006 Zinfandel: Girth of Cool



I had a nice conversation with Doug Nalle the other day. As is usually the case with Doug, our conversation went all over the place; but at some point, we always seem to express our mutual preference for wines that aren't overwhelmed by alcohol. As you may know, Doug doesn't refrain from expressing his opinions. Hmm, wonder why we get along so well.

Doug's tremendous knowledge of wines from around the world inspires his convictions. Regardless of your opinion of his wines, Nalle has always made Zinfandels you could drink at the table with food. When Dad and I first started drinking Dry Creek Zinfandel, Nalle's Zins, either at Quivira or under his own label, were some of our favorites. His wines were compelling examples of why Zinfandel is so interesting when grown in this valley.

This 2006 Unti Zin reminds me of those made in the late '80s/early '90s. It is big, very dark, with incredible juicy fruit. Not only that, but it has great structure and richness for a wine that is only 14.5% alcohol.⁵ Oh, by the way, it is dry. The cool growing season, particularly at harvest allowed us to pick our Zin at ripeness without incurring the usual number of raisins on every bunch. This kept the flavors from being too jammy and prevented the alcohol from getting too high. Additionally, this was the second year we had farmed this vineyard block biodynamically, and the vines seemed to be in better shape toward the end of their growing cycle.

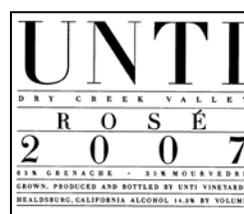
Any time we use less than 10% Petite Sirah in the

⁵ Upon review, Dr. Bob Baer, my esteemed editor, remarked, "...only? Holy cirrhosis, Batman!"

wine, it is a good indication that we really liked the Zin that year. We also opted to blend 3% Barbera, which gives this wine a nice snappy finish. It is by far my favorite Unti Zin, and that is saying a lot after the 2005 vintage. 1,710 cases produced.

2006 ZINFANDEL	
Blend: 88% Zinfandel, 9% Petite Sirah, 3% Barbera	Cases Produced: 1,710
Harvested: 9/19/06 through 9/28/06	Alcohol: 14.5%
Total Acidity: 0.59g/100ml	pH: 3.73
Aging: 11 mos. in French oak (25% new)	Bottled: 9/10/07

2007 Rosé: Music from Big Pink? ...more like Onion Skin



As in the past two vintages, this 2007 Rosé is 65% Grenache and 35% Mourvèdre. Normally we make Rosé by the *saignee* method of bleeding juice off of crushed red Grenache and Mourvèdre

prior to the cold soak. This year we decided to take a few tons of newly grafted Grenache and Mourvèdre vines and directly press the grapes. We felt that these vines would make better Rosé than red.

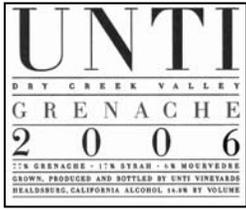
Over the past several years, our Rosé has become more Bandol-like, even though the percentage of Mourvèdre has remained about one third of the blend. Just like my favorite Bandol Rosé, this wine has a classic copper/onion skin color, complex aromas of fruit, pepper and smoke. It is richer than the color indicates, with the above flavors and a nice dry grip in the finish. We stopped the malolactic fermentation to retain crisp acidity. It is *très provençal*, and we actually will have enough to get you through the summer. 950 cases produced.

2007 ROSÉ	
Blend: 65% Grenache, 35% Mourvèdre	Cases Produced: 950
Harvested: 9/7/07 through 10/11/07	Alcohol: 14.3%
Total Acidity: 0.67g/100ml	pH: 3.55
Aging: Stainless steel tanks	Bottled: 3/27/08

When placing your order in the **summer**, please note that we will hold the wine until the **fall**, when it is cool enough to ship.

UNTI VINEYARDS
 4202 Dry Creek Road
 PO Box 1899
 Healdsburg, CA 95448

PRESORTED
 FIRST CLASS
 US POSTAGE
 PAID
 PERMIT #470
 SANTA ROSA,
 CA



2005 Cuvée Foudre
2006 Grenache
2006 Zinfandel
2007 Rosé

Ordering Information: Mail this form to **Unti Vineyards, PO Box 1899, Healdsburg, CA 95448**; or, fax it to **(707) 433-5591**; or, email us from the Store page at www.untivineyards.com; or, call us at **(707) 433-5590**. Use the same methods to contact us for **scheduling tasting appointments** and purchasing on-site.

Today's Date ___ / ___ / ___

Shipping Information:

Residence (add \$4 to Shipping) Business

Name: _____

c/o Business: _____

Address: _____

City: _____

ST: _____ DOB req'd for OH, HI & WI ___ / ___ / ___

Zipcode: _____

Phone#: _____

Email: _____

Available:

Available:	# Bottles	Price	Extension
2007 Rosé		@ \$18 =	
2006 Zinfandel		@ \$26 =	
2006 Grenache		@ \$30 =	
2005 Cuvée Foudre		@ \$50 =	
2006 Barbera		@ \$26 =	
2004 Syrah		@ \$26 =	
		Subtotal =	
(6-11 bottles = 5%, 12-35 = 10%, 36+ = 15%) Discounts =			()
New Subtotal =			
(CA = 7.75%; Other states, call for rate) Taxes =			
(Use chart & add \$4 for Residential address) Shipping =			
TOTAL =			

Payment Information:

Charge to Credit Card below or Check enclosed

Visa/MC # _____

Expiration Date: ___ / ___ / ___ Ver#: _____

Signature: _____

Billing Address (if diff. from above): _____

SHIPPING TO A BUSINESS RATES (Subject to change)		
State*	6 Pk Box (4-6 btls)	12 Pk Box (7-12 btls)
Northern CA	\$14 - Ground	\$19 - Ground
So. CA, CO, ID, NM, NV, OR, WA, WY	\$17 - Ground \$26 - 3Day \$32 - 2Day	\$25 - Ground \$45 - 3Day \$54 - 2Day
IA, MO, NE, ND, MN, TX	\$21 - Ground \$37 - 3Day \$49 - 2Day	\$33 - Ground \$65 - 3Day \$79 - 2Day
CT, DC, FL, GA, IL, LA, NC, NH, NY, OH, VA, WI	\$23 - Ground \$42 - 3Day \$52 - 2Day	\$38 - Ground \$73 - 3Day \$89 - 2Day
AK, HI	\$55 - 2Day	\$89 - 2Day
Add \$4 if shipping to a Residential address. *If your state is not listed, call for options.		

*Purchasers must be 21 or older.
 An adult signature will be required at delivery.
 Shipping only to states where permitted by law.*