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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

|                        |   |
|------------------------|---|
| Proceeding             | 91181755  |
| Party                  | Plaintiff<br>Franciscan Vineyards   |
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| Submission             | Motion for Summary Judgment   |
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| Signature              | /Stephen L. Baker/  |
| Date                   | 12/04/2008  |
| Attachments            | Motion for Summary Judgment.pdf ( 23 pages )(578056 bytes )<br>Peterson Declaration w Exhibits.pdf ( 167 pages )(16549818 bytes )                             |

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|-----------------------------|--------------------------------------|
| FRANCISCAN VINEYARDS, INC., | Opposition No. 91181755              |
| Opposer,                    | Mark: BLACK RAVEN BREWING<br>COMPANY |
| v.                          | Serial No. 77223446                  |
| BEAUXKAT ENTERPRISES, LLC   | Filed: January 8, 2008               |
| Applicant.                  |                                      |

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**OPPOSER'S MOTION FOR SUMMARY JUDGMENT  
AND BRIEF IN SUPPORT THEREOF**

Opposer, by its attorneys, moves pursuant to Federal Rule of Civil Procedure 56, for Summary Judgment, denying registration of Applicant's application Ser. No. 77/223,446 for the mark BLACK RAVEN BREWING COMPANY for beer on the basis of priority and likelihood of confusion. Opposer requests suspension of this matter pending disposition of this Motion.

I. **INTRODUCTION AND BACKGROUND**

Opposer, Franciscan Vineyards, Inc. ("Opposer") owns the marks and names RAVENS, RAVENSWOOD and variations, as well as various logos of a single black raven and three black ravens on which it uses on and in association with wine and related goods and services. This is a case involving confusingly similar marks used on and in association with highly related products, namely, "wine" on the one hand and "beer" on the other hand.

**A. Opposer:**

FVI is located in Sonoma County, California at 1178 Galleron Road, St. Helena, California, 94574. FVI is a wholly owned subsidiary of Constellation Brands, Inc. of 116 Buffalo St., Canandaigua, New York (See Declaration of Joel Peterson (hereinafter "Peterson Decl.")).<sup>1</sup>

Opposer's Marks: Opposer is the owner of the Marks RAVENSWOOD, RAVENS, and variations thereof as a trademark, trade name, and as a service mark, as well as various logos of a raven and/or ravens, as applied to wines, sauces, clothes and related and complementary goods and services.

Opposer's owns the following marks of the graphic logos of a raven and/or ravens that it uses on its website<sup>2</sup> and in its advertising<sup>3</sup>:





<sup>1</sup> See Declaration of Joel Peterson. (hereinafter "Decl. Peterson") ¶ 1.

<sup>2</sup> See Decl. Peterson. Exh. 3 containing prints of web pages using singular raven marks.

<sup>3</sup> See Decl. Peterson Exh. 4 for representative advertisement using singular raven mark.



Opposer is also the owner of, and is relying upon, the following registrations in support of the opposition proceeding:

| Trademark  | Registration No. | Registration Date | Class | Goods  |
|--|------------------|-------------------|-------|--|
| RAVENSWOOD   | 2118152*         | 12/2/97           | 25    | Clothing, namely, aprons, bandanas, caps, gym shorts, hats, jeans jackets, polo shirts, tank tops, T-shirts, and sweatshirts |
| Mark Consists of the design of 3 Black Ravens In a Circle<br> | 2118153*         | 1/20/98           | 33    | Clothing, namely, aprons, bandanas, caps, gym shorts, hats, jeans jackets, polo shirts, tank tops, T-shirts, and sweatshirts |
| Mark Consists of the design of 3 Black Ravens In a Circle<br> | 2130653*         | 1/20/98           | 33    | Wine   |
| RAVENSWOOD   | 2132719*         | 1/27/98           | 33    | Wine   |
| RAVENS   | 2888963*         | 9/28/04           | 33    | Wine   |
| RAVENS   |                  | 8/29/06           | 25,33 | Aprons, Shirts, T-shirts,  |

|              |         |           |    |  |
|--------------|---------|-----------|----|--|
|              | 3134833 |           |    | Caps, Jackets, Wines   |
| RAGIN' RAVEN | 3153731 | 10/10/06  | 30 | Barbecue sauce;<br>Picante sauce; Ready-made sauces; Sauces; Sauces for barbecued meat |
| RAGIN' RAVEN | 3336587 | 11/13/ 07 | 33 | Wine   |
| RAVENS WOOD  | 3457923 | 07/01/08  | 30 | Barbecue sauce;<br>Picante sauce; Ready-made sauces; Sauces; Sauces for barbecued meat |

\*denotes incontestable status

Said registrations are in full force and effect on the Principal Register and four of them have become incontestable.<sup>4</sup> Opposer's marks (i.e., the marks disclosed in the above registrations as well as Opposer's common law rights in the above Marks and variations thereof) are referred to hereinafter collectively as the "RAVENS Marks".

Opposer's Goods And Services:

FVI sells a variety of wines under the RAVENS Marks, including Zinfandel, Merlot, Chardonnay, Cabernet Franc, Cabernet Sauvignon, Petite Sirah, Muscat, Carignane, and Gewurztraminer (the "RAVENS wines"). The RAVENS wines are sold throughout the United States and throughout the world, through all legal channels of trade, including wine and liquor stores, grocery stores, restaurants, bars, and taverns. The Ravenswood winery has been known as Ravenswood Winery since 1976. Ravenswood has been selling wines under its Marks since 1978 (the first crush being

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<sup>4</sup> Copies of said registrations are annexed to the accompanying declaration of Linda Kurth as Exhibit "1" thereto (hereinafter, "Decl. Kurth.").

in 1976) and continuously to the present date.<sup>5</sup> (See Declaration of Joel Peterson (hereinafter "Peterson Decl.")).

Beginning in 1981, FVI has also sold a large variety of gift items under the RAVENS Marks, including without limitation, various articles of clothing apparel and accessories, glassware, carafes, corkscrews, coasters, pepper grinders, crumb scrapers, BBQ sauce, olive oil, picnic bags, watches, bumper stickers, Christmas tree ornaments, totes, aprons, hand towels, and pendants.<sup>6</sup> Opposer also sells food products at its Visitor Center, including without limitation, nuts, olive oil, barbeque sauces, and tomato sauces.<sup>7</sup>

Opposer has offered wine tastings at the winery since at least as early as 1991 and continuously to the present date. Opposer has offered tours of the winery for many years. Visitors come from throughout the United States and throughout the world. Ravenswood Winery is located in the well-known Sonoma County wine region in California. Opposer's wine tours and wine tastings are advertised and promoted through tourist/convention centers and chambers of commerce, advertisements in trade publications, brochures, and notices in northern California hostelrys.<sup>8</sup>

Opposer maintains a picnic area on the winery grounds which is open to the public and available to visitors. Additionally, Opposer has, since 1992 offered weekend barbecues at the winery. Typically, each BBQ is attended by somewhere between 50-100 people, depending on the weekend.<sup>9</sup>

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<sup>5</sup> Decl. Peterson ¶ 5.

<sup>6</sup> Decl. Peterson ¶ 8.

<sup>7</sup> Decl. Peterson ¶ 8.

<sup>8</sup> Decl. Peterson ¶ 9.

<sup>9</sup> Decl. Peterson ¶ 10.

Opposer has always held hospitality events at the winery, such as dinners, distributor tastings and meals, wine writer events and club or group events. These various events are either catered or tied into the Ravens BBQ theme using the Ravenswood Winery on-site chef. Since 1995, there have been an average of 40-50 such events per year ranging in size from 10-300 people.<sup>10</sup>

Opposer is a longtime donor and supporter of community and charitable events and programs, contributing financial support and gifts of wine. Attached to the accompanying Declaration of Joel Peterson as Exhibit 2 are certain representative business data base records detailing some of the thousands of donations or wine and wine pouring.<sup>11</sup>

Opposer's goods and services described in the above paragraphs are sometimes hereinafter referred to collectively as "Raven's Goods and Services".

## **B. Applicant**

Applicant, Beauxkat Enterprises, LLC ("Applicant"), filed an intent to use application to register the mark BLACK RAVEN BREWING COMPANY for beer.<sup>12</sup> Applicant intends to open a brewpub for the sale of, among other things, the goods under Applicant's Mark and has a corporate address of 14687 NE 95<sup>th</sup> Street, Redmond Washington, 98052.<sup>13</sup>

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<sup>10</sup> Decl. Peterson ¶ 11.

<sup>11</sup> Decl. Peterson ¶ 12.

<sup>12</sup> Decl. Kurth Exh. "2."

<sup>13</sup> Decl. Kurth Exh. "4."

### C. Procedural History and Discovery

On January 8, 2008, Opposer filed a Notice of Opposition requesting that the Trademark Trial and Appeal Board deny registration of Applicant's Application Serial No. 77/223,446 for the mark BLACK RAVEN BREWING COMPANY for beer on the grounds of priority and likelihood of confusion.<sup>14</sup> On February 15, 2008, Applicant filed its Answer to the Notice. On April 29, 2008, Opposer served its first set of document requests, interrogatories and requests for admission to Applicant. On June 4, 2008, Applicant filed its responses.<sup>15</sup> On July 23, 2008, Opposer served its second set of document requests, interrogatories and requests for admssion to Applicant. On August 22, 2008, Applicant served Opposer with interrogatories and document requests. That same day, Applicant filed its responses to Opposer's second set of discovery.<sup>16</sup>

Discovery in the present case reveals that Applicant intends to sell and to serve beer under its Mark at its own brewpub in addition to related goods similar to those of Opposer. In response to Opposer's Interrogatory No. 1 asking Applicant to describe, by common commercial name, each product that is intended to be sold or offered for sale in the United States under Applicant's Mark, Applicant listed the following<sup>17</sup>:

Core beer products:           Black Raven IPA  
  Black Raven Morrighan's Stout  
  Black Raven Pale Ale  
  Black Raven Second Sight Scotch

Seasonal products to be determined  
General merchandise/promotional items to be determined  
Glassware  
T-Shirts

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<sup>14</sup> Kurth Decl. Exhibit "3."

<sup>15</sup> Kurth Decl, Applicant's Responses to Interrogatories and Supplements, Exhibit "4."

<sup>16</sup> Kurth Decl, Applicant's Responses to Second Interrogatories and Requests for Admission, Exhibit "5."

<sup>17</sup> Kurth Decl, Exhibit "4."



## Coasters

In response to Interrogatory No. 2 asking Applicant to identify all of Applicant's intended distributors, suppliers, sellers, and licensees of each product identified in response to Interrogatory No. 1, Applicant responded,

Black Raven beers to be sold on premises retail (brewpub).  
Black Raven beers sold wholesale through self distribution.<sup>18</sup>

Discovery also reveals that Applicant intends to sell wine at said brewpub. In response to Opposer's Requests for Admission No. 19, Applicant admitted that it intends to sell wine at the brewpub identified by Applicant in its response to Opposer's Interrogatory #2.<sup>19</sup> In response to Request for Admission No. 16, Applicant admitted that it plans to use its Mark on its brewpub.<sup>20</sup> Applicant further admitted that it was aware of one wine that incorporated the term RAVEN in its name and logo, and goods sold under Opposer's RAVEN Marks were available at retail stores in general and at retail stores in the Redmond Washington area, in the vicinity where Applicant intends to open its brewpub, at the time that Applicant filed its application.<sup>21</sup>

In response to Opposer's Request for Production of Documents No. 4, asking Applicant to produce a specimen of each logo, label, packaging or other printed material bearing Applicant's Mark which Applicant planned to use in the United States in related to its goods, Applicant produced the following copy of a graphic design of a raven bearing Applicant's Mark.<sup>22</sup>

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<sup>18</sup> Kurth Decl. Exhibit "4."

<sup>19</sup> Kurth Decl. Exhibit "5," Applicant's Response to Request for Admission #19.

<sup>20</sup> Kurth Decl. Exhibit "5," Applicant's Response to Request for Admission #16.

<sup>21</sup> Kurth Decl. Exhibit "4", Supplemental Responses # 2 and 6 to Request for Admission.

<sup>22</sup> Kurth Decl. Exhibit "6."



## II. ARGUMENT

The “determinative” issue on a motion for summary judgment is whether the moving party has demonstrated the lack of any genuine issues of fact, with all ambiguities and inferences resolved against the movant. See, *Adickes v. S.H. Kress & Co.*, 398 U.S. 144, 157 (1970). Here, there is no genuine issue of fact that Opposer has priority and the Marks are confusingly similar as applied to the related goods of the parties.

### A. Opposer Has Priority

Priority is not an issue in this proceeding. Opposer has proved ownership of a incontestable registration for RAVENSWOOD for wine, an incontestable registration for RAVENS for wine and an incontestable registration for the design mark of three ravens in a circle for wine, making priority a moot point. See Oxford Pendaflex Corp. v. Anixter Bros. Inc., 201 USPQ 851, 853 (TTAB 1978); and Black & Decker Mfg. Co. v. Bright Star Industries, 220 USPQ 891 (TTAB 1983). Further, Opposer has demonstrated actual priority, having sold wine under the RAVENS and RAVENSWOOD marks as well since 1978. Opposer has also used its ravens design marks and its singular raven logos

well before Applicant's filing date. The earliest date of use that Applicant could allege is September 2007 (the date of first use alleged in its application).

Opposer has demonstrated long prior and continuous use of the RAVENS Marks on wine since at least as early as 1978; and on a variety of merchandise sold at the winery visitor center since at least as early as 1981.<sup>23</sup>

### **B. Summary Judgment Is Appropriate**

As stated in Section 528.01 of the TBMP, "the summary judgment procedure is regarded as 'a salutary method of disposition,' and the Board does not hesitate to dispose of cases on summary judgment when appropriate" [citing cases]. The purpose of a summary judgment motion is "judicial economy, that is, to avoid the unnecessary trial where there is no genuine issue of material fact and more evidence than is already available in connection with the summary judgment motion could not reasonably be expected to change the result in the case". Id.

The present case is particularly suited to summary judgment procedure as analysis of the *duPont* factors demonstrates that confusion is likely, the governing facts described herein are not in dispute; summary judgment has been granted by the Board and the Courts in instances similar to the present proceeding; and the discovery period in this case is closed. Summary judgment is timely, this motion having been filed prior to the opening of Opposer's testimony period.

### **C. Analysis Of The DuPont Factors Demonstrates That Confusion Is Likely To Result From The Simultaneous Use By The Parties Of Their Respective Marks**

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<sup>23</sup> Decl. Peterson ¶¶ 5 and 8.

In In re E.I. duPont de Nemours & Co., 177 USPQ 563, 567 (CCPA 1973), the CCPA established a decisional process for determining likelihood of confusion in trademark cases. Thirteen (13) factors were propounded which are to be considered when there is sufficient evidence of record and where the same are relevant. Any one or more of the factors may control a particular case. See In re Dixie Restaurants Inc., 41 USPQ2d 1531, 1533 (CAFC 1997).

In this case the primary, controlling factors of record are (1) that the marks in issue are similar (i.e., Opposer's RAVENS, RAVENSWOOD, RAGIN' RAVEN, design marks of three ravens in a circle, and Opposer's singular black raven logo and Applicant's BLACK RAVEN BREWING COMPANY); (2) the parties' respective goods are highly related (i.e., the goods may be generally described as wine and beer); and (3) for purposes of this proceeding, the parties' respective goods are considered sold to and through many of the same channels of trade to the same ultimate consumers.

These primary factors, as well as the remaining factors of record overwhelmingly favor Opposer to such a degree that there must be a finding of likelihood of confusion.

**1. The Similarity Or Dissimilarity Of The Marks In Their Entireties As To Appearance, Sound, Connotation And Commercial Impression.**

The parties' respective marks are confusingly similar in look, sound, meaning, and commercial impression – Opposer's RAVENS, RAVENSWOOD, and its raven design marks and logos, and BLACK RAVEN BREWING COMPANY. The dominant portion of each of the parties' respective marks is the word RAVEN. This dominant portion is identical in sight, sound, meaning and commercial impression. The

differences between the marks are the addition of BREWING COMPANY to Applicant's Mark. BREWING COMPANY is a generic term, disclaimed by Applicant for registration purposes. The term BLACK in Applicant's Mark does not result in a distinguishing difference between Applicant's Mark and the RAVENS Marks as all raven birds are black in color.<sup>24</sup>

Applicant provided documents showing that it intends to use its Mark on a label with the drawing of a raven.<sup>25</sup> When compared with Opposer's design mark of three ravens in a circle in Registration No. 2130653 as well as Opposer's single raven logos, the similarity in commercial impressions is further emphasized. It is fundamental trademark law that a pictorial representation is the legal equivalent of words which describe that pictorial representation. See In re Duofold, 184 USPQ 638 (TTAB 1974) and In re Eight Ball, Inc., 217 USPQ 1183 (TTAB 1983). Purchasers often do not have an opportunity for side-by-side comparison of marks but must rely on their memories of past experiences in which case a pictorial representation might spark a recollection of the word or vice versa. See Spaulding Bakeries, Inc. v. Interstate Brands Corp., 209 USPQ 355 (TTAB 1980). Here, Opposer owns and uses pictorial representations of both singular and multiple ravens, and Applicant intends to use its mark in conjunction with its drawing of a raven. The result is an even stronger likelihood of confusion between Opposer's many marks and Applicant's mark.

Applicant has also provided documents admitting that it intends to use its mark not only on beer but on seasonal products, general merchandise, glassware, t-shirts

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<sup>24</sup> Kurth Decl. Exhibit "8."

<sup>25</sup> Kurth Decl. Exhibit "6."

and coasters.<sup>26</sup> Among Opposer's registrations are RAVENSWOOD and RAVEN for clothes including t-shirts. Applicant's intended use of its Mark on clothing and other merchandise will cause even further confusion.

Because the dominant portion of Applicant's Mark, namely RAVEN, is identical to Opposer's Mark, this primary factor overwhelmingly favors Opposer.

## **2. The Similarity Or Dissimilarity And Nature Of The Goods Or Services As Described In An Application Or Registration Or In Connection With Which A Prior Mark Is In Use**

The following proposition is well established: When "the marks [of the parties] are the same or almost so, it is only necessary that there be a viable relationship between the goods or services in order to support a holding of likelihood of confusion." In re Concordia International Forwarding Corp., 222 USPQ 355, 356 (TTAB 1983). It is not even necessary that the goods or services are competitive. In re Peebles Inc., 23 USPQ2d 1795 (TTAB 1992). See also, Warnaco Inc. v. Adventure Knits Inc., 210 USPQ 307 (TTAB 1981). There is no genuine issue of material fact with regard to the similarity of the goods of the parties here.

The Board must assess this factor [i.e., the similarity of the goods/services] by comparing Applicant's goods as recited in the application in issue (beer) with Opposer's goods as (1) recited in Opposer's registrations of record and (2) as used by Opposer (the primary product being wine). See Warnaco, supra, at 210 USPQ 314-315. See also; Oxford Pendaflex Corp. v. Anixter Bros. Inc., 201 USPQ 851, 855 (TTAB 1978); and Octocom Systems Inc. v. Houston Computers Services Inc., 16 USPQ2d 1783, 1787-1788 (CAFC 1990).

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<sup>26</sup> Kurth Decl. Exhibit "4."

It is also the established rule that where goods are broadly described in an application/registration, without any restriction as to classes of purchasers or trade channels, it creates the following legal presumptions: (1) that the description encompasses all goods or types of goods embraced by the broad terminology; (2) that the goods move through all of the channels of trade suitable for goods of that type; and (3) that they reach all potential users or customers for such goods. See Warnaco, *supra*, at 210 USPQ 314; and Guardian Products Co., Inc. v. Scott Paper Co., 200 USPQ 738, 741 (TTAB 1978).

Applicant describes its goods as "beer" in its application, without any restriction as to classes of purchasers or trade channels. As such, the legal presumptions apply that Applicant's goods will move through the same trade channels as those of other beer makers, namely, retail liquor stores and restaurants. Also, the presumption applies that Applicant's beer will reach all potential customers of beer, which include customers that purchase beer in retail liquor stores and restaurants. These presumptions demonstrate that Opposer's goods, namely wines, will overlap with those of Applicant especially in the context of Applicant's intended use, namely a pub selling both beer and wine, not to mention because both Applicant and Opposer's goods are available to the relevant, consuming public through retail liquor stores and restaurants.

As demonstrated below, wine and beer are highly related. In fact, it is common knowledge, and the Board may take judicial notice of the fact that wine and beer are generally offered for sale to the same ultimate consumers in the same type establishments and are served together at gatherings and parties. In fact, here, Applicant intends to offer both wine and beer for sale at its establishment.

Annexed to the Kurth declaration as Exhibit 8 are copies of U.S. trademark applications and registrations (whose status is listed as "live") downloaded from the U.S.P.T.O.'s TESS database and a listing of the search results for applications and registrations whose identification of goods includes both beer and wine.<sup>27</sup> The exhibit demonstrates that numerous entities own singular applications and/or registrations for wine and for beer. In fact, there are 182 such applications and 184 such registrations that recite both wine and beer in the recitation of goods. As stated in In re Albert Trostel & Sons Co., 29 USPQ2d 1783 (TTAB 1993), (a case where five (5) third-party registrations were made of record to evidence the relatedness of the differing goods involved therein): "although third-party registrations are not evidence that the marks shown therein are in commercial use, or that the public is familiar with them, nevertheless third-party registrations which individually cover a number of different items and which are based on use in commerce may have some probative value to the extent that they serve to suggest that the listed goods and/or services are of a type which may emanate from a single source". Id., at 1785-86.

Opposer has demonstrated that the goods in issue in this proceeding are related and complementary. This primary factor overwhelmingly favors Opposer.

### **3. The Similarity Or Dissimilarity Of Established Likely-To-Continue Trade Channels**

There is ample evidence that wine and beer are all sold through the same channels of trade, in the same establishments, and to the same ultimate consumer. Annexed as Exhibit "8" to the accompanying Declaration of Joel Peterson, Senior Vice President of CBI, the parent company to Opposer, is a print-out of the front cover and

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<sup>27</sup> Decl. Kurth ¶ 11, and exhibit 8 thereto.



pages 14-27 from the *Adams Business Media Fact Book 2005, Beverage Alcohol State Facts and Regulations* reference book. CBI uses and relies upon the information contained in the *Adams* reference books as references for state regulations regarding the sale and distribution of alcoholic beverages, including wine, beer, spirits, and related products by CBI and its subsidiaries, including the Opposer.<sup>28</sup>

According to the *Adams* reference books, and as verified by Mr. Peterson, currently wine and beer may both be sold in grocery stores and/or supermarkets in thirty-five states plus the District of Columbia; in drug stores in thirty-five states; and in liquor stores in forty-four states. The foregoing demonstrates beer and wine may be and are sold together in the same establishments to the same ultimate consumers.

The Board should be able to take judicial notice that wine and beer are in fact served to consumers in restaurants and that often they are served to the same table, certain patrons choosing wine and certain patrons choosing beer.

In that regard, annexed to the Kurth declaration as Exhibit 10 are a representative sampling of restaurant menus downloaded from the internet wherein beer on tap and wine by the bottle and/or by the glass are offered. All of the exhibit menus include a listing of Opposer's RAVENS wines, including menus from various breweries and brewpub restaurants.<sup>29</sup>

As to the relationship between the goods involved herein, we note that this Office has held confusion to be likely where the same marks were being used on beer and wine. See Fruit Industries, Ltd. v. Ph. Schneider Brewing Co., 146 F.2d 310, 46 USPQ 487 (Commr. of Patents 1940) (La Fiesta for beer likely to cause confusion with La

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<sup>28</sup> Decl. Peterson ¶¶ 1 and 20.

<sup>29</sup> Decl. Kurth ¶ 12, Exh. "9."

Fiesta for wine); In re Sailerbrau Franz Sailer, 23 USPQ2d 1719 (TTAB 1992) (confusion is likely between "Christopher Columbus," for beer, and "Cristobal Colon," for sweet wine); and Krantz Brewing Corporation v. Henry Kelly Importing & Distributing Co. Inc., 215 F.2d 284, 96 USPQ 219 (Patent Office Examiner in Chief 1953) (Old Dutch for wine likely to cause confusion with Old Dutch for beer).

The Board has more recently affirmed the relationship between beer and wine in the unpublished opinion in In re Savia Rose Winery, LLC, 2006 TTAB LEXIS 319 (TTAB 2006). In that matter, the Board held that a likelihood of confusion existed between applicant's mark BIG SKY CUVEE for wines and the registered mark BIG SKY BREWING COMPANY for beer. Id. at \*15. The Board disagreed with applicant's argument that the Sailerbrau holding was outdated in light of the Board's decision in In re Coors Brewing Co., Serial No. 65599304, July 31, 2002), in which the Board declined to find for the record that wine and beer are related. Id. at \*12. The Board stated that the Sailerbrau precedent was not diminished either by the fact that the Federal Circuit in its decision on appeal, In re Coors Brewing Co., 343 F. 3d 1340, 68 USPQ 1059 (2003) stated in dicta that beer and wine are unrelated. Id. The Board stated, "Indeed, precedential authority of the Board specifically holds that beer and wine are related products." Id. (citing In re Sailerbrau Franz Sailer).

Applicant admits that it intends to sell wine at its brewpub along with its beer under its Mark.<sup>30</sup> It is possible, that Applicant might, in fact, sell Opposer's wines on its premises as do myriad other restaurants and pubs. A patron at the Black Raven Brewing Company brewpub who sees Opposer's wines on the menu would certainly believe that this wine emanates from Applicant. The fact that Applicant intends to sell

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<sup>30</sup> Decl.Kurth Exh. "5," Applicant's Response to Request for Admission #19.

and serve wines at all, leads to the conclusion that a consumer who has either been a patron of Applicant's brewpub or become aware of it, would be confused on seeing Opposer's wines at a retail liquor store into thinking the Opposer's wines are those of Applicant. The likelihood of confusion is further emphasized because Applicant admits that it intends to use its Mark underneath the drawing of a raven on its label and Opposer has a registration using the design mark of three ravens.

There is a likelihood of confusion between the marks here involved as applied to beer and to wine. Beer and wine may be found in the same outlets, whether they be liquor stores or supermarkets. Applicant admits that it intends to sell wines along with its beer at its brewpub and using a confusingly similar bird logo.

To quote Guardian Products Co., Inc. v. Scott Paper Co., 200 USPQ 738, at 741 (TTAB 1978):

Thus, the situation that we see before us reveals conditions and circumstances which could lead purchasers to encounter these products in an environment that could cause confusion in trade when sold under confusingly similar marks.

This primary factor overwhelmingly favors Opposer.

### **3. The Fame Of The Prior Marks**

FVI's Ravenswood Winery is located in the well-known Sonoma County wine region in California. The winery has been in existence for over twenty-five years and FVI has sold wine under the marks RAVENS and RAVENSWOOD for twenty-five years. Wines sold under FVI's Raven's Marks are sold world-wide and are and have been advertised, promoted and written about throughout the U.S. Average wholesale sales

of wines under the Ravens Marks over the last six (6) years are in excess of \$65 million.<sup>31</sup>

Annexed to the Kurth declaration as Exhibit 12 are copies of downloaded web pages showing numerous representative unsolicited references from many years and from throughout the United States to Opposer and/or Opposer's wines.

Exhibit 13 to the Kurth declaration is comprised of prints of downloaded pages from the Internet showing rankings of the RAVENS and RAVENSWOOD wines by *Food and Wine Magazine online* and *winejudging.com*. For example, for the years 2005-2007, *winejudging.com* listed the RAVENSWOOD wines for various awards, including a 2005 Bronze award for RAVENSWOOD's 2002 zinfandels for Best of Class, in 2006 it awarded a 2003 RAVENSWOOD zinfandel as a Best of Class, and in 2007 it gave a Gold award to RAVENSWOOD 2004 Teldeschi wine, and a bronze award to RAVENSWOOD 2004 Barricia wine. Likewise, *Food & Wine* online listed the RAVENS wines among its American Wine Award winners in 2000 and 2002, as well as naming it as one of the "15 Great Bottles for a Party" and "50 Wines You Can Always Trust" in 2008.

Exhibit 6 to the Peterson declaration is comprised of a compilation of awards and accolades received by wines owned by Constellation Brands, Inc. in the year 2008 so far, including the RAVENS wines, owned by Opposer, a subsidiary of Constellation Brands, Inc.

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<sup>31</sup> Peterson Dec. ¶ 7.

As discussed above, FVI has been a longtime supporter of community and charitable events and programs, contributing financial support and gifts of wine, as well as establishing an annual scholarship at a local high school.

FVI maintains a web site at [www.ravenswood.com](http://www.ravenswood.com) that describes the winery, its vineyards, its wines, and various services and activities of the winery. Annexed to the Peterson declaration as Exhibit 3 is a downloaded copy of the web pages from the site.

Ravenswood wines have been advertised in trade publications such as the *Wine Spectator* and tourist publications such as the *California Visitor Review* and *AAA tour guide*. SIMI wines are promoted at trade events/shows, community charitable functions, wine pouring and tasting competitions and through POS retail materials. Opposer advertises and promotes its products and services through trade publications, consumer publications, in-store promotional material (POS), through Opposer's web site ([www.ravneswood-wine.com](http://www.ravneswood-wine.com)), trade organizations, and through cooperative advertising. According to FVI's records, over the past three (3) years, FVI's advertising and promotional costs and expenses have been well in excess of \$400,000 per year.<sup>32</sup>

As evidenced above, Opposer enjoys a remarkable reputation and prestige.

This factor clearly favors Opposer.

**5. The Conditions Under Which And Buyers To Whom Sales Are Made, i.e., Impulse vs. Careful, Sophisticated Purchasing**

Again, there are no limitations in the recitation of Applicant's goods as to specific classes of consumers.

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<sup>32</sup> Decl. Peterson ¶15.

The Board must find that Applicant's goods and Opposer's goods are provided by all classes of providers, under all marketing conditions, and are provided to and purchased by all classes of consumers appropriate to the goods identified. See Miles Laboratories v. Naturally Vitamin Supplements, 1 USPQ2d 1445, 1450 (footnote 23 thereto) (TTAB 1987).

The evidence before the Board demonstrates that wine and beer are purchased together, imbibed together, advertised together, sold together, and enjoyed together.

This factor favors Opposer

**6. The Extent To Which Opposer  
Has a Right To Exclude Others  
From Use Of Its Mark On Its Goods**

The marks of the parties are confusingly similar. Further, Opposer is the owner of incontestable Reg. Nos. 2132719 for "RAVENSWOOD" for wine, 2888963 for "RAVENS" for wine, 2130653 for the design mark of three ravens in a circle for wines and Opposer owns various design marks of singular ravens or multiple ravens. Opposer is entitled to all the presumptions that flow from such ownership, including the right to exclude others from use of the mark on the same and on complementary and/or related goods. 15 U.S.C. Sec. 1115.

**7. The Extent Of Potential Confusion, i.e.,  
Whether De Minimis Or Substantial**

When one considers:

- a) The fact that the parties' marks are similar;
- b) The related and complementary nature of (i.e., the viable relationship between) the parties' goods and services;
- c) The fact that the channels of trade necessarily overlap; and

d) The fact that the ultimate consumers necessarily overlap; the Board can only conclude that there is a likelihood of confusion. See Freedom Savings and Loan Association v. Fidelity Bankers Life Insurance Company, 224 USPQ 300, 305 (TTAB 1984).

Further, the facts in this matter are nearly on point with those in In re Savia Rose Winery, LLC, supra. There, the Board held that a likelihood of confusion existed between applicant's mark BIG SKY CUVÉE for wines and the registered mark BIG SKY BREWING COMPANY for beer. Id. at \*15. Here, Opposer's Marks are RAVENS and RAVENSWOOD for wines and BLACK RAVEN BREWING COMPANY for beer. The Board found that the addition of BREWING COMPANY in the Savia Rose matter did not diminish the likelihood of confusion where the dominant portion of the marks was BIG SKY, nor will it here where the facts show that Applicant will sell both beer and wine.

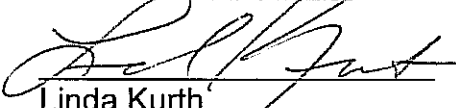
Finally, "any doubts about likelihood of confusion ... must be resolved against ... the newcomer." Century 21 Real Estate Corp. v. Century Life of America, 23 USPQ2d 1698, 1701 (CAFC 1992) (and cases cited therein).

### III. CONCLUSION

For the foregoing reasons, the Opposition should be granted. Opposer requests suspension of this matter pending disposition of this Motion.

Respectfully submitted,

BAKER & RANNELLS



Linda Kurth

Stephen L. Baker

Attorneys for Opposer

575 Route 28, Suite 102

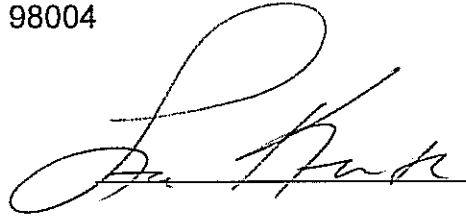
Raritan, New Jersey 08869

**CERTIFICATE OF SERVICE**

I hereby certify a copy of the foregoing Opposer's MOTION FOR SUMMARY JUDGMENT AND BRIEF IN SUPPORT THEREOF In re Franciscan Vineyards, Inc. v. Beauxkat Enterprises, LLC, was served on counsel for Applicant, this 4<sup>th</sup> day of December, 2008, by sending same via EMAIL and First Class Mail, postage prepaid, to:

Justin D. Park  
Romero Park & Wiggins P.S.  
155-108<sup>th</sup> Avenue NE, Suite 202  
Bellevue, WA 98004

DATED: December 4, 2008

A handwritten signature in black ink, appearing to read "Linda Kurth", written over a horizontal line.

Linda Kurth



IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

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FRANCISCAN VINEYARDS, INC.,

Opposer,

v.

BEAUXKAT ENTERPRISES, LLC

Applicant.

---

Opposition No. 91181755

Mark: BLACK RAVEN BREWING  
COMPANY

Serial No. 77223446

Filed: January 8, 2008

DECLARATION OF JOEL PETERSON IN SUPPORT OF  
OPPOSER'S MOTION FOR SUMMARY JUDGMENT

Joel Peterson declares as follows:

1. I am a co-founder of Ravenswood Winery (formerly Ravenswood Winery, Inc.), and a Senior Vice President of Constellation Brands, Inc. of 300 Willowbrook Office Park, Fairport, NY 14450 ("CBI"), the parent company to Franciscan Vineyards, Inc. ("FVI"), the Opposer in the above captioned proceeding. I am also the founder of the Ravenswood Winery and its winemaker. FVI is a wholly owned subsidiary of CBI. I was employed by Ravenswood Winery at its inception in 1976, where my duties and responsibilities included management of all aspects of the winery operation.

2. I have substantial experience in the wine industry, beginning my wine apprenticeship at the age of ten when I began tasting with the San Francisco Wine Sampling Club, organized and operated by my father. Through my years of junior high school and high school, I spent my summers working in various wine stores, most notably Draper & Esquin Imports where I worked in the stock room. After I graduated

from Oregon State University, I became a wine writer for the *International Wine Newsletter* and *Market Basket*, among others. In the early 1970's I learned the art of traditional winemaking from one of California's premier craftsmen of fine Zinfandel, the late Joseph Swan. I am a past board member and former president of the Sonoma County Vintners and Growers Alliance (S.V.V.G.A.), and a founding member, former 2 term President, and Vice President and current board member for the Zinfandel Advocates and Producers (Z.A.P.). I have also been an alternate Board Member of the Wine Institute. I am also lead winemaker and chairman of the Heritage Vineyard project. I have presented seminars, lectures and tastings at innumerable events over the years, including Boston Wine Expo, Washington DC Wine Expo, Santa Fe Wine & Chile Fiesta, Culinary Institute of America (Hyde Park NY and St. Helena CA), Colorado Wine Festival, Philadelphia Wine Festival, Epcot Food and Wine Festival, Disney Sommelier Seminars, Ahwahnee / Yosemite Vintners Holiday, National and International ZAP tours, and Wine Institute International tours.

3. I make this declaration in support of Opposer's motion for summary judgment opposing application Ser. No. 77223446 for the mark BLACK RAVEN BREWING COMPANY for "beer" on the basis of likelihood of confusion. This declaration is made on personal knowledge and/or upon information contained in the corporate records of FVI and Ravenswood. If called to testify, I could and would testify competently to the statements made herein.

4. CBI, through its subsidiaries, is the largest single source supplier of wine, beer, and spirits in the United States, owning, among others the following well-known wine brands: Almaden, Inglenook, Paul Masson, Robert Mondavi, Franciscan, Ravens,

Ravenswood, Taylor Wines, Marcus James, Richard's Wild Irish Rose, Manischewitz, J Roget, Great Western, Cook's, Cribari, Dunnewood, Arbor Mist, Franciscan Estates, Simi, Columbia, Covey Run, Ste. Chapelle, Estancia, Talus, and Vendage. CBI also owns numerous well-known beer and spirits brands, including among many others, Corona, St. Pauli Girl, Peroni.Black, Tsingtao, Modelo Especial, Pacifico, negra Modelo for beer and Velvet, Fleischmann's, Skol, Schenley, Ten High, Stowell's of Chelsea, and Blackthorn for spirits.

5. The majority of FVI's wines are sold under the incontestable, registered marks RAVENS and RAVENSWOOD (the "RAVENS Marks"). FVI also employs a design of three ravens on our labels and own a variety of singular black raven logos that we use on our website and in advertising. FVI sells a variety of wines under the RAVENS Marks, including Zinfandel, Merlot, Chardonnay, Carignane, Cabernet Franc, Cabernet Sauvignon, Petite Sirah, Muscat, and Gewurztraminer. Opposer's wines are sold throughout the United States and throughout the world, through all legal channels of trade, including wine and liquor stores, restaurants, bars, taverns, and grocery stores. FVI has been selling wine under the RAVENS marks since 1978 (the first crush being in 1976) and continuously to the present date. We also use the RAVENS Marks on non-food goods and other goods as demonstrated hereinafter.

6. Our wines have won numerous awards and are consistently rated among the top echelon of California wines. Attached hereto as Exhibit 1 is a sample listing of the awards won by the RAVENS wines in the year 2008.

7. The annual sales of the RAVENS wines over the past six years are:

| <u>Period</u>     | <u>Annual Wholesale Sales</u><br><u>(rounded off)</u> |
|-------------------|---|
| FY ending 2/28/03 | \$56,824,000  |
| FY ending 2/28/04 | \$58,126,000  |
| FY ending 2/28/05 | \$73,615,000  |
| FY ending 2/28/06 | \$72,786,000  |
| FY ending 2/28/07 | \$67,481,000  |
| FY ending 2/28/08 | \$68,633,000  |

Average wholesale sales of the RAVENS wines over the above referenced six year period are in excess of \$65 million per year. The retail values (i.e. annual sales volume) is approximately double the wholesale figures set forth above. Further, in Fiscal Year 2008, FVI made a net earnings of approximately \$1.6 million at its tasting room.

8. Beginning in 1981, FVI has also sold a large variety of branded gift items under the RAVENS Marks, including without limitation, various articles of clothing apparel and accessories, glassware, carafes, corkscrews, coasters, pepper grinders, crumb scrapers, BBQ sauce, olive oil, picnic bags, watches, bumper stickers, Christmas tree ornaments, totes, aprons, hand towels, and pendants. Aggregate sales of gift items for the five year period 1999-2003 were approximately \$666,000. More recently, the year to date aggregate sales of gift items in 2008 were approximately \$453,000. All of the referenced merchandise may be purchased at the winery visitor center and is available by phone and mail order. Annexed hereto as Exhibit 2 are copies of digital photographs showing representative branded gift items under the RAVENS Marks.

9. FVI has offered wine tastings at the winery since at least as early as 1991 and continuously to the present date. The Ravenswood Winery has offered tours of the winery for many years. Visitors come from throughout the United States and throughout

the world. Ravenswood Winery is located in the well-known Sonoma County wine region in California. FVI's wine tours and wine tastings are advertised and promoted through tourist/convention centers and chambers of commerce, advertisements in trade publications, brochures, and notices in northern California hostelrys.

10. FVI maintains a picnic area on the winery grounds which is open to the public and available to visitors. Additionally, FVI has, since 1992 offered weekend barbecues at the winery. Typically, each BBQ is attended by somewhere between 50-100 people, depending on the weekend.

11. FVI has always held hospitality events at the winery, such as dinners, distributor tastings and meals, wine writer events and club or group events. These various events are either catered or tied into the RAVENS BBQ theme using the on-site chef. Ravenswood supports a permanent Hospitality Group headed by Rose Krieg. From the years 1991 through 1997, there were an average of 20 events per year of one variety or another. That number increased to 40-50 events per year ranging in size from 10-300 people (and certain additional larger events).

12. FVI is a longtime donor and supporter of community and charitable events and programs, contributing financial support and gifts of wine. Attached hereto as Exhibit 3 are certain of our business data base records detailing donations or wine and wine pourings. Because the records are quite extensive, I attach only one page from each year from 1997-2007 as a representative listing of donations. The donations are made throughout the United States. A very short list of recipients includes numerous organizations throughout California, the American Heart Association, Florida Winefest and Auction, Winefest Ann Arbor, Michigan, New Mexico Symphony Orchestra,

Indianapolis Museum of Art, Charlotte Wine & Food Weekend, N.Y. Institute of Technology, March of Dimes of Kansas City, Pediatric Aids of Chicago, Delaware Theatre Company, Mark Twain House of Farmington Connecticut, L'ete'Du Vin in Nashville, Leukemia Society of America, Nevada Museum of Art, Teachers College NYC, and The American Red Cross.

13. FVI maintains a web site at [www.ravenswood-wine.com](http://www.ravenswood-wine.com) ( and [www.ravenswoodwinery.com](http://www.ravenswoodwinery.com)) for its products sold under the RAVENS Marks that describes the winery, its vineyards, its wines, and various services and activities of the winery. Annexed hereto as Exhibit 4 are downloaded copies of representative web pages from the site.

14. The RAVENS wines have been advertised in trade publications such as the *Wine Spectator* and tourist publications such as the *California Visitor Review* and *AAA tour guide*. Annexed hereto as Exhibit 5 is a print-out of the front cover and page 133 from *Wine Spectator* magazine issued on November 15, 2008, showing a representative copy of Opposer's advertisements. The RAVENS wines are promoted at trade events/shows, community charitable functions, wine pouring and tasting competitions and through POS retail materials.

15. FVI's advertising and promotional costs and expenses for its RAVENS wines have been well in excess of \$400,000 per year.

16. Annexed hereto as Exhibit 6 are certain of our business data base records detailing press clippings and other third party articles and references to the RAVENS wines. As evidenced by the exhibit, information and news about the RAVENS wines have appeared throughout the United States in numerous publications, including

publications devoted to food and/or wine such as *Bon Appetit*, *Wine & Spirits*, *Food & Wine*, *Wine Spectator*, *The Wine Buyer*, *Wine Business Monthly*, and *Wine Enthusiast*, also numerous newspapers such as *USA Today*, the *San Francisco Chronicle*, the *Los Angeles Times*, the *Miami Herald*, the *New York Times*, and the *New Haven Register*, as well as general interest magazines such as *Vanity Fair*, *McCall's*, and *Vogue*.

17. Annexed hereto as Exhibit 7 are certain of our other business data base records produced by a subsidiary of Constellation Brands, Vine One, compiling year 2008 quarterly and month-by month listings of the accolades and rankings awarded by various publications devoted to food and/or wine to the wines produced by Constellation Brands, Inc., including its RAVENS wines. As evidenced by the exhibit, the quarterly reports demonstrate that the RAVENS wines receive consistent high rankings and awards by such publications as *Wine Enthusiast*, *Wine Spectator*, *International Wine Cellar*, and *The Tasting Panel*. The monthly reports, likewise, demonstrate that the RAVENS Wines are reviewed very favorably by numerous publications and newspapers including *Food and Wine*, the *Miami Herald*, the *Seattle Times*, *Men's Health*, *Decanter*, *Wine & Spirits*, *Beverage Dynamics*, the *San Francisco Chronicle*, *Midwest Wine Connection*, *DC Examiner*, *Rocky Mountain News*, and *Press Democrat* as well as general interest magazines such as *Vanity Fair*, *McCall's*, and *Vogue*.

18. Based upon my general knowledge and my knowledge of the industry, I can attest to the fact that wine and beer are often advertised in the same periodicals and are often promoted together at the same events.

19. Based upon my general knowledge and my knowledge of the industry, I can also attest to the fact that it is customary for beer (bottled and beer on tap) and wine to be offered at restaurants and bars, where permissible, throughout the United States.

20. Attached to this Declaration as Exhibit 8, is a true and complete copy of a print-out of pages 14-27 from the *Adams Business Media 2005 Fact Book, Beverage Alcohol State Facts and Regulations* reference book ("Adams Book"). CBI uses and relies upon the information contained in the Adams Book as a reference for state regulations regarding the sale and distribution of alcoholic beverages, including wine, beer, spirits, and related products. I have reviewed the data in the attached Adams Book print-out and verify that to my knowledge, the facts and information are correct as of the year 2005.

21. To my knowledge, currently wine may be sold in grocery stores in thirty-five (35) States plus the District of Columbia. Beer may be sold in grocery stores in forty-four (44) States plus the District of Columbia. Spirits may be sold in grocery stores in twenty-one (21) States. Wine-base coolers may be sold in grocery stores in thirty-seven (37) states.

22. To my knowledge, currently wine may be sold in liquor stores in forty-eight (48) States plus the District of Columbia. Beer may be sold in liquor stores in forty-four (44) States plus the District of Columbia. Spirits may be sold in liquor stores in all fifty (50) States plus the District of Columbia. Wine-base coolers may be sold in liquor stores in thirty-eight (38) states.

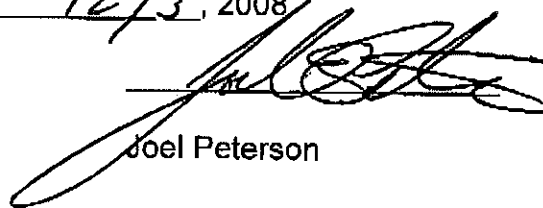
23. To my knowledge, currently wine may be sold in drug stores in thirty-five (35) States plus the District of Columbia. Beer may be sold in drug stores in forty-five (45)



States plus the District of Columbia. Spirits may be sold in drug stores in twenty-three (23) States. Wine-base coolers may be sold in drug stores in forty (40) states.

20. As a result of FVI's substantial sales and the expenditure of substantial sums in establishing, maintaining, and promoting the RAVENS marks and names, the RAVENS marks and names have become well known throughout the United States both in the alcoholic beverage market and to consumers of alcoholic beverage products.

I declare under the penalty of perjury that the foregoing is true and correct and that this Declaration was executed on 12/3, 2008

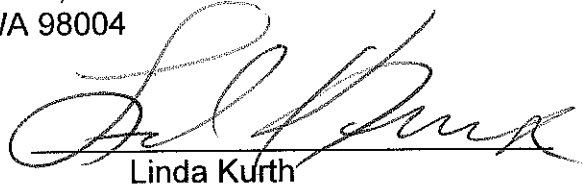


Joel Peterson

CERTIFICATE OF SERVICE

I hereby certify that a copy of the foregoing DECLARATION OF JOEL PETERSON IN SUPPORT OF OPPOSER'S MOTION FOR SUMMARY JUDGMENT in re:Franciscan Vineyards, Inc. v. Beauxkat Enterprises, LLC, Opp. No.91181755, was served on counsel for Applicant, this 4<sup>th</sup> day of December, 2008, by sending same via First Class Mail, postage prepaid, to:

Justin D. Park  
Romero Park & Wiggins P.S.  
155-108<sup>th</sup> Avenue NE, Suite 202  
Bellevue, WA 98004



Linda Kurth

**Franciscan Vineyards, Inc. V. Beauxkat Enterprises, LLC**  
**Opposition No. 91181755**

**Peterson Exhibit 1**

**Ravenswood - FY08**

| <b>Show</b>                                  | <b>List of Wines Entered</b>   | <b>Medal Won</b>                                   |
|--|--|--|
| West Coast Wine Competition                  | 2004 Sonoma County Zinfandel<br>CV Teldeschi Zinfandel<br>2004 Sonoma County Cabernet Sauvignon<br>2004 Sonoma County Merlot   |  |
| San Francisco Int'l Wine Competition         | 2004 Sonoma County Zinfandel<br>CV Teldeschi Zinfandel<br>2004 Sonoma County Cabernet Sauvignon<br>2004 Sonoma County Merlot   | Bronze<br>Bronze<br>Bronze<br>Silver               |
| Orange County Wine Competition               | 2004 Sonoma County Zinfandel<br>CV Teldeschi Zinfandel<br>2004 Sonoma County Cabernet Sauvignon<br>2004 Sonoma County Merlot   |  |
| Los Angeles Int'l Wine & Spirits Competition | 2004 Sonoma County Zinfandel<br>2004 Teldeschi Zinfandel<br>2004 Sonoma County Cabernet Sauvignon<br>CV Sonoma County Merlot   | Silver<br>Silver<br><br>Bronze                     |
| Finger Lakes Int'l Wine Competition          | 2004 Lodi Zin<br>2004 Sonoma County Zin<br>2004 Sonoma County Chard<br>2004 Sonoma County Syrah  | Silver<br>Gold<br><br>Bronze                       |
| Dallas Morning News Wine Competition         | 2004 Vintners Blend Cabernet<br>2004 Vintners Blend Shiraz<br>2004 Vintners Blend Zinfandel<br>2004 County Series Sonoma Zinfandel<br>2004 County Series Napa Zinfandel<br>2004 County Series Lodi Zinfandel | Bronze<br><br>Bronze<br>Bronze<br>Silver<br>Bronze |
| Critics Challenge                            | 2004 Sonoma County Zinfandel<br>2004 Teldeschi Zinfandel<br>2004 Sonoma County Cabernet Sauvignon<br>2004 Sonoma County Merlot   |  |
| California State Fair Wine Competition       | 2004 Sonoma County Zinfandel<br>2004 Teldeschi Zinfandel<br>2004 Sonoma County Cabernet Sauvignon<br>2004 Sonoma County Merlot   |  |

**Summary Strike Rate**

34 wines entered  
1 Gold medal  
5 Silver medals  
9 Bronze medals

**Franciscan Vineyards, Inc. V. Beauxkat Enterprises, LLC  
Opposition No. 91181755**

**Peterson Exhibit 2**

At: We Are Not Able  
to use the "Set Customer"  
Name for Some Cases  
Please Call Us at 1-800-828-1234





DropStop® Wine Pourers  
(Set of Two)  
C-2084







NO  
WIMPY  
WINES



Vinum Flaccidum



RAVENSWOOD

SONOMA VALLEY

PAIS DE VINS  
POULES MOONLITES



RAVENSWOOD

SONOMA VALLEY

NO WIMPY WINES.

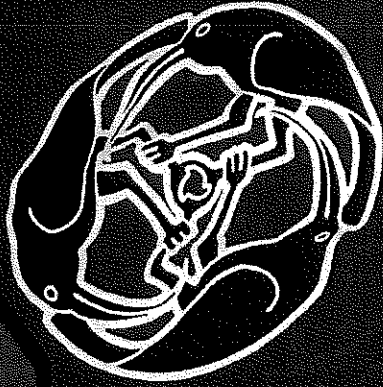


RAVENSWOOD

SONOMA VALLEY

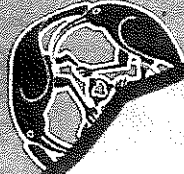
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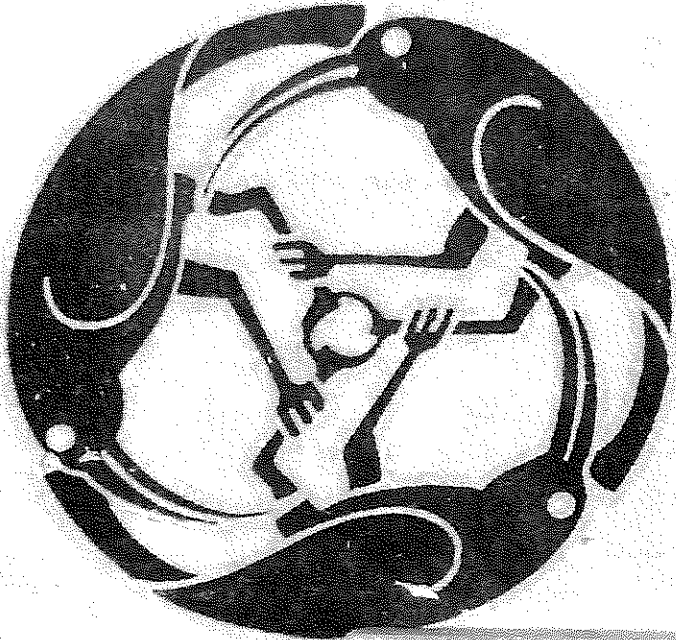
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RAVENSWOOD



OFF

RAVENS

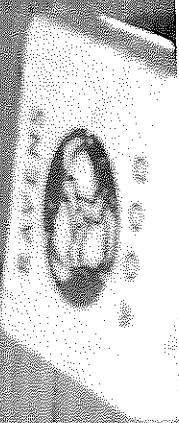


WOOD

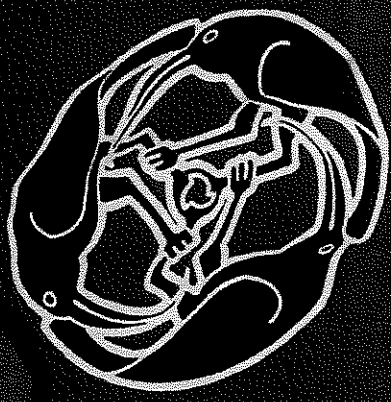
RAVENS



WOOD



WOOD



NOXIMPY  
STINTES

RAVENSWOOD





**Franciscan Vineyards, Inc. V. Beauxkat Enterprises, LLC  
Opposition No. 91181755**

**Peterson Exhibit 3**



1995 TASTINGS/DONATIONS SCHEDULE

| DATE        | ORGANIZATION                       | POUR | DONATE        | ACK. SENT  |
|-------------|------------------------------------|------|---------------|------------|
| JANUARY     |                                    |      |               |            |
| JAN.        | F.R. GOMEZ-EVENING W/DEAF POETS    |      | X             | 10/17/1994 |
| JAN. 14     | CA VINTNER'S PREVIEW TASTING       | X    | WRF TO POUR   | 12/9/1994  |
| JAN. 17-21  | 4TH ANNUAL TAOS WINTER WINE FEST.  | X    | JEP TO POUR   | 3/29/1994  |
| JAN. 26     | WINE AUCTIONS/CT PUBLIC TV         |      | X             | 12/15/1994 |
| FEBRUARY    |                                    |      |               |            |
| FEB. 3-5    | ALBANY WINE FESTIVAL               | X    | VAL TO POUR   | 12/16/1994 |
| FEB. 3      | NORTHBAY HOSPICE/SOLANO            | X    |               | 11/30/1994 |
| FEB. 4      | JUVENILE DIABETES FOUNDATION       |      | X             | 1/3/1995   |
| FEB. 4      | BOYS AND GIRLS CLUB OF AMERICA     |      | X             | 11/9/1994  |
| FEB. 5      | BERKELEY SYMPHONY                  | X    |               | 11/15/1994 |
| FEB. 24     | SC DEMOCRATIC CENTRAL COMMITTEE    | X    |               | 1/19/1995  |
| FEB. 25     | SWEETHEART BALL                    |      | X             | 11/15/1994 |
| FEB. 26     | KUED WINEMAKERS LUNCHEON           | X    | JOEL TO POUR  | 12/11/1994 |
| FEB.28      | SAN FRANCISCO CHRONICLE TASTING    |      | X             |            |
| MARCH       |                                    |      |               |            |
| MAR. 4      | ROTARY CLUB OF MILLBRAE            |      | X             | 1/19/1995  |
| MAR. 5      | MULTIPLE SCLEROSIS                 |      | X             | 1/19/1995  |
| MAR. 6-7    | VIEW FROM THE VINEYARDS            | X    | WRF TO POUR   | 12/14/1994 |
| MAR. 18     | SONOMA CHARTER SCHOOL              |      | X             | 1/3/1995   |
| MAR. 24-25  | HIGH MUSEUM ATLANTA WINE AUCT.     |      | X             | 12/16/1994 |
| MAR.16      | SONOMA MISSION INN                 | X    | ANNA TOPOUR   | 3/2/1995   |
| MAR. 19     | FRESNO ENOLOGY SOCIETY             | X    | MATT TO POUR  | 1/12/1995  |
| MAR.16      | MAKE A WISH FOUNDATION             | X    | X             | 3/7/1995   |
| MAR. 25     | EXPLORIT SCIENCE CENTER-DAVIS      | X    | X             | 12/23/1994 |
| APRIL       |                                    |      |               |            |
| APR. 1      | JUSTIN-SIENA HIGH SCHOOL           | X    | X             | 1/19/1995  |
| APR.1       | COMMONWEALTH CLUB                  | X    | WRF TO POUR   | 3/21/1995  |
| APR. 8      | AMERICAN HEART ASSOCIATION         | X    | X             | 1/12/1994  |
| APR.8       | MAYACAMAS VOLUNTEER FIRE DEPT      |      | X             | 3/30/1995  |
| APR.17      | SANTA ROSE JR COLLEGE              |      | X             | 4/18/1995  |
| APR.20-MAY4 | S F FILM FESTIVAL                  |      | X             | 3/2/1995   |
| APR.21      | SONOMA ECOLOGY CENTER              |      | X             | 4/19/1995  |
| APR. 22-23  | FLORIDA WINEFEST & AUCTION         | X    | CAITILIN POUR | 12/15/1994 |
| APR.28      | COMMONWEALTH CLUB                  |      | X             | 3/21/1995  |
| APR.24      | HEARING SOCIETY FOR THE BAY AREA   |      | X             | 3/2/1995   |
| APR.27      | SVVB                               |      | X             | 4/12/1995  |
| APR. 29     | WORLD AFFAIRS COUNCIL              |      | X             | 2/13/1995  |
| APR.29      | MT. TALMAPIAS SCHOOL               |      | X             | 2/23/1995  |
| SPRING      | SONOMA VALLEY WALDORF SCHOOL       |      | X             | 2/13/1995  |
| SPRING      | NAPA STATE HOSPITAL                |      | X             | 3/15/1995  |
| MAY         |                                    |      |               |            |
| MAY. 6      | CYSTIC FIBROSIS FOUNDATION         | X    | JOEL TO POUR  | 3/21/1995  |
| MAY.12      | CHATTANOOGA SYMPHONY & OPERA ASSOC |      | X             | 4/18/2009  |
| MAY.7       | CONTACT CARE CENTER                | X    | X             | 3/21/1995  |

## RAVENSWOOD

## 1997 LIST OF EVENTS

| DATE        | ORGANIZATION                             | POUR | DONATE | ACK.SENT   | COMMENTS    |
|-------------|--|------|--------|------------|-------------|
| JANUARY     |  |      |        |            |             |
| JAN.18      | CALIF STATE UNIVERSITIES AND U C         |      | X      | 12/9/1996  |             |
| JAN.18      | STANFORD COURT VINTNERS PREVIEW          | X    | X      | 10/21/1996 | WRF TO POUR |
| JAN.18      | STOVALL FAMILY BENEFIT                   |      | X      | 1/16/1997  |             |
| JAN. 22     | SONOMA GREEN BUSINESS WORKSHOP           |      | X      | 1/16/1996  |             |
| JAN.25      | SONOMA VALLEY HIGH SCHOOL BOOSTERS       |      | X      | 1/22/1997  |             |
| JAN.30      | MOTHER JONES MAGAZINE                    |      | X      | 1/23/1997  |             |
| FEBRUARY    |  |      |        |            |             |
| FEBRUARY    | CALIF ASSOC WINE GRAPE GROWERS           |      | X      | 1/3/1997   |             |
| FEBRUARY    | NAPA VALLEY COLLEGE                      |      | X      | 1/3/1997   |             |
| FEB.1       | 1997 SWEETHEART AUCTION VAL.OF MOON B&G  |      | X      | 10/7/1996  |             |
| FEB.1       | VALLEY OF THE MOONBOYS & GIRLS CLUB      |      | X      | 10/21/1996 |             |
| FEB.7       | KLRN PUBLIC TV                           |      | X      | 1/23/1997  |             |
| FEB.8       | SOROPTIMIST INTERNATIONAL OF SONOMA      |      | X      | 1/30/1997  |             |
| FEB.8       | MARIN COUNTRY DAY SCHOOL                 |      | X      | 2/10/1997  |             |
| FEB.27      | MARIN CASA HOOPS FOR CHILDREN            |      | X      | 2/27/1997  |             |
| FEB.21      | SOUTHWESTERN MARKETING                   |      | X      | 2/24/1997  |             |
| FEB.28-MAR  | AMERICAN HEART ASSOCIATION-DALLAS        |      | X      | 10/21/1996 |             |
| MARCH       |  |      |        |            |             |
| MARCH.      | SONOMA LAW CENTER                        |      | X      | 2/18/1997  |             |
| MARCH.1     | ST. ROSE SCHOOL                          |      | X      | 12/12/1996 |             |
| MARCH.1     | AMERICAN CANCER SOCIETY-SF UNIT          | X    | X      | 11/19/1996 |             |
| MARCH.1     | PHILHARMONIC SOCIETY OF ORANGE COUNTY    |      | X      | 2/4/1997   |             |
| MARCH.14    | KENTFIELD SCHOOLS FOUNDATION             |      | X      | 3/10/1997  |             |
| MARCH.1     | AUDUBON CANYON RANCH                     |      | X      | 2/18/1997  |             |
| MARCH.15    | BASS TICKET FOUNDATION                   |      | X      | 2/24/1997  |             |
| MARCH.15-1  | CONVENT OF THE SACRED HEART              |      | X      | 2/1/1997   |             |
| MARCH.16    | NATIONAL KIDNEY FOUNDATION CHEFS/        | X    |        | 12/9/1996  |             |
| MARCH.16    | CANINE COMPANIONS FOR INDEPENDAN         | X    | X      | 12/12/1996 |             |
| MARCH.21-2  | HIGH MUSEUM ATLANTA WINE AUCTION         |      | X      | 1/30/1997  |             |
| MARCH.22    | AMERICAN HEART ASSOCIATION               | X    | X      | 7/30/1996  |             |
| MARCH.22    | JUSTIN SIENA HIGH SCHOOL GREAT PAR       | X    | X      | 1/15/1997  |             |
| MARCH.23    | LA SHANTI                                |      | X      | 1/22/1997  |             |
| MARCH.24    | EVENING WITH THE STARS SO.CO.AIDS FOUND. |      | X      | 1/23/1997  |             |
| MARCH.27    | GUARDSMEN'S SPORTS EXTRACTIONAIRE        |      | X      | 3/4/1997   |             |
| MARCH.30    | SONOMA CHARTER SCHOOL                    |      | X      | 2/5/1997   |             |
| MARCH.31    | YMCA                                     |      | X      | 3/5/1997   |             |
| APRIL       |  |      |        |            |             |
| SPRING      | NAPA STATE HOSPITAL                      |      | X      | 4/1/1997   |             |
| APRIL.1     | VALLEY OF THE MOON NURSERY SCHOOL        |      | X      | 2/18/1997  |             |
| APRIL.4     | LINES CONTEMPORY BALLET                  | X    |        | 2/5/1997   |             |
| APRIL.4     | TEXAS HILL COUNTRY FINE WINE AUCTION     | X    | X      | 3/3/1997   | WRF TO POUR |
| APRIL.4     | DALLS OPERA "VINTAGE DALLAS"             |      | X      | 3/11/1997  |             |
| APRIL.11    | CELEBRATE ARTS EDUCATION                 |      | X      | 1/30/1997  |             |
| APRIL.12    | S F OPERA GUILD OPERA FESTIVA            |      | X      | 10/21/1996 |             |
| APRIL.12    | S F OPERA GUILD                          |      | X      | 12/9/1996  |             |
| APRIL.13    | SONOMA VALLEY ACADEMY                    |      | X      | 2/18/1997  |             |
| APRIL.16-20 | FLORIDA WINEFEST & AUCTION               | X    | X      | 9/3/1996   | JEP TO POUR |
| APRIL.16    | SONOMA COUNTY SHERIFF'S DEPT.            |      | X      | 4/8/1997   |             |
| APRIL.19    | WINEFEST ANN ARBOR ART CENTER            |      | X      | 1/16/1997  |             |
| APRIL.19    | ST. MARK'S SCHOOL                        |      | X      | 2/5/1997   |             |
| APRIL.19    | ALEXANDER VALLEY SCHOOL                  |      | X      | 3/19/1997  |             |
| APRIL.20    | SONOMA MARTIAL ARTS OF AMERICA           |      | X      | 4/16/1997  |             |
| APRIL.24    | SONOMA VALLEY VISITORS BUREAU            |      | X      | 3/31/1997  |             |
| APRIL.25    | MADRONE SCHOOL                           |      | X      | 4/16/1997  |             |
| APRIL.25    | SONOMA ECOLOGY CENTER                    |      | X      | 4/16/1997  |             |
| APRIL.20    | NATIONAL MULTIPLE SCLEROSIS WINE AUCTION |      | X      | 3/5/1997   |             |
| APRIL.26    | MARIN CATHOLIC HIGH SCHOOL               |      | X      | 3/5/1997   |             |

## RAVENSWOOD

## 1998 LIST OF EVENTS

| DATE            | ORGANIZATION                                | POUR | DONATE | ACK.SENT   | COMMENTS       |
|-----------------|---|------|--------|------------|----------------|
| <b>JANUARY</b>  |   |      |        |            |                |
| JANUARY.17      | SHERIFF MARK IHDE'S RETIREMENT PARTY        |      | X      | 11/19/1997 |                |
| JANUARY.17      | SANTA ROSA WEST ROTARY CLUB                 |      | X      | 12/16/1997 |                |
| JANUARY.24      | SONOMA VALLEY HS BOOSTERS CLUB              |      | X      | 1/22/98    |                |
| JANUARY.30      | MBA CHALLENGE FOR CHARITY                   | X    | X      | 12/9/1997  |                |
| <b>FEBRUARY</b> |   |      |        |            |                |
| FEB.6-8         | AMERICAN WINE FESTIVAL AT THE DESM          | X    | X      | 12/9/1997  | VAL LOGAN      |
| FEB.7           | VALLEY OF THE MOON BOYS & GIRLS CLUB        |      | X      | 10/20/1997 |                |
| FEB.7           | JULIAN HIGH SCHOOL DINNER & AUCTION         |      | X      | 1/2/1998   |                |
| FEB.7           | JIM SALLEE RETIREMENT PARTY                 |      | X      | 2/2/1998   |                |
| FEB.8           | BERKELEY SYMPHONY ORCHESTRA                 | X    | X      | 11/19/1997 |                |
| FEB.20          | COMMUNITY RESOURCES FOR INDEPENDENCE        |      | X      | 1/2/1998   |                |
| FEB.20          | FARMLANDS GROUP/RED & WHITE BALL            | X    | X      | 2/2/1998   |                |
| FEB.22          | FESTIVAL OF WHALES GOLF CLASSIC             |      | X      | 12/10/1997 |                |
| FEB.26          | SAN FRANCISCO SPCA                          |      | X      | 2/2/1998   |                |
| FEB.27          | AMERICAN CANCER SOCIETY                     | X    |        | 1/2/1998   |                |
| FEB.27          | HABITAT FOR HUMANITY                        |      | X      | 2/18/1998  |                |
| FEB.28          | SWEETHEART BALL                             |      | X      | 1/12/1998  |                |
| <b>MARCH</b>    |   |      |        |            |                |
| MARCH.7         | ST.ROSE SCHOOL SANTA ROSA                   |      | X      | 2/2/1998   |                |
| MARCH.7         | LIVE OAK SCHOOL                             |      | X      | 2/18/1998  |                |
| MARCH.7         | MONTESSORI FAMILY CENTER                    |      | X      | 3/3/1998   |                |
| MARCH.8         | CELEBRITY CHEF F&W TASTING/CANINE COMPAN    |      | X      | 10/9/1997  |                |
| MARCH.13        | BOSSIN MEMORIAL CANCER RESEARCH FOUND.      |      | \$     | 3/9/1998   |                |
| MARCH.14        | SONOMA CHARTER SCHOOL FOUNDATION            |      | X      | 2/2/1998   |                |
| MARCH.14        | REDWOOD EMPIRE GYMNASTICS BOOSTER ORG.      |      | X      | 3/9/1998   |                |
| MARCH.15        | FESTIVAL OPERA                              |      | X      | 3/3/1998   |                |
| MARCH.16-2      | BOUQUETS TO ART                             |      | X      | 11/19/1997 |                |
| MARCH.18        | CALIF WATERFOWL ASSOC.MARIN CHAPTER         |      | X      | 3/17/1998  |                |
| MARCH.20        | JUNIOR LEAGUE OF SONOMA-NAPA                | X    | X      | 2/2/1998   |                |
| MARCH.21        | HOLY FAMILY SCHOOL-CITRUS HEIGHTS           |      | X      | 1/2/1998   |                |
| MARCH.22        | SONOMA MEADOW OAKS SCHOOL                   |      | X      | 3/3/1998   |                |
| MARCH.23        | EVENING WITH THE STARS-SO.COUNTY AIDS FOU   |      | X      | 10/20/1997 |                |
| MARCH.23        | MILL VALLEY FILM FEST..ACADEMY AWARDS EVEI  |      | X      | 3/11/1998  |                |
| MARCH.28        | THE GREAT PARTY-JUSTIN SIENA HIGH SCHOOL    |      | X      | 2/2/1998   |                |
| MARCH.28        | ENVIRONMENTAL AWARDS DINNER                 |      | X      | 3/3/1998   |                |
| MARCH.28        | UNLV  | X    | X      | 1/14/1998  | LJR/JJ TO POUR |
| MARCH.28        | MARIN COUNTY DAY SCHOOL                     |      | X      | 2/4/1998   |                |
| MARCH.28        | VINTNERS PREVIEW TASTING AT STNFOI          | X    |        | 2/18/1998  | WRF/AS TO POUR |
| <b>APRIL</b>    |   |      |        |            |                |
| APRIL.2         | CITIBANK MILL VALLEY                        | X    |        | 3/10/1998  |                |
| APRIL.2         | JUDGE ELAINE WATTERS CAMPAIGN               |      | X      | 3/25/1998  |                |
| APRIL.3         | TEXAS HILL COUNTRY WINE & FOOD FEST.        |      | X      | 2/4/1998   |                |
| APRIL.3         | CALIF LEAGUE OF CONSERVATION VOTERS         |      | X      | 3/3/1998   |                |
| APRIL.3         | BISMARCK ARTS & GALLERIES ASSN.             |      | X      | 3/4/1998   |                |
| APRIL.4         | SONOMA VALLEY ACADEMY                       |      | X      | 3/3/1998   |                |
| APRIL.4         | LARK CREEK INN TASTING                      | X    |        | 3/17/1998  | ASTRID TO POUR |
| APRIL.5         | SONOMA VALLEY ACADEMY                       |      | X      | 11/6/1997  |                |
| APRIL.5         | CHEFS & CELLARS NAT'L KIDNEY FOUND          | X    |        | 11/19/1997 |                |
| APRIL.15-17     | CHARLOTTE WINE & FOOD WEEKEND               |      | X      | 3/3/1998   |                |
| APRIL.17        | FARALLONES MARINE SANCTUARY ASSOC.          |      | X      | 3/9/1998   |                |
| APRIL.17        | TOMMY THOMPSON ORGAN TRANS.FUNDRAISER       |      | X      | 3/25/1998  |                |
| APRIL.17        | THACHER SCHOOL                              |      | X      |            |                |
| APRIL.18        | LOS CARNEROS ELEM.SCHOOL                    |      | X      | 3/25/1998  |                |
| APRIL.19        | INTER.WINES,INC.NAT'L MULTIPLE SCLEROSIS SO |      | X      | 3/3/1998   |                |
| APRIL.19        | L A OPERA INTERNATIONAL                     |      | X      | 3/24/1998  |                |
| APRIL.22        | S F INTERNATIONAL FILM FESTIVAL             |      | X      | 3/25/1998  |                |
| APRIL.23/25     | NY INSTITUTE OF TECHNOLOGY                  |      | X      | 3/3/1998   |                |
| APRIL.24        | CELEBRATE WITH HEART                        | X    |        | 10/9/1997  |                |
| APRIL.24        | CELEBRATE WITH HEART                        |      | X      | 10/20/1997 |                |
| APRIL.24        | CELEBRATE WITH HEART                        |      | X      | 1/12/1998  |                |
| APRIL.25        | WOOD ROSE ACADEMY OF CONCORD                | X    |        | 10/30/1997 |                |
| APRIL.25        | SACRED HEART CATHEDRAL PREP. SF             |      | X      | 3/9/1998   |                |
| APRIL.25        | WM. HALL MASTER CHAROLE COSTA MESA          |      | X      | 3/19/1998  |                |
| APRIL.26        | CHICAGO FUND ON AGING & DISABILITY M ON W   |      | X      | 3/3/1998   |                |
| APRIL.29        | FETE DU PRINTEMPS-CANCER CARE, INC.         |      | X      | 2/4/1998   |                |
| APRIL.29        | TASTE OF THE NATION                         | X    | X      | 4/7/1998   | WRF TO POUR    |

## LIST

|              |                                   |       |   |            |
|--------------|-----------------------------------|-------|---|------------|
| MAR.20       | ASSUMPTION SCHOOL                 |       | X | 10/1/1998  |
| MAR.20       | JUNIOR LEAGUE NAPA-SONOMA         | X     | X | 1/14/1999  |
| MAR.20       | JUSTIN=SIENA HS                   |       | X | 2/22/1999  |
| MAR.21       | ACADEMY OF FRIENDS SF             | X     |   | 2/1/1999   |
| MAR.21       | EVENING WITH THE STARS SF         | X     | X | 2/1/1999   |
| MAR.24       | SELECT SONOMA COUNTY ANNUAL D     |       | X | 2/24/1999  |
| MAR.26       | LUNGS ARE FOR LIFE                | X     |   | 2/1/1999   |
| MAR.26       | FESTIVAL OPERA                    |       | X | 2/22/1999  |
| MAR.26-27    | LODI SPRING WINE SHOW             | X     |   | 12/31/1998 |
| MAR.26-27    | SCHOOLS OF THE SACRED HEART       |       | X | 3/10/1999  |
| MAR.27       | SONOMA VALLEY EDUCATION FOUND.    |       | X | 3/25/1999  |
| <b>APRIL</b> |                                   |       |   |            |
| APRIL 8-11   | 9TH RARE WINE AUCTION DC          |       | X | 2/22/1999  |
| APRIL.9      | CELEBRATE WITH HEART AMA          | X     | X | 11/5/1998  |
| APRIL.9      | S F AIDS FOUNDATION (MARCY)       |       | X | 3/24/1999  |
| APRIL.10     | WILD HEARTPRODCIONS               |       | X | 3/4/1999   |
| APRIL.12-15  | LODI CONFERENCE & VISITORS BUR.   |       | X | 3/9/1999   |
| ARRIL.15     | CHILD ABUSE PREVENTION SOCIETY    |       | X | 3/4/1999   |
| APRIL.16     | NO CALIF PHYCHIATRIC SOCI         | X     |   | 4/12/1999  |
| APRIL.17     | FAMILY HOUSE SF                   |       | X | 11/5/1998  |
| APRIL.17     | WOOD ROSE ACADEMY IN CO           | X     |   | 1/14/1999  |
| APRIL.18     | NAT'L MULTIPLE SCLEROSIS SOCIETY  |       | X | 2/22/1999  |
| APRIL.20     | THACHER SCHOOL                    |       | X | 4/20/1999  |
| APRIL.23     | LONG BEACH BOYS & GIRLS CLUB      |       | X | 3/9/1999   |
| APRIL.24     | SACRED HEART CATHEDRAL PREP       |       | X | 2/22/1999  |
| APRIL.24     | PETALUMA CHICK'S BASKETBALL CLUB  |       | X | 2/24/1999  |
| APRIL.20     | TASTE OF THE NATION               | X     |   | 2/25/1999  |
| APRIL.25     | SOME FAMILY CONNECTION            |       | X | 4/20/1999  |
| APRIL.25     | SOROPTIMIST INTERNATIONAL         | X     |   | 4/20/1999  |
| APRIL.26     | AIDS EMERGENCY FUND               |       | X | 4/20/1999  |
| APRIL.28     | CANCER CARE (LAUBER)              |       | X | 3/15/1999  |
| APRIL.28     | CALIF LEAGUE OF CONS VOTERS       |       | X | 4/20/1999  |
| APRIL.29     | KATHLEEN HILL BOOK SIGNING LA     |       | X | 4/20/1999  |
| APRIL.30     | ELDER ABUSE PREVENTION            |       | X | 2/24/1999  |
| APRIL.30     | BIG BROTHERS & SISTERS            |       | X | 4/20/1999  |
| APRIL.30     | MOUNT GEORGE SCHOOL               |       | X | 4/12/1999  |
| APRIL.30     | SONOMA COUNTY SERRIFF'S DEPT.     |       | X | 3/4/1999   |
| APRIL.30     | SONOMA VALLEY ACADEMY             |       | X | 2/22/1999  |
| <b>MAY</b>   |                                   |       |   |            |
| MAY.         | ORANGE CO WINE COMP               | ENTER |   | 4/7/1999   |
| MAY.1        | AGGIE AUCTION UC DAVIS            |       | X | 4/20/1999  |
| MAY.1        | SONOMA COUNTY DAY SCHOOL          |       | X | 1/14/1999  |
| MAY.1        | DE LA SALLE HIGH SCHOOL           |       | X | 4/20/1999  |
| MAY.1        | JUVENILE DIABETES FOUNDATION      |       | X | 3/22/1999  |
| MAY.2        | CHEFS & CELLARS NAT'L KIDN        | X     |   | 1/11/1999  |
| MAY.6        | FAMILY CAREGIVER ALLIANCE         |       | X | 12/31/1998 |
| MAY.8        | ST. FRANCIS SOLANO SCHOOL         | X     | X | 3/22/1999  |
| MAY.8        | TELEGRAPH HILL NEIGHBORHOOD CENTE |       | X | 4/20/1999  |
| MAY.8        | GEYSERVILLE EDUCATION FOUNDATION  |       | X | 4/20/1999  |
| MAY.10       | MEALS ON WHEELS SF                |       | X | 3/4/1999   |
| MAY.14       | UNIVERSITY CHILDREN'S FOUND.      |       | X | 11/25/1998 |

**YES TO POUR/DONATION**

| DATE            | ORGANIZATION                       | POUR      | DONATE | ACK.SENT   |
|-----------------|------------------------------------|-----------|--------|------------|
| <b>JANUARY</b>  |                                    |           | X      | 12/13/1999 |
| JAN.            | UNITED WAY                         |           | X      | 1/13/2000  |
| JAN.12          | LOSI DIST GRAPE GRWRS ASSOC        |           | X      | 1/13/2000  |
| JAN.14          | URSULA HS                          |           | X      | 12/9/1999  |
| JAN.18          | 2000 UNIFIED W & G SY              | X         |        | 10/26/1999 |
| JAN.22          | SANTA ROSA ROTARY                  |           | X      | 1/18/2000  |
| JAN.22          | KAISER ELEMENTARY SCHOOL           |           | X      | 1/27/2000  |
| JAN.27          | SF MAYORS SUMMIT FOR WOMEN         |           | X      | 12/15/1999 |
| JAN.28          | ARTISTS BALL A GO GO               |           | X      | 1/25/2000  |
| JAN.29          | SUPER BOWL OF CRAB FEASTS          |           | X      | 1/4/2000   |
| JAN.31          | WSBE TV                            |           |        |            |
| <b>FEBRUARY</b> |                                    | VAL LOGAN |        | 7/26/1999  |
| FEB.4           | ALBANY AM. WINE FESTIVAL           |           | X      | 12/13/1999 |
| FEB.4           | SWEETHEART AUCTION                 |           | X      | 11/23/1999 |
| FEB.5           | AMERICAN INSTITUTE W/F             |           | X      | 1/25/2000  |
| FEB. 5-6        | CALL OF THE WILD/CAT FANCIERS      |           | X      | 11/24/1999 |
| FEB.5           | AMERICAN HEART ASSN. LV            |           | X      | 12/13/1999 |
| FEB.10          | MATRIX 2000 GALA                   |           | X      | 1/4/2000   |
| FEB.11          | NORTH COAST BUILDERS CRAB FST      |           | X      | 10/26/1999 |
| FEB.12          | INTERNATIONAL FRENCH SCHOOL        |           | X      | 11/4/1999  |
| FEB.14          | UNIV.CHILDREN'S FUND               | X         |        | 1/4/2000   |
| FEB.16          | THE WINE SOURC PORTFOLIO SHW       |           | X      | 12/13/1999 |
| FEB.19          | WINDXOR CO-OP NURSERY              |           | X      | 2/14/2000  |
| FEB.19          | BOYS AND GIRLS OF GREEN BAY        | X         | X      | 2/25/2000  |
| FEB.25          | SONOMA CTY FARMLANDS               |           | X      | 1/5/2000   |
| FEB.25          | COMMUNITY RESOURCES FOR INDEP      |           | X      | 9/23/1999  |
| FEB.25          | LYRIC OPERA OF CHICAGO             |           | X      | 11/24/1999 |
| FEB.26          | SIP FOR SIGHT                      |           | X      | 2/26/2000  |
| FEB.26          | VINVISION                          |           | X      | 2/10/2000  |
| FEB.26          | SONOMA SISTER CITIES ASSOC         |           | X      | 2/23/2000  |
| FEB.26          | GATEWAY SCHOOL                     |           | X      | 12/13/1999 |
| FEB.26          | ST JOHN THE BAPTIST SCH            |           | X      | 12/13/1999 |
| FEB.28          | MARINE INSTITUTE GOLF CLAS         |           | X      | 2/10/2000  |
| FEB.26          | SO VALLEY CHORALE                  |           | X      | 2/10/2000  |
| FEB.26          | ST HELENA NURSERY                  | X         |        | 2/16/2000  |
| FEB.28          | REST MARKETING 2000                |           |        |            |
| <b>MARCH</b>    |                                    |           | X      | 3/14/2000  |
| MARCH           | LIVE OAKS H.S SPORTS PRGM          |           | X      | 2/10/2000  |
| MARCH           | GREAT CHEFS IN GREAT HOMES         |           | X      | 10/26/1999 |
| MARCH.2         | FOOD FARE 2000                     |           | X      | 11/23/1999 |
| MARCH.4         | S F OPERA GUILD                    |           | X      | 2/11/2000  |
| MARCH.4         | EARLY CALIF DAYS ST FRANCIS SCHOOL |           | X      | 2/15/2000  |
| MARCH.4         | SUN & STARS                        |           | X      | 2/15/2000  |
| MARCH.4         | ALEX VALLEY SCHOOL                 |           | X      | 11/4/1999  |
| MARCH.5         | CELEBRITY CHEF C.CAMPAN            | X         |        | 11/23/1999 |
| MARCH.5         | BERKELEY SYMPHONY                  | X         |        | 12/13/1999 |
| MARCH.5         | CELEBRITY CHEF CANINE CAM          |           | X      | 1/4/2000   |
| MARCH.9         | SF INT'L ASIAN FILM                |           | X      | 11/24/1999 |
| MARCH.9         | FACES                              |           |        |            |

YES TO POUR/DONATION  
2001

| DATE       | ORGANIZATION                          | POUR      | DONATE  | ACK.SENT   | ITEM DONATED | REPEAT?? |
|------------|---------------------------------------|-----------|---------|------------|--------------|----------|
| JANUARY    |                                       |           |         |            |              |          |
| JAN.       | TEACHERS COLLEGE NYC                  |           | X       | 7/26/2000  |              |          |
| JAN.       | UNITED WAY SONOMA, MENDO, LAKE        |           | X       | 1/16/2001  |              |          |
| JAN.       | SACRAMENTO ROTARY - JIM WISNER        |           | X       | 1/8/2001   |              |          |
| JAN.       | SCGG - NICK FRY                       |           | X       | 1/8/2001   |              |          |
| JAN.10     | WINE INSTITUTE LEGISLATIVE RECEPTION  |           | X       | 12/20/2000 |              |          |
| JAN.11     | LODI DIST GRAPE GROWERS ASSOC         |           | X       | 1/4/2001   |              |          |
| JAN.12     | ORANGE CITY WINE SOCIETY/MONTLY MTG   | X-JOEL    |         | 7/1/2000   |              |          |
| JAN.13     | CARSON ADVOC. FOR CANCER CARE         | THERN W&S |         | 11/30/2000 |              |          |
|            |                                       |           |         |            |              |          |
|            |                                       |           |         |            |              |          |
| FEBRUARY   |                                       |           |         |            |              |          |
| FEB        | CHRONICAL NO CA WINE COMPETITION      |           | SAMPLES | 1/25/2001  |              |          |
| FEB.2,3,4  | ALBAN WINE FEST / DESMOND             | X-VAL L   |         | 8/15/2000  |              |          |
| FEB.3      | BAY AREA BLACK UNITED FUND            |           | X       | 12/20/2000 |              |          |
| FEB.3      | MATRIX PARENT NETWORK                 |           | X       | 1/25/2001  |              |          |
| FEB.3      | VOM BOYS & GIRLS CLUB                 |           | X       | 11/30/2000 |              |          |
| FEB.3, 4   | CALL OF THE WILD CAT CLUB             |           | X       | 11/30/2000 |              |          |
| FEB.24     | MT DIABLO CO OP PRE SCHOOL            |           | X       | 9/28/2000  |              |          |
| FEB.9      | FLIRTERS BALL - VIA REHAB SERVICES    |           | X       | 10/5/2000  |              |          |
| FEB.9      | LYCEE FRANCAIS INT'L FRENCH SCHOOL    |           | X       | 10/9/2000  |              |          |
| FEB.10     | ST. JOHN NOTRE DAME SCHOOL            |           | X       | 11/0/00    |              |          |
| FEB.10     | WILLOW WOOD WALDORF SCHOOL            |           | X       | 2/6/2001   |              |          |
| FEB.11-14  | ASSOC OF CA NURSE LEADERS             |           | X       | 2/6/2001   |              |          |
| FEB.18     | NO COAST VISITOR CENTER               | X         |         | 2/1/2001   |              |          |
| FEB.14, 15 | ROHNERT PARK GYMNASTICS               |           | X       | 2/6/2001   |              |          |
| FEB.22     | ZAP PACIFIC ORCHARD EXPO TASTING      | X         |         | 10/9/2000  |              |          |
| FEB.22,23  | BOYS & GIRLS CLUB WISCONSIN           |           | X       | 11/30/2000 |              |          |
| FEB.24     | ARCS FOUNDATION - LA CHAPTER          |           | X       | 11/30/2000 |              |          |
| FEB.24     | CROWDEN SCHOOL OF MUSIC               |           | X       | 2/23/2001  |              |          |
| FEB.25     | OCEAN INSTITUTE                       |           | X       | 12/7/2000  |              |          |
| FEB.END    | AMER. SOCIETY FOR AFRICAN DEVEL & EDU |           | X       | 2/6/2001   |              |          |
|            |                                       |           |         |            |              |          |
| MARCH      |                                       |           |         |            |              |          |
| MARCH      | CHRONICAL NORTH CA WINE COMPETITION   |           |         |            |              |          |
| MARCH      | ALVARADO ELEMENTARY SCHOOL            |           | X       | 2/1/2001   |              |          |

YES TO POUR / DONATION 2002

| DATE      | ORGANIZATION                               | POUR  | DONATE | ACK.SENT   | ITEM DONATED                     | REPEAT?? |
|-----------|--|-------|--------|------------|----------------------------------|----------|
| JANUARY   |  |       |        |            |                                  |          |
| JAN       | VOM TRAP CLUB / JOLYON                     |       | X      | JAN        | \$100 GOODIE BAG                 |          |
| JAN       | LODI DISTRICT GRAPE GRWRS ASSOC            |       | X      |            | 1CS ZNLD99750                    |          |
| JAN.17    | TACS WINTER WINE FEST                      | PETER | X      | 8/13/2001  |                                  |          |
| JAN.23    | YERBA BUENA CTR. FOR ARTS                  |       | X      | 11/8/2001  | 1 CS SCZN99, 1 CS PENTIMENTO 98  |          |
| JAN. 26   | 13TH ANN.CRAB FEED-SON.CO.FARM BUR.        |       | X      | 12/6/2001  | 1MAG.97 PICKBERRY                |          |
| JAN.26    |  |       |        |            |                                  |          |
| FEBRUARY  |  |       |        |            |                                  |          |
| FEB.2     | 17TH ANN.VAL.OF MOON AUCT.-BYS/GRLS CL     |       | X      | 12/6/2001  | 1MAG EA.ZNSC97&98                |          |
| FEB.2     | CA COURT CLERKS ASSOC                      |       | X      | 1/29/2002  | \$50 GOODIE BAG                  |          |
| FEB.2     | 4TH ANN.RAINFRST.RFL-BORNEO PROJECT        |       | X      | 1/29/2002  | 1CASE ZNVB99                     |          |
| FEB.2     | SON.VLY.HS BSTRS.CLB-SUPER BOWL/CRAB FEEDS |       | X      | 1/15/2002  | 1 CASE VBZN99                    |          |
| FEB.8     | FLIRTERS BALL/VIA REHAB SERVICES           |       | X      | 10/8/2001  | 1MAG EA.ZNSC97, ZNNV97           |          |
| FEB.8     | CELEB.LOVE OF CHLDREN-VIA REHAB.SVCS.      |       | X      | 12/6/2001  | 1MAG SANGIACOMO MER.9            |          |
| FEB.9     | ST. HELENA SCHOOLS                         |       | X      | 11/7/2001  | 1 ZNDK98 MAG, 1 ZNDK99 MAG       |          |
| FEB.9     | AMERICAN LIVER FOUNDATION                  |       | X      | 11/7/2001  | 1 MAG ZNTL99                     |          |
| FEB.9     | ST. FRANCIS SOLANO SCHOOL                  |       | X      | 11/7/2001  | 1 MAG ZNSC97                     |          |
| FEB.9     | SONOMA STATE UNIV.ART GALLERY              |       | X      | 11/7/2001  | 1 MAG ZNSC97                     |          |
| FEB.16    | DAVIS COMM.MEALS-MARDI GRAS BENE.BALL      |       | X      | 1/4/2002   | 1CASE VBZN99                     |          |
| FEB.17    | CLOVER.CITRUS FAIR-NO.CST.WINE/VISIT CTR.  | X     |        | 2/7/2002   |                                  |          |
| FEB.21    | ZAP - PACIFIC ORCHID EXPO                  | X     |        | 8/13/2001  |                                  |          |
| FEB.22-23 | AMERICAN HEART ASSN./HEARTS DELIGHT        |       | X      | 11/7/2001  | 1 3LT. XXRS98                    |          |
| FEB.24    | THE CROWDEN SCH.-19TH ANN.BANQ.,AUCT+      |       | X      | 12/18/2001 | 1 MAG 96 RANCHO SALINA           |          |
| MARCH     |  |       |        |            |                                  |          |
| MARCH.1   | YOUNG PERF.THEATRE-A NITE W/DR.ZHIVAGO     |       | X      | 12/18/2001 | 1 MAG 97 SANGIACOMO MER.         |          |
| MARCH.1   | "BIG BOTTLE AUCTION"-BOB CABRAL            |       | X      |            |                                  |          |
| MARCH.1.2 | AMER.INST.OF WINE/FOOD-12TH ANN.AUCT.      | X     |        | 12/6/2001  | 99 BARRICIA ZIN-3 LITRE          |          |
| MARCH.1&2 | THE MODERN ART OF ORCHIDS                  |       | X      | 2/7/2002   | 1CS ZNSC99                       |          |
| MARCH.2   | GATEWAY SCHOOL                             |       | X      | 11/7/2001  | 1 XXPB98 MAG                     |          |
| MARCH.2   | STANFORD LAW SCH.-BID 4 JUSTICE AUCTION    |       | X      | 11/30/2001 | 4MAGS-CHSG96,MRSG96,XXRS96,ZNMAR |          |
| MARCH.3   | CANINE COMPANIONS                          |       | X      | 11/7/2001  | ZNDK98 MAG                       |          |
| MARCH.5   | ANN.CARNIV.GALA-A.KINGS LINE BALLET....    |       | X      | 2/7/2002   | 2CS SON.CO.ZIN                   |          |
| MARCH.9   | AMER.CANCER SOC.-SPIRIT OF SF              | X     |        | 12/18/2001 | 1 MAG 97 PICKBERRY               |          |
| MARCH.9   | PENNINGSLA JEWISH COMMUNITY CTR            |       | X      | 9/13/2001  | 97 XXRSMAG                       |          |
| MARCH.10  | SYMPHONY OF FOOD & WINE/SR SYMPH           | X     |        | 11/8/2001  | MRSG97MAG                        |          |
| MARCH.10  | TASTE4CURE-N.AMER.FND./CURE/DIABETES       |       | X      | 12/6/2001  | 1MAG XXRS 97                     |          |
| MARCH.11  | FINE ARTS MUSEUM AUXILIARY                 |       | X      | 8/20/2001  | 1MAG XXPB97                      |          |
| MARCH.14  | SF SENR.CTRS-ANN.BENE.DNR&SIL-AUCTION      |       | X      | 1/16/2002  | 1MAG99DICKERSON ZIN              |          |

| ORGANIZATION |   | POUR | DONATION | SENT       | ITEM                        | DONATED |
|--------------|---|------|----------|------------|-----------------------------|---------|
| JANUARY      |   |      |          |            |                             |         |
| JAN.2003     | SONOMA CO. GRAPE GROWERS ASSN.                      | X    |          | 11/1/2002  | 2CS ZNSC                    |         |
|              |   | X    |          | 1/10/2003  | 1 \$25 GOODIE BAG           |         |
| JAN.11       | VALLEY OF THE MOON TRAP CLUB CRAB FEED              | X    |          | 10/1/2002  | 1MAG XXRS96                 |         |
| JAN.25       | ROTARY CLUB OF SANTA ROSA WEST-20TH CRAB FEED       | X    |          | 10/15/2002 | 1MAG ZNSC97                 |         |
| JAN.25       | SONOMA COUNTY FARM BUREAU-14TH ANN.CRAB FD.         | X    |          | 1/10/2003  | 1MIXED CS.WINE/1 GOODIE BAG |         |
| JAN.25       | CORPUS CHRISTI SCH/EAST BAY - ANN.SILENT AUCTION    | X    |          | 1/10/2003  | 1CSZNVB00                   |         |
| JAN.25       | SONOMA VALLEY HS BOOSTERS CLUB - CRAB FEED          | X    |          | 10/22/2002 | 1CS ZNSC; 1CS CHSG          |         |
| JAN.28-30    | 2003 UNIFIED WINE & GRAPE SYMPOSIUM                 | X    |          | 12/31/2002 | 3BTL(750ML)ZNVB/3BTL ZNSC   |         |
| JAN.31       | MARIETTA COBB MUREUM OF ART-1ST ANN.ZIN FEST.       |      |          |            |                             |         |
|              |   |      |          |            |                             |         |
| FEBRUARY     |   |      |          |            |                             |         |
| FEB. 1       | SOROPTIMIST INT'L 'A CHOCOLATE AFFAIR'              | X    |          | 8/20/2002  | 1MAG XXPB97                 |         |
| FEB.2        | VALLEY OF THE MOON BOYS & GIRLS CLUB-AUCTION        | X    |          | 12/31/2002 | 1MAG XXIC99                 |         |
| FEB.7        | CALIFORNIA ACADEMY OF SCIENCES - NATURAL SELECTION  | X    |          | 12/11/2002 | 1CS ZNSC00                  |         |
| FEB.7        | LYCEE FRANCAIS LA PEROUSE - AUCTION EAU             | X    |          | 10/25/2002 | 1MAG ZNSC97                 |         |
| FEB.7        | SON.CO.ANIMAL SHLTR.MOBILE ANIMAL CTR-PAWS 4 LOVE   | X    |          | 1/21/2003  | 1 \$25/GOODIE BAG           |         |
| FEB.8        | ST. FRANCIS SOLANO SCHOOL                           | X    |          | 11/5/2002  | 1CS.VBZN00                  |         |
| FEB.8        | UNIVERSITY ART GALLERY @ SONOMA STATE UNIV.         | X    |          | 12/3/2002  | 1MAG 98 MRDR                |         |
| FEB.8        | AMERICAN RED CROSS-PIEDMONT CHPTR                   | X    |          | 1/10/2003  | 1 \$50 GOODIE BAG           |         |
| FEB.9        | CROWDEN SCHOOL & CTR. 4 MUSIC - 20TH ANN. BANQUET   | X    |          | 11/19/2002 | 1MAG ZNSC97                 |         |
| FEB.20       | PACIFIC ORCHID SOCIETY 'PACIFIC ORCHID EXPO'        | X    |          | 9/3/2002   |                             |         |
| FEB.21       | SONOMA COUNTY MUSEUM - ROMANCING THE VINE           | X    |          | 10/22/2002 | 2MAG SET.'97&'98ZNSC        |         |
| FEB.21       | SIGNATURE SONOMA                                    | X    |          | 8/30/2002  | 1MAG 97XXPB                 |         |
| FEB.22       | VOL.CTR OF SONOMA CO.ANN.'SWEETHEART BALL'          | X    |          | 12/31/2002 | 1MAG 99ZNMFR                |         |
| FEB.22       | VARIETY CHILDREN'S CHARITY - 'CHEF'S BEST' GALA     | X    |          | 2/5/2003   | 1CS ZNVB00                  |         |
| FEB.22       | VALLEY OF THE MOON LIONS CLUB - ANN.CRAB FEED       | X    |          | 1/21/2003  | 1MAG ZNSC98                 |         |
| FEB.27       | LITTLE JIM CLUB - 6TH ANN.BABES IN TOYLAND          | X    |          | 11/19/2002 | 1MAG EA. 97/98 ZNSC(SET)    |         |
| FEB.28       | VIA REHABILITATION SERVICES - CELEB./LOVE OF CHILD. | X    |          | 2/14/2003  | 1MAG ZNSC98                 |         |
| FEB.28       | SONOMA CO. ORCHID SOC. 'ORCHIDS ON PARADE'          | X    |          | 9/20/2002  | 3LTR.XXPB99                 |         |
| FEB.28-MAR.1 | AMERICAN HEART ASSN.-HEART'S DELIGHT...             |      |          |            |                             |         |



YES TO POUR / DONATION 2004

| JANUARY      | ORGANIZATION  | POUR | DONATE | ACK.SENT  | ITEM DONATED                 |
|--------------|---|------|--------|-----------|------------------------------|
| JAN.8-14     | BERLIN&BEYOND PRESENTD BY:GOETHE INST.&CONSULATES       |      | X      | 11/18     | 2CS ZNMD89                   |
| JAN.17       | VALLEY OF THE MOON TRAP CLUB:ANN.CRAB FEED..            |      | X      | 1/16/2004 | 1 \$25 GOODIE BAG            |
| JAN.22       | LODI DIST.GRAPE GRWRS.ASSN:51ST ANN.BANQUET             |      | X      | 1/6/2004  | 1CS ZNLD01                   |
| JAN.24       | ROTARY CLUB/SANTA ROSA WEST:MARGARITAVILLE              |      | X      | 11/7/03   | 3MOS IN CLUB RAVEN           |
| JAN.24       | CORPUS CHRISTI SCH:ANN CRAB FEED&SILENT AUCTION         |      | X      | 1/9/04    | 1MIXED CS:ASSORTED ITEMS     |
| JAN.24       | AMERICAN INSTIT.OF GRAPHIC ARTISTS:COMPOST MODERN       |      | X      | 1/16/04   | 1CS EA:ZNVB&CSVB CURR.       |
| JAN.25       | AMERICAN LIVER FNDN:"FLAVORS OF ORANGE CO."             |      | X      | 1/14/03   | 1 3-LTR.ZNMR00               |
| JAN.29       | 2004 UNIFIED WINE&GRAPE SYMPOSIUM LUNCHEON              |      | X      | 10/21/03  | 1CS EA:ZNSC00&CHVB01         |
| JAN.31       | SONOMA CO. FARM BUREAU:15TH ANN.CRAB FEED/AUCTION       |      | X      | 11/25/03  | 2MAG SET:1997-98 ZNSC        |
| JAN.31       | BAY AREA CONSERVATION BIOLOGY SYMPOSIUM                 |      | X      | 1/6/04    | 1CS ZNVB CURRENT             |
| JAN.31       | SONOMA VLY.HS BOOSTERS CLB:SUPER BOWL/CRAB FEEDS        |      | X      | 1/6/04    | 1MXD CS:6 ZNVB&6 CSVB CURR.  |
| FEBRUARY     |   |      |        |           |                              |
| FEB.6        | SONOMA CO.MOBILE ANIMAL CTR:PAWS FOR LOVE               |      | X      | 10/24/03  | 3MOS IN CLUB RAVEN           |
| FEB.7        | THE LIVING ROOM:SWING WITH A SWEETHEART...              |      | X      | 10/24/03  | 1MAG ZNSC98                  |
| FEB.7        | VLYMOON BOYS/GIRLS CL:19TH ANN.SWEETHEART AUCTION       |      | X      | 11/14/03  | 1MAG ZNBA99                  |
| FEB.7        | ST.HELENA COOP.NURSERY SCH:A GOOD THING GROWING         |      | X      | 12/2/03   | 1MAG ZNDK00                  |
| FEB.12       | LITTLE JIM CLUBS/CA PAC.MED.CTR:BABES IN TOYLAND        | X    | X      | 1/9/04    | 1MAG ZNBL97                  |
| FEB.13       | SONOMA CO.MUSEUM "ROMANCING THE VINE"                   | X    |        | 12/10/03  |                              |
| FEB.19       | SF ORCHID SOC:GALA PREVIEW PRTY@PAC.ORCHIDS EXPO        | X    |        | 8/1/03    |                              |
| FEB.20       | PETALUMA HS MUSIC BOOSTERS: DANCE TO DC                 |      | X      | 2/13/04   | 1MAG ZNNV97                  |
| FEB.21       | THE UNIV./CHICAGO CANDER RES.FNDN:IT'S A GOOD YR...     |      | X      | 11/14/03  | 3MOS CLUB RAVEN              |
| FEB.21       | SAINT JOHN CATHOLIC SCH:ANN.BENEFIT AUCTION             |      | X      | 11/14/03  | 1BTL XXRS01:1BTL XXPB01(750) |
| FEB.21       | CINCINNATI INT'L WINE FESTIVAL                          |      | X      | 1/16/04   | SIX BOTTLES OF WINE          |
| FEB.21       | WHEELCHAIR FNDN:2ND ANN.CHARITY BALL "SAFARI/MOBILITY"  |      | X      | 1/23/04   | 1MAG ZNMR99                  |
| FEB.21       | UC DAVIS GRAD.GRPS./ECOL.&POP.BIOLOGY:MADRI GRAS BENE.. |      | X      | 2/13/04   | 1CS CURRENT ZNVB             |
| FEB.26-MAR.4 | CLUB MGRS.ASSN.OF AMER.INT'L WINE SOC.ANN.CONF.         |      | X      | 10/21/03  | 1 3-LTR ZNBL00&3MOS.CL.RVN.  |
| FEB.27       | VIA REHAB.SVCS:9TH ANN.BALL "CELEBR.LOVE/CHILDREN       |      | X      | 9/23/03   | 1MAG ZNMR96                  |
| FEB.28       | VOLUNTEER CTR.OF SONOMA CO: SWEETHEART BALL             |      | X      | 10/21/03  | 3MOS IN CLUB RAVEN           |
| FEB.28       | VALLEY OF THE MOON LIONS CLUB ANN. CRAB FEED            |      | X      | 1/9/04    | 1CS ZNVB CURRENT             |
| FEB.29       | CALIFORNIA FILM INST:11TH ANNIV.OSCAR NITE AMERICA      |      | X      | 11/25/03  | 3MOS IN CLUB RAVEN           |
| FEB.29       | ACADEMY OF FRIENDS:24TH ANN.OSCAR NIGHT GALA            | X    | X      | 12/2/03   | 3MOS IN CLUB RAVEN           |
| FEB.29       | NAPA VLY.ACAD.AWARDS DNR(PRES.BY MICHAEL HOLMES)        |      | X      | 1/16/04   | 3MOS IN CLUB RAVEN           |

3/10/2008

List of Events 2005

|           | ORGANIZATION  | POUR | DONATE | ACK.SENT  | ITEM DONATED                   |
|-----------|---|------|--------|-----------|--------------------------------|
| JANUARY   |   |      |        |           |                                |
| JAN. 2005 | ARTHUR'S FOUNDATION - DESERT WINTER WINE CLASSIC                          |      | X      | 11/5/2004 | 1MAG ZNCK97                    |
| JAN. 15   | LUTHERAN LESBIAN AND GAY MINISTRIES CELEBRATION IN SF                     |      | X      | 1/7/05    | 1CS.EA:CHVB CURR.;ZNVB CURR    |
| JAN. 19   | FUME BISTRO & BAR EVENT AND SILENT AUCTION                                |      | X      | 1/14/05   | 3MAG VERT:2000,2001,2002 ZNDK  |
| JAN. 20   | Golden Gate Univ. School of Law Public Interest Law Fdn. Annual Auction   |      | X      | 11/12/04  | 1MAG ZNBA01                    |
| JAN. 22   | Sonoma Co. Farm Bureau "The Great Sonoma Crab & Wine Fest. Auction        |      | X      | 12/10/04  | 2MAG SET: ZNTL00& 01           |
| JAN. 23   | The taping of National Public Radio's "Justice Talking"                   |      | X      | 1/28/05   | 750's:4 CHSG01 & 5 ZNSC02      |
| JAN. 27   | 2005 UNIFIED WINE & GRAPE SYMPOSIUM                                       |      | X      | 10/28/04  | 1CS.EA:CHSG03; ZNTL02          |
| JAN. 27   | AMERICAN HEART ASSN - SECOND ANN. GO RED FOR WOMEN                        | X    | X      | 12/10/04  | 1MAG ZNMR97                    |
| JAN. 28   | Early Childhood Mental Health Program - 30th Anniv.Celeb.(Pat Herron)     |      | X      | 12/17/04  | 7CS CHVB CURR.;3CS ZNVB CURR   |
| JAN. 29   | BALLET SCHOOL FUNDRAISER (GREG VAN DALEN'S DAUGHTER ATTENDS)              |      | X      | 1/5/05    | 1CS.EA: ZNVB02(750)CHVB02(750) |
| JAN. 29   | SANTA ROSA WEST ROTARY CLUB'S 14TH ANN. CRAB FEED & AUCTION               |      | X      | 1/7/05    | 1 MIXED CASE OF 750'S SEE PAP  |
|           |   |      |        |           |                                |
|           |   |      |        |           |                                |
|           |   |      |        |           |                                |
|           |   |      |        |           |                                |
| FEBRUARY  |   |      |        |           |                                |
| FEB.5     | SONOMA COUNTY ANIMAL SHELTER - PAWS FOR LOVE                              |      | X      | 10/19/04  | 1MAG MRDR00                    |
| FEB.5     | UC Davis Graduate Groups in Ecology...ann. Mardi Gras Benefit Ball        |      | X      | 12/17/04  | 1MAG ZNDK01                    |
| FEB.5     | BOYS & GIRLS CLUB VALLEY OF THE MOON - 20TH SWEETHEART AUCT.              |      | X      | 1/14/05   | BLENDING SEMINAR FOR 10 CER    |
| FEB.5     | LIVE OAK CHARTER SCHOOL - TREASURES FROM THE HEART                        |      | X      | 1/25/05   | 1CS ZNSC CURRENT               |
| FEB.5     | SONOMA VALLEY HS BOOSTERS - SUPER BOWL OF CRAB FEEDS                      |      | X      | 1/28/05   | 1MIXED CS.CURR:6 ZNVB&6CSVB    |
| FEB.11    | SONOMA VALLEY WOMAN'S CLUB ANN. GAMES DAY FUNDRAISER...                   |      | X      | 1/14/05   | 2 750ML.BTLS. ZNBA02           |
| FEB.12    | American Heart Assn - 21st ann. Food&Wine Gala:Celebrate w/Heart          | X    | X      | 10/19/04  | 1MAG XARS01                    |
| FEB.12    | THE LIVING ROOM - SWING WITH A SWEETHEART DINNER DANCE                    |      | X      | 10/28/04  | 1CS ZNVB CURRENT               |
| FEB.12    | SONOMA STATE UNIV. ART GALLERY - ANN. ART FROM THE HEART                  |      | X      | 10/28/04  | 1MAG MRDR00                    |
| FEB.17    | SAN FRANCISCO ORCHID SOC. - BENEFIT PREVIEW & WINE TAST                   | X    | X      | 8/31/04   | 1MAG MRDR00                    |
| FEB.18    | VIA REHABILITATION SVCS. 10TH ANNUAL VIA BALL                             |      | X      | 12/10/04  | 1MAG ZNCK97                    |
| FEB.19    | RANCHO COTATE COUGAR BOOSTERS - 1ST ANN. CRAB FEED & SILENT...            |      | X      | 1/28/05   |                                |
| FEB.25    | FOOD FOR THE POOR - 2ND FINE WINES & HIDDEN TREASURES                     |      | X      | 10/15/04  | 1MAG ZNOH00                    |
| FEB.25    | CURRY SENIOR CENTER - 33RD BIRTHDAY DINNER GALA                           |      | X      | 9/16/04   | BLENDING SEMINAR FOR 10 CER    |
| FEB.25    | VOLUNTEER CENTER OF SONOMA COUNTY - SWEETHEART BALL                       |      | X      | 9/16/04   | 1MAG ZNMR01                    |
| FEB.26    | Susan G. Koman Breast Cancer Fdn. SF Bay Area Affiliate 2nd Pink Tie Ball |      | X      | 11/12/04  | BLENDING SEMINAR FOR 10 CER    |
| FEB.26    | RIVERDALE SCHOOL AUCTION - PARENT TEACHER CLUBS                           |      | X      | 1/14/05   | 1MAG EA: ZNTL01;ZNDK01;ZNB00   |

YES 2006

|          | ORGANIZATION  | POUR      | DONATE | ITEM DONATED                         |
|----------|---|-----------|--------|--------------------------------------|
| JANUARY  |   |           |        |                                      |
| JAN.11   | 2006 UNIFIED WINE & GRAPE SYMPOSIUM                                 |           | X      | 2CS ZNSC03                           |
| JAN.14   | Valley Of The Moon Trap Club - ann. Crab feed dinner & raffle       |           | X      | 6btl(750ml.) ZNSC03                  |
| JAN.21   | American Heart Assn. - 7th Ann. Heart Ball (Santa Barbara)          |           | X      | 1MAG ZNDK03                          |
| JAN.21   | Sonoma Co. Farm Bureau-17th ann."The Great Sonoma Crab..."          |           | X      | 1CS. ZNSC03                          |
| JAN.28   | BEST PREP - "BIRDIES FOR BESTPREP"                                  |           | X      | 3MOS IN CLUB RAVEN CERT.             |
| FEBRUARY | DON'T POUR IN 2007 AT GO RED FOR WOMEN(CLIVE CHRISTIAN)             |           |        |                                      |
| FEB.2    | HPILF -Hastings Public Int. Law Frndn. Charity auction              |           | X      | 1MAG MRDR00                          |
| FEB.2    | Asian Art Museum 10th Anniv,Prev.Open.Gala SF Arts of Pacific...    |           | X      | 1MAG ZNDK03                          |
| FEB.4    | Child & Family Guidance Ctr. - Evening at Teatro ZinZanni           |           | X      | 6btl(750)zncs curr.&50%disc.vin.des. |
| FEB.4    | Sonoma Valley HS Boosters Club: Super Bowl of Crab Feeds            |           | X      | 1CS SHVB CURRENT                     |
| FEB.4    | Sonoma Valley HS Boosters Club - inaugural Director's Ball          |           | X      | 1MAG XPPB01                          |
| FEB.10   | San Francisco Opera Guild - inaugural Director's Ball               |           | X      | BLEND.SEMINAR FOR 10 CERT.           |
| FEB.11   | SONOMA COUNTY ANIMAL SHELTER "PAWS FOR LOVE"                        |           | X      | 1MAG ZNTL03                          |
| FEB.11   | Sonoma St. Univ. Art Gallery - 22nd ann. "Art from the Heart"       |           | X      | 3MOS IN CLUB RAVEN CERT.             |
| FEB.11   | Boys & Girls Club of Valley of the Moon - Sweetheart Auction        |           | X      | 1CS XXIC03                           |
| FEB.11   | Tenderloin Child Care Ctr. Wine tasting fundraiser                  | George B. |        |                                      |
| FEB.16   | San Francisco Orchid Society - 54th ann. Pacific Orchid Expo.       | Cathleen  | X      | BLENDING LAB FOR 10 CERT.            |
| FEB.16   | American Heart Assn.-Western States-SF:Celebrate with Heart         | Diane + 1 | X      | Futures: ZNBA04 Auction: ZNBA99      |
| FEB.18   | VIN OLIVO   | Ann Marie | X      | 1MAG ZNTL00                          |
| FEB.23   | Go Red for Women Event - American Heart Assn. - Clive Christ        |           | X      | 1CS SHVB CURRENT                     |
| FEB.24   | Sonoma Co. Democratic Central Comm. - The Crab Feed-2006            |           | X      | 1MAG ZNDK01                          |
| FEB.24   | HomeBase, The Center for Common Concerns 20th Anniv.                | George B. | X      | 1MAG ZNBA00                          |
| FEB.25   | VOLUNTEER CTR. OF SONOMA CO. - SWEETHEART BALL                      |           | X      | 1CS MRVB CURRENT                     |
| FEB.25   | THE LIVING ROOM - 5TH ANN. FNDRSR. "MARDI GRAS BALL"                |           | X      | 1MAG MRSG00                          |
| FEB.25   | Wheelchair Foundation - 4th ann. Hearts for Mobility                |           | X      | 1CS ZNSC03                           |
| FEB.25   | VALLEY OF THE MOON LIONS CLUB ANN. CRAB FEED                        |           | X      | 1cs ea:ZNSC&CHVBcurr;1 3ltr znba03   |
| FEB.25   | Riverdale School District PT Clubs:ann. Auction, "Mission Possible" |           | X      | 1 \$75 GOODIE BAG                    |
| FEB.25   | PRESTWOOD ELEMENTARY SCH. "THE BENEFIT BALL"                        |           | X      | 1MAG ZNBL03                          |
| FEB.25   | UCDavis Grad.Grps/Ecology/Pop.Biol.:ann.Mardi Gras Benefit Ball     |           | X      | 1CS XXIC CURRENT                     |
| FEB.26   | Most Holy Redeemer AIDS Supp. Grp. - ann Board fundraiser           |           | X      |                                      |

YES 2007

| ORGANIZATION   |   | POUR | DONATE | ITEM DONATED             |
|----------------|---|------|--------|--------------------------|
| JANUARY        | UCSF Medical Ctr. Ann. Blood Donor Appreciation                 |      | X      | 1CSVB CURR.              |
| Dec. Jan. Feb. |   |      |        |                          |
| JAN.11         | 826 VALENCIA - 100 CLUB DINNER                                  |      | X      | 1CS XXIC03               |
| JAN.15         | BENEFIT MAGAZINE DINNER (Nouri Azouzou)                         |      | X      | 1CS ZNBL04               |
| JAN.19         | San Francisco Day School auction "Wine Crush"                   |      | X      | 1MAG ZNTL03              |
| JAN.20         | Sonoma Co. Museum-exhibition opening reception                  |      | X      | 1CS MRES01               |
| JAN.20         | Petaluma HS Booster Club-2nd Ann. Crab Feed/Silent&LiveAuct.    |      | X      | 1MAG MRES01              |
| JAN.25         | 2007 UNIFIED WINE & GRAPE SYMPOSIUM                             |      | X      | 2CS ZNSC CURRENT         |
| JAN.27         | BestPrep-9th annual Birdies for BestPrep                        |      | X      | 1MAG MRES01              |
| JAN.27         | ST. PAUL'S EPISCOPAL SCH. 10TH ANN. AUCTION                     |      | X      | 3MOS IN CLUB RAVEN CERT. |
| JAN.28         | Hoit International - 2nd ann. Silk Bay Luncheon                 |      | X      | 3MOS IN CLUB RAVEN CERT. |
| JAN.31         | Felidae Conservation Fund evening cocktail benefit              |      | X      | 1CS CSVB CURRENT         |
| FEBRUARY       | DON'T POUR IN 2007 AT GO RED FOR WOMEN(CLIVE CHRISTIAN)         |      |        |                          |
| FEB.1          | Lodi District Grape Growers Assn. Inc. Ann.Meeting&Banquet      |      | X      | 1CS ZNLD04               |
| FEB.3          | 2007 Anchorage Wine & Food Fest - American Cancer Society       |      | X      | 1MAG ZNOH95              |
| FEB.3          | Greater Bay Area Make-A-WishFndn.6thWine&Wishes Gourmet...      |      | X      | 1CS MRES01               |
| FEB.3          | Sonoma Co. Farm Bureau-18th ann. Great Sonoma Crab&Wine...      |      | X      | 1CS ZNSC04               |
| FEB.3          | Anchorage Wine & Food Fest. For American Cancer Society         |      | X      | 1MAG ZNCK95              |
| FEB.3          | JackLondonElem.Sch.&Piner-OlivetChtr.Sch."POCS/JLCrabFeed       |      | X      | VD TASTING FOR 4 CERT.   |
| FEB.3          | Sonoma Vly. HS Boosters Club - Super Bowl of Crab Feeds         |      | X      | 1CS ZNVB CURRENT         |
| FEB.3          | City of Sonoma-Cultural&FineArtsComm:recept.for Janis Kobe      |      | X      | 6BTLS(750) ZNSC04        |
| FEB.9          | Legal Aid of Sonoma Co.(LASC) 5thAnn.LegalAidLawyersW/Heart     |      | X      | 1MAG ZNBA03              |
| FEB.10         | SONOMA CO. ANIMAL SHELTER "PAWS FOR LOVE"                       |      | X      | 1MAG ZNTL03              |
| FEB.10         | American Heart Assn.(SintaBarb)8thValentineGala"AnAffair/Heart" |      | X      | 1MAG MRES01              |
| FEB.10         | Boys & Girls Club VOM - Sweetheart Gala & Auction               |      | X      | 1MAG ZNOH04              |
| FEB.10         | San Francisco Opera Guild - The Valentine's Ball                |      | X      | 1MAG ZNDK04              |
| FEB.10         | Sonoma Academy Parents Assn.-ann.Big Night Out auct.&dinner     |      | X      | 1CS CSSC03               |
| FEB.10         | Sonoma St. Univ. Art Gallery-23rd Anniv. & Art from the Heart   |      | X      | 1MAG MRDR00              |
| FEB.10         | Sebastopol Indep.ChatterSch.: The Midwinter Gala                |      | X      | 1MAG MRES01              |
| FEB.11         | Peacekey Org.prsnts:SpaghettifEed bene:WestCo.Comm.HS           |      | X      | 1CS EA:ZNVB & CSVB CURR. |
| FEB.14-17      | Desert Heart Fndn.-4th Int'l. Wine & Heart Health Summit        |      | X      | 1CS MRES01               |
| FEB.16         | Boys & Girls Clubs of Ukiah 2nd Ann. Crab Feed                  |      | X      | 1CS CSVB CURRENT         |
| FEB.16         | Boys&GirlsClub of GreenBay(WI)"A Taste of Wine & Cheese"(Reed)  |      | X      | 1SIGNED MAG OF MRES01    |

**Franciscan Vineyards, Inc. V. Beauxkat Enterprises, LLC**  
**Opposition No. 91181755**

**Peterson Exhibit 4**



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# RAVENSWOOD

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winemaker Joel Peterson

## NO WIMPY WINES!

For as long as anybody cares to remember, this has been the credo (calling card? Battle cry? Team yell? Coat of arms?) of Ravenswood Winery in Sonoma, California. Expressing our commitment to full-flavored varietal wine — notably Zinfandel — it sums up our mission to capture everything a vineyard has to offer, and to promote it in a way that won't put people to sleep. Wine is, after all, one of the most fascinating and fun things in life, which is why Ravenswood winemaker Joel Peterson believes that it belongs on the table — not on a pedestal or in an ivory tower.

How did the name of Ravenswood become interchangeable with irresistibility? In the early 1970s, when California's claim to fame was the "best jug wine in the world," Joel's dream was to create wines that would rival the greatest of Europe. Turned out he wasn't dreaming: In his first vintage, 1976, he produced 327 cases of Dry Creek Zin that took first place in a prestigious San Francisco tasting. But despite the cult following and critical acclaim that began to swirl around its hypnotic logo, Ravenswood remained a roving boutique until the late 1980s, when its Vintners Blend program was launched. Conceived on Joel's conviction that, besides great wine, the world needs good, affordable wine ("a lake of wine an inch deep"), it redefined the concept of Best Jug Wine in the World.

Thanks to this and a few other things (not least, its tireless campaign against priggish elitism), Ravenswood acquired an informal reputation as the people's premium winery. In 1999 the company went public with a "Dutch auction" of shares offered over the Internet, and two years later Ravenswood was purchased by Constellation Brands, becoming part of its fine-wine division, Franciscan Estates — a productive partnership that kept the winery under Joel's control while providing greater resources for efficient operation and growth.

The picture has changed a bit since 1976. Following the original inspiration of wineries like Ravenswood, California has now shirked its once-wimpy status to a fault. But the more things change around our Sonoma headquarters, the more they stay the same. In this brave new enologically altered world, Ravenswood continues to set a stubborn standard for complex, balanced, uncompromising wine that captures everything a vineyard has to offer (and, we might add, nothing more).

To embark on the three paths that Ravenswood charts for exploring California wine, click [here](#).



the dickerson vineyard

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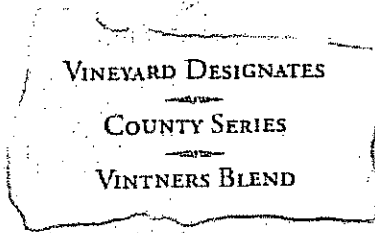
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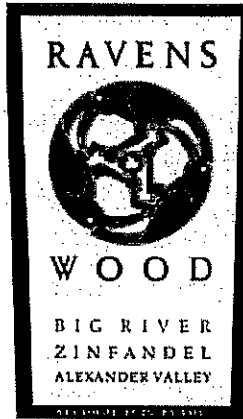
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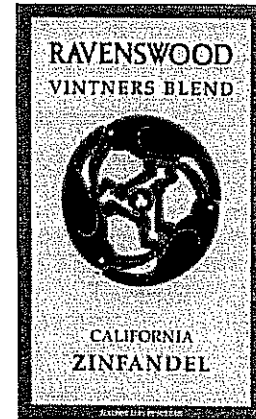
*"...odds are good that you'll find a reliable bottle of Ravenswood in any store or restaurant ...anywhere in the country"*



Vineyard Designates



County Series



Vintners Blend

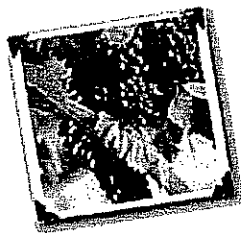
- [Awards & Accolades](#)
- [Wine & Spirits Poll Results](#)

## THE RAVENSWOOD STYLE

For most wine lovers, Ravenswood is synonymous with *big, rich, full-bodied and intense*. Why is it that way?

*Winemaker Joel Peterson explains:*

"When I was starting my own winery and tasting a lot of wine in the 1960s and 70s, the European wines I admired were made in a relatively primitive way, without much technological interference. Even then this was unusual, but I didn't see why we couldn't employ Old World methods if we were vigilant. If it ain't broke, it seemed to me that trying to 'fix' a time-honored tradition with technology was more like food processing than winemaking.



"As a result, at Ravenswood we employ relatively archaic winemaking techniques. Instead of sterilizing our juice with sulfur and adding a commercial yeast culture, we use *native vineyard yeasts* that have a *broader range of flavors and aromas*. We ferment in *small, open-topped tanks* and allow the temperature of the juice to get very warm to extract all the color and flavor possible. We leave the wine in contact with its skins for weeks, not days, after which it's aged in *small French oak barrels* whose flavors are consistent with our wines, particularly Zinfandel.

"Why is Ravenswood so closely identified with that grape? Again, because the wines I like most come from old, dry-farmed, low-production vineyards planted in ideal locations. In California, that means one varietal: Zinfandel, which has been grown here since the nineteenth century. By working with different growers, I've found that many of these meticulously farmed vineyards yield wines with distinctive flavor profiles from specific spots." The result is Ravenswood's prized Vineyard Designate Series — *unique, hand-crafted wines* that are very limited in production and availability.



Not all vineyards are so singular, but if you make many wines from an excellent area and blend them judiciously, you can create an "*archetypal*" *varietal wine* for that region. Voilà: Ravenswood's moderate-production County Series.

That still leaves one indispensable category: wine for everyday drinking. Answering the call, our popular Vintners Blend is made by combining wines vinified at Ravenswood with suitable examples that Joel searches out on the statewide bulk market, selecting only those worthy of the Ravenswood imprimatur.

Thanks to this carefully conceived and executed system, the odds are good that you'll find a reliable bottle of Ravenswood in any store or restaurant that you might walk into, anywhere in the country.

#### Wine & Spirits Poll Results

Wine & Spirits Magazine released the results of its 16th Annual Restaurant Poll this week, reporting on the most popular wines in America's top restaurants for the fourth quarter of 2004. (Results are in the April issue.)

According to sommeliers at 308 leading restaurants, U.S. wine sales are on the rise. Even in the midst of price hikes due to the decreased power of the dollar abroad, three-quarters of the sommeliers polled noted that wine sales had increased as a percentage of their total business, the highest percentage since 2000.

The weakened dollar points to a big shift in imported wine pricing as some regions saw sales decline while others capitalized on the shift with inexpensive regional bottlings. French wines dropped significantly by volume as the average price for popular Burgundy rose 14 percent and Champagne rose 29 percent. While Italy also saw a marginal decline in the overall percentage share of wines sold, many sommeliers reported an increase in popularity for lower-priced wines such as Barbera and Dolcetto, and lesser-known southern Italian varieties. Spain accounts for only 3.7 percent of the most popular wines in the report (compared to 4 percent for Australia, 13.4 percent for France, 15 percent for Italy and 58.3 percent for the United States), but "wins on buzz" this year, according to the report, generating the most excitement in follow-up interviews with sommeliers.

The report noted that Pinot Noir sales are increasing while diners are experimenting more, bypassing familiar varietals for more esoteric selections. Red wines accounted for 60.9 percent of the most popular wines in the poll, up from 46 percent 10 years ago.

Wine & Spirits ranked the 10 most popular restaurant brands as follows:

1. Sonoma-Cutrer Vineyards
2. Cakebread Cellars
3. Kendall-Jackson Vineyards
4. Silver Oak Wine Cellars
5. Jordan Vineyard & Winery
6. Santa Margherita
7. Robert Mondavi Winery Buy Now!
8. Franciscan Oakville Estates Buy Now!
9. Stag's Leap Wine Cellars
10. Chateau Ste. Michelle



DEPARTMENT OF ZINFORMATION

# RAVENSWOOD

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VINEYARD DESIGNATES  
 COUNTY SERIES  
 VINTNERS BLEND

## Vineyard Designate Wines

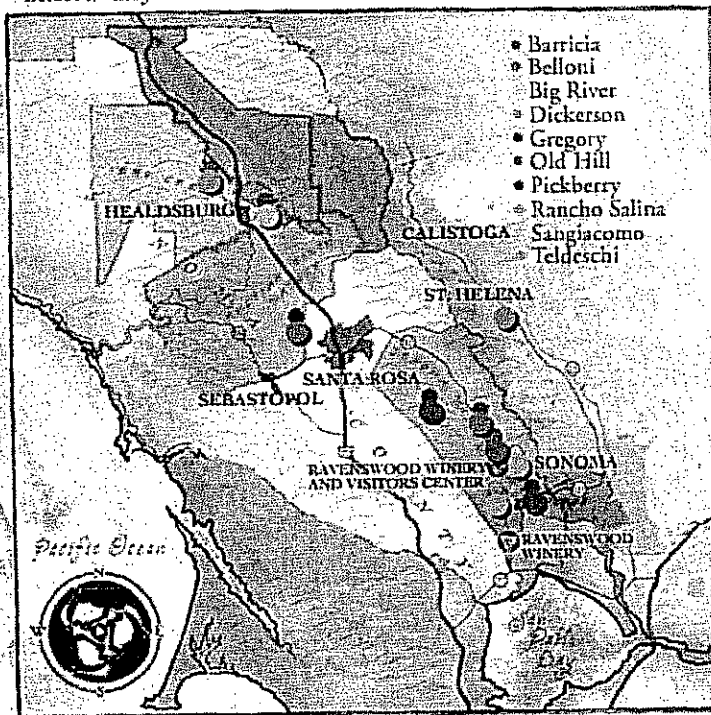
Through the years, Ravenswood has had the good fortune of working with amazing vineyards. But among the many are a few that stand high above the rest for the one-of-a-kind character they display. They're so special, you wouldn't dare blend them. And just like the people that own and farm them, they have their own distinct personalities, moods and auras.



### What does it take to become a Ravenswood Vineyard Designate?

- The vineyard must be in a precise *location* that makes it ideally suited to the varietal planted there.
- It must have its own specific *flavor characteristics* and *profile*, which make it special.
- The vines must be *older* and *very low yielding*.
- Perhaps most important the vineyard must be farmed by meticulous and experienced *growers*.

### Select a vineyard:



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## COUNTY SERIES

*The sports-world equivalent of the Ravenswood County Series might be said to be the Oakland Athletics...*

- SONOMA COUNTY ZINFANDEL
- NAPA VALLEY ZINFANDEL
- AMADOR COUNTY ZINFANDEL
- LODI ZINFANDEL
- MENDOCINO COUNTY ZINFANDEL
- ICON
- SONOMA COUNTY MERLOT
- SONOMA COUNTY CABERNET SAUVIGNON
- SONOMA COUNTY PETITE SIRAH
- SONOMA COUNTY CARIGNANE
- SONOMA COUNTY CABERNET FRANC

One of the most fascinating aspects of wine is the geographical influence of the place where it's grown. No matter what part of the world you visit, its wine country will be divided into regions whose varying soils and climates confer different grape characters, a phenomenon known as *terroir*. California, in particular, is noted for diverse winegrowing environments — a fact gloriously illustrated by the Ravenswood County Series.

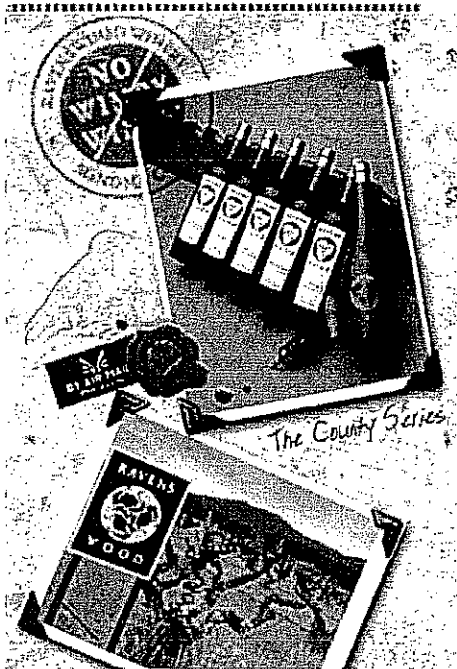
These wines begin life the same way that our higher-priced vineyard designates do. We visit their sites throughout the year, making sure that growing practices meet our high standards, guaranteeing that the grapes will express their whereabouts to the greatest extent possible. After the fruit gets picked in the fall, it's vinified by Old World methods, with native yeasts in open fermenters punched down by hand. Throughout a subsequent period of aging in French oak barrels, the wine is monitored and tasted regularly; if it doesn't meet a requisite level of intensity, it's "declassified" to our Vintners Blend program and combined with other wines that fit a similar calling. If, on the other hand, it exhibits forceful, coherent character over several successive vintages, it might become a vineyard designate on its own merits. Many Ravenswood wines have followed this path over the past fifteen years.

Several excellent vineyards, however, fall into a middle category: they produce fine, compelling wines, but they aren't well-rounded enough to stand alone as separate bottlings. After further trials to identify aspects that work well together, we blend these worthy examples with others we've made from the same district. In the mix, different wines from a distinct locality fuse to fill each other's blind spots, creating a complex, harmonious whole.

As a result of all these factors, we think our County Series of wines may represent the best value that Ravenswood has to offer. Often they're as delicious and ageworthy as our more expensive wines; they're just not as rare. Because they come from several vineyards instead of only one, they're available in some quantity — less than our Vintners Blend, much of which arises from outside sources, but more than our strictly limited, tightly allocated single-vineyard designates. Moreover, since the county wines display regional styles (as opposed to the idiosyncrasies of isolated properties), they present a marvelous opportunity to explore California's varied *terroir* via classically crafted wines at reasonable prices.

The sports-world equivalent of the Ravenswood County Series might be said to be the Oakland Athletics, who are known for developing topnotch players through their own farm system. They might not be loaded with expensive names, but they're scouted and managed so expertly that, thanks to team chemistry, they compete head-to-head with the game's highest rollers. While eventually the most gifted performers will probably move on to the Yankees (sigh), you can always be sure that this year's lineup will boast an array of exciting prospects, big-time talent, and sheer fun.

Come to think of it, our vineyard designates might not appreciate comparison to the





Yankees. Okay, so maybe that's not the best analogy — but you get the point.

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DEPARTMENT OF ZINFORMATION

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*the Vintners blend collection*

*up-front,  
 fruit-forward,  
 and immediately  
 enjoyable...*

## vintners blend

In the wine commerce of France, a crucial role has long been played by a person called a **negociant**. Part merchant, part winemaker, and part tasting wizard, a negociant travels an appellation — literally and figuratively — sampling wines made by various vintners, selecting examples that suit his own house style. Choosing this one for ripeness, that one for tannin, another for acidity to enliven fruit, an expert negociant can create a beautifully balanced wine from others that, shall we say, lack absolute nobility. Legions of growers and winemakers depend for survival on these master blenders, whose names and labels include some of the most famous and respected names in wine. They might not be able to turn H<sub>2</sub>O into Grand Cru, but they typically take enological dross and weave it into liquid gold. Hence the suffix sometimes used to describe the alchemical effect of their skill: **negociant-eleveur**.



Since 1983, Ravenswood's Joel Peterson — renowned not only as one of California's best winemakers but also as one of its most talented tasters — has devoted part of each year to the role of negociant. Sifting through hundreds of samples that reach him through brokers, friends, and acquaintances (including soothsayers and secret agents), Joel searches out sound, reasonably priced wines to complement lots made at Ravenswood. Not every vineyard, after all, is worthy of being a labeled designate — but by the same token, not every meal or day of the week is worthy of an expensive wine. Looking again to the European model, Joel wants something modest but delicious to satisfy the palate during the week, in between luxury wines that are unveiled on special occasions.

The goal of Ravenswood Vintners Blend, then, is accessibility — in terms of both character and price. *Up-front, fruit-forward, and immediately enjoyable, these wines exude attractive youthfulness, but also contain enough complexity to give evidence of the winemaker's craft.* Bestowed with less barrel or bottle age than higher-end releases, they offer something for ten dollars that tastes like it's worth fifteen or more, satisfying sophisticated wine drinkers without requiring them to give up their first-born. Today's market fairly brims with decent, inexpensive wine, but with the Ravenswood Vintners Blend, consumers enjoy the advantage of Joel's palate, which combs the California haystack for products worthy of the Ravenswood stamp.

Judging by Vintners Blend's popularity with the public and press, Joel's goal is being met with considerable success. There's only one hitch in the program: At this point, there have been many credible reports that Vintners Blends are poured not only on weekdays, but sometimes on weekends and special occasions.

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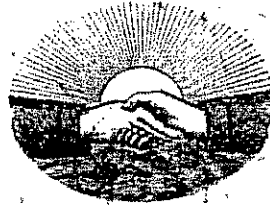


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**RAVENSWOOD**

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**DON'T JOIN OUR WINE CLUB.**

1. Unless of course you're looking for wines that are crafted to stimulate your palate, arouse your olfactory and cause you to dream in hues of deep, rich, red.
2. Unless of course you don't mind us pampering you when you visit the winery with private tours, barrel sampling and club member only parties. Oh, and if you're not interested in fun specials, delectable discounts on wine and merchandise - then no club for you.
3. Unless of course you're in the mood to explore wine in a fun and relaxed way, add yum to your vocabulary of wine descriptors, and don't mind doing the Dean scream, yeah baby when you discover a wine you really like.



[Click here to sign up for wine club](#)

As a member of Club Raven, be it our **Zinfomania** or **Designations**, you are not just valued as a loyal customer and fan but also as a friend. Oh, yeah, right you say, a *friend*? But we at Ravenswood believe that. You're what counts - you help us grow and remind us daily why we do what we do. You help us stay focused and always tuned to what our goal is - to make wine that not just Ravenswood is proud of but wines you're proud of too. At Ravenswood we don't just have a club manager that watches out for you - but a whole winery full of folks, from the tasting room staff to our winemaker, **Joel Peterson**.

So if none of this interests you - don't join our club but if you're desiring to be in the "hood" at Ravenswood...then read on.

**ZINFOMANIA**

*Designations*

[Click here to sign up for wine club](#)

Zinfomania is Ravenswood all over. Each month you receive two bottles from our wide selection of varieties and vineyard designates. Small productions, specialty wines and new releases are allocated to club members first. And then there are some limited productions and rare library wines that are only available to club members. Your 2 bottle monthly shipment is only \$39.95\* and the wines you receive can be re-ordered at a 30% discount. Each shipment also includes our fun and a lively newsletter, which includes information about wines and vines from Joel, wine specials, tasting room information and upcoming events. What more could you want? **Great wines, great prices** ...gosh, it's like a celebration every month!

(\* Wine Clubs prices do not include sales tax or shipping charges.

[Click here to sign up for wine club](#)

Designations is all about the designates...from Dickerson to Pickberry this club is for those who seek the wines of vineyard distinction. Each quarter you receive 3 wines, 2 bottles each along with detailed information on each of the vineyard designates. Designations is \$150.00 (\*) a quarter and the wines are available for re-order at 30% off. If you enjoy wines for the ages this is the club for you.

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## NEWS & EVENTS

### Sonoma Wine Auction

Date TBD

### Vineyard Designate Release Party

August 23, 2008, 11:00 AM - 4:00 PM  
Consumer Price \$35.00, Club Price \$25.00

The 2006 Vineyard Designates make their debut so join us for a fun afternoon of sips and nibbles. You'll meet the growers of these rockstar vineyards too. What a great opportunity to taste their wine and get the lowdown on your favorite Vineyard Designate.

Place: Ravenswood  
18701 Gehricke Rd  
Sonoma, CA 95476  
Contact: Roxanne @ 707-933-2323  
[roxanne.pedranzini@ravenswood-wine.com](mailto:roxanne.pedranzini@ravenswood-wine.com)  
[David.miles@ravenswood-wine.com](mailto:David.miles@ravenswood-wine.com)  
[kristinwustell@ravenswood-wine.com](mailto:kristinwustell@ravenswood-wine.com)

### Joel Peterson Winemaker Dinner at Thee Bungalow

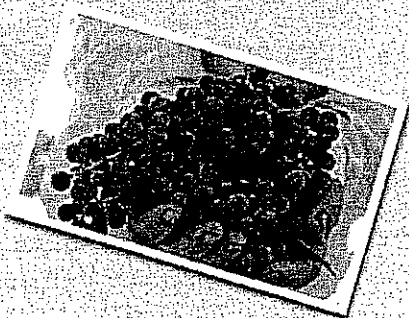
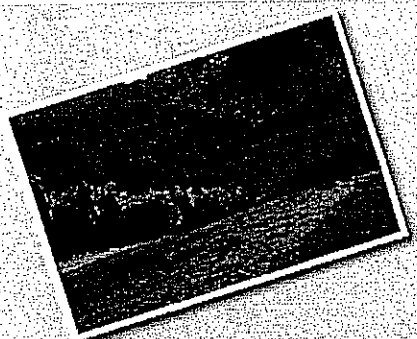
October 22, 2008

6:30 p.m.

Thee Bungalow  
4996 West Point Loma Blvd.  
San Diego, CA 92107  
(619) 224-2884

\$59.95 per person (excluding tax & tip)

Join Joel Peterson, Ravenswood Founder/Winemaker, for dinner at one of San Diego's top restaurants. Thee Bungalow, a Member of the Cohn Family of Award Winning Restaurants, has a 40 year tradition of featuring contemporary cuisine with a country French accent. Chef Paul Niles will craft a menu to highlight the featured Single Vineyard Designate wines as well as select wines from the County Series. Full details will be available soon at [www.theebungalow.com](http://www.theebungalow.com). Advance reservations required, space is limited so reserve your seat today!



## VISITOR CENTER CALENDAR



*Mark your calendars and come and help celebrate Ravenswood 31th Anniversary!*

#### ***Bedrock Vineyard Tour***

A vineyard tour unlike any other in the valley  
Join Ravenswood Wine Educator, Dave Miles, for a narrated walk in the historical Bedrock Vineyard – owned by Ravenswood founder and winemaker, Joel Peterson. One of the oldest existing vineyards in Sonoma, Bedrock is also home to some of the oldest grape vines in Sonoma Valley. Take in its beautiful surroundings, learn about its historical significance and discover Zinfandel's place in history. Following the tour, enjoy a Sonoma bounty of artisan cheeses, pates, and breads paired with Ravenswood wines produced from the Bedrock Vineyard. Group size limited to 10 people. Larger groups accommodated by special arrangement.

Tour departure 10:00am from winery | \$125.00 per person  
Dates still available June 12, July 3, Aug 14, Sept 4, Sept 18  
By appointment only 707.933.2332

#### ***Blending Seminars with Peter Griffith***

Experience the joys and frustrations of being a winemaker. We introduce zinfandel, carignane, and petite sirah, and discuss the flavor profile of each varietal explaining why they are blended together. Then each participant creates their own blend, and leaves with a 375ml bottle of their own to impress their friends. Allow for an hour and a half. Fridays 11am – limited to 10 people | \$50.00 person  
Private blending by appointment 6-person minimum  
707.933.2349 | [peter.griffith@ravenswood-wine.com](mailto:peter.griffith@ravenswood-wine.com)

#### ***Morning Tour & Tasting***

Open your day with a morning tour of our estate vineyard. Stroll through the property and learn about the unique viticultural practices of Ravenswood. See our working winery's non-wimpy, wine-making process. If you're lucky, the wine educator will sneak you into the barrel room to thief some tastes. The experience concludes in the tasting room where you'll get to sample current vintages!  
Daily, weather permitting 10:30am | \$15 per person  
Reservation requested 707.933.2332

#### ***Afternoon Vineyard, Wine & Cheese Tour***

A delightful afternoon tour of our estate vineyard accompanied by local artisanal cheeses paired with our finest Ravenswood wines. Learn about the unique viticultural practices of Ravenswood while strolling through our Rhône, zinfandel and merlot vineyards. Relax among the vines and savor Sonoma wine country in a very personal, memorable way. Group size limited to 12 people.  
Weekdays only 3:00 - 4:15pm | \$25 per person  
Afternoon Vineyard Tour reservation requested  
707.933.2332 | 707.933.2323  
[david.miles@ravenswood-wine.com](mailto:david.miles@ravenswood-wine.com)

#### ***Ravenswood After Hours with "Uncle Bob" Williams***

An after hours indulgence of guilty pleasures! Unwind in our relaxing tasting room with Ravenswood wine, light snacks and the high hilarity brought to you by your host – Bob Williams. Each week will feature a different musical style: opera, jazz, Sinatra, even Josh Groban. A perfect way to transition from hotel check-in to evening plans! Starting June 11, 2008.  
Wednesday evenings 5:30 - 7:30pm | \$20 per person  
Uncle Bob requests reservations 707.933.2332



2008



**Ravenswood: Sonoma Valley Harvest Wine Auction and Ravenswood Winemakers Dinner**

Join Winemaker Joel Peterson at Ravenswood for insanely good cooking and some of our best bottles. You haven't dined in Sonoma until you've dined with Joel, Ravenswood's Zen-Master of Zin. You'll leave knowing what all the fuss is all about. For more info visit [http://www.sonomavalleywine.com/harvest\\_main.asp](http://www.sonomavalleywine.com/harvest_main.asp)

September 21, 2008 - 12pm - 4pm

**Ravenswood: Marketplace**

Over 30 local artisans will be showing and selling their wares. From painting to sculpture, photography to fused glass, lavender to chocolates, fabric art to jewelry, and oh, so much more! Open to the public, the Marketplace is all about what makes our valley wonderful and unique and it's all here in one spot for you. Contact Cathleen Francisco for more information 866.568.3946 or via email [cathleen.francisco@ravenswood-wine.com](mailto:cathleen.francisco@ravenswood-wine.com).

Contact us at (888) No WIMPY or (707) 933-2332




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DEPARTMENT OF ZINFORMATION

# RAVENSWOOD

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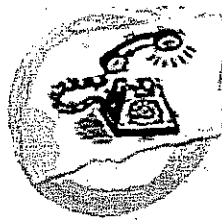
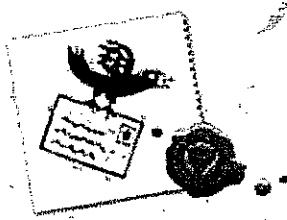
## CONTACT US



Ravenswood Winery  
18701 Gehricke Road  
Sonoma, California 95476

(707) 933-2332 or  
1-888-669-4679

[Submit a Question or Comment](#)  
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### DIRECTIONS

If Ravenswood sounds like your kind of place, please download a map and/or directions to the winery. If you need more input, tasting-room employees are on call daily at 888-669-4679 (888-NO-WIMPY) or 707-933-2332 from 10 a.m. to 4:30 p.m. You needn't bother to provide them with your social security number or mother's maiden name; all are highly trained in instant unwimpy voice recognition.

CLICK [HERE](#) TO VIEW MAP

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### WINE CLUBS



CATHLEEN FRANCISCO  
Wine Club Manager  
1-866-568-3946  
[cathleen.francisco@ravenswood-wine.com](mailto:cathleen.francisco@ravenswood-wine.com)

**Franciscan Vineyards, Inc. V. Beauxkat Enterprises, LLC  
Opposition No. 91181755**

**Peterson Exhibit 5**

**WOLFGANG PUCK**  
THE INSIDE STORY

# Wine Spectator

www.winespectator.com

## THE CABERNET REPORT

**SAN FRANCISCO  
GETAWAY**

**ARGENTINA'S EXCITING  
NEW WINE REGION**

**PHILADELPHIA'S  
HOT CHEF**

**LUXURY AT  
A PRICE:  
WINERY TASTING  
ROOMS RAISE  
THE BAR**



**MORE  
THAN  
750  
WINES  
RATED**

NOV. 15, 2008

\$5.95 US

4 63



**MAIN COURSES** included a wonderful take on shabu-shabu—not with slices of beef in a hot pot but with *medai* fish in a chicken and kombu seaweed bouillon.



*Medai* fish shabu-shabu

had already been depleted: She quickly put together one of Chicago's finest lists, currently in excess of 1,000 labels, angling it toward L2O's seafood style with extensive holdings in white Burgundies and Loire Valley bottlings, as well as light- and medium-bodied Pinot Noirs and an impressive range of sakes.

"The majority of our guests request wine pairings from me," she says, "and they're very willing to try a wonderful Chablis from a small producer or an Austrian or German wine I really like." Pabros Grillhot is currently working on improving the selection of 60 half-bottles and is proud of the fact that more than 200 wines on the list hit the sweet spot of between \$50 and \$75.

Some of the gems that she favors on her list include Bründlmayer Brut Rosé Austria NV (\$95), S.A. Huët Vouvray Sec Le Haut-Lieu 2006 (\$77), August Kessler Riesling Kabinett Rheingau Lorcher Schlossberg 2004 (\$47), A. Clape Cornas Renaissance 2004 (\$120) and Keller Spätburgunder Rheinhessen 2004 (\$68). "I've just brought in Gonet-Medeville Brut Nonvintage [\$95], exclusive to L2O," Pabros Grillhot adds, "and I think it's the best bottle of grower-produced Champagne under \$100 on our wine list."

Gras' cuisine is far from classic French—stead very modern and resolutely globe based on simplicity. L2O's 12-course, prix fixe menu began by announcing the focus in season: geoduck, *shimaaji*, fluke, more and so on.

The amuse-bouche was a single tiny platter of sashimi followed by a sashimi platter of translucent sliced fish. The Japanese fish *amadaï* with very thin scales to be crisped in the oven giving a nice crunch on the palate. Sweet crab came with soft avocado, a little lime and a drop or two of lemon oil. Hamachi sparkled with lemony yuzu and a drizzle of olive oil and soy, while *shimaaji* striped was cured in red miso and lime and served with thinly sliced daikon and scallions.

With these starter dishes I enjoyed: a daiquiri whose tart lime juice, sugar and rum accentuated the flavors of the raw sea

Then came the warm dishes. Tender octopus with coconut, sea beans of olive oil; a lustrous lobster bisque with a hint of chestnut puree and lobster-tail; a pretty plate of deeply flavorful morels and asparagus dressed with Parmesan and chopped parsley. Every taste and texture was balanced, each enhancing the other, and a tangy herbaceous Lucien Crochet Sancerre (\$65) enhanced the experience.

Main courses included a wonderful take on shabu-shabu—not with slices of beef but with *medai* fish in a chicken and kombu seaweed bouillon; a citrus tang and the flavor of king trumpet mushrooms complemented the dish. "Medai is a deepwater fish with a strong content," Gras points out, "so it can stand up to the broth and actually tastes meaty." Skate

with asparagus and a classic but light bordelaise sauce, which was topped with a bath of Chablis, a snap of ginger and a tangy-sweet green tomato.

Desserts were all in the same vein of simple elegance. Some as the praline soufflé, were quite classic, while others were more exotic, such as the "consommé" of Asian spices (including ginger, black pepper, lemon balm and mint), brewed like tea and served with a mango sorbet. In addition, L2O spoils its diners with pre-desserts, macaroons and petits fours, which include a chocolate ganache cake glazed with chocolate and sliced like bread to be enjoyed with coffee.

As a partner in L2O, Gras is unlikely to jump to any other restaurant anytime soon. And, given the uniqueness, breadth and depth of his cuisine, Chicagoans may never let him leave town.

#### L2O

2300 N. Lincoln Park W., Chicago Telephone (773) 868-0002  
www.L2Orestaurant.com Open Dinner, Monday to Saturday  
Corkage \$110; tasting menu \$165  
Corkage \$40 Credit cards All

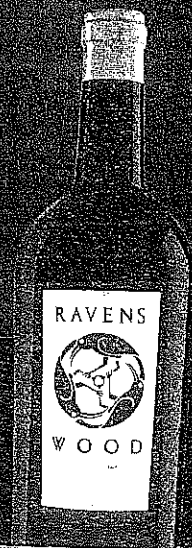
IF YOUR FAVORITE COLOR  
IS BEIGE YOU SHOULD PROBABLY  
DRINK SOMETHING ELSE.



It's a bold, powerful, and spirited wine  
that's made for the discerning palate.  
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**RAVENSWOOD**  
NO WIMPY WINES





**Franciscan Vineyards, Inc. V. Beauxkat Enterprises, LLC**  
**Opposition No. 91181755**

**Peterson Exhibit 6**

**RAVENSWOOD**

| Publication                   | Market          | Date     | Circulation       | Title  | Author         | Wine   |
|-------------------------------|-----------------|----------|-------------------|--|----------------|--|
| Food & Wine                   | New York, NY    | 04/01/06 | 928,784           | Buyers Guide To 75 Of The Best CA Wines  | R. Nalley      | 2003 Teleschi Zinfandel                        |
| Wall Street Journal - Eastern | New York, NY    | 04/07/06 | 2,083,660         | Constellation Brands, Inc. Net Rises 22% As Beer, Spirits Offset Slip In Wine Business |                | Brand Mention                                  |
| Wall Street Journal -Midwest  | New York, NY    | 04/07/06 | 2,083,660         | Constellation Brands, Inc. Net Rises 22% As Beer, Spirits Offset Slip In Wine Business | D. Clancy      | Brand Mention                                  |
| USA Today Sports Weekly       | McLean, VA      | 04/12/06 | 221,827           | Nascar Gulps Wine  |                | Vintners Blend                                 |
| Los Angeles Times             | Los Angeles, CA | 05/10/06 | 907,997           | Far-Flung Kitchens Send News Not-So-Fine Wine  | R. Schrambling | Chardonnay                                     |
| Forbes                        | New York, NY    | 06/19/06 | 925,959           | Choose Big, Bold American Reds For The Fourth  | H. Coster      | Brand Mention                                  |
| Washington Post               | Washington, DC  | 06/28/06 | 678,779           | What's Your Wine Personality   | B. Gilberti    | 2003 Old Vine Lodi Zinfandel                   |
| Bon Appetit                   | Los Angeles, CA | 07/01/06 | 1,326,198         |  | P. Comiskey    | 2002 Icon Syrah                                |
| Food & Wine                   | New York, NY    | 09/01/06 | 928,784           | The Texas Two-Step   | J. Tzerman     | 2003 Vintners Blend Cabernet Sauvignon         |
| Food & Wine                   | New York, NY    | 09/01/06 | 928,784           | Wineries To Track  |                | Brand Mention                                  |
| Esquire                       | New York, NY    | 10/01/06 | 712,503           | Wine And A Movie   | C. Sawyer      | 2003 Icon Syrah                                |
| Wall Street Journal           | New York, NY    | 11/10/06 | 2,043,235         | A New Dawn for American Zinfandel  |                | Brand Mention                                  |
| Consumer Reports              | New York, NY    | 12/01/06 | 4,000,000         | Wine Values in reds & Chardonnay   |                | Vintners Blend 2004 Napa Valley 2004 Zinfandel |
| InStyle                       | New York, NY    | 12/01/06 | 1,772,568         | Dining Room Buffet   |                | 2002 Monte Rosso Zinfandel                     |
| Bon Appetit                   | Los Angeles, CA | 01/01/07 | 1,326,198         | Slow-Roasted Lamb Shoulder With Pancetta   |                | Lodi Zinfandel                                 |
| Coastal Living                | Birmingham, AL  | 01/01/07 | 639,941           | Cioppino   | J. Rutland     |  |
| <b>TOTALS</b>                 |                 |          | <b>21,508,877</b> |  |                |  |

**RAVENSWOOD**

**TIER ONE**

| Publication | Market      | Date     | Circulation | Title                          | Author | Wine          |
|-------------|-------------|----------|-------------|--------------------------------|--------|---------------|
| Cheers      | Norwalk, CT | 03/01/06 | 70,033      | Wine Established Growth Brands |        | Brand Mention |

| Publication                            | Market             | Date     | Circulation | Title  | Author        | Wine   |
|--|--------------------|----------|-------------|--|---------------|--|
| Home & Away Ohio Senior Connection     | Worthington, OH    | 03/01/06 | 581,036     | When Nascar Comes To Town  | L. Seldon     | Brand Mention  |
| The Quarterly Review Of Wines Magazine | Sleepy Hollow, IL  | 03/01/06 | 192,000     | No Room In The Middle  | P. Francon    | Brand Mention  |
| The Quarterly Review Of Wines Magazine | Winchester, MA     | 03/01/06 | 175,000     | Four-Star California Zinfandels                                      |               | 2003 Teideschi Vineyard Zinfandel                            |
| The Quarterly Review Of Wines Magazine | Winchester, MA     | 03/01/06 | 175,000     | QRW's Top 10 Zinfandels  | E. & R. Heald | 2002 Old Hill, Sonoma Valley Ravenswood / NASCAR sponsorship |
| The Buffalo News                       | Buffalo, NY        | 03/27/06 | 185,799     | Macho Merlot Is Being Pitched To Manly Men                           | M. Locke      | California Zinfandel   |
| Orange County Register                 | Los Angeles, CA    | 03/30/06 | 298,456     | A Taste Of The Exotic  | E. Evans      | Brand Mention  |
| San Francisco Chronicle                | San Francisco, CA  | 03/30/06 | 391,681     | Brawny Reds Joining Frilly Labels As Vintners Turn To Gender Vending | L. Murphy     | Ravenswood / NASCAR  |
| Sacramento Bee                         | Sacramento, CA     | 03/31/06 | 290,553     | On And Off The Track Welcom To The Club                              | M. Locke      | sponsorship  |
| Journeys Cincinnati Market Watch       | West Hartford, CT  | 04/01/06 | 205,000     |  | L. Seldon     | Brand Mention  |
|  | New York, NY       | 04/01/06 | 53,027      |  | F. Sherbert   | Brand Mention  |
|  |                    |          |             |  |               | Ravenswood / NASCAR  |
| The Times-Picayune Wine & Spirits      | New Orleans, LA    | 04/01/06 | 261,573     | Bottling Machismo  | M. Locke      | sponsorship  |
| Wine & Spirits                         | New York, NY       | 04/01/06 | 78,650      | Most Popular Zinfandels  |               | CVB Zinfandel  |
|  | New York, NY       | 04/01/06 | 78,650      | The Restaurant Top 50  |               | Brand Mention  |
|  |                    |          |             |  |               | Ravenswood / NASCAR  |
| News & Observer                        | Raleigh-Durham, NC | 04/05/06 | 176,112     | Macho Merlot For Manly Men   | M. Locke      | sponsorship  |
|  |                    |          |             |  |               | Ravenswood / NASCAR  |
| Orlando Sentinel                       | Orlando, FL        | 04/05/06 | 251,998     | Manly Merlot: Gender Vending Is Industry Trend                       | M. Locke      | sponsorship  |
| Orlando Sentinel                       | Orlando, FL        | 04/05/06 | 251,998     | Taste Zins For A Good Cause  | H. McPherson  | Brand Mention  |
|  |                    |          |             |  |               | Chronicle News Services                                      |
| Houston Chronicle                      | Houston, TX        | 04/07/06 | 521,419     | In Other News  |               | Brand Mention  |
| The Baltimore Sun                      | Baltimore, MD      | 04/09/06 | 430,675     | Eddie's Exec Began Gourmet Takeout                                   | N. Cohen      | Bottle Shot  |
| Denver Post                            | Denver, CO         | 04/12/06 | 264,301     | Two Elk Restaurant   |               | Vintners Blend Shiraz  |
| The Baltimore Sun                      | Baltimore, MD      | 04/16/06 | 430,675     | No Sour Grapes On The Golf Course                                    |               | Brand Mention  |
| Daily News                             | Los Angeles, CA    | 04/25/06 | 169,379     | Sonoma Spices Up California Cabernets                                | E. Asimov     | Brand Mention  |
|  |                    |          |             |  |               | Ravenswood / NASCAR  |
| St. Paul Pioneer Press                 | St. Paul, MD       | 04/27/06 | 190,374     | Winemakers Pitch Macho Merlot For Manly Men                          | M. Locke      | sponsorship  |

| Publication                               | Market                              | Date                 | Circulation        | Title  | Author                    | Wine  |
|---|-------------------------------------|----------------------|--------------------|--|---------------------------|---|
| Private Clubs<br>The Charlotte Observer   | Dallas, TX<br>Charlotte, NC         | 05/01/06<br>05/10/06 | 200,000<br>230,901 | Now We're Stylin'<br>Grilling Out? Sip A Zinfandel | W.R. Tish<br>C. Rabb      | Brand Mention<br>Brand Mention<br>2003 Bill & Jane<br>Dickerson<br>Commemorative<br>Zinfandel<br>2003 Barricia<br>Zinfandel               |
| Sante                                     | Bennington, VT                      | 06/01/06             | 60,000             | Zinfandel  |                           | Brand Mention<br>2003 California<br>Cabernet  |
| Sante                                     | Bennington, VT                      | 06/01/06             | 60,000             | Zinfandel<br>When A Favorite Wine Brand is<br>Sold | P. Franson                | Sauvignon<br>2003 Barricia<br>Zinfandel<br>2004 Barricia,<br>Belloni, Big River,<br>Cooke, Dickerson,<br>Old Hill, Telbeschi<br>Zinfandel |
| Senior Connection                         | Sleepy Hollow, IL                   | 06/01/06             | 192,000            |  |                           | 2003 Vintners Bland<br>Zinfandel<br>Zinfandel   |
| Wine & Spirits                            | New York, NY                        | 06/01/06             | 78,650             | Value Brands Of The Year                           |                           |   |
| Wine & Spirits                            | New York, NY                        | 06/01/06             | 78,650             | Zinfandel  |                           |   |
| Wine Advocate                             | Monkton, MD                         | 06/01/06             | 40,000             | Zinfandel  | R. Parker, Jr             |   |
| Wine X Magazine<br>Orange County Register | Santa Rosa, CA<br>Los Angeles, CA   | 06/01/06<br>06/09/06 | 300,000<br>298,456 | X-Rated Wines<br>Dining Guide                      |                           |   |
| Sacramento Bee<br>San Francisco Chronicle | Sacramento, CA<br>San Francisco, CA | 06/24/06<br>06/29/06 | 293,189<br>398,246 | Nextel Cup At Infineon<br>Fine Wine                | D. Arrington<br>L. Murphy | Ravenswood /<br>NASCAR<br>sponsorship<br>Brand Mention<br>2003 Old Vine Lodi<br>Zinfandel<br>Joel Peterson,                               |
| San Francisco Chronicle                   | San Francisco, CA                   | 06/29/06             | 398,246            | The Chronicle's Wine Selections                    | L. Char Bennett           |   |
| Wine Spectator                            | New York, NY                        | 06/30/06             | 323,605            | The New Family Business                            | T. Fish                   | Brand<br>2003 Big River<br>Zinfandel  |
| Sante                                     | Bennington, VT                      | 07/01/06             | 60,000             | Prestige   |                           |   |



| San Francisco Chronicle  | San Francisco, CA  | 09/10/06   | 510,844  | Dress It Up, Dress It Down -- The Napa-Sonoma Party Divide                                 | C. Zinko          | Brand Mention  |
|--|--|--|--|--|-------------------|--|
| Publication  | Market   | Date   | Circulation  | Title  | Author            | Wine   |
| Impact   | New York, NY   | 10/01/06   | 0  | Blue Chip Barnards   |                   | Brand Mention  |
| Sante Wine Enthusiast  | Bennington, VT<br>New York, NY   | 10/01/06<br>10/01/06   | 60,000<br>100,644                                    | Syrah/Shiraz<br>Anderson Valley<br>Vegas glitz, glam play well at irreverent Sonoma Valley |                   | Brand Mention<br>2004 Vinters Blend<br>Zinfandel<br>Brand Mention  |
| Wine News  | Coral Gables   | 10/01/06   | 70,000   | Auction  | D. Mattson        | Brand Mention  |
| Daily News   | Los Angeles, CA  | 10/03/06   | 157,019  | For The Republic Of Sauvignon<br>Blanc Fanciers<br>Wine List Offers Predictable Choices    | L. Lipson<br>M.B. | 2004 Lodi Zinfandel<br>Brand mention<br>Dickerson Zinfandel<br>2004<br>2004 Vinters Blend<br>Zinfandel                                 |
| San Francisco Chronicle  | San Francisco, CA  | 10/08/06   | 451,504  |  |                   |  |
| New York Sun   | New York, NY   | 10/25/06   | 40,483   | A Shop for Fall & some wine, too<br>Ravenswood's zins big, yet restrained                  | L. Daniel         | Brand Mention<br>Brand Mention<br>2004 Belloni<br>2004 Barticia<br>2004 Teldeschi<br>2004 Big River<br>2004 Zinfandel<br>2004 Old Hill |
| San Jose Mercury News  | San Francisco, CA  | 10/25/06   | 349,090  | Cheese Course: Finding The Perfect Partner<br>Wine By The Numbers                          | J. Clarke         | Brand Mention<br>Brand Mention<br>2004 Belloni<br>2004 Barticia<br>2004 Teldeschi<br>2004 Big River<br>2004 Zinfandel<br>2004 Old Hill |
| Diversio<br>Imbibe<br>Restaurant Wine<br>Restaurant Wine<br>Restaurant Wine<br>Restaurant Wine | New York, NY<br>Portland, OR<br>Napa, CA<br>Napa, CA<br>Napa, CA<br>Napa, CA | 11/01/06<br>11/01/06<br>11/01/06<br>11/01/06<br>11/01/06<br>11/01/06 | 188,000<br>4,000<br>4,000<br>4,000<br>4,000<br>4,000 | Wines & Wineries to Watch  |                   | Zinfandel<br>Zinfandel<br>2003 Cooke<br>Zinfandel<br>Brand Mention   |
| Sante  | Bennington, VT   | 11/01/06   | 60,000   | Zinfandel Prestige   |                   | Zinfandel  |
| Sante<br>Wine & Spirits<br>Wine & Spirits Buying Guide<br>2007                                 | Bennington, VT<br>New York, NY<br>New York, NY                               | 11/01/06<br>11/01/06<br>11/01/06                                     | 60,000<br>78,650<br>78,650                           | Zinfandel Prestige<br>Multisource<br>2006 Wineries Of The Year                             | W.M.B.            | Brand Mention  |

Brand Profile, 2002  
 Sonom Mountain  
 Pickberry, 2003  
 Sonoma Valley  
 Barricia Zinfandel,  
 2003 California  
 Vintners Blend  
 Cabernet  
 Sauvignon

| Publication                                | Market                        | Date                 | Circulation        | Title   | Author            | Wine                       |
|--|-------------------------------|----------------------|--------------------|---|-------------------|----------------------------|
| Wine & Spirits Buying Guide 2007           | New York, NY                  | 11/01/06             | 78,650             | Multisource Wineries Of The Year  | T. & R. Magliozzi | Brand Mention              |
| The Buffalo News                           | Buffalo, NY                   | 11/18/06             | 183,856            | The Experts Settle A Bet For A Reader   | T. & R. Magliozzi | Brand Mention              |
| Wine Spectator On Line                     | online                        | 11/21/06             | on line            | American Winemakers Share Their Traditions, Memories and Great Wine Recommendations | L. Woolever       | Dickerson Zinfandel        |
| Sacramento Bee                             | Sacramento, CA                | 11/22/06             | 290,553            | Webber's Fans Eager To Give His Eatery A Shot                                       | M. Dunne          | Old Vines Zinfandel        |
| Orlando Sentinel<br>Orange County Register | Orlando, FL<br>Los Angles, CA | 11/23/06<br>11/24/06 | 214,283<br>287,204 | Christine Cruises To The Steakhouse In Winning Fashion Dining Guide                 | T. & R. Magliozzi | Brand Mention<br>Zinfandel |
| Wine Spectator                             | New York, NY                  | 11/30/06             | 380,000            | Vegas Theme in Sonoma Valley Strikes Big With \$100,000 Lot                         | J. Fiedler        | Metlot/Joel<br>Peterson    |

| Publication                      | Market            | Date     | Circulation | Title                       | Author                    | Wine  |
|----------------------------------|-------------------|----------|-------------|-----------------------------|---------------------------|---|
| LifeOfReiley.com                 | Online            | 12/01/06 | Online      | The Many Zins of Ravenswood | A. Reiley                 | 2004 Beiloni<br>Vineyard Zinfandel,<br>2004 Barricia<br>Vineyard Zinfandel,<br>2004 Teideschi<br>Zinfandel, 2004 Old<br>Vine Zinfandel,<br>2004 Dickerson<br>Zinfandel, 2004 Big<br>River Zinfandel<br>2004 Cooke<br>Sonoma Valley<br>Zinfandel<br>2004 Vintners Blend<br>Cabernet<br>Sauvignon<br>2004 Vintners Blend<br>Zinfandel |
| San Francisco Chronicle Magazine | San Francisco, CA | 12/06/06 | 540,314     | 100 Wines of 2006           | L. Murphy & L. C. Bennett |   |
| Wine Enthusiast                  | Elmsford, NY      | 12/15/06 | 100,644     | Buying Guide                |                           |   |
| Wine Enthusiast                  | Elmsford, NY      | 12/15/06 | 100,644     | Buying Guide                |                           |   |





|                                    |                   |          |         |  |            |   |
|------------------------------------|-------------------|----------|---------|--|------------|---|
| Diario La Americas                 | Miami, FL         | 03/23/06 | 56,271  | Hablemos De Vinos<br>Ravenswood Y Su Abanico De<br>Zinfandel | J. Garrigo | Zinfandel<br>Ravenswood /<br>NASCAR                                   |
| Savannah Morning News              | Savannah, GA      | 03/27/06 | 53,825  | Winemakers Pitch Macho Merlot<br>For Manly Men               | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| The Ann Arbor News                 | Ann Arbor, MI     | 03/27/06 | 52,413  | This Time It's Men's Turn To Be<br>Wined                     | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| The Florida Times - Union          | Jacksonville, FL  | 03/27/06 | 166,092 | Winemakers Pitch Macho Merlot<br>For Manly Men               | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| The Modesto Bee                    | Modesto, CA       | 03/27/06 | 82,730  | New Wines Try To Lure Manly<br>Men                           | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| The Times - Tribune                | Scanton, PA       | 03/27/06 | 59,188  | Winemakers Pitching Macho<br>Merlot For Men                  | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| Waterbury Republican -<br>American | Waterbury, CT     | 03/27/06 | 53,655  | Winemakers Pitching Macho<br>Merlot For Manly Men            | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| The Repository                     | Canton, OH        | 03/28/06 | 64,136  | Gender-Vending Vintners Pitch<br>Macho Merlot For Manly Men  | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| Argus Leader                       | Sioux Falls, SD   | 03/29/06 | 55,716  | Macho Men Drink...Wine                                       | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| Portland Press Herald              | Portland, ME      | 03/29/06 | 70,733  | Wineries Take Aim At The<br>Macho Market                     | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| Telegram & Gazette                 | Worcester, MA     | 03/29/06 | 100,367 | Winemakers Pitch Macho Merlot<br>For Manly Men               | M. Locke   | sponsorship<br>Ravenswood /<br>NASCAR                                 |
| The Eagle - Tribune                | North Andover, MA | 03/29/06 | 50,619  | Winemakers Make Their Pitch<br>To Men                        | M. Locke   | sponsorship<br>2002 Sonoma<br>County Merlot<br>Ravenswood /<br>NASCAR |
| The Press Democrat                 | Santa Rosa, CA    | 03/29/06 | 85,586  | Wine Of The Week   |            |   |
| Florida Today                      | Melbourne, FL     | 03/30/06 | 88,693  | Vintners Market Macho Merlot                                 | M. Locke   | sponsorship   |

| Publication   | Market                         | Date                 | Circulation        | Title  | Author                          | Wine  |
|---|--------------------------------|----------------------|--------------------|--|---------------------------------|---|
| The Post - Standard News - Press                              | Syracuse, NY<br>Fl. Meyers, FL | 03/30/06<br>03/31/06 | 117,226<br>100,770 | Macho Merlot<br>Drink It   | M. Locke<br>D. Sterwald         | Ravenswood /<br>NASCAR<br>sponsorship<br>Brand Mention<br>Ravenswood /<br>NASCAR<br>sponsorship |
| Sarasota Herald - Tribune<br>Rochester Democrat and Chronicle | Sarasota, FL<br>Rochester, NY  | 03/31/06<br>04/01/06 | 123,249<br>161,303 | Winemakers Marketing Macho Merlots For Men<br>Constellation Wine Honored | M. Locke                        | Brand Mention<br>Wine   |
| The Wine Report   | Atlanta, GA                    | 04/01/06             | 50,000             | The Zins And Zouts Of Zinfandel  | S. Koplan                       | Brand Mention<br>Ravenswood /<br>NASCAR   |
| Amarillo Globe - News   | Amarillo, TX                   | 04/02/06             | 68,631             | Bottling Of The Sexes  | M. Locke                        | sponsorship<br>Ravenswood /<br>NASCAR   |
| Times Herald Record   | Middletown, NY                 | 04/02/06             | 88,720             | Macho Merlot For Manly Men   | M. Locke                        | sponsorship<br>Ravenswood /<br>NASCAR   |
| Reading Eagle   | Reading, PA                    | 04/05/06             | 62,767             | Winemakers Pitch Macho Merlot For Manly Men                              | M. Locke                        | sponsorship<br>Ravenswood /<br>NASCAR   |
| The Sun News  | Myrtle Beach, SC               | 04/05/06             | 51,277             | Vineyards Market Their Merlot To Males                                   | M. Locke                        | sponsorship<br>Vintners Blend<br>Merlot 2003<br>Ravenswood /<br>NASCAR                          |
| NYC Wine Report   | Online                         | 04/07/06             | Online             | Wine Reports   |                                 | sponsorship<br>Ravenswood /<br>NASCAR   |
| Lansing State Journal   | Lansing, MI                    | 04/08/06             | 70,404             | Kurt Busch Wins Busch Debut  | AP                              | sponsorship<br>Ravenswood /<br>NASCAR   |
| Lubbock Avalanche - Journal                                   | Lubbock, TX                    | 04/09/06             | 62,740             | Earnhardt Looks Ready For Title Run                                      | AP                              | sponsorship<br>Ravenswood /<br>NASCAR   |
| The Knoxville News Sentinel                                   | Knoxville, TN                  | 04/09/06             | 153,779            | Double Shot Of Busch: Driver Wins First Busch Race                       | AP                              | sponsorship   |
| The Press Democrat  | Santa Rosa, CA                 | 04/09/06             | 88,704             | Busch Wins His Debut In Same-Name Series                                 | Press Democrat<br>News Services | Brand Mention<br>Ravenswood /<br>NASCAR   |
| Press & Sun - Bulletin  | Vestal, NY                     | 04/11/06             | 53,901             | Winemakers Pitch Macho Merlot For Manly Men                              | M. Locke                        | sponsorship   |

| Publication   | Market  | Date                             | Circulation                 | Title  | Author   | Wine   |
|---|---|----------------------------------|-----------------------------|--|--|--|
| The Patriot Ledger  | Quincy, MA                                      | 04/11/06                         | 55,025                      | Winemakers Try To Lure Men With Macho Merlot   |  | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR sponsorship Ravenswood / NASCAR            |
| NASCAR Scene  | Charlotte, NC                                   | 04/13/06                         | 137,599                     | Race Fans Get An Extra Day To Watch Drivers  | M. Welton                                      | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR  |
| East Valley Tribune                                       | Mesa, AZ  | 04/17/06                         | 109,637                     | Ravenswood Racing Zinfandel Is America's Very Own Red Wine   | B. Goodell                                     | Brand Mention Ravenswood / NASCAR sponsorship  |
| Beverage Spectrum   | Cambridge, MA                                   | 05/01/06                         | 20,000                      | Kahne Battles Back To Win Cup Race   | AP   | 2003 Lodi Old Vine Zinfandel   |
| Gwinnett Daily Post                                       | Lawrenceville, GA                               | 06/18/06                         | 104,941                     | Wine Talk Savoring California's Culinary Bounty In Sonoma County Vin Extraordinaire Choose American Reds For The Barbecue  | B. Giliberti<br>J. & S. Wilson<br>R. MacMillan | Brand Mention Brand Mention 2003 Old Vine Lodi Zinfandel                                       |
| Press Democrat  | Santa Rosa, CA                                  | 06/19/06                         | 85,586                      | Lodi Zinfandel Stands Up To Onions And Blue Cheese Zinfandel Maker Opposes Wimpy Wines Zinfandel Goes Well With Texas-Style Barbecue Dashing Of Responses To E-Mails |  | 2003 Old Vine Lodi Zinfandel   |
| Connecticut Post  | New York, NY                                    | 06/28/06                         | 73,798                      | Big Box Store Wine Sales Mouthful Quick Ticks  |  | Brand Mention Brand Mention Luau at Ravenswood No Wimpy Swine BBQ Vintners Blend Zinfandel Zen |
| RV Journal Successful Meetings New Hampshire Union Leader | Laguna Niguel, CA<br>New York, NY<br>Boston, MA | 07/01/06<br>07/01/06<br>07/04/06 | 140,334<br>72,050<br>59,232 | 10 Wines Under 10 Bucks Perfect Wine Party   | B. Taibutt                                     |  |
| The Record  | Stockton, CA                                    | 07/05/06                         | 59,574                      |  | L. Char Bennett                                |  |
| Pittsburgh Tribune - Review                               | Pittsburgh, PA                                  | 07/12/06                         | 63,906                      |  | D. DeSimone                                    | Feature 2003 Dickerson Zinfandel   |
| The News Tribune  | Tacoma, WA                                      | 07/19/06                         | 123,213                     |  | R. Buckner                                     |  |
| Oakland Tribune   | Oakland, CA                                     | 07/26/06                         | 66,811                      |  | C. Olken<br>L. Holmes<br>Haddad                |  |
| Beverage Media  | New York, NY                                    | 08/01/06                         | 125,000                     |  | M. Jordan                                      |  |
| Press Democrat  | Santa Rosa, CA                                  | 08/03/06                         | 85,586                      |  |  |  |
| Press Democrat  | Santa Rosa, CA                                  | 08/03/06                         | 85,586                      |  |  |  |
| The Roanoke Times   | Roanoke, VA                                     | 08/03/06                         | 97,344                      |  |  |  |
| The Post and Courier                                      | Charleston, SC                                  | 08/31/06                         | 98,133                      |  |  |  |

|  |                      |             |                    |   |                           |   |
|--|----------------------|-------------|--------------------|---|---------------------------|---|
| Today's Grocer   | Miami-Ft. Lauderdale | 09/01/06    | 19,500             | Ravenswood Rocks the Holidays   |                           | Brand Mention<br>2003 Old Vine<br>Zinfandel                       |
| Pittsburgh Tribune - Review                            | Pittsburgh, PA       | 09/06/06    | 63,906             | Festival Salutes Zinfandels   | D. DeSimone               | Brand Mention<br>2004 Old Vine<br>Zinfandel                       |
| The Press Democrat                                     | Santa Rosa, CA       | 09/13/06    | 85,586             | Tasting Room Faux Pas<br>Wine By The Box Or By The<br>Bottle                        | P. Melnik                 | Brand Mention<br>2004 Old Hill<br>Zinfandel                       |
| ToledoBlade.com  | Toledo, OH           | 09/19/06    | Online             | Wine bargains may be too good<br>to be true   | R. Kirland                | Brand Mention<br>Brand, 2004 Big<br>River, 2004                   |
| The Blade  | Toledo, OH           | 09/26/06    | 123,095            | Finding The Right Zinfandel Is<br>Up To You   | T. Marquardt & P.<br>Darr | Dickerson, 2004 Old<br>Hill Zinfandels                            |
| Quad - City Times<br>Spotlight's Wine Country<br>Guide | Davenport, IA        | 09/27/06    | 53,032             | The Choice is Yours<br>Dining Out Tuesday Lets Others<br>Eat, Too                   | J. Keenan                 | Brand Mention<br>Brand Mention<br>2004 Old Vine<br>Zinfandel Lodi |
| Omaha World - Herald                                   | San Francisco, CA    | 10/01/06    | 60,000             | Lodi region's old zinfandel vines<br>producing fine wines                           | D. DeSimone               | Brand Mention<br>2004 Old Vine<br>Zinfandel                       |
| Pittsburgh Tribune - Review<br>Memphis Flyer           | Omaha, NE            | 10/06/06    | 188,866            | Zin Is In<br>Dark wines that are so good,<br>they're scary                          | M. Nothhaft               | Brand Mention<br>2004 Old Vine<br>Zinfandel                       |
| East Valley Tribune                                    | Pittsburgh, PA       | 10/11/06    | 63,906             | New winemaker center,ag<br>pavilion set to open                                     | B. Norberg                | Brand Mention   |
| The Press Democrat                                     | Memphis, TN          | 10/12/06    | 55,000             | Zinfandel One Of America's<br>Great Reds  | R. Killen                 | Brand Mention   |
| The Knoxville News Sentinel                            | Phoenix, AZ          | 10/25/06    | 82,601             | Cruise Control Doesn't Waste<br>Gas, But Saves It                                   | T. & R. Magliozzi         | Brand mention<br>2004 Big River<br>Zinfandel                      |
| The Tennessean   | Santa Rosa, CA       | 10/28/06    | 82,683             | Bubble Rap  | E. Schwartz               |   |
| Nob Hill Gazette                                       | Knoxville, TN        | 11/19/06    | 147,236            | Tom And Ray Settle A Bet<br>NASCAR, Wine Country Find<br>They Go Together Just Fine | T. & R. Magliozzi         | Brand Mention   |
| The Chattanooga Times &<br>Free Press                  | Nashville, TN        | 11/30/06    | 165,131            | Choose Right Wines For Your<br>Christmas  | K. Smith                  | Brand Mention<br>2004 Old Vine<br>Zinfandel                       |
| New Hampshire Union<br>Leader                          | San Francisco, CA    | 12/01/06    | 82,000             | In a USA full of SUV's big wines<br>are huge  | R. Mayfield               |   |
| Statesman Journal                                      | Chattanooga, TN      | 12/02/06    | 69,372             | Zinfandel America's Wine -<br>Takes Center Stage                                    | M.Nothhaft                | 2004 Lodi Zinfandel<br>Wine                                       |
| East Valley Tribune                                    | Manchester, NH       | 12/17/06    | 72,833             |   | C. Olken                  | 2004 Barrica<br>Vineyard Zinfandel                                |
| Statesman Journal                                      | Salem, OR            | 12/21/06    | 51,672             |   |                           |   |
| East Valley Tribune                                    | Mesa, AZ             | 01/10/07    | 82,601             |   |                           |   |
|  |                      | <b>Date</b> | <b>Circulation</b> | <b>Title</b>  | <b>Author</b>             | <b>Wine</b>   |
| Oakland Tribune  | San Francisco, CA    | 01/10/07    | 52,692             |   |                           |   |

| Publication             | Market          | Date     | Circulation | Title                                 | Author           | Wine                                  |
|-------------------------|-----------------|----------|-------------|---------------------------------------|------------------|---------------------------------------|
| Press-Telegram          | Los Angeles, CA | 01/12/07 | 87,872      | A New Dawn For American Zinfandel     | AP               | Brand Mention                         |
| The Journal Gazette     | Fl. Wayne, IN   | 01/20/07 | 65,014      | Zin tasters find gems, one stinker    | D. & K. Stockman | 2004 Vintners Blend Zinfandel         |
| Dayton Daily News       | Dayton, OH      | 01/31/07 | 123,181     | Super Food, Super Fast                | M. Fisher        | Zinfandel                             |
| The Press Democrat      | Santa Rosa, CA  | 01/31/07 | 82,683      | Zinfandel: Sign of Spring             | P. Melnik        | 2005 Big River, Alexander Valley      |
| The Morning Call        | Allentown, PA   | 02/07/07 | 108,200     | Beautiful Together                    | J. Lindenmuth    | Vintners Reserve                      |
| The Press Democrat      | Santa Rosa, CA  | 02/07/07 | 82,683      | Sexy Wines for Valentine's            | P. Melnik        | Brand Mention                         |
| Appellation America.com | Online          | 02/12/07 | Online      | Wine Recommendation                   | B. Gray          | 2004 Old Hill Ranch Zinfandel & Photo |
| Oakland Tribune         | Oakland, CA     | 02/14/07 | 66,811      | Whet your whistle with Dry Creek zins | C. Olken         | 2004 Teldeschi Zinfandel              |
| The Commercial Appeal   | Mephis, TN      | 02/14/07 | 154,403     | Tonight, kiss the wine with chocolate | J. Lindenmuth    | Vintners Reserve                      |

**TOTALS** 4,805,345

**RAVENSWOOD**

**TIER THREE**

| Publication            | Market         | Date     | Circulation | Title                                | Author   | Wine                              |
|------------------------|----------------|----------|-------------|--------------------------------------|----------|-----------------------------------|
| Hawaii Beverage Guide  | Honolulu, HI   | 03/01/06 | 2,000       | Around Hawaii                        |          | Bottle Shot                       |
| Stateways              | Norwalk, CT    | 03/01/06 | 9,000       | Wine Established Growth Brands       |          | Brand Mention                     |
| Alameda Times-Star     | Oakland, CA    | 03/08/06 | 7,158       | Special Wine Events For The Palate   | C. Olken | Brand Mention                     |
| San Mateo County Times | San Mateo, CA  | 03/08/06 | 35,152      | Special Wine Events For The Palate   | C. Olken | Brand Mention                     |
| The Argus              | Fremont, CA    | 03/08/06 | 32,189      | Special Wine Events For The Palate   | C. Olken | Brand Mention                     |
| The Daily Review       | Hayward, CA    | 03/08/06 | 38,189      | Special Wine Events For The Palate   | C. Olken | Brand Mention                     |
| Tri Valley Herald      | Pleasanton, CA | 03/08/06 | 41,490      | Special Wine Events For The Palate   | C. Olken | Brand Mention Ravenswood / NASCAR |
| Sierra Sun             | Truckee, CT    | 03/24/06 | 6,800       | Winemakers Pitch Macho Merlot To Men | M. Locke | sponsorship                       |

| Publication                     | Market          | Date     | Circulation | Title                                       | Author      | Brand Mention                         |
|---------------------------------|-----------------|----------|-------------|---|-------------|---------------------------------------|
| The Daily Record                | Baltimore, MD   | 03/25/06 | 5,523       | Opus One Lives Up To Heritage               | J. Mariani  | Ravenswood /<br>NASCAR                |
| Arizona Daily Sun               | Flagstaff, AZ   | 03/26/06 | 15,255      | Winemakers Pitch Macho Merlot For Men       | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| Daily Camera                    | Boulder, CO     | 03/27/06 | 33,311      | Pitching Macho Merlot                       | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| Daily Press                     | Victorville, CA | 03/27/06 | 30,917      | Bottling Of The Sexes                       | B. Hilliard | sponsorship<br>Ravenswood /<br>NASCAR |
| Herald Citizen                  | Cooksville, TN  | 03/27/06 | 11,305      | Winemakers Pitch Macho Merlot For Manly Men | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| Spartanburg Herald-Journal      | Spartanburg, SC | 03/27/06 | 48,798      | Winemakers Pitch Merlot To Macho Men        | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| Star-Gazette                    | Elmira, NY      | 03/27/06 | 25,826      | Wineries Make Merlot For The Macho Man      | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| The Bristol Press               | Bristol, CT     | 03/27/06 | 12,067      | Real Med Drink Merlot, Winemakers Hope      | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| The Monterey County Herald      | Monterey, CA    | 03/27/06 | 31,813      | Male Bonding Over Bottles Of Red            | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| Alameda Times-Star              | Oakland, CA     | 03/28/06 | 7,158       | Marketing 'Macho'                           | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| Goldsboro News-Argus            | Goldsboro, NC   | 03/28/06 | 21,532      | Winemakers Pitch Macho Merlot For Manly Men | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| Lancaster Intelligencer Journal | Lancaster, PA   | 03/28/06 | 45,620      | Manly Approach To Wine                      | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| San Mateo County Times          | San Mateo, CA   | 03/28/06 | 35,152      | Marketing Macho                             | M. Locke    | sponsorship<br>Ravenswood /<br>NASCAR |
| The Argus                       | Fremont, CA     | 03/28/06 | 32,189      | Marketing 'Macho'                           | M. Locke    | sponsorship                           |

| Publication                                     | Market                        | Date                 | Circulation     | Title   | Author                   | Wine  |
|---|-------------------------------|----------------------|-----------------|---|--------------------------|---|
| The Daily Review                                | Hayward, CA                   | 03/28/06             | 38,189          | Marketing 'Macho'   | M. Locke                 | Ravenswood /<br>NASCAR<br>sponsorship<br>Ravenswood /<br>NASCAR |
| The Union Democrat                              | Sonora, CA                    | 03/28/06             | 11,626          | Winemakers Pitch Macho Merlot   | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| West Hawaii Today                               | Kailua-Kona                   | 03/28/06             | 11,254          | Winemakers Pitch Macho Merlot<br>For Manly Men  | M. Locke                 | sponsorship<br>Brand Mention<br>Ravenswood /<br>NASCAR          |
| Aberdeen American News                          | Aberdeen, SD                  | 03/29/06             | 18,000          | Men'S Wine  |                          |   |
| Aspen Daily News                                | Aspen, CO                     | 03/29/06             | 14,500          | Winemakers Pitch Macho Merlot<br>For Manly Men  | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| Auburn Journal                                  | Auburn, CA                    | 03/29/06             | 11,430          | Winemakers Pitch Macho Merlot<br>For Manly Men  | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| Columbia Daily Tribune                          | Columbia, MO                  | 03/29/06             | 18,855          | Winemakers Pitch Macho Merlot   | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| Florence Morning News                           | Florence, SC                  | 03/29/06             | 36,230          | Winemakers Pitch Macho Merlot<br>For Manly Men  | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| Henderson Daily Dispatch                        | Henderson, NC                 | 03/29/06             | 8,718           | Winemakers Pitch Macho Merlot<br>For Manly Men  | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| Herald Democrat                                 | Sherman, TX                   | 03/29/06             | 23,754          | Winemakers Pitch Macho Merlot<br>For Manly Men  | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| Killeen Daily Herald                            | Killeen, TX                   | 03/29/06             | 16,620          | Macho Merlot  | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| King County Journal                             | Bellevue, WA                  | 03/29/06             | 40,515          | Vineyard Targets Men With<br>Macho Merlot   | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| Manassas Journal                                | Manassas, VA                  | 03/29/06             | 6,300           | Winemakers Pitch Macho Merlot<br>For Manly Men  | M. Locke                 | sponsorship<br>Ravenswood /<br>NASCAR                           |
| Midland Reporter-Telegram<br>North Bay Bohemian | Midland, TX<br>Santa Rosa, CA | 03/29/06<br>03/29/06 | 19,267<br>3,400 | Winers Seek To Increase Wines'<br>Appeal By Marketing To 'Macho<br>Men'<br>Grape Glut | M. Locke<br>B. Ascarelli | sponsorship<br>Ravenswood /<br>NASCAR<br>Brand Mention          |

|   |                      |          |        |   |          |   |
|---|----------------------|----------|--------|---|----------|---|
| Potomac News                            | Woodbridge, VA       | 03/29/06 | 19,500 | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR sponsorship Ravenswood / NASCAR sponsorship Ravenswood / NASCAR |
| Salem News                              | Beverly, MA          | 03/29/06 | 31,291 | Winemakers Make Their Pitch To Men          | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| Sierra Vista Herald/Bisbee Daily Review | Sierra Vista, AZ     | 03/29/06 | 10,876 | Winemakers: Macho Merlot For Manly Men      | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| Tahoe Daily Tribune                     | South Lake Tahoe, CA | 03/29/06 | 19,500 | Macho Merlot Pitched For Manly Men          | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| Taunton Daily Gazette                   | Taunton, MA          | 03/29/06 | 10,009 | Real Men Drink Macho Merlot                 | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| The Daily Sun                           | Lady Lake, FL        | 03/29/06 | 22,787 | Industry Pitches Macho Merlot               | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| The Galveston County Daily News         | Galveston, TX        | 03/29/06 | 30,000 | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| The Index-Journal                       | Greenwood, SC        | 03/29/06 | 15,657 | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| The News-Gazette                        | Champaign, IL        | 03/29/06 | 38,125 | Marketing Campaign Targets Men              | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| The Norman Transcript                   | Norman, OK           | 03/29/06 | 40,405 | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| The Post-Star                           | Glen Falls, NY       | 03/29/06 | 34,248 | Real Men Guzzle Merlot                      | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| The Register Mail                       | Galesburg, IL        | 03/29/06 | 17,300 | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |
| The Sioux City Journal                  | Sioux, IA            | 03/29/06 | 43,007 | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR   |



|                                |                    |          |        |  |          |                                 |
|--------------------------------|--------------------|----------|--------|--|----------|---------------------------------|
| The Telegraph                  | Alton, IL          | 03/29/06 | 25,297 | How Will Macho Wines Sell To Men?                | M. Locke | Ravenswood / NASCAR sponsorship |
| Ukiah Daily Journal            | Ukiah, CA          | 03/29/06 | 7,175  | Winemakers Pitch Macho Merlot For Manly Men      | M. Locke | Ravenswood / NASCAR sponsorship |
| Vallejo Times Herald           | Vallejo, CA        | 03/29/06 | 19,688 | Vintner Makes Pitch To Males                     | M. Locke | Ravenswood / NASCAR sponsorship |
| Westfield Evening News         | Westfield, MA      | 03/29/06 | 5,900  | Macho Merlot Wine Pitched For Manly Men          | M. Locke | Ravenswood / NASCAR sponsorship |
| Beverage News Daily            | Silver Spring, MD  | 03/30/06 | 0      | Top 30 Most Influential Table Wine Brands        |          | Vintners Blend Zinfandel        |
| Denton Record Chronicle        | Denton, TX         | 03/30/06 | 16,004 | Winemakers Pitch Macho Merlot Aimed At Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| The Charlotte Post             | Charlotte, NC      | 03/30/06 | 12,000 | Winemakers Make Pitch For Manly Men              | M. Locke | Ravenswood / NASCAR sponsorship |
| The Napa Valley Register       | Napa, CA           | 03/30/06 | 17,299 | Winemakers Pitch Macho Merlot For Manly Men      | M. Locke | Ravenswood / NASCAR sponsorship |
| Daily Journal                  | San Mateo, CA      | 03/31/06 | 15,000 | Winemakers Pitch Macho Merlot                    | M. Locke | Ravenswood / NASCAR sponsorship |
| The Circleville Herald         | Circleville, OH    | 03/31/06 | 7,048  | Winemakers Pitch Macho Merlot For Manly Men      | M. Locke | Ravenswood / NASCAR sponsorship |
| The Daily Nonpareil            | Council Bluffs, IA | 03/31/06 | 17,474 | Winemakers Pitch Macho Merlot For Men            | M. Locke | Ravenswood / NASCAR sponsorship |
| The Herald News                | Fall River, MA     | 03/31/06 | 25,714 | Winemakers Pitch Macho Merlot For Manly Men      | M. Locke | Ravenswood / NASCAR sponsorship |
| Centre Daily Times             | State College, PA  | 04/02/06 | 33,272 | Winemakers Pitch Macho Merlot For Men            | M. Locke | Ravenswood / NASCAR sponsorship |
| Pottsville Republican & Herald | Pottsville, PA     | 04/02/06 |        | Winemakers Pitch Wine As Macho Merlot For Men    | M. Locke | Ravenswood / NASCAR sponsorship |

| Publication           | Market         | Date     | Circulation | Title   | Author      | Sponsorship   |
|-----------------------|----------------|----------|-------------|---|-------------|---|
| Roswell Daily Record  | Roswell, NM    | 04/02/06 | 13,108      | Winemakers Market 'Macho Merlot' For Men                                  | M. Locke    | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR |
| Salem News            | Salem, OH      | 04/02/06 | 8,500       | Winemakers Pitch Macho Merlot   | M. Locke    | sponsorship Ravenswood / NASCAR                     |
| The Daily Telegram    | Adrian, MI     | 04/03/06 | 16,069      | Vinners Tapping Beer Crowd  | M. Locke    | sponsorship Wine Ravenswood / NASCAR                |
| Tri-City Herald       | Kennewick, WA  | 04/03/06 | 41,151      | Macho Merlot  | M. Locke    | sponsorship   |
| Sonoma Index Tribune  | Sonoma, CA     | 04/04/06 | 10,500      | Festival Offers Wine Excursions   | G. Raeside  | Brand Mention Ravenswood / NASCAR                   |
| The Herald-News       | Joliet, IL     | 04/04/06 | 40,408      | Macho Merlot For Manly Ment Andrew'S Wine Cellar Opens In Downtown Oswego | M. Locke    | sponsorship   |
| The Palladium-times   | Oswego, NY     | 04/04/06 | 8,589       |   | A. Delsavio | Brand Mention Ravenswood / NASCAR                   |
| Garden Island         | Honolulu, HI   | 04/05/06 | 8,444       | Wineries Pitch Merlot To Men  | M. Locke    | sponsorship Ravenswood / NASCAR                     |
| Hickory Daily Record  | Hickory, NC    | 04/05/06 | 18,438      | Winemakers Pitch Macho Merlot For Manly Men                               | M. Locke    | sponsorship Ravenswood / NASCAR                     |
| Kane County Chronicle | Geneva, IL     | 04/05/06 | 14,324      | Winemakers Pitch Macho Merlot For Manly Men                               | M. Locke    | sponsorship Ravenswood / NASCAR                     |
| North Bay Bohemian    | Santa Rosa, CA | 04/05/06 | 34,000      | North Bay'S Resident Tourists...Go Winery Hopping                         |             | sponsorship Ravenswood / NASCAR                     |
| The Courier-News      | Elgin, IL      | 04/05/06 | 18,000      | New Wine Marketed For Men   | M. Locke    | Brand Mention Ravenswood / NASCAR                   |
| The Island Packet     | Bluffton, Sc   | 04/05/06 | 18,200      | Winemakers Pitch Macho Merlot For Manly Men                               | M. Locke    | sponsorship Ravenswood / NASCAR                     |
| The Journal Times     | Racine, WI     | 04/07/06 | 34,030      | Winemakers Pitch Macho Merlot   | M. Locke    | sponsorship   |

| Publication             | Market            | Date     | Circulation | Title  | Author    | Wine  |
|-------------------------|-------------------|----------|-------------|--|-----------|---|
| Waycross Journal-Herald | Waycross, GA      | 04/08/06 | 10,412      | Winemakers Pitch Merlot For Manly Men  | M. Locke  | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR sponsorship |
| Citrus County Chronicle | Cystal River, FL  | 04/09/06 | 32,170      | Earnhardt Confident In Cup Chase   | AP        | Brand Mention Ravenswood / NASCAR                               |
| Gaston Gazette          | Gastonia, NC      | 04/09/06 | 41,500      | Blooded Buy Unbowed By The Menace Of Fake Fun  | M. Dutton | Brand Mention Ravenswood / NASCAR                               |
| Johnson City Press      | Johnson City, TN  | 04/09/06 | 34,295      | Earnhardt Likes His Position Early In Cup Season   | M. Curry  | sponsorship Ravenswood / NASCAR                                 |
| The Courier-Express     | Du Bois, PA       | 04/09/06 | 14,529      | Earnhardt Looks Poised For Run   | M. Curry  | sponsorship Ravenswood / NASCAR                                 |
| The Dominion Post       | Morgantown, WV    | 04/09/06 | 25,615      | Earnhardt Appears Poised For Title Run   | M. Curry  | sponsorship Ravenswood / NASCAR                                 |
| The Index-Journal       | Greenwood, SC     | 04/09/06 | 16,857      | Earnhardt Appears Poised For Title Run   | M. Curry  | sponsorship Ravenswood / NASCAR                                 |
| The Item                | Sumter, SC        | 04/09/06 | 23,000      | Earnhardt Looks Poised For Title Run   | M. Curry  | sponsorship Ravenswood / NASCAR                                 |
| The Monitor             | McAllen, TX       | 04/09/06 | 47,066      | Junior Appears Poised For Title Run  | M. Curry  | Ravenswood / NASCAR sponsorship Ravenswood / NASCAR             |
| Times Record News       | Wichita Falls, TX | 04/09/06 | 34,490      | Earnhardt Looks Poised For Title Run   | M. Curry  | sponsorship Ravenswood / NASCAR                                 |
| Antigo Daily Journal    | Antigo, WI        | 04/10/06 | 6,748       | Winemakers Pitch Macho Merlot For Manly Men  | M. Locke  | NASCAR sponsorship  |
| North Bay Bohemian      | Santa Rosa, CA    | 04/12/06 | 34,000      | North Bay'S Resident Tourists...Go Winery Hopping Calif. Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Winery Mention Ravenswood/NASCAR                                |
| The Standard Times      | New Bedford, MA   | 04/13/06 | 40,700      | Merlot For Manly Men   | M. Locke  | AR sponsorship  |
| Sonoma Index Tribune    | Sonoma, CA        | 04/14/06 | 10,500      | Business Briefs  |           | Vintners Blend Ravenswood / NASCAR                              |
| The Keene Sentinel      | Keene, NH         | 04/16/06 | 13,426      | Pitching Macho Merlot For Manly Men  | M. Locke  | NASCAR sponsorship  |

| Publication                              | Market                | Date     | Circulation | Title                                       | Author    |   |
|--|-----------------------|----------|-------------|---|-----------|---|
| Scottsdale Tribune                       | Scottsdale, AZ        | 04/17/06 | 15,000      | Race Fans Get An Extra Day To Watch Drivers | M. Welton | Ravenswood / NASCAR sponsorship                 |
| Sonoma Index Tribune                     | San Francisco, CA     | 04/18/06 | 10,500      | Business Briefs                             |           | Brand Mention / Ravenswood / NASCAR sponsorship |
| Daily Republic                           | Fairfield, CA         | 04/19/06 | 17,041      | Winemakers Pitch Macho Merlot For Men       | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| The Call                                 | Woonsocket, RI        | 04/19/06 | 17,774      | Macho Merlot                                | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Owensboro Messenger-Inquirer             | Owensboro, KY         | 04/20/06 | 31,422      | Macho Merlot Marketed To Manly Men          | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Addison Daily Herald                     | Lisle, IL             | 04/26/06 | 1,303       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Algonquin/Lake in the Hills Daily Herald | Elgin, IL             | 04/26/06 | 2,606       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Arlington Heights Daily Herald           | Arlington Heights, IL | 04/26/06 | 11,643      | Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Barrington Daily Herald                  | Arlington Heights, IL | 04/26/06 | 3,621       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Batavia Daily Herald                     | St. Charles, IL       | 04/26/06 | 2,178       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Buffalo Grove Daily Herald               | Arlington Heights, IL | 04/26/06 | 3,346       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Carol Stream Daily Herald                | Lisle, IL             | 04/26/06 | 2,652       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Ravenswood / NASCAR sponsorship                 |
| Carpentersville/Dundee Daily Herald      | Lisle, IL             | 04/26/06 | 3,133       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke  | Ravenswood / NASCAR sponsorship                 |
|  |                       |          |             |   |           | Wine sponsorship                                |

|                                  |                       |          |        |   |          |                                 |
|----------------------------------|-----------------------|----------|--------|---|----------|---------------------------------|
| Cary Daily Herald                | Lisle, IL             | 04/26/06 | 985    | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Des Plaines Daily Herald         | Arlington Heights, IL | 04/26/06 | 5,169  | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Eigin Daily Herald               | Saint Charles, IL     | 04/26/06 | 8,103  | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Elk Grove Daily Herald           | Arlington Heights, IL | 04/26/06 | 5,008  | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Geneva Daily Herald              | St. Charles, IL       | 04/26/06 | 2,154  | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Glen Ellyn Daily Herald          | Lisle, IL             | 04/26/06 | 2,237  | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Glendale Heights Daily Herald    | Lisle, IL             | 04/26/06 | 1,160  | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Grayslake/Gurnee Daily Herald    | Libertyville, IL      | 04/26/06 | 4,285  | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Hanover Park Daily Herald        | Arlington Heights, IL | 04/26/06 | 1,692  | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Hoffman Estates/Schaumburg Daily | Arlington Heights, IL | 04/26/06 | 12,487 | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |

| Publication                                | Market                | Date     | Circulation | Title                                       | Author   | Wine                            |
|--|-----------------------|----------|-------------|---|----------|---------------------------------|
| Itasca/Wood Dale Daily Herald              | Lisle, IL             | 04/26/06 | 2,391       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Lake Zurich/Wauchondada Daily Herald       | Libertyville, IL      | 04/26/06 | 5,320       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Libertyville/Mundelein/Vernon Hills        | Libertyville, IL      | 04/26/06 | 5,880       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Lisle Daily Herald                         | Lisle, IL             | 04/26/06 | 1,367       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Lombard Daily Herald                       | Lisle, IL             | 04/26/06 | 2,025       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Mt. Prospect/Prospect Heights Daily Herald | Arlington Heights, IL | 04/26/06 | 6,691       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Naperville Daily Herald                    | Lisle, IL             | 04/26/06 | 7,051       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Palatine Daily Herald                      | Chicago, IL           | 04/26/06 | 7,936       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Rolling Meadows Daily Herald               | Arlington Heights, IL | 04/26/06 | 2,613       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Roselle/Medinah Daily Herald               | Lisle, IL             | 04/26/06 | 3,147       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| Round Lake Daily Herald                    | Libertyville, IL      | 04/26/06 | 1,925       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |
| St. Charles Daily Herald                   | St. Charles, IL       | 04/26/06 | 4,764       | Winemakers Pitch Macho Merlot For Manly Men | M. Locke | Ravenswood / NASCAR sponsorship |

| Publication                        | Market                | Date     | Circulation | Title  | Author              | Wine                            |
|------------------------------------|-----------------------|----------|-------------|--|---------------------|---------------------------------|
| Villa Park/Oak Brook Daily Herald  | Lisle, IL             | 04/26/06 | 1,144       | Winemakers Pitch Macho Merlot For Manly Men                                    | M. Locke            | Ravenswood / NASCAR sponsorship |
| West Chicago/Winfield Daily Herald | Lisle, IL             | 04/26/06 | 2,425       | Winemakers Pitch Macho Merlot For Manly Men                                    | M. Locke            | Ravenswood / NASCAR sponsorship |
| Wheaton Daily Herald               | Lisle, IL             | 04/26/06 | 4,144       | Winemakers Pitch Macho Merlot For Manly Men                                    | M. Locke            | Ravenswood / NASCAR sponsorship |
| Wheeling Daily Herald              | Arlington Heights, IL | 04/26/06 | 2,153       | Winemakers Pitch Macho Merlot For Manly Men                                    | M. Locke            | Ravenswood / NASCAR sponsorship |
| 7X7 Magazine                       | San Francisco, CA     | 05/01/06 | 4,500       | Getaway In Style   |                     | Brand Mention                   |
| Connoisseurs' Guide                | Alameda, CA           | 05/01/06 | 5,000       | Zinfandel  |                     | 2003 Old Vine Lodi Zinfandel    |
| The Bryan Times                    | Bryon, OH             | 05/02/06 | 11,695      | Winemakers Pitch A Macho Merlot For The 'Manly' Man                            | M. Locke            | Ravenswood / NASCAR sponsorship |
| Alameda Times-Star                 | Oakland, CA           | 05/03/06 | 7,158       | The Picky Eater  | J. Thym             | 2001 Cabernet Sauvignon         |
| San Mateo County Times             | San Mateo, CA         | 05/03/06 | 35,152      | The Picky Eater  | J. Thym             | 2001 Cabernet Sauvignon         |
| The Daily Review                   | Hayward, CA           | 05/03/06 | 38,189      | The Picky Eater  | J. Thym             | 2001 Cabernet Sauvignon         |
| The Virginia Gazette               | Williamsburg, VA      | 05/03/06 | 14,860      | The Picky Eater  | J. Thym             | 2001 Cabernet Sauvignon         |
| Tri-Valley Herald                  | Pleasanton, CA        | 05/03/06 | 41,490      | The Picky Eater  | J. Thym             | 2001 Cabernet Sauvignon         |
| Denver Business Journal            | Denver, CO            | 05/05/06 | 14,681      | Two Reds, Two Whites: Which To Try First Is Up To You.                         | M. Jansen Op DeHaar | 2002 Icon                       |
| Valley News Dispatch               | Tarentum, PA          | 05/10/06 | 36,000      | Pittsburgh Wine Festival Offers Great Wines, Dialogue                          | D. DeSimone         | 2003 Old Vine Lodi Zinfandel    |
| Alameda Times-Star                 | Oakland, CA           | 05/11/06 | 7,158       | Jaguar Wine Country Classic Offers Best In Vintage Racing, Wine Country Living |                     | Brand Mention                   |

|   |                            |                      |                  |  |  |
|---|----------------------------|----------------------|------------------|--|--|
| Alameda Times-Star                      | Oakland, CA                | 05/11/06             | 7,158            | Nascar Ready For Assault On Road Course In Sonoma Valley Jaguar Wine Country Classic Offers Best In Vintage Racing, Wine Country Living                  | Ravenswood / NASCAR sponsorship                              |
| San Mateo County Times                  | San Mateo, CA              | 05/11/06             | 35,152           | Nascar Ready For Assault On Road Course In Sonoma Valley Jaguar Wine Country Classic Offers Best In Vintage Racing, Wine Country Living                  | Brand Mention Ravenswood / NASCAR sponsorship                |
| The Argus                               | Fremont, CA                | 05/11/06             | 32,189           | Nascar Ready For Assault On Road Course In Sonoma Valley Jaguar Wine Country Classic Offers Best In Vintage Racing, Wine Country Living                  | Brand Mention Ravenswood / NASCAR sponsorship                |
| The Argus                               | Fremont, CA                | 05/11/06             | 32,189           | Nascar Ready For Assault On Road Course In Sonoma Valley Jaguar Wine Country Classic Offers Best In Vintage Racing, Wine Country Living                  | Brand Mention Ravenswood / NASCAR sponsorship                |
| The Daily Review                        | Hayward, CA                | 05/11/06             | 38,189           | Nascar Ready For Assault On Road Course In Sonoma Valley Jaguar Wine Country Classic Offers Best In Vintage Racing, Wine Country Living                  | Brand Mention Ravenswood / NASCAR sponsorship                |
| The Daily Review                        | Hayward, CA                | 05/11/06             | 38,189           | Nascar Ready For Assault On Road Course In Sonoma Valley Jaguar Wine Country Classic Offers Best In Vintage Racing, Wine Country Living                  | Brand Mention Ravenswood / NASCAR sponsorship                |
| Tri-Valley Herald<br>Lodi News-Sentinel | Pleasanton, CA<br>Lodi, CA | 05/11/06<br>05/13/06 | 41,490<br>16,446 | Nascar Ready For Assault On Road Course In Sonoma Valley Jaguar Wine Country Classic Offers Best In Vintage Racing, Wine Country Living<br>Famous Grapes | Brand Mention Lodi Zinfandel Ravenswood / NASCAR sponsorship |
| Mercury Register                        | Oroville, CA               | 05/17/06             | 7,000            | Wineries Market Wines For 'Real Men'   | T. Tomiyoshi   |
| Sonoma Index Tribune                    | Sonoma, CA                 | 05/30/06             | 10,500           | Classic Vintage Car Races Ready For Infineon Raceway The Jaguar Wine Country Classic Vintage Car Races At Infineon                                       | M. Locke   |
| Marin Independent Journal               | Novato, CA                 | 06/02/06             | 37,322           | Classic Vintage Car Races At Infineon  | H. Coleman   |
| Florida Keys Keynote                    | Marathon, FL               | 06/03/06             | 13,000           | No. 1 Storm Survival Item: Wine Nascar Just Right Around The Corner At Infineon Raceway Zinfandel: America's Red For Every Occasion                      | D. Colman  |
| Sonoma Index Tribune                    | Sonoma, CA                 | 06/09/06             | 10,500           | Nascar Just Right Around The Corner At Infineon Raceway Zinfandel: America's Red For Every Occasion  | B. Citara  |
| The Shawnee News-Star                   | Shawnee, OK                | 06/09/06             | 10,623           | Every Occasion   | H. Coleman   |
| Sonoma Index Tribune                    | Sonoma, CA                 | 06/27/06             | 10,500           | A Sonoma Valley Calendar Of Events   | B. Goodell   |
|   |                            |                      |                  |  | Brand Mention 2003 Taldeschi Vineyard Zinfandel              |
|   |                            |                      |                  |  | Brand Mention  |
|   |                            |                      |                  |  | Brand Mention  |
|   |                            |                      |                  |  | Surf & Turf Event  |



| Daily Reflector Publication                                 | Market                                 | Date     | Circulation | Title  | Author                             | 2003 Old Vine Lodi Zinfandel Wine  |
|---|--|----------|-------------|--|------------------------------------|--|
| Record Searchlight<br>The Journal News-Rockland<br>Edition  | Greenville, NC                         | 06/28/06 | 19,819      | Choose Big, Bold American<br>Reds For The Fourth<br>Fourth Calls For Reds With<br>Depth, Fruit | B. Gillberti                       | Zinfandel  |
| The Journal News-<br>Westchester<br>Berks County Living     | Redding, CA                            | 06/28/06 | 34,252      | Choose Big, Bold American<br>Reds For The Fourth   | B. Gillberti                       | Zinfandel  |
| Corporate & Incentive Travel<br>FL                          | West Nyack, NY                         | 06/30/06 | 40,681      | Choose Big, Bold American<br>Reds For The Fourth   | B. Gillberti                       | 2003 Old Vine Lodi<br>Zinfandel  |
| Florida Keys Keynote  | White Plains, NY                       | 06/30/06 | 38,667      | Exploring The World Of Wine  | R. Simmons                         | Brand Mention  |
| Grocery Headquarters  | Reading, PA                            | 07/01/06 | 10,000      | Sonoma County Tourism Bureau<br>Let The Flavor Explode In Your<br>Mouth                        | Bill Citara                        | Brand Mention<br>2003 Teideschi<br>Vineyard Zinfandel<br>Ravenswood /<br>NASCAR<br>sponsorship<br>Ravenswood /<br>NASCAR |
| Hour  | West Palm Beach,<br>FL                 | 07/01/06 | 40,009      | Hotwheels  |                                    | 2003 Old Vine Lodi<br>Zinfandel  |
| The News-Star   | Marathon, FL                           | 07/01/06 | 13,000      | Macho Merlot For Manly Men<br>California Produces Many Styles<br>Of Chardonnay                 |                                    | 2003 Old Vine Lodi<br>Zinfandel  |
| The Recorder  | New York, NY                           | 07/01/06 | 41,431      | Bold American Reds For Grilling<br>Zinfandel/Maker Opposes<br>Wimpy Wines                      | M. Locke                           | 2004 Vintners Blend<br>Chardonnay<br>2003 Lodi Old Vine<br>Zinfandel   |
| Valley News Dispatch  | Norwalk, CT                            | 07/05/06 | 16,225      | California Café  | P. Gerf                            | Feature  |
| Valley Item   | Monroe, LA                             | 07/05/06 | 38,092      | Big Box Store Wine Sales   | B. Gillberti                       | Chardonnay   |
| Arizona Beverage Analyst<br>Connecticut Beverage<br>Journal | Amsterdam, NY                          | 07/05/06 | 10,262      | Big Box Store Wine Sales   | D. DeSimone                        | Brand Mention  |
| Illinois Beverage Guide                                     | Tarentum, PA<br>Fort Washington,<br>PA | 07/12/06 | 36,000      | Big Box Store Wine Sales   | F. Quatrone<br>L. Holmes<br>Haddad | Brand Mention  |
| Maryland Beverage Journal                                   | Denver, CO                             | 07/27/06 | 3,148       | Big Box Store Wine Sales   | L. Holmes<br>Haddad                | Brand Mention  |
| Michigan Beverage Journal<br>New Jersey Beverage<br>Journal | Hamden, CT                             | 08/01/06 | 6,300       | Big Box Store Wine Sales   | L. Holmes<br>Haddad                | Brand Mention  |
| Northbay Biz  | Zionsville, IN                         | 08/01/06 | 3,500       | Big Box Store Wine Sales   | L. Holmes<br>Haddad                | Brand Mention  |
|   | Hanover, MD                            | 08/01/06 | 5,600       | Big Box Store Wine Sales   | L. Holmes<br>Haddad                | Brand Mention  |
|   | Lansing, MI                            | 08/01/06 | 4,200       | Big Box Store Wine Sales   | L. Holmes<br>Haddad                | Brand Mention  |
|   | Union, NJ                              | 08/01/06 | 7,000       | Big Box Store Wine Sales   | L. Holmes<br>Haddad                | Brand Mention  |
|   | San Francisco, CA                      | 08/01/06 | 15,000      | Going, Going, Gone   | B. Ecker                           | Brand Mention<br>2002 Old Hill<br>Zinfandel  |

| Publication                             | Market                | Date     | Circulation | Title   | Author                               | Wine  |
|---|-----------------------|----------|-------------|---|--------------------------------------|---|
| Rhode Island Beverage Journal           | Hamden, CT            | 08/01/06 | 1,500       | Big Box Store Wine Sales  | L. Holmes Haddad                     | Brand Mention<br>Vintners Blend   |
| The Times Leader                        | Wilkes-Barre, PA      | 08/02/06 | 42,790      | Don't Judge Wine By Its Pricetag  | B. Talbutt                           | Zinfandel<br>Vintners Blend<br>Zinfandel + Photo  |
| The Frederick News-Post                 | Frederick, MD         | 08/06/06 | 48,150      | Ten Wines Under 10 Bucks  | B. Talbutt<br>M. Jansen Op<br>DeHaar | 2002 Icon   |
| Denver Business Journal                 | Denver, CO            | 08/11/06 | 14,681      | Picking The Perfect Pairing<br>Channel Blurring Summit<br>Highlights Changing Consumer<br>Shopping Habits | M. Tinney                            | Brand Mention<br>Vintners Blend<br>Zinfandel<br>Vintners Blend  |
| Wine Business Insider                   | Sonoma, CA            | 08/14/06 | 0           | Ten Wines Under 10 Bucks  | B. Talbutt                           | Zinfandel   |
| Beaver County Times                     | Beaver, PA            | 08/16/06 | 42,879      | Ten Wines Under 10 Bucks  | B. Talbutt                           | Zinfandel   |
| Savannah Morning News                   | Savannah, GA          | 08/16/06 | 53,825      | Ten Wines Under 10 Bucks  | B. Talbutt                           | Zinfandel   |
| Northwest Florida Daily News            | Fort Walton Beach, FL | 08/23/06 | 40,562      | Ten Wines Under 10 Bucks  | B. Talbutt                           | Vintners Blend<br>Zinfandel + Photo   |
| Patterson's California Beverage Journal | Los Angeles, CA       | 09/01/06 | 30,000      | Toasted What?   | B. Ecker                             | Brand Mention<br>2002 Old Hill<br>Zinfandel & Label   |
| Strip L                                 | Las Vegas, NV         | 09/01/06 | 42,500      | Zinfandel America's Best<br>Build It In Napa -- They Will<br>Come   | A. Chalfant                          | Brand Mention   |
| Valley Times                            | Pleasanton, CA        | 09/03/06 | 34,000      | Build It In Napa -- They Will<br>Come   | A. Chalfant                          | Brand Mention   |
| West County Times                       | Richmond, CA          | 09/03/06 | 9,707       | The Wine Industry Has Arrived<br>In Petaluma  | D. Bennett                           | Brand Mention<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels |
| Petaluma Argus-Courier                  | Petaluma, CA          | 09/06/06 | 9,707       | The Wine Industry Has Arrived<br>In Petaluma  | D. Bennett                           | Brand Mention<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels   |
| Gazette Advertiser                      | Millbrook, NY         | 09/07/06 | 2,111       | Salut!  | A. Levin                             | Brand Mention<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels   |
| Hyde Park Townsman                      | Millbrook, NY         | 09/07/06 | 929         | Salut!  | A. Levin                             | Brand Mention<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels   |
| Millbrook Round Table                   | Millbrook, NY         | 09/07/06 | 1,392       | Salut!  | A. Levin                             | Brand Mention<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels   |
| Pawling News Chronicle                  | Pawling, NY           | 09/07/06 | 1,353       | Salut!  | A. Levin<br>B. & S.                  | Brand Mention<br>1998 Dickerson, Old Hill, Monte Roso<br>Zinfandels   |
| The Hi-Riser Broward                    | Pompano Beach, FL     | 09/07/06 | 21,000      | The History Of Zinfandel, An<br>American Treat  | Bodenstein                           | Teldeschi Zinfandel   |

| Publication              | Market                    | Date     | Circulation | Title   | Author                   | 1998 Dickerson, Old Hill, Monte Roso Zinfandels |
|--------------------------|---------------------------|----------|-------------|---|--------------------------|---|
| The Voice Ledger         | Millbrook, NY             | 09/07/06 | 1,068       | Saluti!   | A. Levin                 | Brand Mention                                   |
| Orlando Business Journal | Orlando-Daytona Beach, FL | 09/08/06 | 13,002      | The Buzz  |                          | Brand Mention                                   |
| MercuryNews.com          | San Jose, CA              | 09/18/06 | Online      | Napa Offers Lots Of New Twists For Tourist Boom | A. Chalfant              | Brand Mention                                   |
| SanLuisObispo.com        | San Luis Obispo, CA       | 09/18/06 | 43,944      | Napa Offers Lots Of New Twists For Tourist Boom | A. Chalfant              | Brand Mention                                   |
| The Hi-Riser Broward     | Pompano Beach, FL         | 09/21/06 | 21,000      | Zinfandel Revisited: Flora Springs Vineyard     | B. & S. Bodenstein       | Brand Mention                                   |
| The World                | Coos Bay, OR              | 09/26/06 | 12,388      | Zinfandel vs. Cabernet, you get to decide       | T. Marquardt and P. Darr | Brand Mention                                   |
| San Marco Daily Record   | San Marcos, TX            | 09/27/06 | 5,408       | Zinfandels enjoy a cult California following    | T. Marquardt and P. Darr | Brand Mention                                   |
| San Marco Daily Record   | San Marcos, TX            | 09/27/06 | 5,408       | Wine of the Week                                | T. Marquardt and P. Darr | Brand Mention                                   |
| The News Press           | Stillwater, OK            | 09/27/06 | 8,565       | The wine guys                                   | T. Marquardt and P. Darr | Brand Mention                                   |
| Genoa Journal            | Elgin, IL                 | 09/28/06 | 1,100       | A good, fruity zinfandel is easy to find        | T. Marquardt and P. Darr | Brand Mention                                   |
| Hampshire Journal        | Elgin, IL                 | 09/28/06 | 1,300       | A good, fruity zinfandel is easy to find        | T. Marquardt and P. Darr | Brand Mention                                   |
| Star Banner              | Ocala, FL                 | 09/28/06 | 45,321      | Tasting room faux pas                           | P. Meink                 | Brand Mention                                   |
| Sycamore Journal         | Elgin, IL                 | 09/28/06 | 1,500       | A good, fruity zinfandel is easy to find        | T. Marquardt and P. Darr | Brand Mention                                   |

| Publication   | Location  | Date                             | Page Count                 | Article Title  | Author                                       | Subject   |
|---|---|----------------------------------|----------------------------|--|--|---|
| Baltimore Business Journal<br>Washington Business<br>Journal  | Baltimore, MD   | 09/29/06                         | 8,304                      | Raise a glass: New wine tasting<br>bar latest addition to BWI's<br>concessions                               | S. Wentworth                                 | Brand Mention   |
| Colorado Wine News  | Denver, CO  | 10/01/06                         | 40,000                     | Best Wines   | S. Wentworth                                 | Brand Mention<br>2004 Old Hill<br>Zinfandel<br>2004 Dickerson<br>Zinfandel, 2004 Big<br>River Zinfandel,<br>2004 Teideschl<br>Zinfandel, 2004<br>Barricia Zinfandel,<br>2004 Old Hill<br>Zinfandel<br>Big River Zinfandel<br>2004 |
| Colorado Wine News  | Denver, CO  | 10/01/06                         | 40,000                     | Ravenswood   |  |   |
| Midwest Wine Connection<br>Patterson's California<br>Beverage Journal<br>Patterson's California<br>Beverage Journal | Minneapolis, MN<br>Los Angeles, CA<br>Los Angeles, CA | 10/01/06<br>10/01/06<br>10/01/06 | 18,000<br>30,000<br>30,000 | The Cork Report<br>Greetings from Sonoma Valley's<br>Vino Las Vegas  | C.Sawyer                                     | Brand Mention   |
| Courier   | Waterloo, IA  | 10/03/06                         | 41,477                     | Thrills and Grills<br>Don't overlook zinfandel wines   | P. Squicciarini<br>T. Marquardt & P.<br>Darr | Brand Mention<br>2004 Big River<br>Zinfandel<br>Big River Zinfandel<br>2004, Dickerson<br>Zinfandel 2004, Old<br>Hill Zinfandel 2004  |
| Times-News  | Burlington, NC  | 10/04/06                         | 24,860                     | Zinfandel enjoys a cult following<br>in California   | T. Marquardt & P.<br>Darr                    | Hill Zinfandel 2004   |
| Valley News Dispatch  | Tarentum, PA  | 10/11/06                         | 36,000                     | Lodi's Region's Old Zinfandel<br>Wines Producing Fine Wines<br>Dark wines that are so good,<br>they're scary | D. DeSimone<br>M. Nothhaft                   | 2004 Old Vine<br>Zinfandel Lodi<br>2004 Old Vine<br>Zinfandel<br>2004 Dickerson<br>Zinfandel, 2004 Big<br>River Zinfandel,<br>2004 Belloni<br>Zinfandel, 2004<br>Teideschi Zinfandel,<br>2004 Old Hill<br>Zinfandel, 2004         |
| Scottsdale Tribune  | Scottsdale, AZ  | 10/25/06                         | 15,000                     |  |  |   |
| California Grapevine<br>Patterson's California<br>Beverage Journal  | San Diego, CA<br>Los Angeles, CA                      | 11/01/06<br>11/01/06             | 4,500<br>30,000            | Zinfandel New Releases<br>The Feast Of Little Italy  | P. Squicciarini                              | Barricia Zinfandel<br>2004 Big River<br>Zinfandel   |



| Publication                                | Market                | Date     | Circulation | Title                                      | Author                 | Brand Mention |
|--|-----------------------|----------|-------------|--|------------------------|---------------|
| Buffalo Grove Daily Herald                 | Arlington Heights, IL | 11/20/06 | 3,345       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Carol Stream Daily Herald                  | Lisle, IL             | 11/20/06 | 2,652       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Carpentersville/Dundee Daily Herald        | St. Charles, IL       | 11/20/06 | 3,133       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Cary Daily Herald                          | Elgin, IL             | 11/20/06 | 895         | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Des Plaines Daily Herald                   | Arlington Heights, IL | 11/20/06 | 5,169       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Elgin Daily Herald                         | St. Charles, IL       | 11/20/06 | 8,103       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Elk Grove Daily Herald                     | Arlington Heights, IL | 11/20/06 | 5,008       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Glen Ellyn Daily Herald                    | Lisle, IL             | 11/20/06 | 2,237       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Glendale Heights Daily Herald              | Lisle, IL             | 11/20/06 | 1,160       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Grayslake/Gurnee Daily Herald              | Libertyville, IL      | 11/20/06 | 4,285       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Hanover Park Daily Herald                  | Arlington Heights, IL | 11/20/06 | 1,692       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Hoffman Estates/Schaumburg Daily Herald    | Arlington Heights, IL | 11/20/06 | 12,487      | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Itasca/Wood Dale Daily Herald              | Lisle, IL             | 11/20/06 | 2,391       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Lake Zurich/Wauchondan Daily Herald        | Libertyville, IL      | 11/20/06 | 5,320       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Libertyville/Mundelein/Vernon Hills        | Libertyville, IL      | 11/20/06 | 5,880       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Lisle Daily Herald                         | Lisle, IL             | 11/20/06 | 1,367       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Lombard Daily Herald                       | Lisle, IL             | 11/20/06 | 2,025       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Mt. Prospect/Prospect Heights Daily Herald | Arlington Heights, IL | 11/20/06 | 6,691       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Naperville Daily Herald                    | Lisle, IL             | 11/20/06 | 7,051       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |
| Rolling Meadows Daily Herald               | Arlington Heights, IL | 11/20/06 | 2,613       | A New Dawn For American Zinfandel? Not Yet | D. Gaiter & J. Brecher | Brand Mention |

| Publication                        | Market                | Date     | Circulation | Title  | Author                 | Wine                             |
|------------------------------------|-----------------------|----------|-------------|--|------------------------|----------------------------------|
| Roselle/Madinah Daily Herald       | Lisle, IL             | 11/20/06 | 3,147       | A New Dawn For American Zinfandel? Not Yet   | D. Gaiter & J. Brecher | Brand Mention                    |
| Round Lake Daily Herald            | Libertyville, IL      | 11/20/06 | 1,925       | A New Dawn For American Zinfandel? Not Yet   | D. Gaiter & J. Becher  | Brand Mention                    |
| St. Charles Daily Herald           | St. Charles, IL       | 11/20/06 | 4,764       | A New Dawn For American Zinfandel? Not Yet   | D. Gaiter & J. Brecher | Brand Mention                    |
| Villa Park/Oak Brook Daily Herald  | Lisle, IL             | 11/20/06 | 1,144       | A New Dawn For American Zinfandel? Not Yet   | D. Gaiter & J. Brecher | Brand Mention                    |
| West Chicago/Winfield Daily Herald | Lisle, IL             | 11/20/06 | 2,425       | A New Dawn For American Zinfandel? Not Yet   | D. Gaiter & J. Brecher | Brand Mention                    |
| Wheaton Daily Herald               | Lisle, IL             | 11/20/06 | 4,144       | A New Dawn For American Zinfandel? Not Yet   | D. Gaiter & J. Brecher | Brand Mention                    |
| Wheeling Daily Herald              | Arlington Heights, IL | 11/20/06 | 2,153       | A New Dawn For American Zinfandel? Not Yet   | D. Gaiter & J. Brecher | Brand Mention                    |
| News-Star                          | Monroe, LA            | 11/24/06 | 34,677      | Cartalk  | T. & R. Magliozzi      | Sonoma County Old Vine Zinfandel |
| St. Cloud Times                    | Saint Cloud, MN       | 11/25/06 | 30,589      | Cruise Control Saves Gas   | T. & R. Magliozzi      | Brand Mention                    |
| The Gleaner                        | Henderson, KY         | 11/26/06 | 11,545      | Using Cruise Control Does Save Gasoline  | T. & R. Magliozzi      | Brand Mention                    |
| Charleston Daily Mail              | Charleston, WV        | 11/27/06 | 23,259      | Using Cruise Control On Highway Does Save Gas                                      | T. & R. Magliozzi      | Brand Mention                    |
| Advocate                           | New York, NY          | 11/29/06 | 23,869      | Completely Uncorked  | B. Van Olfen           | 2004 Shiraz                      |
| Greenwich Time                     | Greenwich, CT         | 11/29/06 | 10,430      | Completely Uncorked  | B. Van Olfen           | 2004 Shiraz                      |
| Springfield News-Sun               | Springfield, OH       | 12/02/06 | 25,715      | Tom And Ray Settle A Bet Zinfandel Consumers Not Worried About High Alcohol Levels | T. & R. Magliozzi      | Brand Mention                    |
| Wine Business Insider              | Newsletter            | 12/04/06 | newsletter  | Wine On The Table: Standing Levels   | C. Penn                | Brand Mention                    |
| Daytona Times                      | Tampa, FL             | 12/07/06 | 15,000      | Wine On The Table: Standing Tall   | C. Penn                | Vintner's Blend Merlot           |
|                                    |                       |          |             |  |                        |                                  |
|                                    |                       |          |             | Reasonable Reds for Holiday Gifts  | J. Faance              | 2003 Vintner's Blend Zinfandel   |
| The News Journal                   | Daytona Beach, FL     | 12/13/06 | 95,681      | Gifts  | J. Faance              | Blend Zinfandel                  |
| Hutchinson Leader                  | Hutchinson, MN        | 12/14/06 | 5,679       | Cheers   | K. Johnson             | Brand Mention                    |
| San Francisco Chronicle            | San Francisco, CA     | 12/22/06 | 373,805     | Letters To Wine: Fun Labels Have a Long Tradition                                  |                        | Brand Mention                    |
| Arizona Beverage Analyst           | Denver, CO            | 01/01/07 | 2,000       | Ravenswood Zinfomaniac Zuperbowl   |                        | Brand Mention                    |

2004 Belloni Ranch  
Zinfandel, 2004  
Tedeschi  
Zinfandel, 2004 Old  
Hill Ranch  
Zinfandel, 1992 Old  
Hill Ranch Zinfandel  
Brand Mention

There Is A Definite Mystique  
About Zinfandel  
Ravenswood Zinfomaniac  
Zuperbowl  
S. Block

Beverage Magazine Boston, MA 01/01/07 7,871  
Colorado Beverage Analyst Denver, CO 01/01/07 2,500

2004 Barricia  
Vineyard Zinfandel,  
2004 Old Hill Ranch  
Sonoma Valley  
Zinfandel, 2004  
Tedeschi Dry Creek  
Valley Zinfandel,  
2004 Big River  
Valley Zinfandel,  
2004 Dickerson  
Vineyard Napa  
Valley, 2004 Belloni  
Russian River  
Valley, 2004 Old  
Vine Lodi Zinfandel

An Ocean of Zinfandel Reviews  
Ravenswood Zinfomaniac  
Zuperbowl  
Ravenswood Zinfomaniac  
Zuperbowl

Connoisseurs' Guide San Francisco, CA 01/01/07 5,000  
Nevada Beverage Analyst Denver, CO 01/01/07 5,000  
New Mexico Beverage Analyst Denver, CO 01/01/07 1,000

C. Sawyer

Ravenswood: Zin, Zap & the  
Next 30 Years

Patterson's California Beverage Journal Glendale, CA 01/01/07 30,000  
Petterson's California Beverage Journal Glendale, CA 01/01/07 30,000

Brand Mention  
Brand Mention  
1999 Old Hill  
Zinfandel & Brand  
Mention  
Brand Mention

Culinary Concierge  
Red Wine's Hallmark Is To  
Warm Your Palate And Your  
Passion  
Zinfandel-America's wine-takes  
center stage

M. Ross  
C. Oiklen

Addison Daily Herald Lisle, IL 01/10/07 1,303  
Alameda Times-Star Oakland, CA 01/10/07 7,158

Brand Mention  
2004 Barricia  
Vineyard Zinfandel



| Publication                              | Market                | Date     | Circulation | Title   | Author  | Wine          |
|--|-----------------------|----------|-------------|---|---------|---------------|
| Algonquin/Lake in the Hills Daily Herald | Elgin, IL             | 01/10/07 | 2,606       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Arlington Heights Daily Herald           | Arlington Heights, IL | 01/10/07 | 11,643      | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Barrington Daily Herald                  | Arlington Heights, IL | 01/10/07 | 3,621       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Batavia Daily Herald                     | St. Charles, IL       | 01/10/07 | 2,178       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Buffalo Grove Daily Herald               | Arlington Heights, IL | 01/10/07 | 3,345       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Carol Stream Daily Herald                | Lisle, IL             | 01/10/07 | 2,652       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Carpentersville/Dundee Daily Herald      | Saint Charles, IL     | 01/10/07 | 3,133       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Cary Daily Herald                        | Elgin, IL             | 01/10/07 | 895         | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Elgin Daily Herald                       | Saint Charles, IL     | 01/10/07 | 8,103       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Elk Grove Daily Herald                   | Arlington Heights, IL | 01/10/07 | 5,008       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Geneva Daily Herald                      | St. Charles, IL       | 01/10/07 | 2,154       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Glen Ellyn Daily Herald                  | Lisle, IL             | 01/10/07 | 2,237       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Glendale Heights Daily Herald            | Lisle, IL             | 01/10/07 | 1,160       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |

| Publication                                | Market                | Date     | Circulation | Title   | Author  | Brand Mention |
|--|-----------------------|----------|-------------|---|---------|---------------|
| Grayslake/Gurnee Daily Herald              | Libertyville, IL      | 01/10/07 | 4,285       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Hanover Park Daily Herald                  | Arlington Heights, IL | 01/10/07 | 1,692       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Hoffman Estates/Schaumburg Daily Herald    | Arlington Heights, IL | 01/10/07 | 12,487      | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Itasca/Wood Dale Daily Herald              | Lisle, IL             | 01/10/07 | 2,391       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Lake Zurich/Wauchonda Daily Herald         | Libertyville, IL      | 01/10/07 | 5,320       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Libertyville/Mundelein/Vernon Hills        | Libertyville, IL      | 01/10/07 | 5,880       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Lisle Daily Herald                         | Lisle, IL             | 01/10/07 | 1,367       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Lombard Daily Herald                       | Lisle, IL             | 01/10/07 | 2,025       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Mt. Prospect/Prospect Heights Daily Herald | Arlington Heights, IL | 01/10/07 | 6,691       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Naperville Daily Herald                    | Lisle, IL             | 01/10/07 | 7,051       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Palatine Daily Herald                      | Chicago, IL           | 01/10/07 | 7,936       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Rolling Meadows Daily Herald               | Arlington Heights, IL | 01/10/07 | 2,613       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |
| Roselle/Medinah Daily Herald               | Lisle, IL             | 01/10/07 | 3,147       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion | M. Ross | Brand Mention |

| Publication                        | Market                | Date     | Circulation | Title  | Author         | Wine   |
|------------------------------------|-----------------------|----------|-------------|--|----------------|--|
| Round Lake Daily Herald            | Libertyville, IL      | 01/10/07 | 1,925       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion          | M. Ross        | Brand Mention<br>2004 Barriccia Vineyard Zinfandel |
| San Mateo County Times             | San Mateo, CA         | 01/10/07 | 29,391      | Zinfandel-America's wine-takes center stage                          | C. Olken       | 2004 Lodi Zinfandel                                |
| Scottsdale Tribune                 | Scottsdale, AZ        | 01/10/07 | 15,000      | In a USA full of SUV's big wines are huge                            | M. Nothaft     | 2004 Lodi Zinfandel                                |
| St. Charles Daily Herald           | St. Charles, IL       | 01/10/07 | 4,764       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion          | M. Ross        | Brand Mention<br>2004 Barriccia Vineyard Zinfandel |
| The Argus                          | Freemont, CA          | 01/10/07 | 26,417      | Zinfandel-America's wine-takes center stage                          | C. Olken       | 2004 Barriccia Vineyard Zinfandel                  |
| The Daily Review                   | Hayward, CA           | 01/10/07 | 31,596      | Zinfandel-America's wine-takes center stage                          | C. Olken       | 2004 Barriccia Vineyard Zinfandel                  |
| Tri-Valley Herald                  | Pleasanton, CA        | 01/10/07 | 33,390      | Zinfandel-America's wine-takes center stage                          | C. Olken       | 2004 Barriccia Vineyard Zinfandel                  |
| Villa Park/Oak Brook Daily Herald  | Lisle, IL             | 01/10/07 | 1,144       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion          | M. Ross        | Brand Mention                                      |
| West Chicago/Winfield Daily Herald | Lisle, IL             | 01/10/07 | 2,425       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion          | M. Ross        | Brand Mention                                      |
| Wheaton Daily Herald               | Lisle, IL             | 01/10/07 | 4,144       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion          | M. Ross        | Brand Mention                                      |
| Wheeling Daily Herald              | Arlington Heights, IL | 01/10/07 | 2,153       | Red Wine's Hallmark Is To Warm Your Palate And Your Passion          | M. Ross        | Brand Mention                                      |
| Anderson Independent Mail          | Anderson, SC          | 01/22/07 | 34,799      | Wheels & Wine  | K. Smith       | Brand Mention                                      |
| The Napa Valley Register           | Napa, CA              | 01/25/07 | 17,299      | Zinfandel festival: It's all about fruit                             | R. Stewart     | Brand Mention                                      |
| Barrington Times                   | Warren, RI            | 01/31/07 | 5,153       | Baseball, apple pie and Zinfandel                                    | R. Emanuel     | Brand Mention                                      |
| Springfield News-Sun               | Springfield, OH       | 01/31/07 | 25,715      | Convenient Recipes to make the Bowl (or plate) a source of happiness | M. Fisher      | 2004 Vintners Blend Zinfandel                      |
| P-O-P Wines                        | Chicago, IL           | 02/01/07 | 18,200      | Wine by Popular Demand   | J. Steinberger | Brand Mention                                      |
| West Hawaii Today                  | Kailua-Kona           | 02/13/07 | 12,134      | Think sweet on Valentine's Day with wine and chocolate               | J. Lindenmuth  | Vintner's Reserve<br>2004 Sonoma County Syrah      |
| Alameda Times-Star                 | Oakland, CA           | 02/14/07 | 7,158       | Romance in a bottle  | J. Yadagaran   |  |

|                        |                   |          |                |                                       |              |                                    |
|------------------------|-------------------|----------|----------------|---------------------------------------|--------------|------------------------------------|
| Alameda Times-Star     | Oakland, CA       | 02/14/07 | 7,158          | Whet your whistle with Dry Creek zins | C. Olken     | 2004 Teldeschi Dry Creek Zinfandel |
| Centre Daily Times     | State College, PA | 02/14/07 | 23,996         | Think sweet on Valentine's Day        |              | Vinier's Reserve 2004 Sonoma       |
| San Mateo County Times | San Mateo, CA     | 02/14/07 | 29,391         | Romance in a bottle                   | J. Yadagaran | County Syrah                       |
| San Mateo County Times | San Mateo, CA     | 02/14/07 | 29,391         | Whet your whistle with Dry Creek zins | C. Olken     | 2004 Teldeschi Dry Creek Zinfandel |
| The Argus              | Fremont, CA       | 02/14/07 | 26,417         | Romance in a bottle                   | J. Yadagaran | 2004 Sonoma                        |
| The Argus              | Fremont, CA       | 02/14/07 | 26,417         | Whet your whistle with Dry Creek zins | C. Olken     | County Syrah                       |
| The Daily Review       | Hayward, CA       | 02/14/07 | 31,596         | Romance in a bottle                   | J. Yadagaran | 2004 Teldeschi Dry Creek Zinfandel |
| The Daily Review       | Hayward, CA       | 02/14/07 | 31,596         | Whet your whistle with Dry Creek zins | C. Olken     | 2004 Sonoma                        |
| Valley Times           | Pleasanton, CA    | 02/14/07 | 41,000         | Say 'Syrah,' get sultry               | J. Yadagaran | County Syrah                       |
| <b>TOTALS</b>          |                   |          | <b>377,597</b> |                                       |              |                                    |

Publications

| Vintage | Graft      | Varietal  | Publication                  | Author                        | Month    | Day | Year | Article Title                                     |
|---------|------------|-----------|------------------------------|-------------------------------|----------|-----|------|---|
| 2005    | Ravenswood | Zinfandel | Creators.com                 | Dan Berger                    | February | 2   | 2008 | Simply Zinfu!l                                    |
| 2005    | Ravenswood | Zinfandel | Wine & Spirits               |                               | February | 1   | 2008 | American New Releases                             |
| 2005    | Ravenswood | Zinfandel | Restaurant Wine              | Ronn Weigand                  | February | 1   | 2008 | Zinfandel   |
| 2005    | Ravenswood | Zinfandel | Restaurant Wine              | Ronn Weigand                  | February | 1   | 2008 | Zinfandel   |
| 2005    | Ravenswood | Zinfandel | Restaurant Wine              | Ronn Weigand                  | February | 1   | 2008 | Zinfandel   |
| 2005    | Ravenswood | Zinfandel | Gourmet                      | Gerald Asher                  | February | 1   | 2008 | Sunday Supper - Recommended Wines                 |
|         | Ravenswood | General   | Redlands Daily Facts         | Catherine Garcia              | January  | 30  | 2008 | Saturday night crowd sips for scholarships        |
|         | Ravenswood | General   | The Press Democrat           | Peg Melnik                    | January  | 30  | 2008 | Zin fanatics' big day out                         |
|         | Ravenswood | General   | The Press Democrat           | Kevin McCallum                | January  | 29  | 2008 | A zeal for zinfandel                              |
|         | Ravenswood | General   | Wall Street Journal.com      | Dorothy J. Gaiter and John    | January  | 26  | 2008 | Pairings  |
|         | Ravenswood | Zinfandel | The Wall Street Journal      | Dorothy Gaiter & John Brecher | January  | 26  | 2008 | Pairings  |
|         | Ravenswood | General   | East Bay Business Times      | Chris Rauber                  | January  | 24  | 2008 | Bill Hambrecht backs new C. Donatiello Winery in  |
|         | Ravenswood | General   | San Francisco Business Times | Chris Rauber                  | January  | 24  | 2008 | Bill Hambrecht backs new C. Donatiello Winery in  |
|         | Ravenswood | Zinfandel | Creative Loafing (Tampa)     | Taylor Eason                  | January  | 23  | 2008 | No. 1 on the shopping list                        |
|         | Ravenswood | Zinfandel | Creative Loafing (Atlanta)   | Taylor Eason                  | January  | 23  | 2008 | No. 1 on the shopping list                        |
|         | Ravenswood | Zinfandel | San Francisco Chronicle.com  | Tim Teichgraeber              | January  | 18  | 2008 | Zins sweet spot: Sonoma's Dry Creek Valley may be |
|         | Ravenswood | Zinfandel | San Francisco Chronicle      | Tim Teichgraeber              | January  | 18  | 2008 | Zins sweet spot: Sonoma's Dry Creek Valley may be |

|      |            |           |                        |                  |         |    |      |   |
|------|------------|-----------|------------------------|------------------|---------|----|------|---|
| 2005 | Ravenswood | Zinfandel | Inside Bay Area.com    | Charles Olken    | January | 16 | 2008 | Zin sits well in the middle of the road               |
| 2005 | Ravenswood | Zinfandel | Inside Bay Area.com    | Charles Olken    | January | 16 | 2008 | Zin sits well in the middle of the road               |
| 2005 | Ravenswood | Zinfandel | Contra Costa Times.com | Charles Olken    | January | 16 | 2008 | Zin sits well in the middle of the road               |
| 2005 | Ravenswood | Zinfandel | Contra Costa Times.com | Charles Olken    | January | 16 | 2008 | Zin sits well in the middle of the road               |
| 2005 | Ravenswood | Zinfandel | Contra Costa Times     | Charles Olken    | January | 16 | 2008 | Zin: Middle of the road is the finest                 |
| 2005 | Ravenswood | Zinfandel | Contra Costa Times     | Charles Olken    | January | 9  | 2007 | U.S. has bounty of good home-grown wines              |
|      | Ravenswood | General   | The Arizona Republic   | Mark Tarbell     | January | 9  | 2008 | The Daily Spin  |
| 2004 | Ravenswood | Zinfandel | The Post-Crescent      | Bill Daley       | January | 2  | 2008 | Zinfandel's history in U.S. is substantial            |
|      | Ravenswood | General   | El Paso Times.com      | Vic Poulos       | January | 2  | 2008 | Pair plates of pasta with full-bodied Zinfandels      |
| 2005 | Ravenswood | Zinfandel | Inside Bay Area        | Charles Olken    | January | 2  | 2008 | 2007's top spirits stand out for their superb flavors |
| 2004 | Ravenswood | Zinfandel | Orlando Sentinel       | Bill Daley       | January | 2  | 2008 | Icon offers taste of history - Ravenswood's Peterson  |
|      | Ravenswood | Icon      | Press Democrat.com     | Dan Berger       | January | 2  | 2008 | New Year's Even Gourmet Dinner                        |
|      | Ravenswood | Zinfandel | The Signal             | Annemarie Donkin | January | 2  | 2008 | Pair plates of pasta with full-bodied Zinfandels      |
| 2005 | Ravenswood | Zinfandel | The Oakland Tribune    | Charles Olken    | January | 2  | 2008 | Looking back at wine faves of 2007                    |
| 2004 | Ravenswood | Zinfandel | News & Record          | Bill Daley       | January | 2  | 2008 | Pair plates of pasta with full-bodied Zinfandels      |
| 2005 | Ravenswood | Zinfandel | Tri-Valley Herald      | Charles Olken    | January | 2  | 2008 | Icon offers taste of history - Ravenswood's Peterson  |
| 2005 | Ravenswood | Icon      | The Press Democrat     | Dan Berger       | January | 2  | 2008 | Pair plates of pasta with full-bodied Zinfandels      |
| 2005 | Ravenswood | Zinfandel | San Mateo County Times | Charles Olken    | January | 2  | 2008 | Pair plates of pasta with full-bodied Zinfandels      |
| 2005 | Ravenswood | Zinfandel | The Argus              | Charles Olken    | January | 2  | 2008 | Pair plates of pasta with full-bodied Zinfandels      |
| 2005 | Ravenswood | Zinfandel | The Daily Review       | Charles Olken    | January | 2  | 2008 | Pair plates of pasta with full-bodied Zinfandels      |
|      | Ravenswood | General   | El Paso Times          | Vic Poulos       | January | 2  | 2008 | Zinfandel's history in U.S. is substantial            |
| 2005 | Ravenswood | Zinfandel | Alameda Times-Star     | Charles Olken    | January | 2  | 2008 | Pair plates of pasta with full-bodied Zinfandels      |

|      |            |                    |                             |               |         |   |      |                                 |
|------|------------|--------------------|-----------------------------|---------------|---------|---|------|---------------------------------|
| 2004 | Ravenswood | Zinfandel          | Greeley Tribune             | Bill Daley    | January | 2 | 2008 | Standoutwines of 2007           |
| 2004 | Ravenswood | Zinfandel          | Santé - Annual Buying Guide |               | January | 1 | 2008 | Zinfandel                       |
| 2004 | Ravenswood | Zinfandel          | Santé - Annual Buying Guide |               | January | 1 | 2008 | Zinfandel                       |
| 2004 | Ravenswood | Zinfandel          | Santé - Annual Buying Guide |               | January | 1 | 2008 | Zinfandel                       |
| 2004 | Ravenswood | Zinfandel          | Santé - Annual Buying Guide |               | January | 1 | 2008 | Zinfandel                       |
| 2004 | Ravenswood | Zinfandel          | Santé - Annual Buying Guide |               | January | 1 | 2008 | Zinfandel                       |
| 2004 | Ravenswood | Zinfandel          | Santé - Annual Buying Guide |               | January | 1 | 2008 | Zinfandel                       |
| 2004 | Ravenswood | Merlot             | Santé - Annual Buying Guide |               | January | 1 | 2008 | Zinfandel                       |
| 2004 | Ravenswood | Cabernet Sauvignon | Santé - Annual Buying Guide |               | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | Connoisseurs Guide          | Charles Olken | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | Connoisseurs Guide          | Charles Olken | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | Connoisseurs Guide          | Charles Olken | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | Connoisseurs Guide          | Charles Olken | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | Connoisseurs Guide          | Charles Olken | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | Connoisseurs Guide          | Charles Olken | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | Connoisseurs Guide          | Charles Olken | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | Connoisseurs Guide          | Charles Olken | January | 1 | 2008 | Zinfandel                       |
| 2005 | Ravenswood | Zinfandel          | US Airways Magazine         | Bill Citara   | January | 1 | 2008 | Haute Red                       |
| 2005 | Ravenswood | Zinfandel          | US Airways Magazine.com     | Bill Citara   | January | 1 | 2008 | Haute Red                       |
| 2005 | Ravenswood | Zinfandel          | InStyle                     | Erik Jackson  | January | 1 | 2008 | The Big Night                   |
| 2004 | Ravenswood | Zinfandel          | The News-Sentinel           | Bill Daley    | January | 1 | 2008 | Wine favorites, bargains of '07 |

|      |            |           |                              |                    |          |    |      |   |
|------|------------|-----------|------------------------------|--------------------|----------|----|------|---|
|      | Ravenswood | General   | Foster's Daily Democrat      | Ryan Alan          | December | 28 | 2007 | Joel Peterson:<br>Ravenswood's Zan Master               |
|      | Ravenswood | Zinfandel | Creative Loafing (Charlotte) | Taylor Eason       | December | 27 | 2007 | Red Wine: Botox Free<br>Aging Help - The new            |
|      | Ravenswood | General   | Napa Valley Register         |                    | December | 27 | 2007 | Sports Capsule: Raiders to<br>promote recreation, wine  |
|      | Ravenswood | Zinfandel | San Francisco Chronicle      |                    | December | 27 | 2007 | Bargain wines: The list of<br>15 all-American bargains  |
|      | Ravenswood | Zinfandel | San Francisco Chronicle      |                    | December | 27 | 2007 | Bargain wines: The list of<br>15 all-American bargains  |
| 2004 | Ravenswood | Zinfandel | Chicago Tribune              | Bill Daley         | December | 26 | 2007 | A Vintage Year  |
| 2005 | Ravenswood | Zinfandel | East Bay Express             | Blair Campbell     | December | 26 | 2007 | Wineau's Lucky 13                                       |
| 2004 | Ravenswood | Shiraz    | Keynote.com                  | Bob Serata         | December | 26 | 2007 | Shiraz, syrah - same<br>grape, different names          |
|      | Ravenswood | General   | Oakland Raiders.com          |                    | December | 26 | 2007 | Sunday Wine Tasting Event                               |
| 2004 | Ravenswood | Zinfandel | Chicago Tribune              | Bill Daley         | December | 26 | 2007 | A Vintage Year  |
|      | Ravenswood | General   | Sonoma Index Tribune         | Emily Charrier     | December | 25 | 2007 | Gingerbread makes wineries sweet                        |
|      | Ravenswood | General   | Contra Costa Times           | Pamela<br>Moreland | December | 24 | 2007 | Simple gift ideas do the trick                          |
|      | Ravenswood | General   | Oakland Tribune              | Pamela<br>Moreland | December | 24 | 2007 | Guests bearing gifts: Ideas<br>for hostess, her family, |
|      | Ravenswood | General   | San Jose Mercury News        | Pamela<br>Moreland | December | 24 | 2007 | Last-minute gifts for the partygoer                     |
|      | Ravenswood | Zinfandel | The Argus                    |                    | December | 24 | 2007 | Guests bearing gifts: Ideas for hostess                 |
|      | Ravenswood | Zinfandel | The Daily Review             |                    | December | 24 | 2007 | Guests bearing gifts: Ideas for hostess                 |
|      | Ravenswood | Zinfandel | Tri-Valley Herald            |                    | December | 24 | 2007 | Guests bearing gifts: Ideas for hostess                 |
|      | Ravenswood | Zinfandel | San Mateo County Times       |                    | December | 24 | 2007 | Guests bearing gifts: Ideas for hostess                 |
|      | Ravenswood | General   | Reporter                     | Pamela<br>Moreland | December | 24 | 2007 | Gifts in Hard   |
|      | Ravenswood | General   | Vallejo Times-Herald         | Pamela<br>Moreland | December | 24 | 2007 | Last minute gifts sure to please holiday                |
|      | Ravenswood | General   | Alameda Times-Star           | Pamela<br>Moreland | December | 24 | 2007 | Guests bearing gifts: Ideas for hostess                 |



|      |            |                    |   |                                   |          |    |      |  |
|------|------------|--------------------|---|-----------------------------------|----------|----|------|--|
|      | Ravenswood | General            | West County Times                       | Pamela Moreland                   | December | 24 | 2007 | Simple gift ideas do the trick                         |
|      | Ravenswood | General            | Valley Times                            | Pamela Moreland                   | December | 24 | 2007 | Simple gift ideas do the trick                         |
|      | Ravenswood | Zinfandel          | Weekly Afibi                            | Jennifer Wohleitz and Maren Tarro | December | 20 | 2007 | Zinc Wine Bar and Bistro                               |
|      | Ravenswood | Icon               | Herald-Tribune                          | Dan Berger                        | December | 19 | 2007 | Ravenswood bottles a taste of history                  |
|      | Ravenswood | General            | Sarasota Herald-Tribune                 | Dan Berger                        | December | 19 | 2007 | Ravenswood bottles a taste of history                  |
|      | Ravenswood | General            | Women & Wine: For Women Who Love Wine & |                                   | December | 14 | 2007 | Taste Wines from Over 40 Sonoma Vi                     |
|      | Ravenswood | General            | The Star-Ledger                         | T.J. Foderaro                     | December | 12 | 2007 | Variety of wines will heighten holiday spirits         |
|      | Ravenswood | Ravenswood         | The Star-Ledger.com                     | T.J. Foderaro                     | December | 12 | 2007 | Variety of wines will heighten holiday spirits         |
| 2005 | Ravenswood | Icon               | Creators.com                            | Dan Berger                        | December | 10 | 2007 | Mixed Blacks   |
|      | Ravenswood | General            | Press Democrat                          | Michelle Anna Jordan              | December | 6  | 2007 | Sonoma Valley cooks up gingerbread contest             |
|      | Ravenswood | General            | The Press Democrat                      | Michelle Anna Jordan              | December | 6  | 2007 | Sonoma Valley cooks up gingerbread c                   |
| 2005 | Ravenswood | Zinfandel          | Newsday                                 | Peter M. Gianotti                 | December | 5  | 2007 | Raising glasses and spirits                            |
|      | Ravenswood | General            | Portsmouth Herald News                  | Rachel Forrest                    | December | 5  | 2007 | Ready, sip, set!                                       |
|      | Ravenswood | General            | Portsmouth Herald News                  | Rachel Forrest                    | December | 5  | 2007 | Ready, set, sip!                                       |
|      | Ravenswood | General            | Seacoast Online                         | Rachael Forrest                   | December | 5  | 2007 | Pour yourself into the fourth Winter Wi                |
|      | Ravenswood | General            | Wyoming Tribune-Eagle                   |                                   | December | 5  | 2007 | Pairing Wine to your Cycling                           |
| 2004 | Ravenswood | Syrah              | Arizona Republic                        | Mark Tarbell                      | December | 3  | 2007 | 12 Wines under \$15                                    |
|      | Ravenswood | General            | Deccanter                               |                                   | December | 1  | 2007 | Joel Peterson: To knock all high-alcohol wines is just |
|      | Ravenswood | Zinfandel          | Bristol Phoenix                         | Rick Emanuel                      | November | 21 | 2007 | Make it the perfect Thanksgiving                       |
| 2005 | Ravenswood | Cabernet Sauvignon | Sacramento Bee.com                      | Mike Dunne                        | November | 21 | 2007 | Dunne on Wine: Cabernets ride tall in the saddle       |
| 2005 | Ravenswood | Cabernet Sauvignon | Sacramento Bee                          | Mike Dunne                        | November | 21 | 2007 | Dunne on Wine: Cabernets ride tall in the saddle       |

|      |            |           |                             |                              |          |    |      |   |
|------|------------|-----------|-----------------------------|------------------------------|----------|----|------|---|
| 2004 | Ravenswood | Zinfandel | The Eagle                   |                              | November | 21 | 2007 | Food Bites                                      |
| 2004 | Ravenswood | Zinfandel | Newsday                     | Peter Gianotti               | November | 20 | 2007 | Wine suggestions for every course               |
|      | Ravenswood | General   | St. Louis Post-Dispatch     |                              | November | 19 | 2007 | Holiday Spirits                                 |
| 2004 | Ravenswood | Zinfandel | South Florida Sun-Sentinel  | Peter Gianotti               | November | 16 | 2007 | Thanksgiving wine suggestions                   |
|      | Ravenswood | General   | Beaches Leader              | Tom Marquardt & Patrick Darr | November | 16 | 2007 | Pick a wine - any wine - for Thanksgivi         |
|      | Ravenswood | Zinfandel | Bowie Blad- News            | Tom Marquardt & Patrick Darr | November | 15 | 2007 | Thanksgiving wine options plentiful             |
| 2004 | Ravenswood | Zinfandel | Pittsburgh Post-Gazette     | Elizabeth Downer             | November | 15 | 2007 | Fruity, acidic wines set up turkey trimm        |
| 2004 | Ravenswood | Zinfandel | Pittsburgh Tribune-Review   | Dave Desimone                | November | 14 | 2007 | Holiday offers chance to savor, share wine with |
| 2004 | Ravenswood | Zinfandel | Pittsburgh Tribune-Review   | Dave Desimone                | November | 14 | 2007 | Holiday offers chance to savor, share           |
|      | Ravenswood | Zinfandel | Portland Press Herald       | Tom Marquardt & Patrick Darr | November | 14 | 2007 | Bring a little sparkle to the table             |
|      | Ravenswood | Zinfandel | The News Press              | Tom Marquardt & Patrick Darr | November | 14 | 2007 | The Wine Guys                                   |
| 2004 | Ravenswood | Zinfandel | Valley News Dispatch        | Dave Desimone                | November | 14 | 2007 | Holiday offers chance to savor, share           |
|      | Ravenswood | General   | Winona Daily News           | John Breilflow               | November | 14 | 2007 | Red wines to pair with roast turkey             |
|      | Ravenswood | General   | The Capital                 | Tom Marquardt & Patrick Darr | November | 14 | 2007 | Thanksgiving wine options plentiful             |
|      | Ravenswood | General   | Times-News                  | Tom Marquardt & Patrick Darr | November | 14 | 2007 | Almost any wine goes well with turkey           |
| 2004 | Ravenswood | Zinfandel | Philadelphia City Paper.net | Peter Burwasser              | November | 13 | 2007 | Zin the Mood - All-American holidays call for   |
| 2005 | Ravenswood | Zinfandel | Philadelphia City Paper.net | Peter Burwasser              | November | 13 | 2007 | Zin the Mood - All-American holidays call for   |
| 2005 | Ravenswood | Zinfandel | Newsday                     | Peter Gianotti               | November | 7  | 2007 | Drinks  |
| 2005 | Ravenswood | Zinfandel | Newsday                     | Peter Gianotti               | November | 7  | 2007 | Drinks  |
| 2005 | Ravenswood | Zinfandel | Newsday                     | Peter Gianotti               | November | 7  | 2007 | Drinks  |
| 2005 | Ravenswood | Zinfandel | Newsday                     | Peter Gianotti               | November | 7  | 2007 | Drinks  |

|      |            |           |                                |                        |          |    |      |   |
|------|------------|-----------|--------------------------------|------------------------|----------|----|------|---|
|      | Ravenswood | Zinfandel | Sarasota Herald-Tribuna        | Marsha Fottler         | November | 7  | 2007 | In the (liquid) spirit of Thanksgiving      |
|      | Ravenswood | Zinfandel | The Herald                     | Michael Gianunzio      | November | 4  | 2007 | For good health, try a daily glass of red   |
|      | Ravenswood | Zinfandel | Florida Keys Keynote           |                        | November | 3  | 2007 | It's a universal sin to miss a good zin     |
| 2004 | Ravenswood | Zinfandel | Florida Keys Keynote           |                        | November | 3  | 2007 | It's a universal sin to miss a good zin     |
| 2004 | Ravenswood | Zinfandel | Florida Keys Keynote           |                        | November | 3  | 2007 | It's a universal sin to miss a good zin     |
| 2005 | Ravenswood | Zinfandel | Florida Keys Keynote           |                        | November | 3  | 2007 | It's a universal sin to miss a good zin     |
| 2005 | Ravenswood | Zinfandel | Florida Keys Keynote           | Bob Serata             | November | 3  | 2007 | It's a universal sin to miss a good zin     |
| 2004 | Ravenswood | Zinfandel | All About Beer                 | Rick Lyke              | November | 1  | 2007 | The Holiday Wine Dilemma                    |
| 2004 | Ravenswood | Zinfandel | Continental                    | Chris Barnett          | November | 1  | 2007 | East Meets Best                             |
| 2005 | Ravenswood | Zinfandel | Food & Wine                    | Kristin Donnelly       | November |    | 2007 | A Meat Master Cooks in his Dream Kitchen    |
|      | Ravenswood | General   | P-O-P Times                    | Mindy Long             | November | 1  | 2007 | Canterra Plays to Football Crowd            |
| 2005 | Ravenswood | Zinfandel | Real Simple                    | Amanda Armstrong       | November |    | 2007 | Bulk hostess gifts                          |
|      | Ravenswood | Zinfandel | Spotlight's Wine Country Guide |                        | November | 1  | 2007 | Sonoma Valley Variety                       |
| 2004 | Ravenswood | Zinfandel | The WAG                        | Geoff Kalish, M.D.     | November | 1  | 2007 | Wines to Mate with Turkey and the Trimmings |
| 2004 | Ravenswood | Zinfandel | Vineyard & winery Manager      | Wilfred Wong           | November | 1  | 2007 | The State of Zin Today                      |
|      | Ravenswood | Zinfandel | Wine Lovers' Page              | Jorge Eduardo Castillo | November | 1  | 2007 | A server's perspective                      |
| 2005 | Ravenswood | Zinfandel | Wine Lovers' Page              | Randy Buckner          | November |    | 2007 | Late Autumn 2007 Releases                   |
|      | Ravenswood | General   | Metro Magazine                 | Barbara Enstrud        | November | 1  | 2007 | Cork Report                                 |
|      | Ravenswood | Zinfandel | East Valley Tribune            | Mark Nothhaft          | October  | 31 | 2007 | See red with dark wines that are scary      |
|      | Ravenswood | Zinfandel | Scottsdale Tribune             | Mark Nothhaft          | October  | 31 | 2007 | See red with dark wines that are scary      |
| 2005 | Ravenswood | Zinfandel | Wine Lovers' Page              | Randy Buckner          | October  | 31 | 2007 | October 2007 Releases                       |

|            |            |           |                              |                        |                       |    |      |   |
|------------|------------|-----------|------------------------------|------------------------|-----------------------|----|------|---|
| Ravenswood |            |           | Food & Wine                  | David Darlington       | October               | 29 | 2007 | All-American Zinfandel                      |
| Ravenswood | Zinfandel  |           | Northwest Florida Daily News | Brad Talbutt           | October               | 24 | 2007 | Wines on the cheap                          |
| Ravenswood |            |           | Aspen Times Weekly           | Kelly J. Hayes         | October               | 21 | 2007 | A big red wine with a strangely familiar    |
| Ravenswood | General    |           | The Beacon                   | Paula Scully           | October               | 18 | 2007 | In high spirits                             |
| 2005       | Ravenswood | Zinfandel | Arizona Beverage Analyst     | Rich Mauro             | August                | 1  | 2007 | An Ode to Zin                               |
|            | Ravenswood | General   | Arizona Beverage Analyst     |                        | October               | 1  | 2007 | Ravenswood: No Wimpy Tailgating             |
|            | Ravenswood | General   | BIN Beverage Industry News   | Laura Holmes<br>Haddad | October               | 1  | 2007 | Big Box Store Wine Sales                    |
|            | Ravenswood |           | Colorado Beverage Analyst    |                        | October               | 1  | 2007 | Ravenswood: No Wimpy Tailgating             |
| 2005       | Ravenswood | Zinfandel | Colorado Beverage Analyst    |                        | October               | 1  | 2007 | An Ode to Zin                               |
| 2005       | Ravenswood | Zinfandel | Colorado Wine News           | Harold Baer            | October -<br>December |    | 2007 | Ravenswood                                  |
| 2004       | Ravenswood | Zinfandel | Decanter                     | Stephen Brook          | October               | 1  | 2007 | Decanter World Wine<br>Awards: USA & Canada |
| 2004       | Ravenswood | Zinfandel | Decanter                     | Stephen Brook          | October               | 1  | 2007 | Decanter World Wine<br>Awards: USA & Canada |
| 2004       | Ravenswood | Zinfandel | Decanter                     | Stephen Brook          | October               | 1  | 2007 | Decanter World Wine<br>Awards: USA & Canada |
| 2004       | Ravenswood | Zinfandel | Decanter                     | Stephen Brook          | October               | 1  | 2007 | Decanter World Wine<br>Awards: USA & Canada |
|            | Ravenswood |           | Midwest Wine Connection      |                        | October               | 1  | 2007 | Staff Picks                                 |
|            | Ravenswood | General   | Nebraska Beverage Analyst    |                        | October               | 1  | 2007 | Ravenswood: No Wimpy Tailgating             |
|            | Ravenswood | General   | Nebraska Beverage Analyst    |                        | October               | 1  | 2007 | Ravenswood: It's Alive                      |
|            | Ravenswood | General   | Nevada Beverage Analyst      |                        | October               | 1  | 2007 | Ravenswood: No Wimpy Tailgating             |
|            | Ravenswood | General   | New Mexico Beverage Analyst  |                        | October               | 1  | 2007 | Ravenswood: No Wimpy Tailgating             |
| 2004       | Ravenswood | Zinfandel | Santé                        |                        | October               | 1  | 2007 | Zinfandel                                   |
| 2005       | Ravenswood | Zinfandel | Wine News                    |                        | October-<br>November  | 1  | 2007 | Buyline - Zinfandel                         |

|      |            |           |                            |                       |                  |    |      |   |
|------|------------|-----------|----------------------------|-----------------------|------------------|----|------|---|
| 2004 | Ravenswood | Syrah     | Wine News                  | Abe Horowitz and John | October-November | 1  | 2007 | Buyline - Tutored Tastings                      |
| 2005 | Ravenswood | Zinfandel | Wine News                  | Abe Horowitz and John | October-November | 1  | 2007 | Buyline - Tutored Tastings                      |
| 2005 | Ravenswood | Zinfandel | Wine News                  | Abe Horowitz and John | October-November | 1  | 2007 | Buyline - Tutored Tastings                      |
| 2005 | Ravenswood | Zinfandel | Wine News                  | Abe Horowitz and John | October-November | 1  | 2007 | Buyline - Tutored Tastings                      |
| 2004 | Ravenswood | Zinfandel | Wine News                  | Abe Horowitz and John | October-November | 1  | 2007 | Buyline - Tutored Tastings                      |
| 2002 | Ravenswood |           | Wine News                  | Abe Horowitz and John | October-November | 1  | 2007 | Buyline - Tutored Tastings                      |
| 2001 | Ravenswood |           | Wine News                  | Abe Horowitz and John | October-November | 1  | 2007 | Buyline - Tutored Tastings                      |
| 2005 | Ravenswood | Zinfandel | Wine News                  | Abe Horowitz and John | October-November | 1  | 2007 | Buyline - Tutored Tastings                      |
|      | Ravenswood | Zinfandel | Winona Daily News          | John Breittlow        | September        | 28 | 2007 | Wine Wise: Taste these premium wines for a good |
| 2004 | Ravenswood | Merlot    | New York Times             | Eric Asimov           | September        | 19 | 2007 | Happiness for \$10 or Less                      |
| 2004 | Ravenswood | Merlot    | New York Times             | Eric Asimov           | September        | 17 | 2007 | Happiness for \$10 or less                      |
|      | Ravenswood |           | New York Times             | Larry Kramer          | September        | 16 | 2007 | A Quick Brunello On the Way to Rome             |
| 2005 | Ravenswood | Zinfandel | Gazette                    | Rich Mauro            | September        | 12 | 2007 | High-alcohol zins fuel controversy              |
| 2004 | Ravenswood | Zinfandel | Florida Times-Union        | Bill Daley            | September        | 6  | 2007 | Serve Zinfandel with food hot off grill         |
|      | Ravenswood | Zinfandel | Arizona Gourmet            | Brian M. Hammer       | September        | 1  | 2007 | On the Vine                                     |
| 2001 | Ravenswood | Zinfandel | Connoisseurs Guide         |                       | September        | 1  | 2007 | Collectors Corner                               |
| 2005 | Ravenswood | Zinfandel | Connoisseurs Guide         |                       | September        | 1  | 2007 | Zinfandel                                       |
| 2001 | Ravenswood | Zinfandel | Connoisseurs Guide         | Charles Olken         | September        |    | 2007 | Zinfandel Retrospective: 1998-2001              |
| 2005 | Ravenswood | Zinfandel | Connoisseurs Guide         | Charles Olken         | September        | 1  | 2007 | Zinfandel                                       |
|      | Ravenswood | Merlot    | Palm Springs Life Magazine | Pamela Bler           | September        | 1  | 2007 | Café Des Beaux-Arts                             |
| 2004 | Ravenswood | Merlot    | Santé                      |                       | September        | 1  | 2007 | Merlot  |

|      |            |           |                                 |  |                              |           |    |      |  |
|------|------------|-----------|---------------------------------|--|------------------------------|-----------|----|------|--|
| 2004 | Ravenswood | Zinfandel | Santé                           |  |                              | September | 1  | 2007 | Zinfandel  |
|      | Ravenswood | General   | Wine Business Insider           |  |                              | August    | 28 | 2007 | People   |
| 2004 | Ravenswood | Zinfandel | Corkjester                      |  | Jennifer Rosen               | August    | 24 | 2007 | Animal Delinquents                                   |
|      | Ravenswood |           | Aspen Times Weekly              |  | K.J. Hayes                   | August    | 19 | 2007 | No wimpy wines from Sonoma's Ravenswood              |
|      | Ravenswood |           | Los Angeles Times- City Edition |  | Jenn Garbee                  | August    | 19 | 2007 | Art in a bottle                                      |
|      | Ravenswood |           | Sarasota Herald-Tribune         |  | Dan Berger                   | August    | 15 | 2007 | Red rhone blends thrive                              |
| 2004 | Ravenswood | Syrah     | The World                       |  | Tom Marquardt & Patrick Darr | August    | 14 | 2007 | It's time to give sherries another serious look      |
|      | Ravenswood |           | Press Democrat                  |  | K. McCallum                  | August    | 11 | 2007 | Viticulture  |
| 2004 | Ravenswood | Merlot    | Alameda Times-Star              |  | Charles Olken                | August    | 8  | 2007 | Savor merlots of midsummer                           |
| 2004 | Ravenswood | Merlot    | Argus                           |  | Charles Olken                | August    | 8  | 2007 | Savor merlots of midsummer                           |
|      | Ravenswood |           | Citizen Journal                 |  | R. Morton                    | August    | 8  | 2007 | Sonoma Valley a beautiful land of wineries, gardens, |
| 2004 | Ravenswood | Merlot    | Daily Review                    |  | Charles Olken                | August    | 8  | 2007 | Savor merlots of midsummer                           |
|      | Ravenswood |           | Mid-County Journal              |  | R. Morton                    | August    | 8  | 2007 | Sonoma Valley a beautiful land of wineries, gardens, |
| 2004 | Ravenswood | Merlot    | Oakland Tribune                 |  | Charles Olken                | August    | 8  | 2007 | Savor merlots of midsummer                           |
|      | Ravenswood |           | Press Journal                   |  | R. Morton                    | August    | 8  | 2007 | Sonoma Valley a beautiful land of wineries, gardens, |
| 2004 | Ravenswood | Merlot    | San Mateo County Times          |  | Charles Olken                | August    | 8  | 2007 | Savor merlots of midsummer                           |
| 2004 | Ravenswood | Syrah     | The Sioux Journal               |  | Tom Marquardt & Patrick Darr | August    | 8  | 2007 | Sherry is a good value                               |
|      | Ravenswood |           | West County Times               |  | R. Morton                    | August    | 8  | 2007 | Sonoma Valley a beautiful land of wineries, gardens, |
| 2004 | Ravenswood | Zinfandel | Frederick News-Post             |  | Bill Daley                   | August    | 5  | 2007 | Wine Today: A zinfilly good bottle for under \$20    |
| 2004 | Ravenswood | Syrah     | Beaches Leader                  |  | Tom Marquardt & Patrick Darr | August    | 3  | 2007 | Don't overlook sherry                                |
|      | Ravenswood |           | Diarios Las Americas            |  | Jose R. Garrigo              | August    | 2  | 2007 | Hablemos de vinos                                    |

|      |            |           |                                |                              |        |    |      |  |
|------|------------|-----------|--------------------------------|------------------------------|--------|----|------|--|
| 2004 | Ravenswood | Syrah     | Park Cities News               | D. Beeson                    | August | 2  | 2007 | Grills, and the women that love them                 |
| 2004 | Ravenswood | Zinfandel | Cooking Pleasures              | K. Levin & N. Maurer         | August | 1  | 2007 | Weeknight cook                                       |
|      | Ravenswood |           | Dallas Morning News            | Louise Owens                 | August | 1  | 2007 | Banking on zin and no wimpy wines                    |
| 2004 | Ravenswood | Syrah     | Kentucky New Era               | Tom Marquardt & Patrick Darr | August | 1  | 2007 | What's better than a cookie cake?                    |
| 2004 | Ravenswood | Zinfandel | Napa Valley                    |                              | August | 1  | 2007 | 10 terrific zinfandels                               |
| 2004 | Ravenswood | Syrah     | Quad-City Times                | Tom Marquardt & Patrick Darr | August | 1  | 2007 | Sherry gaining gavor                                 |
|      | Ravenswood | General   | Spotlight's Wine Country Guide |                              | August | 1  | 2007 | Zinfandel  |
| 2004 | Ravenswood | Syrah     | The News Press                 | Tom Marquardt & Patrick Darr | August | 1  | 2007 | The Wine Guys  |
| 2004 | Ravenswood | Syrah     | Times-News                     | Tom Marquardt & Patrick Darr | August | 1  | 2007 | English importer tries to revive sherry's popularity |
|      | Ravenswood |           | Wine Business Monthly          | L. Thach                     | August | 1  | 2007 | Trends in Wine Tourism                               |
|      | Ravenswood |           | Dallas Morning News            | Louise Owens                 | July   | 31 | 2007 | Tasting Notes: ravenswood's more than                |
|      | Ravenswood |           | Amazing Ribs                   |                              | July   | 27 | 2007 | My favorite rib sauces                               |
|      | Ravenswood |           | Florida Times-Union            | Dan Macdonald                | July   | 26 | 2007 | Over a barrel?                                       |
|      | Ravenswood |           | Petaluma Argus-Courier         | C. Sawyer & J. Jenkins       | July   | 25 | 2007 | Getting to know old vine zinfandel- the 'sweetheart' |
|      | Ravenswood |           | Citizen                        | Steve Calderwood             | July   | 22 | 2007 | OK, now I'm really moving on to beer, broncos, and   |
| 2004 | Ravenswood | Zinfandel | Leader Times                   | Dave Desimone                | July   | 18 | 2007 | Bigger is not better when it comes to zinfandels     |
| 2004 | Ravenswood | Zinfandel | Pittsburgh Tribune-Review      | D. DeSimone                  | July   | 18 | 2007 | Bigger is not better with zinfandel                  |
| 2004 | Ravenswood | Zinfandel | Rocky Mountain News            | Jennifer Rosen               | July   | 18 | 2007 | When animals get in on the winemaking process        |
| 2004 | Ravenswood | Zinfandel | Valley News Dispatch           | Dave Desimone                | July   | 18 | 2007 | Bigger is not better when it comes to zinfandels     |
|      | Ravenswood | Zinfandel | Dallas Morning News            |                              | July   | 17 | 2007 | La Cave's Anniversary Sale                           |
| 2004 | Ravenswood | Zinfandel | Rocky Mountain News            | Jennifer Rosen               | July   | 17 | 2007 | Selected "animal" wines                              |

|      |            |            |                         |                        |      |    |      |   |
|------|------------|------------|-------------------------|------------------------|------|----|------|---|
| 2004 | Ravenswood | Zinfandel  | Daily Hampshire Gazette | Karen Page & Andrew    | July | 16 | 2007 | Choosing the right wines to go with dark reds and leafy |
| 2004 | Ravenswood | Zinfandel  | Chicago Tribune-City    | Bill Daley             | July | 15 | 2007 | A zinfidly good bottle for under \$20                   |
| 2005 | Ravenswood | Chardonnay | Orange County Register  |                        | July | 13 | 2007 | Crisp fruit is the hallmark for Ravenswood Vinther's    |
|      | Ravenswood |            | Auror Beacon News       | Bill Garrough          | July | 12 | 2007 | Zinfandel and barbeque a match made for summer          |
| 2005 | Ravenswood | Chardonnay | Orange County Register  | C. Knap                | July | 12 | 2007 | Tie-dyed  |
| 2004 | Ravenswood | Zinfandel  | Alameda Times-Star      | Charles Olken          | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood |            | Alameda Times-Star      | Charles Olken          | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood | Zinfandel  | Argus                   | Charles Olken          | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood |            | Argus                   | Charles Olken          | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood | Syrah      | Arizona Republic        | Mark Tarbell           | July | 11 | 2007 | No tomato juice, just nice reds and whites              |
| 2004 | Ravenswood | Syrah      | Arizona Republic        | Mark Tarbell           | July | 11 | 2007 | No tomato juice, just nice reds and whites              |
| 2004 | Ravenswood | Syrah      | Arizona Republic        | Mark Tarbell           | July | 11 | 2007 | No tomato juice, just nice reds and whites              |
| 2004 | Ravenswood | Zinfandel  | Daily Review            | Charles Olken          | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood |            | Daily Review            | Charles Olken          | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood | Zinfandel  | Inside Bay Area         |                        | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood | Zinfandel  | Inside Bay Area         |                        | July | 11 | 2007 | Good value no secret for zin master                     |
|      | Ravenswood |            | Naperville Sun          | Bill Garrough          | July | 11 | 2007 | Zinfandel and barbeque a match made for summer          |
| 2004 | Ravenswood | Zinfandel  | Oakland Tribune         | Charles Olken          | July | 11 | 2007 | Good value no secret for zin master                     |
|      | Ravenswood |            | Petaluma Argus-Courier  | C. Sawyer & J. Jenkins | July | 25 | 2007 | Getting to know old vine zinfandel-- the                |
| 2004 | Ravenswood | Merlot     | Press Democrat          | Michele Anna Jordan    | July | 11 | 2007 | Winter favorites works with grill                       |
| 2004 | Ravenswood | Merlot     | Press Democrat          |                        | July | 11 | 2007 | Winter favorites works with grill                       |



|      |            |            |                            |                      |      |    |      |   |
|------|------------|------------|----------------------------|----------------------|------|----|------|---|
| 2004 | Ravenswood | Zinfandel  | San Mateo County Times     | Charles Olken        | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood | Zinfandel  | San Mateo County Times     | Charles Olken        | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood | Zinfandel  | Tri-Valley Herald          | Charles Olken        | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood |            | Tri-Valley Herald          | Charles Olken        | July | 11 | 2007 | Good value no secret for zin master                     |
| 2004 | Ravenswood | Zinfandel  | News & Observer            | Eric Asimov          | July | 6  | 2007 | On the trail of all-American wine                       |
| 2004 | Ravenswood | Zinfandel  | Post-Standard              | Bill Daley           | July | 5  | 2007 | Zinfandels a nice mix with summer grilling              |
|      | Ravenswood |            | South Florida Sun-Sentinel | Bob Hosmon           | July | 5  | 2007 | Zinfandels: Great taste, great prices                   |
|      | Ravenswood |            | South Florida Sun-Sentinel | Bob Hosmon           | July | 5  | 2007 | Zinfandels: Great Taste, Great Prices                   |
| 2004 | Ravenswood | Zinfandel  | Desert Dispatch            | Bill Daley           | July | 4  | 2007 | Patriotic Wines   |
| 2004 | Ravenswood | Zinfandel  | Orlando Sentinel           | Bill Daley           | July | 4  | 2007 | Enjoy a red, white and zinfandel toast to USA           |
| 2004 | Ravenswood | Zinfandel  | Pueblo Chieftain           | Bill Daley           | July | 4  | 2007 | All-American zinfandel adds zest to summer meals        |
| 2004 | Ravenswood | Zinfandel  | Record                     | Bill Daley           | July | 4  | 2007 | Zin, white and blue                                     |
|      | Ravenswood |            | San Antonio Express-News   | Elin McCoy           | July | 4  | 2007 | Wine fuels NASCAR                                       |
|      | Ravenswood |            | Savannah Morning News      | Brian Goodell        | July | 4  | 2007 | Drink American wine on the Fourth                       |
| 2004 | Ravenswood | Zinfandel  | The News-Times             | Bill Daley           | July | 4  | 2007 | Pair this zesty wine with the foods of your 4th of July |
| 2005 | Ravenswood | Chardonnay | Epicurious                 | Anthony Giglio       | July | 3  | 2007 | What to Drink Now: Independence Day Wines               |
| 2004 | Ravenswood | Zinfandel  | The News-Sentinel          | Bill Daley           | July | 3  | 2007 | Choose zin for July Fourth meni                         |
| 2004 | Ravenswood | Zinfandel  | Epicurious                 | Anthony Giglio       | July | 2  | 2007 | What to Drink Now: Wedding Gifts                        |
|      | Ravenswood |            | Affluent                   | William R. Tisherman | July | 1  | 2007 | The stylish alternative                                 |
| 2004 | Ravenswood | Zinfandel  | Bloomberg Markets          | Elin McCoy           | July | 1  | 2007 | Case of the Month                                       |
|      | Ravenswood |            | California Grapevine       | Dan Berger           | July | 1  | 2007 | Looking for Less  |

|      |            |                    |                                |               |      |    |      |   |
|------|------------|--------------------|--------------------------------|---------------|------|----|------|---|
| 2005 | Ravenswood | Chardonnay         | Colorado Wine News             | Harold Baer   | July | 1  | 2007 | Ravenswood  |
| 2004 | Ravenswood | Syrah              | Colorado Wine News             | Harold Baer   | July | 1  | 2007 | Sonoma County                                     |
| 2005 | Ravenswood |                    | Colorado Wine News             | Harold Baer   | July | 1  | 2007 |   |
| 2004 | Ravenswood | Merlot             | Connoisseurs Guide             | Charles Olken | July | 1  | 2007 | Merlot  |
| 2004 | Ravenswood | Syrah              | Connoisseurs Guide             | Charles Olken | July | 1  | 2007 | Syrah   |
| 2004 | Ravenswood | Merlot             | Connoisseurs Guide             | Charles Olken | July | 1  | 2007 | Merlot  |
| 2004 | Ravenswood | Syrah              | Connoisseurs Guide             | Charles Olken | July | 1  | 2007 | Syrah   |
|      | Ravenswood |                    | Grocery Headquarters           | R. Turossik   | July | 1  | 2007 | Out of the Cellar                                 |
|      | Ravenswood | General            | Orange Coast Magazine          | R. Louterback | July | 1  | 2007 | Sealing red--summer wines                         |
| 2004 | Ravenswood | Zinfandel          | Pottsville Republican & Herald | D. Faichek    | July | 1  | 2007 | Put some zin on the menu for cookouts             |
| 2004 | Ravenswood | Cabernet Sauvignon | Santé                          |               | July | 1  | 2007 | Cabernet Sauvignon                                |
| 2004 | Ravenswood | Zinfandel          | Santé                          |               | July | 1  | 2007 | Zinfandel   |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator                 | J. Laube      | June | 30 | 2007 | New Releases                                      |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator                 | J. Laube      | June | 30 | 2007 | New Releases                                      |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator                 | J. Laube      | June | 30 | 2007 | New Releases                                      |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator                 | T. Fish       | June | 30 | 2007 | Recommended California Zinfandels                 |
| 2004 | Ravenswood | Zinfandel          | Alameda Times-Star             | Charles Olken | June | 27 | 2007 | For the Fourth, wine worthy of fireworks          |
| 2004 | Ravenswood | Zinfandel          | Argus                          | Charles Olken | June | 27 | 2007 | For the Fourth, wine worthy of fireworks          |
| 2004 | Ravenswood | Zinfandel          | Chicago Tribune                | Bill Daley    | June | 27 | 2007 | ZIndependence day - Pair this zesty, all-American |
| 2004 | Ravenswood | Zinfandel          | Chicago Tribune-City           | Bill Daley    | June | 27 | 2007 | ZIndependence day                                 |
| 2004 | Ravenswood | Zinfandel          | Chicago Tribune-Northwest      | Bill Daley    | June | 27 | 2007 | ZIndependence day                                 |

|      |            |           |                           |                     |      |    |      |  |
|------|------------|-----------|---------------------------|---------------------|------|----|------|--|
| 2004 | Ravenswood | Zinfandel | Chicago Tribune-West      | Bill Daley          | June | 27 | 2007 | Zindependence day                                |
| 2004 | Ravenswood | Zinfandel | Citizens Voice            | Dave Falchek        | June | 27 | 2007 | Put some zin on the menu for cookouts            |
| 2004 | Ravenswood | Zinfandel | Daily Review              | Charles Olken       | June | 27 | 2007 | For the Fourth, wine worthy of fireworks         |
| 2004 | Ravenswood | Zinfandel | Oakland Tribune           |                     | June | 27 | 2007 | For the Fourth, wine worthy of fireworks         |
| 2004 | Ravenswood | Zinfandel | Press Democrat            | Karen Page & Andrew | June | 27 | 2007 | A dark red with salad? Seriously                 |
| 2004 | Ravenswood | Zinfandel | San Mateo County Times    | Charles Olken       | June | 27 | 2007 | For the Fourth, wine worthy of fireworks         |
|      | Ravenswood |           | Star-Ledger               | T.J. Foderaro       | June | 27 | 2007 | Wines' funky aromas not always there by design   |
| 2004 | Ravenswood | Zinfandel | Tri-Valley Herald         | Charles Olken       | June | 27 | 2007 | For the Fourth, wine worthy of fireworks         |
|      | Ravenswood |           | Lubbock Avalanche-Journal | B. Goodell          | June | 26 | 2007 | Wine guy's pick of the week                      |
| 2004 | Ravenswood | Zinfandel | A Matter of Taste         | David Cane          | June | 25 | 2007 | Wine reviews                                     |
|      | Ravenswood | Zinfandel | Napa Valley Register      | Karen Page & Andrew | June | 22 | 2007 | Dark Reds and Leafy Greens                       |
| 2004 | Ravenswood | Syrah     | Alameda Times-Star        | Jolene Thym         | June | 20 | 2007 | Recipe for comfort food: Grilled chicken, creamy |
| 2004 | Ravenswood | Syrah     | Argus                     | Jolene Thym         | June | 20 | 2007 | Recipe for comfort food: Grilled chicken, creamy |
| 2004 | Ravenswood | Syrah     | Contra Costa Times        | Jolene Thym         | June | 20 | 2007 | Creamy Linguine dish fine backdrop for syrah     |
| 2004 | Ravenswood | Syrah     | Daily Review              | Jolene Thym         | June | 20 | 2007 | Recipe for comfort food: Grilled chicken, creamy |
|      | Ravenswood |           | Eagle                     | Karen Page & Andrew | June | 20 | 2007 | Four wines to serve with barbeque                |
|      | Ravenswood | Icon      | Eagle                     | Karen Page & Andrew | June | 20 | 2007 | Four wines to serve with barbeque                |
| 2004 | Ravenswood | Syrah     | Oakland Tribune           | Jolene Thym         | June | 20 | 2007 | Recipe for comfort food: Grilled chicken, creamy |
| 2004 | Ravenswood | Zinfandel | Recorder                  | Karen Page & Andrew | June | 20 | 2007 | Dark Reds and Leafy Greens                       |
| 2004 | Ravenswood | Syrah     | San Mateo County Times    | Jolene Thym         | June | 20 | 2007 | Recipe for comfort food: Grilled chicken, creamy |
| 2004 | Ravenswood | Syrah     | Tri-Valley Herald         | Jolene Thym         | June | 20 | 2007 | Creamy Linguine dish fine backdrop for syrah     |

|      |            |            |                            |                     |      |    |      |  |
|------|------------|------------|----------------------------|---------------------|------|----|------|--|
| 2004 | Ravenswood | Syrah      | Valley Times               | Jolene Thym         | June | 20 | 2007 | Creamy Linguine dish fine backdrop for syrah     |
| 2004 | Ravenswood | Syrah      | West County Times          | Jolene Thym         | June | 20 | 2007 | Creamy Linguine dish fine backdrop for syrah     |
| 2004 | Ravenswood | Zinfandel  | Lodi News-Sentinel         | Karen Page & Andrew | June | 18 | 2007 | For some sommeliers, pairing vintages with       |
|      | Ravenswood |            | National Speed Sport News  | G. Zyla             | June | 13 | 2007 | No Free Time for Gordon And Any Other Big-League |
|      | Ravenswood | Zinfandel  | Washington Post            | Karen Page & Andrew | June | 13 | 2007 | Dark Reds and Leafy Greens                       |
| 2004 | Ravenswood | Zinfandel  | Washington Post            |                     | June | 13 | 2007 | Dark Reds and Leafy Greens                       |
|      | Ravenswood | Icon       | New Hampshire Union Leader | Karen Page          | June | 6  | 2007 | Four Hot Prospects for Summer Sipping            |
| 2004 | Ravenswood | Zinfandel  | Plain Dealer               | Donald Rosenberg    | June | 6  | 2007 | Wine Buy of the Week                             |
| 2003 | Ravenswood | Icon       | Washington Post            |                     | June | 4  | 2007 | In the Wine Aisle                                |
|      | Ravenswood |            | Keene Sentinel             |                     | June | 3  | 2007 | Light wine is highlight                          |
|      | Ravenswood | Icon       | The Courier-Journal        | Karen Page          | June | 2  | 2007 | Right wine completes cocktail                    |
| 2005 | Ravenswood | Chardonnay | Connoisseurs Guide         | Charles Olken       | June | 1  | 2007 | Chardonnay                                       |
| 2004 | Ravenswood | General    | Connoisseurs Guide         | Charles Olken       | June | 1  | 2007 | Best Buys in the Market                          |
| 2004 | Ravenswood | Zinfandel  | Connoisseurs Guide         | Charles Olken       | June | 1  | 2007 | Best Buys in the Market                          |
| 2004 | Ravenswood | Zinfandel  | Gourmet                    |                     | June | 1  | 2007 | Red Wines for Everyday Drinking                  |
|      | Ravenswood |            | Nebraska Beverage Analyst  |                     | June | 1  | 2007 | News and New Products from Nebraska Wine &       |
|      | Ravenswood |            | Northbay Blz               | K. Dressen          | June | 1  | 2007 | Bicycle touring companies promise a sweet ride   |
| 2004 | Ravenswood | Zinfandel  | Novus Vinum                |                     | June | 1  | 2007 | Top 10 Father's Day Wines                        |
| 2004 | Ravenswood | Zinfandel  | Wine Enthusiast            | Steve Heimoff       | June | 1  | 2007 | California Zinfandel                             |
| 2004 | Ravenswood | Zinfandel  | Wine Enthusiast            | Steve Heimoff       | June | 1  | 2007 | California Zinfandel                             |
| 2004 | Ravenswood | Zinfandel  | Wine Enthusiast            | Steve Heimoff       | June | 1  | 2007 | California Zinfandel                             |

|      |            |                    |                            |                          |      |    |      |   |
|------|------------|--------------------|----------------------------|--------------------------|------|----|------|---|
| 2004 | Ravenswood | Zinfandel          | Wine Enthusiast            | Steve Heimoff            | June | 1  | 2007 | California Zinfandel                        |
| 2004 | Ravenswood | Zinfandel          | Wine Enthusiast            | Steve Heimoff            | June | 1  | 2007 | California Zinfandel                        |
| 2004 | Ravenswood | Zinfandel          | Wine Enthusiast            | Steve Heimoff            | June | 1  | 2007 | California Zinfandel                        |
| 2004 | Ravenswood | Zinfandel          | Wine Enthusiast            | Steve Heimoff            | June | 1  | 2007 | California Zinfandel                        |
| 2004 | Ravenswood | Zinfandel          | Wine Enthusiast            | Steve Heimoff            | June | 1  | 2007 | California Zinfandel                        |
| 2004 | Ravenswood | Zinfandel          | Wine Enthusiast            | Steve Heimoff            | June | 1  | 2007 | California Zinfandel                        |
| 2004 | Ravenswood | Zinfandel          | Wine Enthusiast            | Steve Heimoff            | June | 1  | 2007 | California Zinfandel                        |
| 2004 | Ravenswood | Zinfandel          | Wine Enthusiast            | Steve Heimoff            | June | 1  | 2007 | California Zinfandel                        |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator             | J. Laube                 | June | 1  | 2007 | New Releases                                |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator             | J. Laube                 | June | 1  | 2007 | New Releases                                |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator             | J. Laube                 | June | 1  | 2007 | New Releases                                |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator             | J. Laube                 | June | 1  | 2007 | New Releases                                |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator             | J. Laube                 | June | 1  | 2007 | New Releases                                |
| 2004 | Ravenswood | Zinfandel          | Wine Spectator             | J. Laube                 | June | 1  | 2007 | New Releases                                |
| 2003 | Ravenswood | Icon               | Washington Post            | J. Ewan                  | May  | 30 | 2007 | Four Hot Prospects for Summer Sipping       |
|      | Ravenswood |                    | Truck Series               |                          | May  | 18 | 2007 | Wood Brothers/JTG Add Ravenswood to Sponsor |
|      | Ravenswood |                    | South Florida Sun-Sentinel | A. Carmichael & D. Hariz | May  | 17 | 2007 | Tidbits                                     |
|      | Ravenswood |                    | Times Herald               | Jerry Shriver            | May  | 13 | 2007 | Begin your search for a summer house wine   |
| 2004 | Ravenswood | Zinfandel          | Pittsburgh Post-Gazette    | E. Downer                | May  | 10 | 2007 | Some Zins to Try                            |
| 2004 | Ravenswood | Zinfandel          | Press Democrat             | M.A. Jordan              | May  | 9  | 2007 | Sassy zin unusual match for mussels         |
| 2004 | Ravenswood | Cabernet Sauvignon | Connoisseurs Guide         | Charles Olken            | May  | 1  | 2007 | Merlot                                      |
| 2004 | Ravenswood | Zinfandel          | Connoisseurs Guide         | Charles Olken            | May  | 1  | 2007 | Zinfandel                                   |

|      |            |                    |                           |                |     |   |      |                                   |
|------|------------|--------------------|---------------------------|----------------|-----|---|------|-----------------------------------|
| 2004 | Ravenswood | Zinfandel          | Connoisseurs Guide        | Charles Olken  | May | 1 | 2007 | Zinfandel                         |
| 2004 | Ravenswood | Zinfandel          | Connoisseurs Guide        | Charles Olken  | May | 1 | 2007 | Zinfandel                         |
| 2004 | Ravenswood | Zinfandel          | Connoisseurs Guide        | Charles Olken  | May | 1 | 2007 | Zinfandel                         |
| 2003 | Ravenswood | Zinfandel          | Golf Business             |                | May | 1 | 2007 | Heating Things Up                 |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Cabernet Franc     | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Syrah              | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Carignane          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |
| 2005 | Ravenswood | Cabernet Sauvignon | International Wine Cellar | Stephen Tanzer | May | 1 | 2007 | Focus on California's North Coast |

|      |            |                    |                           |                |       |    |      |   |
|------|------------|--------------------|---------------------------|----------------|-------|----|------|---|
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Cabernet Franc     | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Syrah              | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Carignane          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Zinfandel          | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2005 | Ravenswood | Cabernet Sauvignon | International Wine Cellar | Stephen Tanzer | May   | 1  | 2007 | Focus on California's North Coast       |
| 2004 | Ravenswood |                    | Midwest Wine Connection   |                | May   | 1  | 2007 | Zap to headline this year's Winefest    |
| 2004 | Ravenswood | Zinfandel          | Nob Hill Gazette          | E. Schwartz    | May   | 1  | 2007 | Summer Sipping - \$25 and under         |
| 2004 | Ravenswood | Zinfandel          | Santé                     |                | May   | 1  | 2007 |   |
| 2004 | Ravenswood |                    | San Jose Mercury News     | Laurie Daniel  | April | 25 | 2007 | Don't ignore Australia's smaller labels |

|      |            |           |                           |                 |       |    |      |   |
|------|------------|-----------|---------------------------|-----------------|-------|----|------|---|
| 2004 | Ravenswood | Syrah     | San Jose Mercury News     | Laurie Daniel   | April | 25 | 2007 | Daniel: Don't ignore Australia's smaller wine     |
|      | Ravenswood |           | Bakersfield Californian   | Jerry Shriver   | April | 23 | 2007 | Summer time for new wine                          |
|      | Ravenswood |           | Great Falls Tribune       | Jerry Shriver   | April | 22 | 2007 | Choosing a good spring wine can be worth the time |
|      | Ravenswood |           | Hattiesburg American      | Jerry Shriver   | April | 19 | 2007 | Try these wines at home                           |
| 2004 | Ravenswood | Zinfandel | Taste California Travel   |                 | April | 19 | 2007 | Pick of the Week                                  |
| 2004 | Ravenswood | Zinfandel | Dallas Morning News       |                 | April | 18 | 2007 | This year's winners                               |
| 2004 | Ravenswood | Zinfandel | Lincoln Journal Star      | Michael Dresser | April | 18 | 2007 | Wine of the Week                                  |
|      | Ravenswood |           | San Antonio Express-News  |                 | April | 18 | 2007 | Ravenswood Winemaker Dinner                       |
|      | Ravenswood |           | The Spokesman-Review      | T. Sowa         | April | 16 | 2007 | Best sellers - Top Selling Wines on               |
|      | Ravenswood |           | Wine Business             | Cathy Fisher    | April | 15 | 2007 | Are Critter Labels Becoming Passe?                |
| 2004 | Ravenswood | Zinfandel | Taste California Travel   |                 | April | 13 | 2007 |   |
|      | Ravenswood |           | Times & Democrat          | Michael Dresser | April | 13 | 2007 | Tom and Ray settle a bet                          |
| 2004 | Ravenswood | Zinfandel | Press Democrat            | M.A. Jordan     | April | 11 | 2007 | Tasting Room                                      |
|      | Ravenswood |           | Winston-Salem Journal     | Michael Dresser | April | 11 | 2007 | Wine of the Week                                  |
|      | Ravenswood |           | Lansing State Journal     | J. Piven        | April | 7  | 2007 | 15 U.S. wines under \$20                          |
| 2004 | Ravenswood | Zinfandel | Lexington Herald-Leader   | Michael Dresser | April | 6  | 2007 | Wine of the Week                                  |
| 2004 | Ravenswood | Zinfandel | Alameda Times-Star        | Michael Dresser | April | 4  | 2007 | Wine of the Week                                  |
| 2004 | Ravenswood | Zinfandel | Argus                     | Michael Dresser | April | 4  | 2007 | Wine of the Week                                  |
| 2004 | Ravenswood | Zinfandel | Daily Review              | Michael Dresser | April | 4  | 2007 | Wine of the Week                                  |
| 2002 | Ravenswood | Zinfandel | Leader Times              | D. Desimone     | April | 4  | 2007 | Pair Easter entrees with fruity wines             |
| 2002 | Ravenswood | Zinfandel | Pittsburgh Tribune-Review | D. Desimone     | April | 4  | 2007 | Pair traditional Easter entrees with soft, fruity |



|      |            |                    |                         |                 |       |   |      |  |
|------|------------|--------------------|-------------------------|-----------------|-------|---|------|--|
| 2004 | Ravenswood | Zinfandel          | Post-Tribune            | Michael Dresser | April | 4 | 2007 | Wine of the Week                                   |
|      | Ravenswood |                    | Press Democrat          | Virginie Boone  | April | 4 | 2007 | Making Their Own                                   |
| 2004 | Ravenswood | Zinfandel          | San Mateo County Times  | Michael Dresser | April | 4 | 2007 | Wine of the Week                                   |
| 2004 | Ravenswood | Zinfandel          | Sun News                | Michael Dresser | April | 4 | 2007 | Wine of the Week                                   |
| 2004 | Ravenswood | Zinfandel          | Tri-Valley Herald       | Michael Dresser | April | 4 | 2007 | Wine of the Week                                   |
| 2002 | Ravenswood | Zinfandel          | Valley News Dispatch    | D. Desimone     | April | 4 | 2007 | Pair traditional Easter entrees with soft, fruity  |
| 2004 | Ravenswood | Zinfandel          | The Columbian           | Michael Dresser | April | 3 | 2007 | Wine of the Week                                   |
| 2004 | Ravenswood | Cabernet Sauvignon | Colorado Wine News      | Harold Baer     | April | 1 | 2007 | ZAP  |
| 2004 | Ravenswood | Syrah              | Colorado Wine News      | Harold Baer     | April | 1 | 2007 | ZAP  |
| 2004 | Ravenswood | Zinfandel          | Colorado Wine News      | Harold Baer     | April | 1 | 2007 | ZAP  |
| 2004 | Ravenswood | Zinfandel          | Colorado Wine News      | Harold Baer     | April | 1 | 2007 | ZAP  |
| 2004 | Ravenswood | Zinfandel          | Colorado Wine News      | Harold Baer     | April | 1 | 2007 | ZAP  |
| 2004 | Ravenswood | Cabernet Sauvignon | Connoisseurs Guide      | Charles Olken   | April | 1 | 2007 | Cabernet Sauvignon                                 |
| 2004 | Ravenswood | Cabernet Sauvignon | Connoisseurs Guide      | Charles Olken   | April | 1 | 2007 | Cabernet Sauvignon                                 |
|      | Ravenswood | Zinfandel          | Food & Wine             | Ray Isle        | April | 1 | 2007 | 50 Wines you can always trust                      |
|      | Ravenswood | Merlot             | Midwest Wine Connection | G. Butler       | April | 1 | 2007 | Tracking a young wine drinker's quest to learn and |
| 1995 | Ravenswood | Zinfandel          | More                    | S. Peyton       | April | 1 | 2007 | Sisters who sip                                    |
| 2004 | Ravenswood | Merlot             | Restaurant Wine         |                 | April | 1 | 2007 |  |
| 2004 | Ravenswood |                    | Restaurant Wine         |                 | April | 1 | 2007 |  |
| 2004 | Ravenswood | Merlot             | Restaurant Wine         | Ronn Weigand    | April | 1 | 2007 |  |
| 2004 | Ravenswood | Zinfandel          | Restaurant Wine         | Ronn Weigand    | April | 1 | 2007 |  |

|      |            |                    |  |                           |                 |       |    |      |   |
|------|------------|--------------------|--|---------------------------|-----------------|-------|----|------|---|
|      | Ravenswood |                    |  | Wine & Spirits            |                 | April | 1  | 2007 | Popular bargains                        |
|      | Ravenswood | Zinfandel          |  | Wine & Spirits            |                 | April | 1  | 2007 | Zinfandel                               |
|      | Ravenswood | Chardonnay         |  | Wine & Spirits            |                 | April | 1  | 2007 | Popular bargains                        |
|      | Ravenswood | Cabernet Sauvignon |  | Wine & Spirits            |                 | April | 1  | 2007 | Popular bargains                        |
|      | Ravenswood | Zinfandel          |  | Wine & Spirits            |                 | April | 1  | 2007 | Zinfandel                               |
|      | Ravenswood | Zinfandel          |  | Wine & Spirits            |                 | April | 1  | 2007 | Zinfandel                               |
|      | Ravenswood |                    |  | Wine Business             | C. Fisher       | April | 1  | 2007 | Are Crier Labels Becoming Passe?        |
|      | Ravenswood |                    |  | Wine Business Monthly     | C. Fisher       | April | 1  | 2007 | Are Crier Labels Becoming Passe?        |
| 2004 | Ravenswood | Zinfandel          |  | Wine Lovers' Page         | Randy Buckner   | April | 1  | 2007 | Spring 2007 Releases                    |
| 2004 | Ravenswood | Zinfandel          |  | Wine Lovers' Page         | Randy Buckner   | April | 1  | 2007 | Spring 2007 Releases                    |
| 2004 | Ravenswood | Zinfandel          |  | Wine Lovers' Page         | Randy Buckner   | April | 1  | 2007 | Spring 2007 Releases                    |
| 2004 | Ravenswood | Cabernet Sauvignon |  | Wine Lovers' Page         | Randy Buckner   | April | 1  | 2007 | Spring 2007 Releases                    |
| 2004 | Ravenswood | Zinfandel          |  | St. Augustine Record      | Michael Dresser | March | 31 | 2007 | Wine of the Week                        |
|      | Ravenswood |                    |  | Chicago Tribune-City      | G. Jeffers      | March | 29 | 2007 | Baffled by B.Y.O.B.? Take chefs' advice |
| 2004 | Ravenswood | Zinfandel          |  | Observer News Enterprise  | Michael Dresser | March | 29 | 2007 | Wine of the Week                        |
| 2004 | Ravenswood | Zinfandel          |  | Walla Walla Union Tribune | Michael Dresser | March | 29 | 2007 | Wine of the Week                        |
| 2004 | Ravenswood |                    |  | Capital                   | Michael Dresser | March | 28 | 2007 | Underrated barbera grape grows pedigree |
| 2004 | Ravenswood | Zinfandel          |  | Daily Reflector           | Michael Dresser | March | 28 | 2007 | Wine of the Week                        |
| 2004 | Ravenswood | Zinfandel          |  | Post-Star                 | Michael Dresser | March | 28 | 2007 | Wine of the Week                        |
| 2004 | Ravenswood | Zinfandel          |  | Recorder                  | Michael Dresser | March | 28 | 2007 | Wine of the Week                        |
| 2004 | Ravenswood | Zinfandel          |  | Recorder                  | Michael Dresser | March | 28 | 2007 | Wine of the Week                        |

|      |            |            |                                |                   |       |    |      |  |
|------|------------|------------|--------------------------------|-------------------|-------|----|------|--|
| 2004 | Ravenswood | Zinfandel  | Salisbury Post                 | Michael Dresser   | March | 28 | 2007 | Wine of the Week                                   |
| 2004 | Ravenswood | Zinfandel  | Savannah Morning News          | Michael Dresser   | March | 28 | 2007 | Wine of the Week                                   |
| 2004 | Ravenswood | Zinfandel  | The Telegraph                  | Michael Dresser   | March | 28 | 2007 | Wine of the Week                                   |
| 2004 | Ravenswood | Zinfandel  | The Telegraph                  | Michael Dresser   | March | 28 | 2007 | Wine of the Week                                   |
|      | Ravenswood |            | Alameda Times-Star             |                   | March | 21 | 2007 | Wine Events  |
| 2004 | Ravenswood | Zinfandel  | Baltimore Sun                  | Michael Dresser   | March | 21 | 2007 | Wine Find  |
|      | Ravenswood |            | Daily Review                   |                   | March | 21 | 2007 | Wine Events  |
| 2004 | Ravenswood |            | News-Journal                   | J. Farance        | March | 21 | 2007 | Vintage Point                                      |
|      | Ravenswood |            | San Mateo County Times         |                   | March | 21 | 2007 | Wine Events  |
|      | Ravenswood |            | Tri-Valley Herald              |                   | March | 21 | 2007 | Wine Events  |
|      | Ravenswood |            | Oakland Tribune                |                   | March | 14 | 2007 | Wine Events  |
|      | Ravenswood |            | The Honolulu Advertiser        | T. & R. Magliozzi | March | 9  | 2007 | Click & Clack                                      |
|      | Ravenswood |            | Ohio Tavern News               |                   | March | 6  | 2007 | Riding the Rails                                   |
| 2004 | Ravenswood | Zinfandel  | Departures Magazine            | M. Filler         | March | 1  | 2007 | State of Zin                                       |
|      | Ravenswood | Chardonnay | Patterson's Tasting Journal    | Meridith May      | March | 1  | 2007 | Ravenswood Releases New Chardonnay and             |
| 2004 | Ravenswood | Zinfandel  | Santé                          |                   | March | 1  | 2007 | Zinfandel  |
| 2004 | Ravenswood | Zinfandel  | Santé                          |                   | March | 1  | 2007 | Zinfandel  |
| 2004 | Ravenswood | Zinfandel  | Santé                          |                   | March | 1  | 2007 | Zinfandel  |
| 2004 | Ravenswood | Zinfandel  | Santé                          |                   | March | 1  | 2007 | Zinfandel  |
|      | Ravenswood | General    | Spotlight's Wine Country Guide |                   | March | 1  | 2007 | Zinfandel  |
|      | Ravenswood |            | The Greer Citizen              | G. Hodges         | March | 1  | 2007 | In the Pits - Will Martin Run for the Championship |

|      |            |                    |                           |                    |       |   |      |                                       |
|------|------------|--------------------|---------------------------|--------------------|-------|---|------|---------------------------------------|
| 2004 | Ravenswood | Cabernet Sauvignon | The Hi-Riser Broward      | Bennett Bodenstein | March | 1 | 2007 | Long history brings great wines       |
| 2004 | Ravenswood | Merlot             | The Hi-Riser Broward      | Bennett Bodenstein | March | 1 | 2007 | Long history brings great wines       |
| 2004 | Ravenswood | Syrah              | The Hi-Riser Broward      | Bennett Bodenstein | March | 1 | 2007 | Long history brings great wines       |
| 2004 | Ravenswood | Zinfandel          | The Hi-Riser Broward      | Bennett Bodenstein | March | 1 | 2007 | Long history brings great wines       |
|      | Ravenswood |                    | Wine Business Monthly     | L. Culler          | March | 1 | 2007 | Zinfandel: Something for every palate |
|      | Ravenswood |                    | Charlotte Observer        | Katherine Purvis   |       |   |      | Sip of the Week                       |
|      | Ravenswood |                    | International Wine Cellar | Stephen Tanzer     |       |   | 2007 | Ravenswood Winery                     |
| 2004 | Ravenswood | Cabernet Sauvignon | Santé                     |                    |       |   |      |                                       |
| 2004 | Ravenswood | Zinfandel          | Santé                     |                    |       |   |      |                                       |
| 2004 | Ravenswood | Zinfandel          | Santé                     |                    |       |   |      |                                       |
| 2004 | Ravenswood | Zinfandel          | Santé                     |                    |       |   |      |                                       |
| 2004 | Ravenswood | Zinfandel          | Santé                     |                    |       |   |      |                                       |
| 2004 | Ravenswood | Zinfandel          | Santé                     |                    |       |   |      |                                       |
| 2005 | Ravenswood | Zinfandel          | The Cork Report           |                    |       |   | 2007 | ZINS The bold and the beautiful       |
| 2004 | Ravenswood | Zinfandel          | The Cork Report           |                    |       |   | 2007 | ZINS The bold and the beautiful       |
| 2004 | Ravenswood | Zinfandel          | The Times Tribune         |                    |       |   | 2007 | Lighter wines appropriate for spring  |

**Franciscan Vineyards, Inc. V. Beauxkat Enterprises, LLC  
Opposition No. 91181755**

**Peterson Exhibit 7**

# A PORTFOLIO OF SPECTACULAR QUALITY



A CONSTELLATION BRANDS COMPANY

RECENT 85+ RATINGS OF OUR WINES

JAN 1, 2008-MAY 31, 2008

**BLACK BOX**  
WINES

|    |                 |                                     |                        |              |
|----|-----------------|-------------------------------------|------------------------|--------------|
| 87 | <b>Best Buy</b> | Sonoma County Reserve Merlot        | <i>Wine Enthusiast</i> | July 1, 2008 |
| 85 | <b>Best Buy</b> | 2006 Paso Robles Cabernet Sauvignon | <i>Wine Enthusiast</i> | July 1, 2008 |

**CLOS DU BOIS**

|    |                        |                                    |   |                  |
|----|------------------------|------------------------------------|---|------------------|
| 87 | <b>Editor's Choice</b> | 2006 Sonoma Reserve Chardonnay     | <i>Wine Enthusiast</i>                        | August, 2008     |
| 86 |                        | 2004 Classic Wines Merlot          | <i>Wine Spectator</i>                         | April 30, 2008   |
| 86 |                        | 2006 Classic Wines Sauvignon Blanc | <i>Wine Enthusiast</i>                        | February 1, 2008 |
| 85 |                        | 2006 Classic Wines Sauvignon Blanc | <i>Connoisseurs' Guide to California Wine</i> | March 1, 2008    |

**COVEY RUN**

|    |                   |   |                        |                  |
|----|-------------------|---|------------------------|------------------|
| 89 |                   | 2005 Quail Series Chardonnay                      | <i>Wine Spectator</i>  | May 15, 2008     |
| 89 |                   | 2005 Winemaker's Collection Late Harvest Riesling | <i>Wine Spectator</i>  | January 31, 2008 |
| 88 |                   | 2005 Gewürztraminer                               | <i>Wine Spectator</i>  | January 31, 2008 |
| 87 | <b>Best Value</b> | 2006 Quail Series Chardonnay                      | <i>Wine Spectator</i>  | June 30, 2008    |
| 86 | <b>Best Buy</b>   | 2006 Quail Series Dry Riesling                    | <i>Wine Enthusiast</i> | March 1, 2008    |
| 86 | <b>Best Buy</b>   | 2006 Quail Series Gewürztraminer                  | <i>Wine Enthusiast</i> | March 1, 2008    |
| 86 |                   | 2004 Lemberger                                    | <i>Wine Spectator</i>  | January 31, 2008 |
| 85 | <b>Best Buy</b>   | 2006 Quail Series Riesling                        | <i>Wine Enthusiast</i> | March 31, 2008   |
| 85 |                   | 2006 Quail Series Dry Riesling                    | <i>Wine Spectator</i>  | May 31, 2008     |



|    |                   |                                 |                       |                                       |
|----|-------------------|---------------------------------|-----------------------|---------------------------------------|
| 90 |                   | 2006 Genesis Riesling           | <i>Wine Spectator</i> | June 30, 2008<br>May 2, 2008          |
| 89 |                   | 2006 Gewürztraminer             | <i>Wine Spectator</i> | May 15, 2008                          |
| 89 |                   | 2004 Reserve Cabernet Sauvignon | <i>Wine Spectator</i> | January 31, 2008                      |
| 89 |                   | 2005 Reserve Chardonnay         | <i>Wine Spectator</i> | April 30, 2008                        |
| 88 | <b>Best Value</b> | 2006 Chardonnay                 | <i>Wine Spectator</i> | April 30, 2008                        |
| 88 | <b>Best Value</b> | 2007 Riesling                   | <i>Wine Spectator</i> | June 30, 2008                         |
| 88 |                   | 2005 Genesis Merlot             | <i>Wine Spectator</i> | February 29, 2008<br>January 31, 2008 |
| 87 | <b>Best Value</b> | 2006 Cabernet Sauvignon         | <i>Wine Spectator</i> | June 30, 2008                         |
| 87 |                   | 2005 Genesis Cabernet Sauvignon | <i>Wine Spectator</i> | January 31, 2008                      |
| 87 |                   | 2005 Genesis Syrah              | <i>Wine Spectator</i> | January 31, 2008                      |
| 87 |                   | 2007 Late Harvest Riesling      | <i>Wine Spectator</i> | June 30, 2008                         |
| 86 |                   | 2007 Pinot Grigio               | <i>Wine Spectator</i> | June 30, 2008                         |



|    |  |                      |                           |               |
|----|--|----------------------|---------------------------|---------------|
| 85 |  | 2005 Cabernet-Merlot | <i>Wine Spectator</i>     | May 31, 2008  |
| 85 |  | 2006 Chardonnay      | <i>Wine Enthusiast</i>    | March 1, 2008 |
| 85 |  | 2006 Chardonnay      | <i>Wine &amp; Spirits</i> | April 1, 2008 |
| 85 |  | 2005 Merlot          | <i>Wine Enthusiast</i>    | March 1, 2008 |



|    |                  |                      |  |                  |
|----|------------------|----------------------|--|------------------|
| 89 |                  | 2007 Sauvignon Blanc | <i>Beverages &amp; More Newsletter</i> | March 17, 2008   |
| 87 | <b>Top Value</b> | 2007 Sauvignon Blanc | <i>Wine Spectator</i>                  | May 15, 2008     |
| 87 |                  | 2007 Sauvignon Blanc | <i>Wine Spectator</i>                  | January 31, 2008 |
| 85 | <b>Top Value</b> | 2007 Rosé            | <i>Wine Spectator</i>                  | May 15, 2008     |
| 85 |                  | 2007 Rosé            | <i>Wine Spectator</i>                  | May 26, 2008     |
| 85 | <b>Best Buy</b>  | 2007 Sauvignon Blanc | <i>Wine Enthusiast</i>                 | May 1, 2008      |



|    |                         |  |                             |                                   |
|----|-------------------------|--|-----------------------------|-----------------------------------|
| 90 | <b>Editors' Choice</b>  | 2007 Icon Sauvignon Blanc                | <i>Wine Enthusiast</i>      | May 1, 2008                       |
| 90 | <b>Wine of the Week</b> | 2007 Regional Collection Sauvignon Blanc | <i>WineSpectator.com</i>    | January 22, 2008                  |
| 90 | <b>Smart Buy</b>        | 2007 Regional Collection Sauvignon Blanc | <i>Wine Spectator</i>       | January 31, 2008                  |
| 90 | <b>Top Value</b>        | 2007 Regional Collection Sauvignon Blanc | <i>Wine Spectator</i>       | May 15, 2008                      |
| 90 |                         | 2007 Regional Collection Sauvignon Blanc | <i>California Grapevine</i> | March 1, 2008<br>February 1, 2008 |
| 89 |                         | 2007 Regional Collection Sauvignon Blanc | <i>Wine &amp; Spirits</i>   | June 1, 2008                      |
| 88 |                         | 2007 Icon Sauvignon Blanc                | <i>Wine Spectator</i>       | April 30, 2008                    |
| 87 |                         | 2007 Regional Collection Sauvignon Blanc | <i>Wine Enthusiast</i>      | May 1, 2008                       |
| 87 |                         | 2006 Regional Collection Sauvignon Blanc | <i>Wine Spectator</i>       | January 31, 2008                  |
| 86 |                         | 2006 Regional Collection Chardonnay      | <i>Wine Enthusiast</i>      | May 1, 2008                       |





|    |  |   |                            |                  |
|----|--|---|----------------------------|------------------|
| 96 |  | 2005 Big River, Alexander Valley Zinfandel      | <i>Connoisseurs' Guide</i> | January 1, 2008  |
| 95 |  | 2005 Vineyard Designates: Teldeschi Zinfandel   | <i>Connoisseurs' Guide</i> | January 1, 2008  |
| 91 |  | 2005 Vineyard Designates: Belloni Zinfandel     | <i>Connoisseurs' Guide</i> | January 1, 2008  |
| 90 |  | 2005 Big River, Alexander Valley Zinfandel      | <i>Wine &amp; Spirits</i>  | February 1, 2008 |
| 90 |  | 2005 Barricia Vineyard, Sonoma County Zinfandel | <i>Connoisseurs' Guide</i> | January 1, 2008  |
| 88 |  | 2005 Dickerson Vineyard, Napa Valley Zinfandel  | <i>Connoisseurs' Guide</i> | January 1, 2008  |
| 87 |  | 2005 Vineyard Designates: Old Hill Zinfandel    | <i>Connoisseurs' Guide</i> | January 1, 2008  |

# A PORTFOLIO OF SPECTACULAR QUALITY



RECENT 85+ RATINGS OF OUR WINES

2nd Quarter, 2008

|   |    |  |   |                           |                   |
|---|----|--|---|---------------------------|-------------------|
| <b>ALICE WHITE</b>  | 85 | <b>Best Value</b>                              | 2007 Shiraz                             | <i>Wine Spectator</i>     | August 31, 2008   |
| <b>BLACK BOX</b><br>WINES   | 87 | <b>Best Buy</b>                                | Reserve Sonoma County Merlot            | <i>Wine Enthusiast</i>    | July 1, 2008      |
|   | 85 |  | 2006 Paso Robles Cabernet Sauvignon     | <i>Wine Enthusiast</i>    | July 1, 2008      |
| <b>BLACKSTONE</b>   | 88 |  | 2006 Winemaker Select California Merlot | <i>The Tasting Panel</i>  | July 1, 2008      |
|   | 86 | ★★★★   | 2005 Winemaker Select California Merlot | <i>Beverage Dynamics</i>  | May 1, 2008       |
| <br><b>CLOS DU BOIS.</b> | 90 | ★★★★   | 2006 North Coast Chardonnay             | <i>Beverage Dynamics</i>  | July 1, 2008      |
|   | 90 | <b>One of the best Chardonnays of the year</b> | 2006 Sonoma Reserve Chardonnay          | <i>Wine &amp; Spirits</i> | October           |
|   | 88 | <b>Editor's Choice</b>                         | 2007 California Pinot Grigio            | <i>Wine Enthusiast</i>    | September 1, 2008 |
|   | 88 | <b>Best Buy</b>                                | 2005 Sonoma Reserve Cabernet Sauvignon  | <i>Wine &amp; Spirits</i> | October           |
|   | 87 | <b>Editor's Choice</b>                         | 2006 Sonoma Reserve Chardonnay          | <i>Wine Enthusiast</i>    | August 1, 2008    |
|   | 86 | <b>Best Buy</b>                                | 2007 North Coast Sauvignon Blanc        | <i>Wine &amp; Spirits</i> | October           |
| <b>COVEY RUN</b>  | 89 |  | 2005 Quail Series Chardonnay            | <i>Wine Spectator</i>     | May 15, 2008      |
|   | 87 | <b>Best Value</b>                              | 2006 Quail Series Chardonnay            | <i>Wine Spectator</i>     | June 30, 2008     |
|   | 85 |  | 2006 Quail Series Dry Riesling          | <i>Wine Spectator</i>     | May 31, 2008      |
| <br><b>HOGUE</b>       | 90 |  | 2006 Genesis Riesling                   | <i>Wine Spectator</i>     | May 2, 2008       |
|   | 89 |  | 2006 Gewürztraminer                     | <i>Wine Spectator</i>     | May 15, 2008      |
|   | 88 | <b>Best Value</b>                              | 2007 Riesling                           | <i>Wine Spectator</i>     | June 30, 2008     |
|   | 87 | <b>Best Value</b>                              | 2006 Cabernet Sauvignon                 | <i>Wine Spectator</i>     | June 30, 2008     |
|   | 87 |  | 2007 Late Harvest Riesling              | <i>Wine Spectator</i>     | June 30, 2008     |
|   | 86 | <b>Daily Pick</b>                              | 2007 Pinot Grigio                       | <i>Wine Spectator</i>     | June 19, 2008     |
|   | 85 |  | 2005 Cabernet Merlot                    | <i>Wine Spectator</i>     | May 31, 2008      |
|   | 85 |  | 2004 Reserve Merlot                     | <i>Wine Spectator</i>     | August 1, 2008    |
| <br><b>Monkey Bay</b>  | 87 | <b>Top Value</b>                               | 2007 Sauvignon Blanc                    | <i>Wine Spectator</i>     | May 15, 2008      |
|   | 85 | <b>Top Value</b>                               | 2007 Rosé                               | <i>Wine Spectator</i>     | May 15, 2008      |
|   | 85 | <b>Best Buy</b>                                | 2007 Sauvignon Blanc                    | <i>Wine Enthusiast</i>    | May 1, 2008       |



# A PORTFOLIO OF SPECTACULAR QUALITY



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RECENT 85+ RATINGS OF OUR WINES

3rd Quarter, 2008



## CLOS DU BOIS.

|           |   |  |                           |                   |
|-----------|---|--|---------------------------|-------------------|
| <b>90</b> | <b>One of the 100 Best Buys of the Year</b> | 2006 Clos du Bois Sonoma Reserve Russian River Valley Chardonnay | <i>Wine &amp; Spirits</i> | November 1, 2008  |
| <b>87</b> |   | 2006 Clos du Bois Sonoma Reserve Sonoma Coast Pinot Noir         | <i>Wine Enthusiast</i>    | December 1, 2008  |
| <b>86</b> |   | 2006 Clos du Bois Sonoma Reserve Alexander Valley Merlot         | <i>Wine Enthusiast</i>    | December 1, 2008  |
| <b>86</b> |   | 2006 Clos du Bois Sonoma Reserve Sonoma Coast Pinot Noir         | <i>Wine News</i>          | November 1, 2008  |
| <b>86</b> |   | 2004 Clos du Bois North Coast Shiraz                             | <i>Wine Spectator</i>     | November 15, 2008 |
| <b>85</b> |   | 2007 Clos du Bois North Coast Sauvignon Blanc                    | <i>Wine Enthusiast</i>    | November 1, 2008  |




|           |                 |                                       |                           |                                       |
|-----------|-----------------|---------------------------------------|---------------------------|---------------------------------------|
| <b>90</b> |                 | 2005 Hogue Reserve Cabernet Sauvignon | <i>Wine Spectator</i>     | December 15, 2008                     |
| <b>90</b> |                 | 2005 Hogue Reserve Merlot             | <i>Wine Spectator</i>     | December 15, 2008                     |
| <b>88</b> | <b>Best Buy</b> | 2007 Hogue Chardonnay                 | <i>Wine Enthusiast</i>    | November 15, 2008<br>December 1, 2008 |
| <b>88</b> |                 | 2007 Hogue Genesis Riesling           | <i>Wine Enthusiast</i>    | December 1, 2008                      |
| <b>87</b> | <b>Best Buy</b> | 2007 Hogue Fumé Blanc                 | <i>Wine Enthusiast</i>    | December 1, 2008                      |
| <b>87</b> |                 | 2005 Hogue Reserve Cabernet Sauvignon | <i>Wine Enthusiast</i>    | December 1, 2008                      |
| <b>86</b> | <b>Best Buy</b> | 2007 Hogue Gewürztraminer             | <i>Wine Enthusiast</i>    | December 1, 2008                      |
| <b>86</b> |                 | 2005 Hogue Reserve Merlot             | <i>Wine Enthusiast</i>    | December 1, 2008                      |
| <b>85</b> |                 | 2006 Hogue Reserve Chardonnay         | <i>Wine Enthusiast</i>    | December 1, 2008                      |
| <b>85</b> | <b>Best Buy</b> | 2006 Hogue Shiraz                     | <i>Wine &amp; Spirits</i> | October 1, 2008                       |



## RAVENSWOOD

|           |  |  |                          |                  |
|-----------|--|--|--------------------------|------------------|
| <b>92</b> |  | 2006 Ravenswood Single Vineyard Designate Big River Zinfandel  | <i>Wine Enthusiast</i>   | December 1, 2008 |
| <b>90</b> |  | 2006 Ravenswood Single Vineyard Designate Dickerson Zinfandel  | <i>Wine Enthusiast</i>   | December 1, 2008 |
| <b>88</b> |  | 2006 Ravenswood Single Vineyard Designate Belloni Zinfandel    | <i>WineSpectator.com</i> | November 3, 2008 |
| <b>88</b> |  | 2006 Ravenswood Single Vineyard Designate Teldeschi Zinfandel  | <i>WineSpectator.com</i> | November 3, 2008 |
| <b>86</b> |  | 2005 Ravenswood County Series Sonoma County Cabernet Sauvignon | <i>Wine Spectator</i>    | October 31, 2008 |

|   |       |                        |  |   |                   |
|---|-------|------------------------|--|---|-------------------|
| PURE<br>NEW ZEALAND<br>PURE<br>NOBILO  | 90    | <b>Editor's Choice</b> | 2007 Icon Sauvignon Blanc  | <i>Wine Enthusiast</i>                            | May 1, 2008       |
|   | 90    | <b>Top Value</b>       | 2007 Regional Collection Sauvignon Blanc                               | <i>Wine Spectator</i>                             | May 15, 2008      |
|   | 89    |                        | 2007 Regional Collection Sauvignon Blanc                               | <i>Wine &amp; Spirits</i>                         | June 1, 2008      |
|   | 87    |                        | 2007 Regional Collection Sauvignon Blanc                               | <i>Wine Enthusiast</i>                            | May 1, 2008       |
|   | 86    |                        | 2006 Icon Riesling   | <i>Wine Enthusiast</i>                            | May 1, 2008       |
|   | 86    |                        | 2006 Regional Collection Chardonnay                                    | <i>Wine Enthusiast</i>                            | May 1, 2008       |
|   | 85    |                        | 2007 Regional Collection Pinot Gris                                    | <i>Wine Enthusiast</i>                            | September 1, 2008 |
|  RAVENSWOOD                            | 94-96 |                        | 2006 Single Vineyard Designates Old Hill Sonoma Valley Zinfandel       | <i>Stephen Tanzer's International Wine Cellar</i> | May/June 2008     |
|   | 92-94 |                        | 2006 Single Vineyard Designates Big River Alexander Valley Zinfandel   | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 92-93 |                        | 2005 Single Vineyard Designates Pickberry Sonoma Mountains Red Wine    | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 91-93 |                        | 2006 Single Vineyard Designates Teldeschi Dry Creek Valley Zinfandel   | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 91-93 |                        | 2006 Single Vineyard Designates Dickerson Napa Valley Zinfandel        | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 91-93 |                        | 2006 Single Vineyard Designates Barricia Sonoma Valley Zinfandel       | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 91    |                        | 2005 County Series Sonoma County Icon                                  | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 90-92 |                        | 2006 Single Vineyard Designates Belloni Russian River Valley Zinfandel | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 90-91 |                        | 2006 Sonoma County Chardonnay  | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 89-90 |                        | 2006 County Series Sonoma County Cabernet Sauvignon                    | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 89    |                        | 2006 County Series Sonoma County Merlot                                | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 88-89 |                        | 2006 County Series Sonoma County Zinfandel                             | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 88    |                        | 2006 County Series Sonoma County Chardonnay                            | <i>International Wine Cellar</i>                  | May/June 2008     |
|   | 87-88 |                        | 2006 County Series Napa Valley Zinfandel                               | <i>International Wine Cellar</i>                  | May/June 2008     |
| 88  | ★★★★  |                        | 2004 County Series Sonoma County Merlot                                | <i>Beverage Dynamics</i>                          | May 1, 2008       |
|  SOLAIRE<br>ROBERT MONDAVI           | 89    |                        | 2006 Santa Lucia Highlands Chardonnay                                  | <i>The Wine News</i>                              | July 28, 2008     |
|   | 86    |                        | 2005 Paso Robles Cabernet Sauvignon                                    | <i>Wine Enthusiast</i>                            | September 1, 2008 |
|   | 88    |                        | 2006 Santa Lucia Highlands Chardonnay                                  | <i>The Tasting Panel</i>                          | June 1, 2008      |
| TOASTED<br>HEAD   | 89    | ★★★★                   | 2004 California Merlot   | <i>Beverage Dynamics</i>                          | May 1, 2008       |

# IN THE NEWS

MAY 2008

## 2006 Alice White Chardonnay

**The Tennessean** April 16, 2008

### Surfing the Wine Shelves

Well-made for this price range. Look for aromas and then flavors of green apples, tropical fruit, citrus and pears.  
—Frank Sutherland

## 2006 Black Box

**Today** (Broadcast TV) April 17, 2008

**Battle of the Wines: Boxed vs. Bottled**  
—Leslie Sbrocco

## 2006 Black Box Cabernet Sauvignon

**Today** (Online) April 17, 2008

### Battle of the Wines: Boxed vs. Bottled

Central Coast, California \$25 (3 liters)  
Known as the ultra-premium producer of boxed wine, Black Box makes Chardonnay, Merlot, Shiraz, and this quite complex Cabernet Sauvignon all hailing from well-known wine regions. Sleek enough to bring to a party or show off to friends, it's a box with style. —Leslie Sbrocco

## 2006 Black Box Cabernet Sauvignon

**epicurious** April 1, 2008

### Top 5 Box Wines

Most box wines are made in such large quantities that they sport extremely vague regions such as "California" or "Australia" or "Planet Earth." This Paso Robles has appellation prestige and tastes great. The initial aromatic punch of toasty oak and vanilla subsides to reveal sweet, black cherry fruit and hints of licorice. There is black currant and kirsch on the palate too, with nicely balanced, fine tannins. —Jeffery Lindenmuth

## 2006 Black Box Central Coast Shiraz

**San Jose Mercury News** April 9, 2008

### Our List of Decent Red Wines for \$15 or Less

A great bargain is the bag-in-box 2006 Black Box Shiraz, which costs \$20 for three liters, the equivalent of \$5 a bottle. The wine is plump and smooth, with ripe blackberry and hints of pepper and tobacco. —Laurie Daniel

## Black Box

**The Wine Curmudgeon** April 14, 2008

### After the Bottle: Trends in Wine Packaging, Part II

Known as the ultra-premium producer of boxed wine, Black Box makes Chardonnay, Merlot, Shiraz, and this quite complex Cabernet Sauvignon all hailing from well-known wine regions. Sleek enough to bring to a party or show off to friends, it's a box with style.

## 2005 Blackstone Merlot

**Food & Wine** May 1, 2008

### Moroccan Lamb and Vegetable Couscous

Look for robust California bottlings like the plummy 2005 Blackstone.

## 2006 Blackstone Merlot

**USA Today** April 23, 2008

### Cheers

The Blackstone makes the cut primarily because it delivers such great value. There's not much complexity or lushness here but the flavors reflect true Merlot character and aren't overly sweet, as many low-end Merlot tend to be. —Jerry Shriver

  
A CONSTELLATION BRANDS COMPANY

## 2006 Blackstone Merlot

**San Jose Mercury News** (online) April 9, 2008

**Our List of Decent Red Wines for \$15 or Less**  
Recommended: 2006 Blackstone Merlot, with its dark, juicy black cherry and plum flavors. —Laurie Daniel

## Blackstone Merlot

**Wine & Spirits** April 1, 2008

**19th Annual Restaurant Poll**  
Ranked #14 among Most Popular Merlots.

## 2005 Blackstone Zinfandel

**The Washington Post** April 16, 2008

**Some Makers Can't Be Labeled**  
Blackstone is full-bodied with cooked-plum fruitiness and notes of white pepper. It's a good choice with barbecued ribs or lamb. —Andrew Dornenburg & Karen Page

## 2005 Blackstone Zinfandel

**Food & Wine** April 1, 2008

**Best American Wines \$15 & Under**  
Peppery and gamey, with classic Zinfandel berry notes, this full-bodied red provides an appealing example of California's most famous native grape. A bit of Syrah and Petite Sirah in the final blend help add spiciness.

## Clos du Bois Chardonnay

**Wine & Spirits** April 1, 2008

**Chardonnay: Most Popular Chardonnays**  
The Clos du Bois Russian River Valley Reserve and North Coast Chardonnays collectively ranked 17th at average price points of \$38 and \$33, respectively, in a list of 30 brands on the "Most Popular Chardonnays" list, a list derived by asking restaurateurs to list their top-selling wines in order of popularity.

## Clos du Bois Pinot Noir

**The Washington Examiner** April 10, 2008  
(District Edition)

**Wines That Will Receive... A Warm Reception**

Spring has arrived in Washington, bringing with it a bounty of charity events, bar and bat mitzvahs, and weddings. A selection of wines that can be enjoyed at a large event successfully are reviewed. One of the wines suggested is the 2005 Clos du Bois Pinot Noir. —Cindy Greenberg

## 2006 Clos du Bois Rosé

**Every Day with Rachael Ray** April 1, 2008

**Wine Pairing Match Game**

The April 1 edition of *Every Day with Rachael Ray* recommends the Clos du Bois 2006 Rosé as a pairing with mini egg and ham casseroles in the "Every Day Meal Planner" portion of the "Wine Pairing" section. According to the editors, all of the wines recommended, including the Rosé, "deliver exceptional value so you get the best drink for your dollar."

## 2004 Clos du Bois Shiraz

**Food & Wine** April 1, 2008

**67 Best American Wines \$15 and Under**

2004 Clos du Bois North Coast Syrah (\$14)  
Toasty oak notes carry through this red, a good all-purpose choice from a producer that's had a jump in quality since the arrival a few years ago of winemaker, Eric Olsen, formerly of Chateau Ste. Michelle. —Megan Krigbaum

## Covey Run

**The Seattle Times** March 19, 2008

**Doing it the French Way – Near Downtown Walla-Walla**

[Marie-Eve Gilla] was first at Argyle in Oregon, then at Covey Run, Hogue Cellars, and Gordon Brothers, while she methodically worked her way up the ladder, building the expertise and street cred that enabled her to find the financial backing to open Forgeron in 2001. —Paul Gregutt

## Covey Run

**Market Watch** April 1, 2008

**Hot Brands**

Imported Wine—2007 "Hot Brands" —Daniel Marsteller and Paula Pou

## 2006 Covey Run Quail Series Dry Riesling

**San Jose Mercury News** April 2, 2008

**Daniel: Wine for These Times: \$15 a Bottle or Less**

Another Washington wine, the 2006 Covey Run Dry Riesling (\$9), is actually off-dry, with lime and tangerine flavors.

—Laurie Daniel

## 2005 Hogue Genesis Syrah

**Citizens Voice** March 14, 2008



**Syrah's Origins Unromantic Yet Rewarding**

Hogue Genesis 2005 Columbia Valley Syrah comes on strong with dried fruit and smoke smells and tastes like ripe blackberry and blueberry with a bit of vanilla on the finish. It was available in Pennsylvania, but the bureaucrats took it away. \$16.

—David Falchek

## 2006 Hogue Chardonnay

**San Francisco Chronicle** March 21, 2008



**The Chronicle's Wine Selections: Pacific Northwest Chardonnay**

Rating: TWO AND A HALF STARS

2006 Hogue Cellars Columbia Valley Chardonnay (\$10)

Bottled under screw cap, this is a nicely balanced wine with moderate fruit—citrus, ripe pear and apple—touches of kettle corn and textural oak nuances. This is a good everyday wine with a round mouthfeel. Most of the wine is fermented in stainless steel but 7 percent is barrel fermented, with 32 percent undergoing malolactic fermentation. —Lynne Char Bennett

## 2005 Hogue Chenin Blanc

**Martha Stewart Living** May 1, 2008

**Entertaining Wine: Topping it Off**

Screw Cap. This Chenin Blanc by The Hogue Cellars (2005, \$9), in Washington state, is bright and fruity. Its light melon and citrus inflections and crisp finish would make it a good partner for scallop seiche or white clam chowder. —Matt Lee and Ted Lee

## 2004 Hogue Merlot

**The Detroit News** (Online) March 29, 2008

**Today's Recommended Wine**

I have recently reviewed the Reserve Chard and Cab from Hogue, and I can tell you they were right-on, but the Merlot is perfection. Washington is the go-to state for American Merlot. This wine has depth and complexity, and is certainly worthy of aging. The tannins sing! They coat the palate, and they are dusty but supple at the same time. Combine that with good acidity and fruit that is like distilled blackberries, cherries and blueberries with dark chocolate and espresso thrown in, and you have one heck of a wine. The wood is part of the recipe, too, with a generous portion assigned to new French and American barrels. It has so much "stuffing" that even when I re-tasted it days later, it had not changed its overall profile. This is a great wine. —Sandra Silven

## 2004 Hogue Reserve Cabernet Sauvignon

**The Detroit News** (Online) March 22, 2008

**Today's Recommended Wine**

You gotta love the Cabernet Sauvignons from Washington state. They have balance, acidity, tannins and don't whomp you over the head with port-like alcohol. This one is a manly 14.8 percent, but doesn't hammer your palate. The nose is a lovely layering of black cherry, blackberry, cedar, coffee and roasted peppers. The palate is black cherry and cinnamon and cocoa. The finish is pure dark chocolate. It's an exciting wine to pair with a rich, thick grilled steak or hearty stew or spicy red pasta sauce. It was aged 28 months in barrel. —Sandra Silven

## Monkey Bay

**Beverage Dynamics** March 1, 2008

### Rising Star

**Growth Brands - The Fastest Growing Wines & Spirits in the U.S. (Rising Star)**

Ranked #9 - Wine Rising Stars (brands that are less than five years old and have exhibited notable growth over the past few years).

## 2006 Monkey Bay Chardonnay

**San Jose Mercury News** April 2, 2008

**Daniel: Wine for These Times: \$15 a Bottle or Less**

Look to New Zealand too: The Monkey Bay 2006 Chardonnay (\$11) is fresh and crisp, with bright pear fruit and just a touch of toasty oak. —Laurie Daniel

## 2006 Monkey Bay Chardonnay

**Cheers** March 1, 2008

### Products

Monkey Bay Chardonnay 2006 is a medium-bodied wine with flavors of melon, ripe grapefruit and peach. The balanced crisp Chardonnay features a bright acidity according to the winemaker. Grapes from two East Coast regions of the North Island—known as the Chardonnay capital of New Zealand—are used in the wine.

## 2007 Monkey Bay Sauvignon Blanc

**Beverages & More** March 17, 2008

**89 points**

**My Top 10 Wines from March 2008**

light straw, green color; pure aromas of green olives and ripe citrus rind, impressive depth of fruit; Medium-bodied, racy on the palate with excellent richness, finely structured; dry, very good acidity, well-balanced; well-focused mineral flavors, fine concentration of fruit, medium to lingering finish; zippy aftertaste.

—Wilfred Wong

## 2006 Nobile Regional Collection Sauvignon Blanc

**The Miami Herald** April 10, 2008

**Festival Tasting Varied, Delicious**

Recommended Whites—2006 Nobile Sauvignon Blanc, Marlborough, New Zealand: gooseberry flavors; crisp and powerful. —Fred Tasker

## 2005 Ravenswood Cabernet Sauvignon

**Food & Wine** April 1, 2008

**Best American Wines \$15 and Under**

Although Cabernet can often be formidably tannic, Ravenswood's most affordable bottling is juicy and round, its sweet, generous black fruit bound together by just the right amount of tannins.

## 2005 Ravenswood Sonoma County Chardonnay

**The Miami Herald** April 10, 2008

**Festival Tasting Varied, Delicious**

Big, oaky, lush pineapple flavors. —Fred Tasker

## 2004 Ravenswood Vintners Blend Shiraz

**The Seattle Times** April 2, 2008

**Pick of the Week**

**Special Sips from Inside the Tasting Room**

It delivers the sort of snappy, sappy fruit flavors that taste like a big bite of boysenberry pie. What could be better for welcoming the first warm days of spring? —Paul Gregutt

## 2005 Ravenswood Napa Valley Zinfandel

**Men's Health** May 1, 2008

**Grape Expectations**

2005 Ravenswood Napa Valley Zinfandel; Taste: Black pepper and berries.

## 2005 Ravenswood Teldeschi Zinfandel

**Decanter** April 1, 2008

### Linda's A-List Zins

Ripe raspberry and plum fruits; crisp acidity; sturdy tannins; cherry-vanilla cola note on the finish. Rich and elegant.

## Ravenswood Zinfandel

**Wine & Spirits** April 1, 2008

### 19th Annual Restaurant Poll

Ranked #3 among Most Popular Zinfandels.

## Rex Goliath Pinot Grigio

**The Sacramento Bee** April 23, 2008

### Dunne on Wine: Pinot Grigio a Breath of Spring in Any Weather

Other producers that consistently turn out reliable Pinot Grigios that often can be found in local restaurants and stores are... HRM Rex Goliath [other brands listed as well]. —Mike Dunne

## Robert Mondavi Private Selection

**Wine & Spirits** April 1, 2008

### 19th Annual Restaurant Poll

Ranked #21 among Lowest-Priced Wines on Restaurant Wine Lists

## Solaire by Robert Mondavi

**Market Watch** April 1, 2008

### New Product Watch

In February, Constellation Wines U.S. rolled out Solaire by Robert Mondavi nationwide. Winemaker Rick Boyer crafted a Chardonnay and Cabernet Sauvignon with fruit sourced from California's Central Coast. The Santa Lucia Highlands Chardonnay spent 13 months in French oak barrels and has citrus, pear and stone fruit aromas with a smoky nuance. The Paso Robles Cabernet Sauvignon is a full-bodied wine with aromas of blackberry, cassis and dark, sweet fruits and flavors of blackberries and plums, with ripe tannins and sweet oak characters.

## Solaire by Robert Mondavi 2006 Chardonnay & 2005 Cabernet Sauvignon

**Newsday** April 1, 2008

### Spring Bargains

Solaire by Robert Mondavi reads like a best-seller title. The respected author's name here attaches to a full-bodied 2005 Paso Robles Cabernet Sauvignon and a citrusy 2006 Santa Lucia Highlands Chardonnay. The red is about \$17; the white, about \$15. —Peter Gianotti

# IN THE NEWS

JUNE 2008

## Black Box

**Newsweek** June 2, 2008

### Boxed Vino Goes Primo

But for those who've outgrown cheap hangovers but not cheap prices, a new breed of "premium" boxed wines has arrived... Brands such as Black Box, Bota Box and the Wine Cube by—get ready—Target use California grapes, and are stored with bags that collapse to keep out oxygen so the wines last longer—some up to six weeks. —Jessica Bennett

## 2006 Blackstone California Merlot

**San Jose Mercury News** (MercuryNews.com)  
May 21, 2008

### Daniel: Our picks for wines to pair with grilled food

MISCELLANEOUS: Merlot drinkers can find suitable bottles for that holiday cookout. The 2005 Ghost Pines Merlot (\$23), for example, is dark, juicy and spicy, with black cherry and plum flavors. The 2006 Blackstone California Merlot (\$12) offers a similar profile for a bargain price. —Laurie Daniel

## 2005 Blackstone California Merlot

**Beverage Dynamics** May 1, 2008

86 points



### Retailer Wine Selections

Ripe cherry and light oak on the nose; rich fruit aromas, soft and round, supple oak flavors and firm tannins; a great value that will pair nicely with braised and grilled meats.

## 2007 Clos du Bois Sonoma County Rosé

**San Francisco Chronicle** May 23, 2008



### Rethink Pink

On the flip side, Beam Wine Estates' large-volume Clos du Bois entered the Rosé market last year with 4,600 cases of its inaugural 2006 vintage, which had limited distribution. Winemaker Erik Olsen had wanted to make a dry French-style Rosé for some time but became more motivated after a trip to Southern France, where he thought it remarkable how much Rosé was consumed—"More Rosé, it seemed, than anything else," he says.

The Clos du Bois Rosé program combines saignée with whole-cluster press. Olsen picks some Rosé-designated Syrah vineyards at 22.5 Brix, a measure of the grapes' ripeness, about three to four weeks earlier than Syrah destined for red wine. Earlier harvest means lower sugar (therefore lower alcohol) and more acidity, which is maintained with cooler harvest temperatures—one reason the grapes are picked at night or early in the morning.

"Syrah," Olsen says, "is a natural base grape to use for Rosé because it is readily available and affordable." For the 2007 vintage, Clos du Bois upped its production of Sonoma County Rosé to 20,000 cases.

The perfumed nose offers floral notes with fresh lime, watermelon, pureed raspberry and hints of sugar but has a lean, clean palate. Intriguing bit of minerally grip on the finish. 70 percent Syrah, 30 Merlot. —Lynne Char Bennett





## 2006 Covey Run Quail Series Dry Riesling

**Food & Wine** June 1, 2008

### Red Curry Chicken Kebabs – Pairing

Off-dry Riesling is a classic pairing for Thai curries (or curried kebabs like these); the light sweetness cools the curry's fire, and the vibrant fruit can compete with the spiciness. Washington state produces some of the country's best Rieslings; try the apple-tinged 2006 Waterbrook or the 2006 Covey Run Dry Riesling, which has a pretty honeysuckle aroma.

## 2005 Covey Run Quail Series Syrah

**Seattle Times** May 14, 2008

### Mix-and-Match Party Wines

Lean and peppery, with plenty of color and tannin, this would make a fine accompaniment to simple grilled meats. It's got fairly simple flavors of red currants, lightly earthy tannins and proportionate acids. —Paul Gregutt

## 2007 Hogue Pinot Grigio

**Wall Street Journal** May 30, 2008

### Very Good & Best Value

#### American Pinot Who?

Hogue has been one of our favorite value wineries for years and its Pinot Grigio is a real winner—crisp, clean, lovely and a terrific buy at \$6.99...Very Good/Best Value. Clean, bright, fresh and utterly winning. Fun and alive, with all sorts of tastes of just-picked fruit. Another reasonably priced winner from Hogue. —Dorothy Gaiter & John Brecher

## 2007 Hogue Pinot Grigio

**Seattle Times** May 14, 2008

### Mix-and-Match Party Wines

This affordable, straightforward white wine is fresh and crisp, with flavors of citrus rind, pears and green apples. It has a bit more concentration than its budget-priced Washington competitors.

## 2005 Hogue Chenin Blanc

**Martha Stewart Living** May 1, 2008

### Entertaining Wine: Topping it Off

Screw Cap. This Chenin Blanc by The Hogue Cellars (2005, \$9), in Washington state, is bright and fruity. Its light melon and citrus inflections and crisp finish would make it a good partner for scallop seiche (see the Recipes section) or white clam chowder. —Matt Lee and Ted Lee

## Hogue Genesis Merlot

**Women's Health** May 1, 2008

### Best in Glass

A no-brainer guide to the perfect pour: You're sipping solo and watching...The Ghost Whisperer...Soft notes of cherries, raspberries, and vanilla in this smooth Pacific Northwest red make it the perfect accompaniment to Jennifer Love Hewitt's ditzy do-gooding for the undead.

Grape Debate: We squeezed wine experts until they answered our most pressing questions: Corks or screwcaps? Screwcaps. Traditionalists may scoff, but wine stays purer under a screwcap than under any other closure. "In New Zealand alone, screwcap use has risen from zero to an estimated 90 percent in five years," says Co Dinn, director of winemaking for Hogue Cellars in Prosser, Washington. Why it matters: Cork bark is riddled with natural imperfections, so it can leak or impart flavors to a wine. Failure rates are 2 to 12 percent. —Jeffery Lindenmuth, Bryan Miller, Ashley Primis

## 2007 Nobile Pinot Gris

**San Diego Union-Tribune** May 7, 2008

### Chardonnays come close, but backlash continues

The vote for best white at the San Diego competition, where I serve as director, went to Nobile's 2007 East Coast Pinot Gris from New Zealand, a delightfully refreshing, well-made wine that's a real value at \$13. —Robert Whitley

## 2007 Nobile Sauvignon Blanc

**Decanter** June 1, 2008



### Highly Recommended...

Grassy, gooseberry and hints of tropical fruit; intense and full-flavored palate. Well made with nice complexity.

## 2004 Ravenswood Sonoma County Merlot

**Beverage Dynamics** May 1, 2008

88 points



### Retailer Wine Selections

A bright, clean example of Sonoma County fruit, the wine is a very dark, bright ruby in the glass; the nose shows enormous black cherry fruit, with a touch of anise on the nose, and hints of vanilla; on the palate, a solid core of black cherry and plum, and blackberry notes, balanced by a slight chocolate edge; the finish is medium-long and balanced.

## 2005 Robert Mondavi Private Selection Vinetta

**The News-Journal** April 30, 2008

### Help him a-drink his wine

The Robert Mondavi Private Selection Vinetta 2005 (a bargain at \$11) is the first foray into the Bordeaux blend territory. The name has a nice ring, no? Deep ruby in color, its aromas include black and bell peppers with a hint of black cherries. On the palate is more dark berry flavor in a medium-bodied, velvety wine with good structure and a fine finish. Appropriately, it pairs well with foods, French or otherwise. For that matter it would even work well with certain of the fishes in the deep blue sea, providing yet more joy to you and me and those bullfrogs.

## 2005 Solaire by Robert Mondavi Paso Robles Cabernet Sauvignon

**Times Union** May 15, 2008

### Sipping

\$16.99. A TERRIFIC VALUE in a higher caliber and complex cab, this one from Paso Robles instead of Napa. Fruit forward, with a lingering spicy finish and disciplined but solid tannins. A RED MEAT delight, or will please well by itself.

## 2006 Solaire by Robert Mondavi Santa Lucia Highlands Chardonnay

**Tampa Bay Tribune and  
Tampa Bay Online** May 20, 2008

### Wine By Design: Label's Look Colors Grape's Flavor

Winemaker Rick Boyer crafts Solaire with grapes cultivated from the Santa Lucia highlands, and the result is a crisp wine with hints of pineapple and mango. We enjoyed it with spicy shrimp pasta. —Kurt Loft

## 2004 Toasted Head California Merlot

**Beverage Dynamics** May 1, 2008

89 points



### Retailer Wine Selections

Nice round berry and plum flavors surrounded by subtle acidity and light tannins make this a perfect sipper.

## Woodbridge by Robert Mondavi Lodi

**Wine Country This Week** May 9, 2008

Woodbridge Winery—Bridging the Past and Future  
Feature article.

# IN THE NEWS

JULY 2008

## Black Box

### ***Vineyard & Winery Management***

May 1, 2008

#### **What Do Airlines Want?**

Bag-in-box wines such as Tavernellb, Washington Hills, Fish Eye and Black Box are creating, or at least riding, surprising trends: bag-in-box is the fastest growing category in U.S. wine sales.

—Doug Frost

## 2007 Clos du Bois Pinot Grigio

***Daily News*** (Los Angeles) June 23, 2008

#### **Locate Free Wi-Fi Locales**

A glass of chilled white wine may quench your thirst during hot weather. All bottles are \$15 or less: Talus Collection 2006, Yellow Tail 2007, Montevina 2006, Robert Mondavi Private Selection 2006, Clos du Bois 2007, Willamette Valley Vineyards 2006. —Julia Scott

## 2005 Clos du Bois Chardonnay

***Times-Tribune*** (Scranton, PA) June 18, 2008

#### **Winestein: Chardonnay Top Wine in U.S. Despite Snobs**

David looks at the chardonnay grape variety and its wines. Today, he reviews the love hate relationship Americans have with Chardonnay.

...Another good wine to sip and not think about is Clos Du Bois 2005 North Coast Chardonnay. After spending time with it, you may find subtle apple, sage, lime and pineapple character. —David Falchek

## 2004 Clos du Bois Marlstone

***San Francisco Chronicle*** (Online) June 13, 2008



#### **The Chronicle Wine Selections**

France's traditional Bordeaux region red grapes—Cabernet Sauvignon, Merlot, Cabernet Franc, Malbec and Petit Verdot—have made it big in other parts of the world, including California.

Clos du Bois Marlstone Alexander Valley (\$50). First made in 1978, this wine is crafted by winemaker Erik Olsen and aged in 97 percent new French oak barriques. Luscious black plum, fresh red cherry, spice and a subtle gravelly note on the nose; piquant blackberry, subtle toast and a warm sappiness on the palate with tea notes. Ends with fine gentle grip and long, bright finish. Very food-friendly. (69 percent Cabernet Sauvignon, 22 Merlot, 2 Cabernet Franc, 4 Malbec, 3 Petit Verdot)  
—Lynne Char Bennett

## 2006 Hogue Cabernet Sauvignon

***San Francisco Chronicle*** June 27, 2008



#### **The Chronicle Wine Selections: Washington State Cabernet Sauvignon & Red Bordeaux Blends**

Most grapes for this wine—which includes 6 percent Syrah, 4 percent Merlot and 1 percent Lemberger (originally from Central Europe)—are from the Horse Heaven Hills appellation. The nose is earthy with hints of barnyard surrounding compressed blackberry, cherry and toast. Streamlined and nicely fruited without being over the top; weighs in with a moderate 13.8 percent alcohol and palate-pleasing berry tang.  
—Lynne Char Bennett



## 2005 Hogue Genesis Cabernet Sauvignon

**San Francisco Chronicle** June 27, 2008



**The Chronicle Wine Selections: Washington State Cabernet Sauvignon & Red Bordeaux Blends**

The Hogue family—who planted their first grapes in 1974—named its Genesis line to honor that first vineyard. A blend that includes 6 percent Merlot, 2 percent Syrah, 2 percent Cabernet Franc and 1 percent Malbec for an earthier style, it offers a lot of horse barn overlying the sweet fruit aromas. More raspberry and currant on the juicy palate; great acidity and slightly chewy tannins on finish. —Lynne Char Bennett

## 2004 Hogue Reserve Cabernet Sauvignon

**San Francisco Chronicle** June 27, 2008



**The Chronicle Wine Selections: Washington State Cabernet Sauvignon & Red Bordeaux Blends**

Bright, aromatic blackberry, smoky red raspberry and plum with sweet bourbon amid mineral notes. Tangerine peel and slightly bitter dark chocolate shavings underscore the chewy tannins. Almost all Cabernet with 2 percent Merlot, aged 28 months in French oak, 73 percent of which was new. —Lynne Char Bennett

## Monkey Bay

**Impact Magazine** June 1, 2008

**Imported Wine Still Rising in U.S., Despite Supply, Currency Issues**

Also with Nobile and Kim Crawford, Constellation has another of New Zealand's top wines in the US in Monkey Bay, which has risen to more than 150,000 cases in only its third year on the market. —Daniel Marsteller

## 2007 Nobile Regional Collection Sauvignon Blanc

**San Diego Union-Tribune** June 17, 2008

**Grill Friends: The right wine puts the finishing touch on a barbecue**

Other options include a couple of true Kiwi Sauvignon Blancs from New Zealand's Marlborough region—...2007 Nobile Regional Collection Sauvignon Blanc (\$12). —Robert Whitley

## 2004 Ravenswood County Series Merlot

**Beverage Dynamics** May 1, 2008

88 points



**Retailer Wine Selections**

A bright, clean example of Sonoma County fruit, the wine is a very dark, bright ruby in the glass; the nose shows enormous black cherry fruit, with a touch of anise on the nose, and hints of vanilla; on the palate, a solid core of black cherry and plum, and blackberry notes, balanced by a slight chocolate edge; the finish is medium-long and balanced.

## 2006 Solaire by Robert Mondavi Chardonnay

**Ken's Wine Guide** (Online) June 1, 2008

87–89 points • Very Good

**2006 Solaire by Robert Mondavi Chardonnay "Solaire"**

**Wine Review:** Some wines are very easy to tell where they come from. This one is clearly a California Chard. This yellow wine opens with a banana and golden delicious apple like bouquet. On the palate, this wine is rich, creamy, well balanced, soft, while yet full flavored. The flavor profile is very concentrated tropical fruit like flavors with creamy butter and oak influences that are common in many CA Chardonnays. This traditional Chard would pair quite nicely with smoked Gouda cheese and crackers. Also, like most Chardonnays, it is quite temperature sensitive. Serve this wine cool, not cold. It will bring out the wine's best traits.

**Winemaker Notes:** Solaire by Robert Mondavi displays aromas and flavors of citrus, pear, mango, and freshly cut pineapple, supported by spicy and smoky nuances from 100% French oak. Aged for 13 months in a combination of new and one-year-old oak, this wine may be enjoyed upon release. —Ken

## 2006 Solaire by Robert Mondavi Chardonnay

**NBC Today Show** (TV/Online) June 27, 2008

<http://www.msnbc.msn.com/id/21134540/vp/25411672#25411723>

## 2006 Solaire by Robert Mondavi Chardonnay

**The Tasting Panel Magazine** June 1, 2008

88 points

Robert Mondavi 2006 Solaire Chardonnay, Santa Lucia Highlands (\$15). Ripe with lush texture and nice tangy acidity; clean and long with balance and style.

## 2006 Solaire by Robert Mondavi Chardonnay

**Restaurant Wine Magazine** June 1, 2008

★★★★ Excellent

### Star Listings

First Release. Fragrant and full bodied, this is a finely flavored Chardonnay, with good balance and a long finish, tasting of pear, peach, lemon zest, and roasted nut. Great value. 37,000 cases.

## 2006 Solaire by Robert Mondavi Chardonnay

**The Wine News** June/July 2008

89 points

### Taster's Choice Selections

Robert Mondavi, 2006 Solaire Chardonnay, Santa Lucia Highlands. Upfront aromas of glazed pineapple, cinnamon and toasted oak. Rich pineapple flavors with a good lick of vanilla and a note of charred oak. A fruit-forward wine that's drinking nicely right now. \$15/40,000 cases.

## 2007 Woodbridge by Robert Mondavi Lightly Oaked Chardonnay

**Beverage News Daily** June 19, 2008

### Woodbridge Intros Lightly Oaked Chardonnay

Woodbridge by Robert Mondavi (VineOne) expanded its popular wine portfolio to include new Lightly Oaked Chardonnay. "When it comes to Chardonnay, consumers fall into two distinct camps," explains Todd Ziemann, winemaker. "Those who prefer a more traditional style of wine with classic oak overtones and those who prefer a Chardonnay that's a touch more floral, full of lush fruit sweetness. This wine will appeal to people who favor the latter style. It's all about the Chardonnay fruit." Chardonnay accounts for 24% of total table wine sales. The top-selling premium-priced Chardonnay on the market today is Woodbridge by Robert Mondavi Chardonnay. Nick Withers, Marketing Director, said the wine's packaging was carefully designed to distinguish it from Woodbridge by Robert Mondavi Chardonnay. The front label clearly states "Lightly Oaked," the neck band has a bright silver color scheme and the wine is bottled in a claret bottle. Woodbridge Lightly Oaked Chardonnay will be available in 750ml and 1.5l bottles. Retail \$799.

# IN THE NEWS

AUGUST 2008

## 2007 Alice White Lexia

**Better Homes & Garden  
Wine Club E-newsletter** July 16, 2008

### Lower-Alcohol Wines for Summer Sipping

This deep pink wine comes on sweetly, caressing the palate with rich, ripe red fruit flavors. But it's the bright zip on the finish that makes it a great summer sipper. —Wini Moranville

## Alice White

**WineSkinny.com** June 1, 2008

These are reliably good names for when perusing the sea of South Eastern Australian wines, along with Pepper Tree, Banrock Station, Lindemans, Alice White, Black Opal and Black Swan.

## 2006 Black Box Central Coast Shiraz

**Today Show** July 22, 2008

### Value Wine Segment

In the fourth hour of the Today Show, Black Box was a featured wine tasted by a panel of news anchors led by Ray Isle of Food & Wine magazine! —Hoda Kotb, Kathie Lee & Ray Isle

## 2006 Blackstone Winemaker Select Syrah

**Pittsburgh Tribune Review** June 11, 2008

### Recommended

#### Get the Grill Out for Father's Day Barbecue

2006 Blackstone Winery, Syrah, Calif. (9208, on sale: \$9.99): Ripe black plum and spicy aromas open to lush, fruity flavors of black fruit with classic black pepper nuances. Lively acidity and soft tannins carry a ripe, fruity finish. Recommended. —Dave DeSimone

## 2005 Blackstone Sonoma Reserve Merlot

**San Diego Union-Tribune** (Internet) July 9, 2008

### 88 points

Excellent example of the current genre of high class everyday wine

#### Critics' challenge puts the new and the old to the test

Blackstone 2005 Merlot Reserve, Sonoma County (\$19): Blackstone is another excellent example of the current genre of

high class everyday wines. They're good enough to serve when company comes over for dinner, yet easy enough on the wallet that a second bottle won't take your breath away. The 2005 Reserve Merlot is a smoothie that shows a burst of upfront red fruit, richness and weight through the middle and a lingering, spicy finish. Rating: 88. —Robert Whitley

## 2007 Clos du Bois Riesling

**Santa Barbara News-Press** July 17, 2008

### Cool Down With a Refresher Course on Summer Wine

What would the season be like without a good Riesling, which, not surprisingly, is a varietal that's becoming increasingly popular. Perhaps the best one I've tasted so far is the 2007 Clos du Bois Riesling (\$12 and widely available), which seems to have all the classic characteristics. Winemaker Erik Olsen honed his Riesling chops at Chateau St. Michelle in Washington state, where Riesling was the flagship wine. The 2007 Clos du Bois version has white peach and green pear aromatics with a bit of floral, like gardenia and jasmine, in the mix. On the palate, the floral lilt extends itself commingling with grapefruit and stone fruit; it has a certain flavor angularity that is germane to Riesling, as well as a noticeable mineral component. A bit of residual sweetness is countered by balancing acidity to make the finish spicy and piquant. —Dennis Schaefer

## 2006 Clos du Bois Chardonnay

**Beverage Dynamics** July 1, 2008

### 90 points



### Chardonnay

2006 Clos du Bois North Coast Chardonnay - Butter and pears and peaches and apples all coming together in a lively, crisp introduction to the palate; followed by a cream-like middle and supple finish; great with summer time BBQ and poolside with a chilled shrimp appetizer.



## 2005 Clos du Bois Sonoma Reserve Merlot

**Food & Wine Magazine** September

### Affordable Wine for Aging

Many California Merlots won't improve with time, but this bottling from one of the state's biggest wineries will. It balances rich blackberry and black cherry fruit against enough firm tannins and zesty acidity to give it the substance to develop over time.

## 2004 Clos du Bois Sonoma Reserve Merlot

**Buffalo News** July 13, 2008

### Thirsty Like the Wolf

Recently we sampled both the regular Merlot Sonoma County 2004 (\$18) and the Merlot Reserve Alexander Valley 2004 (\$24). We enjoyed the always reliable and tasty regular bottling, but were seriously impressed with the reserve version. The reserve offered a berry, chocolate nose, with flavors of cherries, berries and some exotic spices, and a whiff of cocoa in the finish. —Tom Marquardt & Patrick Dorr

## 2007 Hogue Late Harvest Riesling

**Washington Post** July 30, 2008

### Washington's Coming of Age

The honeyed 2007 Hogue Columbia Valley Late Harvest White Riesling (\$9) inspired us to poach sliced peaches in it for an impromptu summer dessert that was complemented by a chilled glass of the same —Karen Page & Andrew Dornenburg

## 2007 Hogue Pinot Grigio

**Washington Post** July 30, 2008

### Washington's Coming of Age

Our enjoyment of the Mercer Estates wines led us to reflect on the winemaking expertise apparent even in Hogue's most modestly priced wines. We paired the light-bodied, crisp and apple-noted 2007 Hogue Columbia Valley Pinot Grigio (\$9) with pork chops and found it a welcome change from its dry and mineral Italian cousin. —Karen Page & Andrew Dornenburg

## 2006 Hogue Cabernet Sauvignon

**Washington Post** July 30, 2008

### Washington's Coming of Age

Karen's pick this week is the 2006 Hogue Columbia Valley Cabernet Sauvignon (\$9; \$6.99 at Colvert Woodley in the District), which, with its robust black-cherry flavors and screw top, is a bargain and one of the best burger wines we know. —Karen Page & Andrew Dornenburg

## 2006 Hogue Reserve Cabernet Sauvignon

**Washington Post** July 30, 2008

### Washington's Coming of Age

The 2006 Hogue Columbia Valley Reserve Cabernet Sauvignon (\$30) needs a good 30 minutes in the glass to reveal its excellence. Right now, it's a big berry bomb with serious tannin and coconut notes, showing best with red meat and grilled or roasted mushrooms. It should continue to age well for several years, as should the 2004 Hogue Columbia Valley Reserve Merlot (\$30), which stunned us with its concentration and power, and shined with skirt steak and mushrooms. —Karen Page & Andrew Dornenburg

## 2005 Hogue Reserve Chardonnay

**Washington Post** July 30, 2008

### Washington's Coming of Age

Given what Hogue is able to deliver for less than \$10, we were curious to taste the latest releases of its reserve wines. Our interest was well rewarded by the 2005 Hogue Columbia Valley Reserve Chardonnay (\$22), which opens with big apple and pear flavors followed by a strong finish of tropical fruit and coconut. Its flavors melded beautifully with pork and a pineapple-mango salsa. —Karen Page & Andrew Dornenburg

## 2004 Hogue Reserve Merlot

**Washington Post** July 30, 2008

### Washington's Coming of Age

The 2006 Hogue Columbia Valley Reserve Cabernet Sauvignon (\$30) needs a good 30 minutes in the glass to reveal its excellence. Right now, it's a big berry bomb with serious tannin and coconut notes, showing best with red meat and grilled or roasted mushrooms. It should continue to age well for several years, as should the 2004 Hogue Columbia Valley Reserve Merlot (\$30), which stunned us with its concentration and power, and shined with skirt steak and mushrooms. —Karen Page & Andrew Dornenburg

## 2007 Monkey Bay Sauvignon Blanc

**KensWineGuide.com** June 1, 2008

### 2007 Monkey Bay Sauvignon Blanc

We recently went to a wine pairing dinner at the Mountain View Grand in NH and this NZ Sauvignon Blanc was one of the winning wines of the evening. This light yellow wine opens with the traditional gooseberry like bouquet with hints of grapefruit. On the palate, this light bodied wine was balanced, with slightly tart lemon lime like flavors with a touch of grapefruit and minerality. The finish was dry, refreshing, but brief. This wine went well with our yellowfin tuna and papaya appetizer. You will also enjoy this bargain wine by the pool on a hot day this summer. —Ken Hoggins

## Monkey Bay

**Modern Bride** August 1, 2008

### Monkey Around

Monkey Bay Rosé was featured in a full page spread called "Monkey Around," which focuses on an exotic monkey theme for wedding parties, displaying a full bottle shot of the Rosé!

## 2007 Nobile Regional Collection Sauvignon Blanc

**Boston Globe** (Online) July 30, 2008

### Working-Class Heroes

Fans of the New Zealand style may want something more aggressive, but this somewhat understated interpretation suited us nicely; it never became fatiguing. Lively, with good steady citrus-like fruit and a distinctly piney note. Around \$10. —Stephen Meuse

## 2005 Ravenswood County Series Zinfandel

**San Francisco Chronicle** July 18, 2008

### Pros' Guide to Bargain Shopping

Recommended: 2005 Ravenswood Sonoma County Old Vine Zinfandel —Jon Bonne

## Ravenswood

**Midwest Wine Connection** July 1, 2008

### Joel Peterson, Ravenswood Founder and Winemaker

Joel Peterson is one of the founders of Zinfandel Advocates and Producers, better known as ZAP. Through ZAP, Peterson and others helped highlight their great California Zins to the masses and emerged extremely successful. He makes a stop in Minnesota later this month to show off some of his favorite wines. —Rob Hahn

## 2007 Robert Mondavi Private Selection Pinot Grigio

**Santé** July/August

Medium bodied with concentrated aromas and flavors of white peach and green apple; good balance through to the finish.

## 2006 Solaire by Robert Mondavi Chardonnay

**Santé** July/August

Medium bodied with aromas of pound cake, Meyer lemon, pear, butter, and pineapple with flavors of pear, buttermilk and citrus.

## 2006 Solaire by Robert Mondavi Chardonnay

**The Wine News** July 28, 2008

### 89 Points

### Taster's Choice Selections

Robert Mondavi, 2006 Solaire Chardonnay Santa Lucia Highlands. Upfront aromas of glazed pineapple, cinnamon and toasted oak. Rich pineapple flavors with a good lick of vanilla and a note of charred oak. A fruit-forward wine that's drinking nicely right now. \$15/40,000 cases

## 2005 Solaire by Robert Mondavi Cabernet Sauvignon

**Santé** July/August

Jammy, with aromas and flavors of red raspberry, plum, and hints of bell pepper.

## 2007 Woodbridge by Robert Mondavi Lightly Oaked Chardonnay

**Today's Grocer** July 1, 2008

### Woodbridge by Robert Mondavi Introduces Lightly Oaked Chardonnay

Feature article

## 2007 Woodbridge by Robert Mondavi Pinot Grigio

**Santé** July/August

Straightforward flavors of crisp apple and white peach; light bodied with a clean citrus finish.



# IN THE NEWS

SEPTEMBER 2008

## Alice White

*WineSkinny.com* June 1, 2008

These are reliably good names [to use] when perusing the sea of South Eastern Australian wines, along with Pepper Tree, Banrock Station, Lindemans, Alice White, Black Opal and Black Swan.

## 2006 Blackstone Sonoma Reserve Merlot

*DC Examiner* August 28, 2008

### *Blackstone Winery—A Serious New Series*

Gary uses a variety of oak to bring out the best characteristics of the varietal. The wine was aged in a combination of French (60 percent) oak and equal parts Hungarian and American oak and boasts a lovely bouquet of rich plum, sweet currant and black pepper. The spicy frame features layered flavors of ripe plum, black cherry, tobacco, cedar and vanilla. Notes of melted chocolate and spicy pepper glide in on the lush finish. My new favorite pizza wine. —Scott Greenberg

## 2006 Blackstone Sonoma Reserve Pinot Noir

*DC Examiner* August 28, 2008

### *Blackstone Winery—A Serious New Series*

Another great buy, this pinot noir has a wonderful texture in the mouth. Barrel aged in French oak for 16 months, it retains a lovely freshness. Scents of raspberry and strawberry dominate the nose. A blend of fruit provides flavors of red cherry (Carneros), and dark plum (Russian River), kept in check by bright acidity (Sonoma Coast). Spicy notes of red currant — thanks to a touch of syrah — and mint appear on the tail end of the soft, elegant finish. Perfect with pork. —Scott Greenberg

## 2006 Blackstone Sonoma Reserve Rubric

*DC Examiner* August 28, 2008

### *Blackstone Winery—A Serious New Series*

Rubric has several meanings, including “formula” and “red.” But there is nothing formulaic about this big red wine. Designed to showcase the best of Sonoma fruit, Gary carefully selects the regions, vineyards and blocks he liked best in each vintage to make a unique red blend. This year, cabernet sauvignon, merlot, petite verdot, syrah, cabernet franc, petite sirah and tannat were used to produce a rich and powerful wine. Scents of jammy blackberry, cassis, cedar and coffee soar out of the fragrant bouquet. Juicy blackberry, black cherry, mocha and vanilla sashay across the tongue on a silky smooth body while hints of melted licorice (an ode to Dry Creek Valley fruit) appear on the lingering finish. Saddle up a rack of lamb. —Scott Greenberg

## 2006 Blackstone Sonoma Reserve Chardonnay

*DC Examiner* August 28, 2008

### *Blackstone Winery—A Serious New Series*

This is one of the best domestic sub-\$20 chardonnay wines I have had. Barrel fermented and aged 12 months in French oak (25 percent new) on the lees, this wine possesses aromas of pear, green melon and lemon oil. Partial malolactic fermentation provides a slightly tart, slightly creamy base for the apple, peach and pear flavors, which remain fresh across the entire palate. Hints of creamy vanilla and butterscotch build on the medium finish and would complement pan-seared halibut. —Scott Greenberg

## 2007 Blackstone Winemaker Select Pinot Grigio

*Santé* July/August

Zesty stone fruit with notes of yellow grapefruit on the nose and palate; nicely balanced with fresh, bold fruit on the finish. Baked tilapia.

## 2006 Blackstone Winemaker Select Cabernet Sauvignon

*Press Democrat* July 16, 2008



### *Wine of the Week*

A balanced cab, but one that's uncomplicated. Earthy with red fruit and light oak. Light tannins. Medium complexity. —Michele Anna Jordan

## 2007 Clos du Bois Riesling

*Food & Wine* September

### *Fast Recipes: Asian Chicken Salad with Wasabi Dressing*

The Clos du Bois 2007 Riesling, described as “crisp” and “appley,” is recommended as a pairing with an Asian chicken salad with wasabi dressing.



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## 2007 Clos du Bois Rosé

**Santé** July/August

Medium pink in color with good flavor intensity and excellent balance; snap of red berry and citrus in the dry finish. Soft cheeses.

## 2007 Clos du Bois Rosé

**Newsday** August 28, 2008

### *Drinks*

The last sip of summertime should be a dry rosé, an all-seasons wine especially welcome at the beach or a picnic. Two lively Californians: a red-fruit refresher, the 2007 Clos du Bois Rose. —Peter M. Gianotti

## 2007 Clos du Bois Rosé

**Milwaukee Journal Sentinel** August 24, 2008

### *Rosé Rises to Spicy Occasion*

Dry rosé is famously versatile as a food wine. It's a switch hitter that can be served with everything from summer salads to generously spiced cuisine.

This example from Clos du Bois, made with 70% Syrah and 30% Merlot, has enough heft to keep red wine drinkers intrigued. So don't imagine that pinks are intrinsically wimpy. —Ann Schamberg

## 2005 Clos du Bois Sonoma Reserve Alexander Valley Merlot

**Food & Wine** September

### *Affordable Wines for Aging*

Many California Merlots won't improve with time, but this bottling from one of the state's biggest wineries will. It balances rich blackberry and black cherry fruit against enough firm tannins and zesty acidity to give it the substance to develop over time. —Ray Isle

## 2004 Clos du Bois Proprietary Series Alexander Valley Marlstone

**Patterson's The Tasting Panel** August 1, 2008

Gold Medal

### *Results of the San Francisco International Wine Competition*

Listed for winning a Gold Medal at the 2008 San Francisco International Wine Competition.

## 2004 Clos du Bois Sonoma Reserve Alexander Valley Merlot

**Buffalo News** July 13, 2008

### *Thirsty Like the Wolf*

Clos du Bois Merlot: Recently we sampled both the regular Merlot Sonoma County 2004 and the Merlot Reserve Alexander Valley 2004. We enjoyed the always reliable and tasty regular bottling, but were seriously impressed with the reserve version. The reserve offered a berry, chocolate nose, with flavors of cherries, berries and some exotic spices, and a whiff of cocoa in the finish. —Tom Marquardt & Patrick Darr

## Clos du Bois Sonoma Reserve Alexander Valley Cabernet Sauvignon

**Market Watch** August 1, 2008

### *News Watch*

Clos Du Bois has unveiled new packaging for its Sonoma Reserve tier, which was previously called the Appellation Reserve Series. The wines' new, larger labels are designed to convey elegance through textural embossing and muted colors, and they show the vine imagery already found on other Clos du Bois wines to unite the brand across all tiers.

## 2007 Nobilo Regional Collection Sauvignon Blanc

**Boston Globe Online** July 30, 2008

### *Working-class Heroes*

Fans of the New Zealand style may want something more aggressive, but this somewhat understated interpretation suited us nicely; it never became fatiguing. Lively, with good steady citrus-like fruit and a distinctly piney note. —Stephen Meuse

## 2006 Ravenswood Single Vineyard Designates Sonoma Valley Zinfandel

**Rocky Mountain News** August 20, 2008

Well-balanced

### *Tips for Leveling the Tasting Field*

A horizontal tasting of 2006 Ravenswood single-vineyard California zinfandels could include the juicy Big River bottling from Alexander Valley, huge and plummy; the intense Teldeschi from Dry Creek, dark and spicy; and the vanilla-edged Belloni from the Russian River Valley, not quite as intense but very well-balanced. —Ben Weinberg

**2006 Ravenswood  
Single Vineyard Designates  
Sonoma Valley Zinfandel**

*DC Examiner* August 7, 2008

Elegant finish with a lasting impression

*Ravenswood Wine is Something to Crow About*

Feature article by Scott Greenberg

**2005 Ravenswood County Series  
Sonoma County Zinfandel**

*San Francisco Chronicle* July 18, 2008

*Pros' Guide to Bargain Shopping*

—Jon Bonne

**2005 Ravenswood County Series  
Sonoma County  
Cabernet Sauvignon**

*Press Democrat* July 16, 2008

Wine of the Week



An earthy cab that's a bit tannic. Full-bodied with medium complexity. Notes of cassis, chocolate and toasty oak.

—Michele Anna Jordan

**Ravenswood  
Single Vineyard Designates  
Sonoma Valley Zinfandel**

*News Journal* August 13, 2008

*With Bold Zins, Ravenswood's Founder Remains an Enemy of the Wimpy*

Although Ravenswood makes many thousands of cases of its Vintner's Blend zin, the esthetic gold mine is in its vineyard-designated wines that come from all around the state - Dickerson, Belloni, Big River, Teldeschi, Barricia, Old Hill, Pickberry. The designated vineyards are mostly old vines, and most have some other grapes mixed in - petite sirah, carignane, alicante bouschet. All the wines are fairly tannic, which helps them age gracefully into superior food wines. Still, there are differences. The Old Hill is very Bordeaux-like. The Teldeschi is smoothly balanced and tastes of blackberry juice and dry chocolate. The Dickerson is spicier.

—Roger Morris

Ted Allen, best known as the food and wine guru on TV's *Queer Eye for the Straight Guy*, led cooking demonstrations and seminars on the tour describing how to pair food and wine. This year the tour kicked off in Addison, Texas, in May and the company plans to visit even more cities than last year. —Bridget Eldridge

**2006 Solaire by  
Robert Mondavi Chardonnay**

*The Wine News* July 28, 2008

89 points

*Taster's Choice Selections*

Upfront aromas of glazed pineapple, cinnamon and toasted oak. Rich pineapple flavors with a good lick of vanilla and a note of charred oak. A fruit-forward wine that's drinking nicely right now.

**2006 Woodbridge by  
Robert Mondavi Pinot Noir**

*Star Telegram* (Print & Online) August 27, 2008

*There's No Room for Snobbery With These Great-Tasting Wines*

It's pinot because: This grocery-store wine always surprises me with its quality, which is my failing. It's made in the California style, which means lots of black cherry fruit, even though the grapes are grown and crushed in the south of France. Again, not a subtle wine, but a competent, professional one that delivers value. —Jeff Siegel

**2007 Woodbridge by  
Robert Mondavi  
Lightly Oaked Chardonnay**

*Market Watch* August 1, 2008

Woodbridge By Robert Mondavi and its parent company Constellation Wines VineOne division released Woodbridge Lightly Oaked Chardonnay in June. Designed for consumers who want an alternative to oak heavy Chardonnays, Woodbridge's newest wine is sourced predominantly from Lodi and has tropical fruit flavors with subtle floral notes and no perceptible oak character. The new Chardonnay has a label that clearly states lightly oaked and features a bright silver neck band to further distinguish it from Woodbridge's popular oaked Chardonnay.

# IN THE NEWS

OCTOBER 2008

VINE ONE

A CONSTELLATION BRANDS COMPANY

## 2007 Black Box Chardonnay

*Desert Living* October 1, 2008

### *The New Juice Box*

2007 Monterey County Chardonnay; This one's easy on the eyes... and the palate (and the pocketbook, \$22). It pairs with everything from salad and pizza to shrimp and scallops. It's heavy on green grapes but notes of mango and pear mellow it out and add to its complexity. (Black Box featured in photo.)

—Mark Nothaft

## 2007 Black Box Italy Pinot Grigio, Monterey County Chardonnay, Central Coast Shiraz

*Today's Grocer* September 1, 2008

### *Black Box Releases Three New Wines*

Black Box Wines, the award-winning 3-liter premium box wine, has just changed vintages of its popular Italy Pinot Grigio and Monterey County Chardonnay and released a new Central Coast Cabernet Sauvignon. At about \$22 per 3-liter box (the equivalent of four bottles of wine at \$5.50 each), it would be hard to find wines of this quality—at this price—in a bottle. In this economy, consumers are looking for great value. With Black Box, consumers are able to purchase a very high quality wine at almost half the cost of their bottled counterparts. Additionally, the wine stays fresh for four weeks after opening—alleviating waste—and is extremely portable. 2007 Black Box Italy Pinot Grigio: The Pinot Grigio is a bright, well-balanced wine with juicy fruit flavors. It has lovely floral aromas with notes of citrus blossoms and flavors of lemon-lime and hints of peaches. The wine goes well with barbecued chicken and grilled sea bass served with fresh fruit like pineapple and melons as well as aged, mellow cheese. (Black Box featured in photo.)

## 2006 Black Box Shiraz

*Early Show* September 13, 2008 (Television)

### *A Simple Guide to Buying Wine*

Black Box made yet another broadcast debut—this time featured on the CBS Early Show with over 2.8 million viewers! Black Box was the only box wine in the segment, “A Simple Guide to Buying Wine,” lead by wine writer Ray Isle of *Food & Wine* magazine.

## 2006 Black Box Shiraz

*Food and Wine* October 1, 2008

### *Short Rib Stew*

2006 Black Box Shiraz wine was recommended as a pairing with the short rib stew.

*Annapolis Capital* September 10, 2008 (Online)

### *Wine, Etc.: Wine Makers Take a Step Up*

—Tom Marquardt and Patrick Darr

## 2006 Blackstone Sonoma Reserve Chardonnay

Forward, tropical fruit notes with fresh acidity and a nice stream of citrus flavors and a touch of butterscotch and toasty vanilla.

## 2006 Blackstone Sonoma Reserve Merlot

A very luscious Merlot with raspberry aromas and layers of cherry, mushroom, and tobacco flavors. Gary calls it “serious but approachable.” Cabernet Sauvignon, Petite Sirah, Petit Verdot and Cabernet Franc are part of the eclectic blend. We loved its breadth of flavors.

## 2006 Blackstone Sonoma Reserve Pinot Noir

Perfumed cherry and red currant aromas with a soft mouthfeel, cranberry and clove notes.

## 2006 Blackstone Sonoma Reserve Rubric

Gary says the object of Rubric is to make the best wine he can, no matter what grapes he has to use. Not afraid to blend non-traditional wines in his Meritage, he adds a bit of Tannat and Syrah (as well as four other grape varieties) to the 59 percent Cabernet Sauvignon. What he gets is an inky wine with jammy blackberries and cassis with nuances of coffee, vanilla and herbs. Fine tannins make it an easy wine to drink or cellar. Very yummy and at a reasonable price.

*San Marcos Daily Record* September 25, 2008  
(Online)

### *Value Wineries Try to Provide More Bang and Buck*

—Tom Marquardt and Patrick Darr

## 2006 Blackstone Sonoma Reserve Chardonnay

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### 2007 Clos du Bois Pinot Grigio

*Statesman Journal* September 10, 2008

#### *Pinot Gris Make Perfect Summer Afternoon Sipper*

Summer afternoon sippers are highlighted. It may be just our demographic, but a lot of people brought Pinot Gris, or Grigio, and the Clos du Bois, 2007 California Pinot Grigio, \$15, was the perfect hot afternoon sipper.

### 2007 Clos du Bois Rosé

*Food & Wine* October 1, 2008

#### *10 Entertaining Essentials*

In the October issue of *Food & Wine*, Ethan Stowell, *F&W*'s 2008 Best New Chef recommends the 2007 Clos du Bois Rosé as a pairing with his Rosemary Flatbread with Blue Cheese, Grapes and Honey recipe.

### 2006 Clos du Bois Sonoma Reserve Pinot Noir

*San Francisco Chronicle* September 12, 2008



#### *Chronicle Wine Selections: Sonoma Coast Pinot Noir*

Concentrated strawberry, rhubarb, damp soil and mint on the nose with some delicacy amid the oak. Subdued palate filled in by soft-edged red fruit and bramble with a grippy, fruity finish. Rustic, assertive tannins give it some length. —Lynne Char Bennett

### 2005 Clos du Bois Proprietary Series

#### *Patterson's The Tasting Panel Magazine*

September 1, 2008

#### *UpFront With Joel Peterson*

Since 2003, Clos du Bois winemaker Erik Olsen has brought this 30-year-old Alexander Valley based winery to an even more elevated profile. Already one of the most recognized names in California wine, Clos du Bois introduces the latest vintages in its upper-tier Proprietary Series: Marlstone, Briarcrest and Calcaire. The new releases are rich, full and intensely-flavored. —Meridith May

### 2004 Clos du Bois Proprietary Series Marlstone

*Santé* September 1, 2008

#### *Bordeaux Blends: Prestige*

Lots of new oak on the nose along with cassis and a hint of toast; lithe and lovely medium-bodied palate offering power without excess weight and a mélange of fruit, floral and oak flavors. Long and refreshing. —Osso Buco.

### The Hogue Cellars

*Wine News* August 1, 2008

#### *Pinot Gris Gains Ground*

Hogue Cellars, which is another one of the big players, already produces about 50,000 cases of Pinot Gris (calling it Grigio) annually, making it one of the largest producers in the state. And Co Dinn, director of winemaking at Hogue, says that Washington is just getting started. And while Washington has not shown much promise with Pinot Noir, Dinn points out that it does very well with other cool-climate grapes such as Riesling. "We just have to find the cooler sites, like Yakima and the higher elevations," he observes.

Stylistically, Washington's Pinot Gris seem to be more diverse than those from Oregon. Dinn isn't surprised. "As for style, I think the New World is still trying to find itself," he says, including his brand's efforts. "At Hogue, we work in isolation," he explains. "We're not trying to emulate anyone, we're just trying to make the best wine we can from the fruit our vineyards give us." He believes that Washington Pinot Gris can show lots of fresh stone fruit, grapefruit and even a slight herbal character.

Hogue has been producing Pinot Gris since 1998, but the first few years weren't very successful, according to Dinn. Then in 2001, the decision was made to change the names on the label from Pinot Gris to Pinot Grigio and sales took off. "It's been a good run," Dinn says, "and we're going to continue to grow as fast as our sources can provide us with good fruit." —Richard Kinssies

### 2006 Hogue Genesis Riesling, Cabernet Sauvignon, and Merlot

*Patterson's The Tasting Panel* September 1, 2008

#### *Up Front: Hogue Cellars*

"Washington State's wine region was discovered a little later than others," quips Gary Hogue, who 20 years ago co-founded Hogue Cellars, making it the 19th bonded winery in the state (there are now 550). "There's no other growing area that is so well respected for so many different varietals that isn't a continent," he comments, referring to the stellar examples of Cabernet Sauvignon, Syrah, Merlot, Chardonnay, and Riesling that have gained great reputation in Washington. "You just can't ask us what we do best—that's just too tough a question!"

Hogue's second tier, its Genesis line-up, was named after the first vineyard planted in Washington State in 1974. The wines are defined by various vineyards and microclimates throughout the Columbia Valley. 2006 Genesis Riesling: A fine sliver of flint meanders through pears and peach notes

in this pretty wine. 2005 Genesis Cabernet Sauvignon: Long and dense, with bright red fruit and hints of lavender. 2005 Genesis Merlot: This variety has its own expression in Washington State, often denser and bolder than Merlot from any other place in the world. Plum and leather bind with cocoa and spice in this beauty. —Meridith May

## 2006 Hogue Shiraz

**Santé** September 1, 2008

### Value Wine

Straightforward aromas and flavors of black and berry fruit and bold black pepper; medium to full bodied with a nice balance and a slightly underripe finish. Cheeseburger.

## 2006 Hogue Shiraz

**Wine & Spirits** October 1, 2008

85 Points: Best Buy

### Best Buys: American New Releases

Plummy and ripe in aroma, the flavors veer toward cherry and dark plum with a firm rasher of dark tannin. For a juicy burger.

## 2004 Hogue Genesis Merlot

**Times-Tribune** September 3, 2008



### Winemakers Go Upscale in Marketing

You may have noticed some wine brands sporting fancier packaging and more expensive prices. Tried-and-true names such as Hogue, Kendall-Jackson and Geyser Peak known for good wines between \$10 to \$19 are coming out with more expensive product lines. You can expect to see more brands working to get people to spend more and—in theory—drink better...I recently tried some of the upper-tier wines of some of the big names. Hogue Wine Cellars has long been a leader in the value-wine segment, making very good wines in the under-\$10 category while helping build the reputation for Washington State's wine industry. Hogue has a reserve line that runs about \$29 and is very good. Its mid-tier brand is called Genesis. The Hogue Genesis 2004 Washington Merlot has characteristics of coffee, black raspberry and licorice. It is fairly light-bodied with a cinnamon finish. Sold out in Pennsylvania. \$16. —David Falchek

## 2004 Ravenswood County Series Lodi Zinfandel

**StatesmanJournal.com** September 22, 2008

### California's Lodi Region Has Great Zinfandels

The nose suggested black fruit, coffee and chocolate-like fudge or Tootsie Rolls. The Ravenswood tastes included jammy, juicy, dark fruit along with eucalyptus and raisins. The taste reminded some on our panel of salt water taffy. —Frank Sutherland

## 2004 Ravenswood County Series Lodi Zinfandel

**The Tennessean** September 17, 2008

### Look to Lodi Region for Rich, Fruity Zinfandels

Aroma: Black fruit, coffee and chocolate such as fudge or Tootsie Rolls. Palate: Jammy, juicy, dark fruit in the mouth along with eucalyptus and raisins. Verdict: The taste reminded some on our panel of salt water taffy. —Frank Sutherland

## 2006 Ravenswood Vintners Blend California Zinfandel

**North Shore News** September 21, 2008 (Online)

### Delicious Sipping from Sonoma

This producer lives up to its long celebrated slogan "No Wimpy Wines." Sure, if I had my druthers I'd be polishing off the headier, more spicy and complex Sonoma County Zin but the fact remains that the Vintners Blend entry level is one of the best values around, with plush fruit and a touch of that spicy Zin thing. —Tim Pawsey

**Indyweek.com** September 10, 2008

### Ravenswood: No Wimpy Wines

—Arturo Ciompi

## 2006 Ravenswood Single Vineyard Designate: Barricia, Sonoma Valley Zinfandel



Nicely perfumed, expansive, large bodied but not heavy structure. Four squared and a bit tart, it has explosive intensity and highly extroverted character. Supremely spicy, which almost overwhelms the dark berry fruit. A terrific wine for the ultimate grilling experience. 77 percent Zinfandel with 23 percent Petite Sirah.

## 2006 Ravenswood Single Vineyard Designate: Belloni, Russian River Valley Zinfandel



Wonderful. Overtly ripe, rich, sensuous, round, fat and glorious. An undercurrent sensation of sweetness from balanced grapes. Ripe berry sensations gush on the nose and palate. Many 100-year-old vines contribute. Predominantly Zinfandel with 22 percent mixed black grapes included.

## 2006 Ravenswood Single Vineyard Designate: Big River, Alexander Valley Zinfandel



One hundred percent pure old-vine Zinfandel. Plummy yet lithe fruit. Raspberry and spice dominate throughout. Tart, bracing and a bit thin. A Bordeaux-like elegance with, again, gorgeous balance. Drink 2010–13.

**2006 Ravenswood  
Single Vineyard Designate:  
Old Hill, Sonoma Valley Zinfandel**



Readers may remember my exultation over the Bucklin Old Hill Zinfandel in July 2006. At that time, it was my highest rated Zinfandel blend ever. Peterson's wine, made from this same ancient vineyard, first planted in 1862, continues that tradition. Glorious and reminiscent of a Chateau Beaucastel Chateaneuf-du-Pape. Incredible calm yet overflowing fruit essence complemented by legions of herbs, spice, pepper and smoke. So complex and quietly assured. Tongue-holding attention, long and fabulous. One can really go on and on. A classic.

**2006 Ravenswood  
Single Vineyard Designate: Pickberry,  
Sonoma Mountain Zinfandel**



Here is Peterson's longtime odd man out. A blend of 80 percent Merlot and 20 percent Cabernet Sauvignon, this Meritage blend is a huge, overt yet exquisite red. A big-boned wine. It reminds me of a "bright" Chateau Cantemerle in a great vintage—no small compliment. High-strung fruit, currant, plum plus cedar-tinged intensity. Interestingly, the most forward wine of the group. A smooth, elegant mouthful showing its stuff today.

**2006 Ravenswood  
Single Vineyard Designate: Teldeschi,  
Dry Creek Valley Zinfandel**



Deep and intense. A solid, broad-shouldered wine. Dense, tannic and fabulously perfumed. Here, the deep cherry bouquet and flavor avoid any reference to medicinal—just stout, overflowing fruit. Tremendous structure, this will age beautifully. Predominantly Zinfandel with Petite Sirah and Carignane. Drink 2009–18.

**2005 Robert Mondavi  
Private Selection Vinetta**

*La Crosse Tribune* September 19, 2008

***Wine of the Week***

One of the last new ventures from the legendary American wine pioneer Robert Mondavi is Vinetta, a red wine blend that debuted last year.

This is perhaps a fitting tribute to Mondavi, who died earlier this year at the age of 94. It was inspired by Mondavi's travels to France in the 1960s and is a blend of Bordeaux grape varieties Cabernet Sauvignon, Merlot, Petit Verdot, Malbec and Cabernet Franc.

The bouquet of this wine hints of raisins and spice, and in the mouth it has medium body with berry flavors. Simple yet pleasant, with wide appeal, this is what one would expect

from a Bordeaux-inspired blend.

Sherry: "Soft, fruity blackberry and cherry taste with a light clove and licorice finish." (3 stars)

Chris: "Cherry and licorice with just a bit of vanilla finish." (3.5 stars)

—Chris and Sherry Hardy

**2007 Woodbridge by  
Robert Mondavi Chardonnay and  
Sauvignon Blanc**

*Miami Herald* September 4, 2008 (Print/Online)

***Magnums are Just Right for Casual Gatherings***

2007 Woodbridge by Robert Mondavi Sauvignon Blanc, California: crisp and light; lemon and limes; \$13.39. 2007 Woodbridge Zinfandel, California: rich and ripe, with red raspberry and chocolate flavors; \$13.39. 2007 Woodbridge by Robert Mondavi Chardonnay, California: lean, lemony and crisp; \$13.99. —Fred Tasker

**2007 Woodbridge by  
Robert Mondavi Chardonnay and  
Sauvignon Blanc**

*Star-News* September 10, 2008 (Print/Online)

***Magnums are Just Right for Casual Gatherings***

2007 Woodbridge by Robert Mondavi Sauvignon Blanc, California: crisp and light; lemon and limes; \$13.39. 2007 Woodbridge Zinfandel, California: rich and ripe, with red raspberry and chocolate flavors; \$13.39. 2007 Woodbridge by Robert Mondavi Chardonnay, California: lean, lemony and crisp; \$13.99. —Fred Tasker

**2007 Woodbridge by  
Robert Mondavi Sauvignon Blanc**

*Citrus County Chronicle* September 16, 2008 (Print/Online)

***Wines and Such***

Feature article by Ron Drinkhouse:

...So it was with surprise and delight the Woodbridge Sauvignon Blanc 2007 yielded a mouthful of rich ripe flavors. Great balance and acidity brought out tangible aromas of spice and flora, with savors of pears, kiwi, and pineapple followed by a long lasting swallow. What adds to this wine is an eclectic blend of majority Pinot along with small amounts of Riesling, Sauvignon Blanc, Gewurtztraminer, and Semillon. At about \$8 a nifty BEST BUY recommendation...

# IN THE NEWS

NOVEMBER 2008



## 2006 Black Box Central Coast Cabernet Sauvignon

*Better Homes and Gardens Wine Club  
E-Newsletter* October 22, 2008

### *October Newsletter*

Favorite Wine Pick: Enjoy quintessential Cabernet fruit—blackberries and currants—with sweet vanilla oak and a rich, plush finish.

## Black Box Central Coast Cabernet Sauvignon

*BestRecipes.com* (Better Homes and Garden Website)  
October 1, 2008

### *Our Favorite Boxed Wines*

Tasting Notes: Rich, plush, plummy, and smooth. Goes with: Poultry, red meats, vegetarian dishes. Also great on its own. Great because: This is your flavorful house red for the appetizer and mingling party.

## 2006 Black Box Central Coast Shiraz

*Food & Wine* October 2, 2008

### *Tasting & Testing*

This jammy California Shiraz—which comes in a three-liter black box, the equivalent of four bottles—is the definition of a crowd-pleasing red and a bargain to boot. It isn't complex but makes up for its simplicity in pure fruity drinkability.

## Black Box

*Detroit News* October 16, 2008

### *Enjoy Wine on the Cheap*

Consider Box Wine: You might have to hand a 20 and change to the cashier, but you're getting the equivalent of four bottles. Black Box is the Cadillac; Boho is the hot eco-friendly box.  
—Sandra Silfven

## Black Box

*Good Morning Texas* (Broadcast) October 9, 2008

Black Box was featured on Good Morning Texas (WFAA – ABC affiliate) on October 9, 2008 at 9:53 a.m. Black Box received great coverage as part of an alternative packaging and tailgating story.

## 2006 Blackstone Sonoma Reserve Sonoma County Chardonnay

*Patterson's The Tasting Panel* October 1, 2008

*The Rise of Reserve and the Redemption of Merlot*  
Aromas of mineral, citrus rind and toasty green apple with ripe pineapple, and vanilla custard mid-palate on a clean finish. The addition of 5% Muscat helps lift the fruit and polish the flavors. Sourced from Russian River Valley and Carneros. —Deborah Parker Wong

## 2006 Blackstone Sonoma Reserve Sonoma County Merlot

*Patterson's The Tasting Panel* October 1, 2008

*The Rise of Reserve and the Redemption of Merlot*  
Big cherry, nutmeg, and tobacco aromas give way to a ripe, savory palate of black currant, dried herbs and restrained oak on a lengthy, balanced finish. Oak regime is the key to preserving fruit expression and relies on 30% new French, Hungarian, and American. Superb potential for aging from 10 to 15 years. —Deborah Parker Wong

## 2006 Blackstone Sonoma Reserve Sonoma County Pinot Noir

*Patterson's The Tasting Panel* October 1, 2008

*The Rise of Reserve and the Redemption of Merlot*  
Smoky red cherry and bright cranberry aromas give way to caramel, saddle leather and dried herbs complimented by velvety, spicy tannins; 3% Syrah helps bind the color and add complexity. —Deborah Parker Wong

## 2006 Blackstone Sonoma Reserve Sonoma County Rubric

*Patterson's The Tasting Panel* October 1, 2008

*The Rise of Reserve and the Redemption of Merlot*  
Compelling blend of 58% Cabernet, 10% Merlot, 8% Petit Verdot, 8% Syrah, 7% Cabernet Franc, 6% Petite Sirah, 2% Tannat. Virtually opaque with boysenberry, bramble and menthol aromas, bright and persistent on the palate with tobacco notes and silky tannins on a savory, complex finish.  
—Deborah Parker Wong

## 2005 Blackstone Winemaker Select California Chardonnay

*Miami Herald International* October 17, 2008

*Vanilla's Not Just for Flavoring Desserts*  
A chardonnay with oak and light tropical fruit like the 2005 Blackstone Monterey County makes a perfect match with the citrus and vanilla flavors. —Carole Kotkin



## Blackstone Winemaker Select California Merlot

### *Cooking Light*

*Ready for Fall* (Print, October 1, 2008)

*Braised Chicken with Mushrooms and Chard*  
(Print/Online, October 25, 2008)

A supple red like Merlot is a good choice for this recipe. While we normally think of white wine with chicken, this dish's smoky bacon and earthy mushrooms, along with braising, give it the rich flavors to match red. A basic Blackstone Merlot (\$12), with plummy fruit, a medium body, and very soft tannins, won't overpower the dish or clash with the sweet heat of cherry peppers. —Jeffery Lidenmuth

## 2006 Clos du Bois Sonoma Reserve Russian River Valley Chardonnay

*Consumer Reports* December 1, 2008

### "Also Consider"

#### *Wine for the Holidays*

Clos du Bois 2006 Reserve Chardonnay is listed as a wine to "Also Consider" in the list of best value Chardonnays for the holidays.

## 2006 Clos du Bois Sonoma Reserve Sonoma Coast Pinot Noir

*Fine Cooking* November 1, 2008

### *Fall Dinners*

To drink: A youthful, fruity Pinot Noir, such as the 2006 Clos du Bois Pinot Noir, Sonoma (\$18).

## 2005 Clos du Bois Sonoma Reserve Alexander Valley Tempranillo

*Food & Wine* October 1, 2008

### *Wines for a Latin Chef's Thanksgiving Dinner*

For a red, look to Tempranillo. Medium-bodied with cherry-inflected flavors, Tempranillo is popular with a number of American vintners. Try the robust 2005 Clos du Bois Reserve. —Ray Isle

## 2005 Clos du Bois Sonoma Reserve Alexander Valley Tempranillo

*Food & Wine* November 1, 2008

### *A Chef's All-American Thanksgiving*

Chef Jose Garces creates Thanksgiving dinners with Latin flare. Medium-bodied with cherry-inflected flavors, Tempranillo is popular with a number of American vintners. The robust 2005 Clos du Bois Reserve. —April White

## Clos du Bois North Coast Chardonnay

*BaltimoreSun.com* October 9, 2008

### *Five High-Quality Wines at Affordable Prices*

With hot weather lingering, white wines remain popular. In that category, the prudent shopper does well to consider Lindemans Bin 65 Chardonnay and Clos du Bois Chardonnay. —Bob Hosmon

## 2007 Clos du Bois California Riesling

*Detroit News Online* October 20, 2008

### *Today's Recommended Wine*

This is a surprising Riesling from California, a state where Riesling has never been big because of the heat. This wine has nice apple-pear-citrus notes, offset by acidity and minerality. It's fairly big for Riesling, at 12 percent alcohol. It's a brawny Riesling that would be a great match for entree salads, grilled seafood, sushi and spicy Asian dishes. Riesling is a unique grape for its ability to make high-quality wines of all sugar levels. Clos du Bois offers a worthy example from the West Coast. —Sandra Silfven

## 2007 Clos du Bois California Riesling

*Every Day with Rachael Ray* October 1, 2008

### *Wine Paring Match Game*

Recommended the 2007 Clos du Bois Riesling as the perfect floral wine to pair with Chicken with Apples, Pears and Camembert Mashed Potatoes. —Mark Oldmon

## 2007 Clos du Bois California Riesling

*San Francisco Chronicle* November 7, 2008



### *Chronicle Wine Selections: Domestic Riesling*

Floral, sweet pear, almost pineapple aromas with a light touch of vibrant citrus and nectarine. The juicy palate is crisp and tart with just enough sweetness to balance. Nice underlying mineral note. Widely available. —Lynne Char Bennett

## 2006 Clos du Bois Sonoma County Pinot Noir

*Santé* October 1, 2008

### *Red Pinot Noir: Premium*

Ripe aromas of red berry, currant, strawberry, and red plum, with flavors of red fruit jam, wild strawberry, and vanilla; medium to full bodied with great balance. Coq au vin.

## Clos du Bois

*Patterson's The Tasting Panel* November 1, 2008

### *Onward and Upward at Clos du Bois*

Feature article by David Gadd

## Hogue Cellars Late Harvest Riesling

*The New York Times Style Magazine*

December 1, 2008

### *Brunch is So Passe. She French Toasts on Monday.*

Bring cash and a bottle of Hogue Cellars Late-Harvest Riesling to wash down huge plates of French toast with roasted potatoes and lardoons –S. S. Fair

## 2007 Hogue Cellars Riesling

*Food & Wine* November 1, 2008

### *Entertaining*

Mentioned as a wine pairing with Spiced Catfish with Avocado.

## 2007 Hogue Cellars Riesling

*Santé* October 1, 2008

### *Santé Selections*

Medium to full bodied, with aromas of tangerine, pineapple, and peach jam; flavors of orange rind, sweet stone fruit, and minerals with a soft finish. Szechuan Chinese dishes.

## Hogue Cellars Syrah

*Statesman Journal* August 31, 2008

### *Pairings: Acidity Helps Syrahs Go With Vegetable Melange*

Domestic, full-bodied Syrahs are often thought of as ripe and juicy, dark fruited and spicy. Syrahs from Washington state can exhibit more red fruit, high acidity and firm structure. This helps it pair more easily with food, especially vegetarian dishes such as Vegetable Melange with Toasted Orzo, which is a good match for the bright acidity of Washington Syrah. –Lynne Char Bennett

## Monkey Bay

*Impact* October 1, 2008

### *Outlook Incredibly Bright For Honorees Who've Stood Out in Ultracompetitive Era*

Impact's "Hot Prospects": Imported Wines...Monkey Bay, Constellation Wines, New Zealand Table –Peter Zwiebach

## Nobilo Regional Collection Pinot Gris

*Cooking Light* October 1, 2008

### *Fundamental Techniques: Caramelizing*

With the vibrant flavors of this dish, reach for a full-bodied yet refreshing white, like Nobilo Pinot Gris (\$13) from New Zealand. This wine has a touch of sweetness that complements the sweet port and caramelized glaze while balancing the ginger and red pepper heat. Bright acid and citrus flavors ready your palate for another bite. –Jeffery Lindenmuth

## 2006 Ravenswood County Series Lodi Zinfandel

*Food & Wine* November 1, 2008

### *A Thrifty Cook's Guide to (Almost) Free Ingredients*

The earthiness of Mancho makes this mac and cheese taste especially good with a substantial red wine like Zinfandel. Try the plummy 2006 Ravenswood Lodi Zinfandel. –Grace Parisi

## 2005 Ravenswood Vintners Blend California Cabernet Sauvignon

*Cooking Light* October 1, 2008

### *Best Buys*

Smoky oak aromas make this wine smell pricier than it is. Ripe cassis and plum fruit flavors and very soft tannins make this easy drinking alone or with food. Try it with Quick Beef Boliche. –Jeffery Lindenmuth

## Ravenswood Vintners Blend California Zinfandel

*Sun-Sentinel.com* October 12, 2008

### *Five High-Quality Wines at Affordable Prices*

With outdoor grilling a year-round activity, a few reds also deserve to be on your shopping list. Don't confuse the Ravenswood Vintner's Zinfandel with a "blush" Zinfandel. Like most "regular" Zins, it's a richly textured deep red delight that ends in a smooth finish. I serve the Zinfandel and the Malbec with grilled burgers (turkey or beef) or meatloaf. I also serve the Zin with pasta with meat or cheese sauce.

## 2007 Rex Goliath Pinot Grigio

*Colorado Wine News* October 1, 2008

### BEST BUY

### *Editor's Choice Best Buys*

The 2007 Pinot Grigio, California \$9, saw no oak and opens with creamy lemon and grapefruit and a hint of mixed white pepper and peppermint on the nose. Bright, juicy grapefruit and lemon flavors plus some spice finish long and broad. Well balanced, structured and integrated. Good.

## 2007 Robert Mondavi Private Selection Pinot Grigio

*Detroit News Online* October 15, 2008

### *Today's Recommended Wine*

Cool-climate grape varieties such as Pinot Grigio are not going unnoticed in California, where the more friendly priced Robert Mondavi Private Selection line offers this varietal, which is notable for its intensity, fruit and good balance. The nose is intense pear and tart citrus, backed up on the palate by a big drill of minerality and the acidity of Mineola oranges and grapefruit. It's a great food wine for seafood, turkey, chicken and pork. Hand a glass to party guests for an aperitif. They'll toast you with it. –Sandra Silfven

## Robert Mondavi Private Selection California Pinot Noir

*Woman's Day* (Online) September 29, 2008

### *Easy Holiday Entertaining with Ted Allen*

"Wine is an interesting conundrum for a lot of people around the holidays," says Ted Allen. "On both Christmas and Thanksgiving, most Americans are going to serve turkey—and contrary to what a lot of people might think, that's the perfect opportunity to serve a red wine... Your safest bet is to go with a Pinot Noir, such as Robert Mondavi Private Selection's Pinot Noir, which is versatile enough to pair with turkey, but also complements the traditional side dishes that accompany the bird." —Heidi Cho

## 2007 Robert Mondavi Private Selection Riesling

*San Francisco Chronicle* November 7, 2008



### *Chronicle Wine Selections: Domestic Riesling*

Ripe tree fruit, orange blossom and brown spice—reminiscent of honeyed, spiced Gewürztraminer to one panelist. More concentrated juicy fruit palate, with weightier and slightly soft fig and lime zest. Straightforward with a vibrant finish. —Lynne Char Bennett

## 2006 Robert Mondavi Private Selection Vinetta

*Forbes.com* October 23, 2008

No one is promising that this wine will blow your mind, but in the realm of grab-it-on-your-way-home wines, this one tends to be a crowd pleaser. —Eric Arnold

## 2006 Solaire by Robert Mondavi Cabernet Sauvignon

*Washington Post* November 5, 2008

### *Sometimes It's Good to Show Up Late*

Good Value. Soft, juicy and easy drinking, with no really noticeable tannins, this Paso Robles wine impressed as a well-made cabernet for drinking now rather than aging. —Dave McIntyre

## 2005/2006 Solaire by Robert Mondavi Central Coast Cabernet Sauvignon

*Food & Wine* December 1, 2008

### *Global Value Cabernets*

This new Cabernet from Robert Mondavi comes from vineyards in California's Central Coast, rather than the winery's Napa Valley home, which helps keep its price moderate. The '05 is plummy and dense; the '06, also good, is somewhat lighter and a touch spicier.

## Toasted Head Core Tier & Barrel Reserve Tier

(Chardonnay, Cabernet Sauvignon, Shiraz, and the Barrel Reserve Tier)

*Great Day Houston* (TV) October 3, 2008

### *Wine of the Week*

Master Sommelier Guy Stout appeared on Great Day Houston KHOU-TV (Channel 11), on October 3 recommending the Toasted Head Core line including Chardonnay, Cabernet Sauvignon and Shiraz. The barrel reserve tier was also present on the table with food pairings.

## 2006 Woodbridge by Robert Mondavi California Chardonnay

*O, The Oprah Magazine* November 2008

### *Can Cooking Online Make You Tipsy?*

Great bottle shot of Woodbridge by Robert Mondavi to accompany this article on cooking with wine.

## 2007 Woodbridge by Robert Mondavi Lightly Oaked Chardonnay

*Detroit News Online* October 4, 2008

### *Today's Recommended Wine*

It's a good buy, even at the standard retail of \$7.99. It says "lightly oaked" on the front label, which is new wording for a wine label. And, indeed, the oak is just enough to impart a broader mouthfeel and add to the complexity. It's barely noticeable, which is fine. Many winemakers consider oak to be like a "spice," which just adds more flavor to the recipe. The nose is bright citrus, melon and tart apples; the palate has crisp acidity and a dry minerality on the finish. It's a medium-bodied sipper, perfect with appetizers or grilled chicken and seafood. It doesn't taste "commercial." —Sandra Silfven

**Franciscan Vineyards, Inc. V. Beauxkat Enterprises, LLC**  
**Opposition No. 91181755**

**Peterson Exhibit 8**

# FACT BOOK 2005



## BEVERAGE ALCOHOL STATE FACTS AND REGULATIONS



**ADAMS BEVERAGE GROUP**

# What's Sold Where

| Open State     | Liquor Stores | Drug Stores | Grocery Stores | Gas Stations | Mandatory Deposits/Beer |
|----------------|---------------|-------------|----------------|--------------|-------------------------|
| Alaska         | 123456        | 6           | 6              | 6            |                         |
| Arizona*       | 123456        | 123456      | 123456         | 123456       |                         |
| Arkansas       | 123456        | 356         | 356            | 356          |                         |
| California*    | 123456        | 123456      | 123456         | 123456       | Yes (4¢/8¢)             |
| Colorado*      | 123456        | 123456      | 356            | 356          |                         |
| Connecticut    | 123456        | 123456      | 356            |              | Yes (5¢)                |
| Delaware*      | 123456        |             |                |              | Yes (5¢)                |
| Dist. of Col.  | 123           | 23          | 23             |              |                         |
| Florida        | 123456        | 23456       | 23456          | 23456        |                         |
| Georgia        | 123456        | 23456       | 23456          | 23456        |                         |
| Hawaii         | 123456        | 123456      | 123456         | 123456       |                         |
| Illinois*      | 123456        | 123456      | 123456         | 123456       |                         |
| Indiana        | 123456        | 123456      | 23456          | 23456        |                         |
| Kansas*        | 123456        | 356         | 356            | 356          |                         |
| Kentucky*      | 12345         | 12345       | 35             | 35           |                         |
| Louisiana      | 123456        | 123456      | 123456         | 123456       |                         |
| Maryland*      | 123456        | 123456      | 123456         |              |                         |
| Massachusetts* | 12345         | 12345       | 123456         | 12345        | Yes (5¢)                |
| Minnesota*     | 123456        | 3456        | 3456           | 3456         |                         |
| Missouri       | 123456        | 123456      | 123456         | 123456       |                         |
| Nebraska*      | 123456        | 123456      | 123456         | 123456       |                         |
| Nevada*        | 123456        | 123456      | 123456         | 123456       |                         |
| New Jersey*    | 123456        | 123456      | 123456         | 123456       |                         |
| New Mexico     | 123           | 123         | 123            | 123          |                         |
| New York*      | 12            | 3456        | 3456           | 346          | Yes (5¢)                |
| North Dakota*  | 12345         |             | 12345          | 12345        |                         |
| Oklahoma*      | 1234          | 56          | 56             | 56           |                         |

\* See page 16 for restrictions on sales.

**BY PACKAGE**

1 Spirits 2 Wine 3 Beer 4 Wine Based Coolers 5 Malt Based Coolers 6 Non-Alcohol Beer

| Open State             | Liquor Stores | Drug Stores | Grocery Stores | Gas Stations | Mandatory Deposits/Beer |
|------------------------|---------------|-------------|----------------|--------------|-------------------------|
| Rhode Island           | 123456        | 123456      | 6              | 6            |                         |
| South Carolina*        | 12            | 2345        | 2345           | 2345         |                         |
| South Dakota           | 123456        | 123456      | 123456         | 123456       |                         |
| Tennessee*             | 12            | 36          | 356            | 356          |                         |
| Texas*                 | 123456        | 23456       | 23456          | 23456        |                         |
| Wisconsin*             | 123456        | 123456      | 123456         | 123456       |                         |
| Control State          | Liquor Stores | Drug Stores | Grocery Stores | Gas Stations |                         |
| Alabama*               | 12345         | 2345        | 2345           | 2345         |                         |
| Idaho                  | 123456        | 23456       | 23456          | 23456        |                         |
| Iowa*                  | 12345         | 12345       | 12345          | 12345        | Yes (5¢)                |
| Maine                  | 12            | 23456       | 23456          | 23456        | Yes (5¢)                |
| Michigan*              | 123456        | 123456      | 123456         | 123456       | Yes (10¢)               |
| Mississippi*           | 12            | 3456        | 3456           | 3456         |                         |
| Montana                | 124           | 23456       | 23456          | 23456        |                         |
| Montgomery County, MD* | 12345         |             | 23456          | 23456        |                         |
| New Hampshire*         | 12            | 23456       | 23456          | 23456        |                         |
| North Carolina         | 12            | 23456       | 23456          | 23456        |                         |
| Ohio*                  | 123456        | 23456       | 23456          | 23456        |                         |
| Oregon*                | 1             | 23456       | 23456          | 23456        | Yes (5¢)                |
| Pennsylvania*          | 124           |             |                |              |                         |
| Utah*                  | 1234          | 356         | 356            | 356          |                         |
| Vermont*               | 1             | 23456       | 23456          | 23456        | Yes (5¢)                |
| Virginia*              | 12            | 23456       | 23456          | 23456        |                         |
| Washington*            | 123456        | 23456       | 23456          | 23456        |                         |
| West Virginia          | 123456        | 123456      | 123456         | 123456       |                         |
| Wyoming*               | 123456        | 123456      | 123456         | 123456       |                         |

\* See page 16 for restrictions on sales.

# What's Sold Where

## RESTRICTIONS ON SALES

### ALABAMA

Packaged beverage alcohol may be sold in bars and taverns and other off-premise outlets (beer and wine), but not in restaurants.

### ARIZONA

Spirits, wine and beer may be sold by the drink or by the package in a bar, but only by the drink in a licensed restaurant with a bar license.

### CALIFORNIA

Cash redemption value for beer containers 24 ounces or less is 4¢. For beer containers over 24 ounces cash redemption value is 8¢.

### COLORADO

Liquor stores may not sell food, clothing souvenirs, etc. Tobacco and products directly related to liquor may be sold. Grocery stores and gas stations may sell 3.2% beer only. Bars' principle business must be liquor. Restaurants may sell souvenir items and tobacco.

### DELAWARE

Drug stores, supermarkets, and gas stations not permitted to sell beverage alcohol. Mandatory beer deposit applies to glass containers under 64 ounces.

### ILLINOIS

The state issues a retail license for both off- and on-premise establishments (by the package and by the drink, respectively). No state restrictions exist as to what can be sold where. Local restrictions may exist.

### IOWA

Non-alcohol beer, non-alcohol beverages and food not regulated by Iowa ABC.

### KANSAS

Grocery stores, drug stores, and gas stations may only sell 3.2% cereal malt beverages. They are regulated by local city or county ordinances.

### KENTUCKY

Food must not exceed 10% of total sales in drug stores.

### MARYLAND

Bars and restaurants may sell beverage alcohol by the package with proper license.

### MASSACHUSETTS

Sale of non-alcohol beer, non-alcohol beverages, food and glassware may be regulated at the local level.

### MICHIGAN

Gas stations are not generally considered for a beverage alcohol sales license, however they may qualify under certain conditions.

### MINNESOTA

Bars and restaurants can sell liquor, wine, and beer off-premise with proper licensing.

### MISSISSIPPI

Wines and beer sold off-premise must not be above 5% alcohol content by weight.

### MONTGOMERY COUNTY, MD

Glassware permitted in liquor stores if the item is part of co-pack. Beer, wine, spirits and coolers may be sold by the package in bars/taverns, and restaurants with proper license. Permitted only in gas stations that held a beer and wine license prior to state law change prohibiting new license issuances to gas stations.

### NEBRASKA

Bars and restaurants can sell on- or off-premise with proper license.

### NEVADA

What's sold where is determined at the local level.

### NEW HAMPSHIRE

A gas station may sell packaged beverage alcohol if it has a convenience store. Beer and wine may be sold for off-premise consumption in drug stores, grocery stores and gas stations with proper license.

### NEW JERSEY

Restaurants and bars receive a plenary retail consumption license. This permits on-premise consumption and sale of package goods from a public barroom. No other mercantile business may be conducted on premises except restaurants, hotels, taverns or bowling alleys. A plenary retail distribution license permits off-premise sales. Other mercantile business conducted on premises is subject to municipal restrictions. Grocery stores may sell beverage alcohol if they obtain a Plenary Retail Distribution License.

### NEW YORK

Wine and liquor may be sold in drug stores for prescription purposes. A license permitting on-premise consumption of wine and beer also permits off-premise consumption of wine and beer.

### NORTH DAKOTA

Beverage alcohol may be sold in a grocery store or gas station in an area separate from the rest of the store.

### OHIO

By the package sales permitted in drug stores, grocery stores, gas stations restaurants and bars with proper license. State agencies may sell spirits only. Contract liquor agencies are private businesses that contract with the state to act as sales agents for spirits. All contract liquor agencies also have permits to sell beer, wine and low proof mixed beverages for carryout only.

### OKLAHOMA

Wine may be sold by the bottle in restaurant hotels and motels but bottles must be opened and partially consumed on the premise. Restaurants, hotels and motels must have mixed beverage license.

### OREGON

Gas stations must maintain at least a \$5,000 grocery inventory. On-premise licensees can obtain off-premise sales licenses to sell packaged beer, wine, and hard cider under certain circumstances.

### PENNSYLVANIA

Beer must be sold in case lots by licensed distributors and breweries only. Restaurants, hotels or breweries may sell beer for off-premise consumption in packages containing 192 ounces or less.

### SOUTH CAROLINA

Glassware may be sold in liquor stores only if packaged with beverage alcohol. Spirits in bars or restaurants must be served in mini-bottles or not by pour. Beer and wine may be sold by the bottle in bars/taverns, but not in restaurants.

### TENNESSEE

Bars/taverns may sell beverage alcohol by the package, but restaurants may not. This is determined by local ordinance.

### TEXAS

Wines sold by the package in drug stores, grocery stores, gas stations, bars and restaurants must be either 14% or 17% or less alcohol by volume. Drug stores, grocery stores and gas stations may sell wine and beer with a wine or beer retailers permit only. Bars and restaurants may sell beverage alcohol with a mixed beverage permit and may serve alcohol with a private club permit.

### VERMONT

Beverage alcohol by the package permitted in drug stores, grocery stores and gas stations with proper license.

### VIRGINIA

Liquor stores may sell Virginia wines only.

### WASHINGTON

Beer and wine can be sold for off-premise consumption in drug stores, grocery stores, and gas stations if they maintain minimal grocery inventory of \$3,000 wholesale value.

### WISCONSIN

Bars may sell glassware if it is a minor part of the operation. Bars and restaurants must have the appropriate license for beverage alcohol and food.

### WYOMING

Drug, grocery stores and gas stations may sell beverage alcohol if they have a license and separate dispensing room.



# Promotions

| Open State         | Consumer Money-Off Coupons | Mall-In Consumer Refunds/Rebates | Premium Offers | Sweepstake Offers |
|--------------------|----------------------------|----------------------------------|----------------|-------------------|
| Alaska             | yes                        | yes                              | yes            | yes               |
| Arizona*           | yes                        | yes                              | yes            | yes               |
| Arkansas*          | no                         | yes                              | yes            | yes               |
| California*        | yes                        | yes                              | yes            | yes               |
| Colorado *         | yes                        | yes                              | yes            | yes               |
| Connecticut        | no                         | yes                              | yes            | yes               |
| Delaware*          | yes                        | yes                              | yes            | yes               |
| Dist. of Columbia* | no                         | n/a                              | yes            | yes               |
| Florida*           | yes                        | yes                              | yes            | yes               |
| Georgia*           | no                         | yes                              | yes            | yes               |
| Hawaii*            | no                         | no                               | yes            | yes               |
| Illinois*          | yes                        | yes                              | yes            | yes               |
| Indiana*           | no                         | no                               | yes            | yes               |
| Kansas*            | yes                        | yes                              | yes            | yes               |
| Kentucky*          | no                         | yes                              | yes            | yes               |
| Louisiana*         | no                         | yes                              | yes            | yes               |
| Maryland*          | no                         | yes                              | yes            | yes               |
| Massachusetts*     | no                         | yes                              | no             | yes               |
| Minnesota*         | yes                        | yes                              | yes            | yes               |
| Missouri*          | yes                        | yes                              | yes            | yes               |
| Nebraska           | no                         | yes                              | yes            | yes               |
| Nevada*            | yes                        | yes                              | yes            | yes               |
| New Jersey*        | no                         | yes                              | yes            | yes               |
| New Mexico         | yes                        | yes                              | yes            | yes               |
| New York*          | yes                        | yes                              | yes            | yes               |
| North Dakota*      | yes                        | yes                              | yes            | yes               |
| Oklahoma           | no                         | yes                              | yes            | yes               |
| Rhode Island       | no                         | yes                              | yes            | yes               |
| South Carolina*    | yes                        | yes                              | yes            | no                |
| South Dakota*      | no                         | yes                              | yes            | yes               |

\* See page 19 for restrictions on promotions. n/a Not available.

# Promotions

| Open State             | Consumer Money-Off Coupons | Mail-In Consumer Refunds/Rebates | Premium Offers | Sweepstake Offers |
|------------------------|----------------------------|----------------------------------|----------------|-------------------|
| Tennessee*             | no                         | yes                              | yes            | yes               |
| Texas*                 | no                         | no                               | yes            | yes               |
| Wisconsin              | yes                        | yes                              | yes            | yes               |
| Control State          | Consumer Money-Off Coupons | Mail-In Consumer Refunds/Rebates | Premium Offers | Sweepstake Offers |
| Alabama*               | no                         | no                               | yes            | yes               |
| Idaho                  | no                         | yes                              | yes            | yes               |
| Iowa*                  | yes                        | yes                              | yes            | yes               |
| Maine*                 | no                         | yes                              | yes            | yes               |
| Montgomery County, MD* | yes                        | yes                              | yes            | yes               |
| Michigan*              | no                         | yes                              | yes            | yes               |
| Mississippi*           | no                         | no                               | yes            | yes               |
| Montana                | yes                        | yes                              | yes            | yes               |
| New Hampshire*         | yes                        | yes                              | yes            | yes               |
| North Carolina*        | no                         | yes                              | yes            | yes               |
| Ohio*                  | no                         | yes                              | yes            | yes               |
| Oregon*                | no                         | yes                              | yes            | yes               |
| Pennsylvania*          | no                         | yes                              | yes            | yes               |
| Utah                   | no                         | no                               | no             | yes               |
| Vermont*               | no                         | yes                              | yes            | yes               |
| Virginia*              | yes                        | yes                              | yes            | yes               |
| Washington*            | no                         | yes                              | yes            | yes               |
| West Virginia*         | yes                        | yes                              | yes            | yes               |
| Wyoming*               | yes                        | yes                              | yes            | yes               |

\* See page 19 for restrictions on promotions.

## \* RESTRICTIONS ON PROMOTIONS

### ALABAMA

Premium offers or sweepstakes may be sold with or without beverage alcohol purchases.

### ARIZONA

Sweepstakes programs permitted provided that no purchase is required to enter.

### ARKANSAS

Sweepstakes programs and premium offers may not require or imply proof of purchase. Mail-in consumer refunds permitted for spirits and wine only. Restrictions apply for all promotions.

### CALIFORNIA

Sweepstakes programs, money-off consumer coupons and premium offers may not require proof of purchase. The value of refunds or rebates may not be equal to or in excess of the purchase price of the product. Sweepstakes prizes limited to 25 cents items for beer, \$1.00 for wine, and \$5.00 for distilled spirits.

### COLORADO

Premium offers and coupons may not be redeemed through the retailer. Sweepstakes do not require proof of purchase.

### DELAWARE

Sweepstakes programs may not require proof of purchase. Money-off consumer coupons permitted for wine and spirits only.

### DISTRICT OF COLUMBIA

Sweepstakes programs and premium offers may not require purchase. Sweepstakes programs must be a national offer.

### FLORIDA

Sweepstakes programs may not require purchase. Sweepstakes programs must be approved by the Division of Licensing Bureau of Games. Premium offers may be used only in point of sale advertising. Money-off consumer coupons may be used for wine, spirits and beer. Coupons may not specify a certain retailer and value must be stated on the coupon. Wholesalers may not provide beer coupons to vendors, but may deliver manufacturer coupons.

### GEORGIA

Sweepstakes programs and premium offers (spirits) may not require proof of purchase.

### HAWAII

Items furnished must not induce the retailer to purchase the product. Sweepstakes programs do not require purchase.

### ILLINOIS

Proof of purchase necessary for consumer coupons and rebates.

### INDIANA

Sweepstakes programs and premium offers may not require purchase.

### IOWA

Sweepstakes programs may not require purchase.

### KANSAS

Sweepstakes programs do not require purchase. Money-off in-house consumer coupons permitted at outlets that sell 3.2% beer only.

### KENTUCKY

Mail-in consumer refunds permitted for wine and spirits only by manufacturer.

### LOUISIANA

Sweepstakes programs may not require purchase. Premium offers cannot exceed \$50 per year per outlet.

### MAINE

Sweepstakes programs and coupons may not require purchase.

### MARYLAND

Sweepstakes programs, premium offers and mail-in consumer refunds require prior approval. Sweepstakes programs may not require purchase. Proof of purchase required for consumer refunds.

### MASSACHUSETTS

Sweepstakes programs may not require proof of purchase.

### MONTGOMERY COUNTY, MD

Sweepstakes programs permitted in private licensed outlets only. Consumer refunds must stay in licensed premises, no external advertising permitted. Permitted only in gas stations that held a beer and wine license prior to state law change prohibiting new license issuances to gas stations.

### MICHIGAN

Premium offers may be used as point of sale display but may not be given to any retailer. Prior commission approval required for sweepstakes and premium offers.

### MINNESOTA

Sweepstakes programs may not require purchase. Manufacturer-coupons not allowed. Restrictions may apply for premium offers.

### MISSISSIPPI

Sweepstakes programs and premium offers may not require purchase. Winners must be 21 years of age or older. Money-off coupons for non-alcohol beverage products allowed.

### MISSOURI

Sweepstakes programs do not require purchase and may not require entry fee. Premium offers do not require purchase. Mail-in consumer refunds or rebates permitted for spirits only.

### NEVADA

Pre-approval required for all promotions.

### NEW HAMPSHIRE

Money-off coupons are permitted provided that no redemptions are made in state stores. Sweepstakes may not require proof of purchase. Must be legal drinking age to enter sweepstakes.

### NEW JERSEY

Sweepstakes programs and premium offers may not require purchase. Beverage alcohol may not be given as a prize.

### NEW YORK

Individual retailer-published consumer coupons permitted.

### NORTH CAROLINA

Sweepstakes programs and premium offers permitted in county stores only. Sweepstakes programs and premium offers may not require purchase. Prizes may not be awarded on retail premises. Mail-in refunds or rebates permitted for spirits only.

### NORTH DAKOTA

Sweepstakes do not require proof of purchase. No instant redeemables.

### OHIO

Sweepstakes programs and premium offers may not require purchase.

### OREGON

Consumer refunds for spirits only. Premium offers and sweepstakes do not require purchase.

### PENNSYLVANIA

Sweepstakes programs, premium offers and mail-in refunds or rebates require prior approval.

### SOUTH CAROLINA

Money-off consumer coupons permitted for beer and wine only. Mail-in refunds limited to \$10.00.

### SOUTH DAKOTA

Sweepstakes programs and premium offers cannot induce the sale of beverage alcohol. Mail-in refunds limited to \$10.00.

### TENNESSEE

Sweepstakes and premium offers can be conducted at point of sale or through newspapers and magazines.

### TEXAS

Premium offers for beer items must cost less than \$1.00. Sweepstakes programs may not require purchase and must be offered in 30 or more states.

### VERMONT

Sweepstakes must indicate no purchase required. All premium offers and mail-in refunds or rebates require prior approval from the LCB.

### VIRGINIA

Sweepstakes programs and premium offers may not require purchase. Must be legal drinking age to enter sweepstakes. Money-off coupons permitted in non-state stores only for beer and wine.

### WASHINGTON

Sweepstakes programs may not require purchase per retailer.

### WEST VIRGINIA

Money-off coupons permitted for wine and spirits only.

### WYOMING

Liquor Division approval required for all promotions.

# Merchandising

| Open State     | Floor Displays | Display Racks | Motion Displays | Audio Displays | Shelf Talkers | Co-Packs (with bev al) |
|----------------|----------------|---------------|-----------------|----------------|---------------|------------------------|
| Alaska         | yes            | yes           | yes             | yes            | yes           | yes                    |
| Arizona*       | yes            | yes           | yes             | yes            | yes           | yes                    |
| Arkansas*      | yes            | yes           | yes             | yes            | yes           | yes                    |
| California*    | yes            | yes           | yes             | yes            | yes           | yes                    |
| Colorado*      | yes            | yes           | yes             | yes            | yes           | yes                    |
| Connecticut*   | yes            | yes           | yes             | yes            | yes           | yes                    |
| Delaware       | yes            | yes           | yes             | yes            | yes           | yes                    |
| Dist. of Col.  | yes            | yes           | yes             | yes            | yes           | yes                    |
| Florida        | yes            | yes           | yes             | yes            | yes           | yes                    |
| Georgia*       | yes            | yes           | yes             | yes            | yes           | yes                    |
| Hawaii*        | yes            | yes           | yes             | yes            | yes           | yes                    |
| Illinois*      | yes            | yes           | yes             | yes            | yes           | yes                    |
| Indiana*       | yes            | yes           | yes             | yes            | yes           | yes                    |
| Kansas*        | yes            | yes           | yes             | yes            | yes           | yes                    |
| Kentucky*      | yes            | yes           | yes             | yes            | yes           | no                     |
| Louisiana*     | yes            | yes           | yes             | yes            | yes           | yes                    |
| Maryland*      | yes            | yes           | yes             | yes            | yes           | yes                    |
| Massachusetts* | yes            | yes           | yes             | no             | yes           | yes                    |
| Minnesota*     | yes            | yes           | yes             | yes            | yes           | yes                    |
| Missouri       | yes            | yes           | yes             | yes            | yes           | yes                    |
| Nebraska       | yes            | yes           | yes             | yes            | yes           | yes                    |
| Nevada*        | yes            | yes           | yes             | yes            | yes           | yes                    |
| New Jersey*    | yes            | yes           | yes             | yes            | yes           | yes                    |
| New Mexico*    | yes            | yes           | yes             | yes            | yes           | yes                    |
| New York*      | yes            | yes           | yes             | yes            | yes           | yes                    |
| North Dakota*  | yes            | yes           | yes             | yes            | yes           | yes                    |
| Oklahoma*      | yes            | yes           | yes             | yes            | yes           | yes                    |



# Merchandising

| Open State                | Floor Displays | Display Racks | Motion Displays | Audio Displays | Shelf Talkers | Co-Packs (with bev al) |
|---------------------------|----------------|---------------|-----------------|----------------|---------------|------------------------|
| Rhode Island*             | yes            | yes           | yes             | yes            | yes           | yes                    |
| South Carolina*           | yes            | yes           | no              | no             | no            | yes                    |
| South Dakota*             | yes            | yes           | yes             | yes            | yes           | yes                    |
| Tennessee*                | yes            | yes           | yes             | yes            | yes           | yes                    |
| Texas*                    | yes            | yes           | yes             | yes            | yes           | yes                    |
| Wisconsin*                | yes            | yes           | yes             | yes            | yes           | yes                    |
| Control State             | Floor Displays | Display Racks | Motion Displays | Audio Displays | Shelf Talkers | Co-Packs (with bev al) |
| Alabama                   | yes            | yes           | yes             | yes            | yes           | yes                    |
| Idaho                     | yes            | yes           | yes             | yes            | yes           | no                     |
| Iowa*                     | yes            | yes           | yes             | yes            | yes           | yes                    |
| Maine*                    | yes            | yes           | yes             | yes            | yes           | yes                    |
| Montgomery*<br>County, MD | yes            | yes           | yes             | yes            | yes           | yes                    |
| Michigan*                 | yes            | yes           | yes             | yes            | yes           | yes                    |
| Mississippi*              | yes            | yes           | yes             | yes            | yes           | yes                    |
| Montana                   | yes            | yes           | yes             | yes            | yes           | yes                    |
| New Hampshire*            | yes            | yes           | yes             | yes            | yes           | yes                    |
| North Carolina*           | yes            | yes           | yes             | yes            | yes           | yes                    |
| Ohio*                     | yes            | yes           | yes             | no             | yes           | yes                    |
| Oregon*                   | yes            | yes           | yes             | yes            | yes           | no                     |
| Pennsylvania              | yes            | yes           | yes             | yes            | yes           | yes                    |
| Utah*                     | yes            | yes           | no              | no             | yes           | no                     |
| Vermont                   | yes            | yes           | yes             | yes            | yes           | yes                    |
| Virginia                  | yes            | yes           | yes             | yes            | yes           | yes                    |
| Washington                | yes            | yes           | yes             | yes            | yes           | yes                    |
| West Virginia*            | yes            | yes           | yes             | yes            | yes           | yes                    |
| Wyoming                   | yes            | yes           | yes             | yes            | yes           | yes                    |



# Product Tastings

| Open State           | Off-Premise | On-Premise | Supplier Sponsored | Wholesale Sponsor |
|----------------------|-------------|------------|--------------------|-------------------|
| Alaska*              |             | 1 2 3      | 5 6                |                   |
| Arizona*             | 2           | 1 2 3      | 4 5 6 8            | 7 8               |
| Arkansas*            | 1 3         | 3          | 4 5 6              | 7 8               |
| California*          |             | 1 2        | 4 5 8              | 7 8               |
| Colorado*            | 1 2 3       | 1 2 3      | 5 6                | 7                 |
| Connecticut*         | 1 2 3       | 1 2 3      | 5 6                | 7 8               |
| Delaware             | 1 2 3       | 1 2 3      | 5 6                |                   |
| District of Columbia | 1 2 3       |            |                    |                   |
| Florida*             | 1 2 3       | 1 2 3      | 4 5 6              | 7 8               |
| Georgia*             |             | 2          | 5 6                | 8                 |
| Hawaii*              | 1 2 3       | 1 2 3      | 4 5 6 8            | 7 8               |
| Illinois*            | 1 2 3       | 1 2 3      | 4 5 6              | 7                 |
| Indiana*             | 1 2 3       | 1 2 3      | 4 5 6              |                   |
| Kansas*              |             | 2 3        | 5 6 8              | 7 8               |
| Kentucky*            | 1 2 3       | 1 2 3      | 4 5 6 8            | 7                 |
| Louisiana*           | 1 2 3       | 1 2 3      | 8                  | 8                 |
| Maryland*            | 1 2 3       | 1 2 3      | 5 6 8              | 7 8               |
| Massachusetts*       | 1 2 3       | 1 2 3      |                    |                   |
| Minnesota*           | 1 2 3       | 1 2 3      |                    |                   |
| Missouri             | 1 2 3       | 1 2 3      | 4 5 6              | 7 8               |
| Nebraska*            | 1 2 3       | 1 2 3      | 4 5 6              | 7                 |
| Nevada*              | N/A         | N/A        | N/A                | N/A               |
| New Jersey           | 2           | 1 2 3      | 5 6                | 8                 |
| New Mexico           | 1 2 3       | 1 2 3      | 5                  | N/A               |
| New York*            | 1 2         | 2          | 5                  | 7                 |
| North Dakota         | N/A         | 1 2 3      | N/A                | 7 8               |
| Oklahoma*            |             | 1 2 3      | 5 8                | 8                 |
| Rhode Island         | 2           | 1 2 3      | 4 5 6              |                   |
| South Carolina       | 1 2 3       | 2 3        | 5 8                |                   |
| South Dakota*        | 1 2 3       | 1 2 3      | 5 6                | 8                 |
| Tennessee            |             | 1 2        |                    |                   |
| Texas*               | 1 2 3       | 1 2 3      | 4 5 6 8            | N/A               |
| Wisconsin*           | 2           | 1 2 3      | 5 6 8              | 8                 |



1 Spirits  
6 Brewery

2 Wine  
7 Wholesaler Premises

3 Beer  
8 Other Locations

4 Distillery  
N/A = Not available

5 Winery

| Control State          | Off-Premise | On-Premise | Supplier Sponsored | Wholesaler Sponsored |
|------------------------|-------------|------------|--------------------|----------------------|
| Alabama                |             | 1 2 3      |                    | 7 8                  |
| Idaho                  |             | 1 2 3      | 4 5 6              |                      |
| Iowa*                  | 1 2 3       | 1 2 3      | 2 3 4 5 6 8        | 2 3 5 6 7 8          |
| Maine*                 | 2 3         | 1          | 5 6                | 1 7                  |
| Montgomery County, MD* | 2 3         | 1 2 3      | 4 5 6 8            | 7 8                  |
| Michigan*              |             | 1 2 3      | 4 5 6 8            | 8                    |
| Mississippi            |             | 1 2        | 1 2                |                      |
| Montana                |             | 1 2 3      | 5 6                |                      |
| New Hampshire*         | 1 2 3       | 1 2 3      | 5 6                | 7 8                  |
| North Carolina*        | 2           | 2 3        | 5 6 8              | 7 8                  |
| Ohio*                  | 2 3         | 1 2 3      | 5 6 8              | 7 8                  |
| Oregon*                | 1 2 3       | 1 2 3      | 4 5 6 8            |                      |
| Pennsylvania*          | 1 2 3       | 1 2 3      | 4 5 6 7 8          | 4 5 6 7 8            |
| Utah                   |             |            | 5 6                |                      |
| Vermont*               | 2           | 1 2 3      | 5 6                | 8                    |
| Virginia*              | 2 3         | 1 2 3      | 5 6 8              |                      |
| Washington             | 2 3         | 1 2 3      | 5 6 8              | 7 8                  |
| West Virginia*         | 2           | 1 2 3      | 4 5 6              | 7 8                  |
| Wyoming                | 1 2 3       | 1 2 3      | 4 5 6 8            | 7 8                  |

## \*Restrictions

### ALASKA

Must sell drinks to tasters.

### ARIZONA

Off-premise spirits tastings restricted to a sample of 1/2 ounce, are limited to 3 hours and must be conducted in the beverage alcohol section of the store.

### ARKANSAS

Supplier sponsored tastings must be held in authorized tasting rooms. Wholesaler sponsored tastings permitted with prior approval. Wine and spirits samples cannot exceed 12 ounces. Samples must be limited to 2 per person. On- and off-premise beer tastings for Arkansas native beer only.

### CALIFORNIA

On-premise outlets may give limited free samples of wine or spirits. Restrictions apply. Wholesalers may sponsor tastings for retail licensees and their employees under specific conditions. Restrictions apply for on-premise supplier sponsored tastings.

### COLORADO

On-premise tastings must be conducted by retail licensee and product must be purchased from a licensed wholesaler. Supplier/manufacture representative may be present to assist. Limited wineries may have up to five remote tasting locations. Wineries may have up to one remote location.

### CONNECTICUT

Off-premise tastings limited to new products. Wine limited to one ounce per patron. Wholesaler sponsored permitted for industry members.

### FLORIDA

Supplier and wholesaler sponsored tastings for beer may not be held at licensed off-premise locations.

### GEORGIA

Consumer wine tastings require prior approval. Wholesaler sponsored tastings permitted at industry trade shows only with prior approval.

Continued on page 26

# Product Tastings *Continued from page 25*

## HAWAII

Customers can only receive one, 3 ounce sample of beer and wine, and one, 1 ounce sample of spirits per person for off- and on-premise tastings. All product tastings must have prior approval from the Liquor Commission.

## ILLINOIS

Off-premise tastings must have prior approval from the Liquor Commission.

## INDIANA

Off-premise tastings permitted in Package Liquor Stores. Restrictions apply. On-premise tastings limited to 1 ounce of wine, 1/2 ounce of cordials, 0.4 ounces of spirits and 0.6 ounces of beer.

## IOWA

Beer and wine tastings may be conducted on unlicensed premises. Spirits tastings must be conducted on licensed premises.

## KANSAS

Supplier sponsored tastings permitted in counties where liquor by the drink is approved.

## KENTUCKY

Off-premise wine and spirits tastings are limited to quantities of 4-6 ounces per patron per day. Samples must be free of charge. Supplier sponsored tastings at off-premise establishments must be held for educational purposes or new product introductions only. Guests must be limited to retail licensees and their employees. Distillers and vintners may participate in private parties or fund raisers conducted by bona fide charitable organizations.

## LOUISIANA

Off- and on-premise tasting must be limited to no more than 2 samplings per month per product per premises, and require prior approval from the Commissioner.

## MAINE

On-premise spirits tastings with permission of Department of Public Safety. Wholesaler sponsored wine tastings must have Bureau approval. Supplier sponsored tastings may be held in an approved hospitality room.

## MARYLAND

Product tastings at retail establishments must be conducted by retail licensee, supplier and wholesaler participation prohibited subject to local statutes. Suppliers and wholesalers can sponsor

tastings for retail licensees or charitable/bona fide organizations.

## MASSACHUSETTS

Licensee may conduct tastings **only** for products they lawfully sell. Serving size is limited to 1 ounce for wine, 2 ounces for beer and .25 ounces for spirits. Manufacturers and wholesalers may provide free product and labor with restrictions.

## MONTGOMERY COUNTY, MD

For wholesaler sponsored tastings held at a non-licensed premise product must be purchased from a host facility. On-/off-premise license required for off-premise outlet tastings.

## MICHIGAN

Salesperson may purchase one drink per customer for tastings at on-premise establishments for spirits and wine. Salesperson may purchase one drink for one customer at on-premise establishments for beer. Trade tastings permitted at on-premise establishments. Beverage alcohol must be sold by wholesaler to host retailer for supplier and wholesaler sponsored tastings.

## MINNESOTA

Product tastings at retail establishments must be conducted by retail licensee. Supplier tastings require prior approval from the LCD.

## NEBRASKA

Samples for off-premise tastings must be unopened. Wholesaler sponsored tastings must be held for licensees only.

## NEVADA

Law is silent on product tastings.

## NEW HAMPSHIRE

Product tastings may be held at licensed establishments with notification to the Commission. Supplier and wholesaler sponsored tastings may be held in an approved hospitality room.

## NEW YORK

Retail licensees must have a special tastings permit in order to sponsor tastings. All retail sponsored tastings require prior approval. Supplier sponsored tastings must be for New York State labeled wines only. Wholesalers may sponsor tastings for wine only.

## NORTH CAROLINA

Supplier and wholesaler sponsored tastings must have commission approval.

ings must have commission approval.

## OHIO

Tastings permitted at on- and off-premise establishments with proper permit for charge. Wholesaler and supplier sponsored tastings permitted by invitation only.

## OKLAHOMA

Samples must be purchased for on-premise product tastings. Supplier and wholesaler sponsored tastings, if close to the public, by invitation only. Oklahoma wineries permitted to give samples at festivals and trade shows.

## OREGON

Gas stations with an off-premise license cannot allow tastings.

## PENNSYLVANIA

Off-premise tastings require LC approval. On-premise tastings limited to maximum of 2 consecutive hours with maximum of 4 products. Serving size limited to 1 ounce per product for wine and .25 ounces per product for spirit. Food, such as cheese and crackers, must be provided by sponsor during event.

## SOUTH DAKOTA

Beer sample no larger than 3 oz., wine sample no larger than 50 ml, spirits sample no larger than 25 ml at off-premise outlets. Samples limited to 1 per day.

## TEXAS

Off-premise spirits, wine, and beer tastings permitted in package stores that hold a tastings permit. Wineries permitted to hold tastings at other locations with restrictions.

## VERMONT

All tastings require prior LCB approval. Wholesaler sponsored tastings permitted at retail licensed premises.

## VIRGINIA

Tastings permitted at off-premise outlets with gourmet shop license.

## WEST VIRGINIA

Consumer wine tasting allowed on-premise with special wine tasting license

## WISCONSIN

On-premise tastings must be sponsored by retailers only. Supplier and wholesaler sponsored tastings may be held at private non-licensed locations, restricted to invited guests only and samples cannot be sold. Off-premise wine to

# Advertising Guidelines

## Federal Guidelines Regarding Beverage Alcohol Advertising

### Mandatory Statements

Distilled spirits, wine and beer advertisements shall state the name and address of the permittee responsible for its publication or broadcast. Street number and name may be omitted in the address.

Class and type designation and alcohol content shall be stated by proof, percentage by volume may be used for cordials and liqueurs, cocktails, highballs, bitters and other specialties for distilled spirits.

Class, type and distinctive designation required for wine.

Class required for beer.

Exception for spirits, wine and beer: If an advertisement refers to a line or all of the products of one company, whether by company name or by brand name common to all products in the line, the only mandatory information is the name and address of the responsible advertiser.

### Restrictions

An advertisement of distilled spirits, wine or malt beverages shall not contain: any statement that is false or untrue; any statement that is disparaging of a competitor's product; any statement, design, device or representation which is obscene or indecent; any statement, design, device, or representation of or relating to analyses, standards or tests, irrespective of falsity, which the Director finds to be likely to mislead the consumer; any statement, design, device or representation of/ or relating to any guarantee, irrespective of falsity, which the Director finds to be likely to mislead the consumer (money-back guarantees are not prohibited); any statement that distilled spirits, wine or malt beverages are brewed, labeled, produced, packed, distilled, blended, made, bottled, or sold under or in accordance with any municipal, state, Federal, or foreign authorization, law, or regulation; any statements that contains the words "bond," "bonded," "bottled in bond," "aged in bond," or phrases containing these or synonymous terms, unless such words or phrases

appear, on the label of the product, and are stated in the advertisement in the manner and form in which they are permitted to appear on the label; any statement concerning a brand or lot of wine or distilled spirits that is inconsistent with any statement on the labeling thereof; any label depicted on a bottle in an advertisement shall be a reproduction of an approved label; any statement, design, representation, pictorial representation, or device representing that the use of distilled spirits has curative or therapeutic effects; any false statement regarding place of origin, or flags, seals, coats of arms, crests and other insignia. Subliminal or similar techniques are prohibited. Comparative advertising shall not be disparaging of a competitor's product. Taste test results may be used in advertisements comparing competitors' products unless they are disparaging, deceptive, or likely to mislead the consumer. A statement shall appear in the advertisement providing the name and address of the testing administrator.

### Distilled Spirits

The word "pure" may not be used unless: it refers to a particular ingredient used in the production of the product, and is a truthful representation about the ingredient or: it is part of the bona fide name of a permittee or retailer from whom the product is bottled, or it is part of the bona fide name of the permittee who bottled the product.

The words "double distilled" or "triple distilled" shall not be permitted in advertisement of distilled spirits produced by the redistillation method when a second or third distillation step is a necessary distillation process for the production of the product.

Distilled spirits advertisements shall not contain any statement, design, or device directly or by implication concerning age or maturity of any brand or lot of distilled spirits unless a statement of age appears on the label of the advertised product. An advertisement for any whiskey or brandy (except immature brandies) which is not required to bear a statement of age on the label or an advertisement for any rum or tequila, which have been aged for not less than 4 years may, however, contain

inconspicuous, general representation as to age, maturity or other similar representations even though a specific age statement does not appear on the label of the advertised product and in the advertisement itself.

### Wine

Any word in the brand name or class and type designation which is the name of a distilled spirits product or which simulates, imitates, or creates the impression that the wine so labeled is, or is similar to, any product customarily made with a distilled spirits base is prohibited.

Wine advertisements shall not contain any statement of age or representation relative to age (including words or devices in any brand name or marquee), except for vintage wine.

### Malt Beverages

No product containing less than one-half of 1 percent of alcohol by volume shall be designated in any advertisement as beer, lager beer, lager, ale, porter, stout, or by any other class or type designation commonly applied to fermented malt beverages containing one-half of 1 percent or more of alcohol by volume.

No product other than a malt beverage fermented at comparatively high temperature, possessing the characteristics generally attributed to ale, porter, or stout and produced without the use of coloring or flavoring materials (other than those recognized in standard brewing practices) shall be designated in any advertisement by any of these class designations.

Malt beverage advertisements shall not contain the words strong, full strength, extra strength, high test, high proof, full alcohol strength, or any other statement of alcohol content, or any statement of the percentage and quantity of the original extract, or any numerals, letters, characters, or figures, or similar words or statements of alcohol content, except where required by state law.

*Source: Laws and Regulations Under the Federal Alcohol Administration Act, TTB.*

## Summary

### Grocery Stores

Alaska: non-alcohol beer  
Arizona: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Arkansas: beer, malt based coolers, non-alcohol beer  
California: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Colorado: beer, malt based coolers, non-alcohol beer  
Connecticut: beer, malt based coolers, non-alcohol beer  
Dist. Of Col.: wine, beer  
Florida: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Georgia: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Hawaii: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer.  
Illinois: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Indiana: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Kansas: beer, malt based coolers, non-alcohol beer  
Kentucky: beer and malt based coolers  
Louisiana: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Maryland: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Massachusetts: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Minnesota: beer, wine based coolers, malt based coolers, non-alcohol beer  
Missouri: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Nebraska: spirits, spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Nevada: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
New Jersey: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
New Mexico: spirits, wine, and beer.  
New York: beer, wine based coolers, malt based coolers, non-alcohol beer  
North Dakota: spirits, wine, beer, wine based coolers, malt based coolers  
Oklahoma: malt based coolers, non-alcohol beer  
Rhode Island: non-alcohol beer  
South Carolina: wine, beer, wine based coolers, malt based coolers  
South Dakota: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Tennessee: beer, malt based coolers, non-alcohol beer  
Texas: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Wisconsin: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer

Alabama: wine, beer, wine based coolers, malt based coolers  
Idaho: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Iowa: spirits, wine, beer, wine based coolers, malt based coolers  
Maine: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Michigan: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Mississippi: beer, wine based coolers, malt based coolers, non-alcohol beer  
Montana: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
New Hampshire: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
North Carolina: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Ohio: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Oregon: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Utah: beer, malt based coolers, non-alcohol beer  
Vermont: wine, beer, wine based coolers, malt based coolers, non-alcohol beer

Virginia: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Washington: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
West  
Wyoming: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer

### Liquor Stores

Alaska: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Arizona: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Arkansas: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
California: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Colorado: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Connecticut: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Delaware: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Dist. Of Col.: spirits, wine, beer  
Florida: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Georgia: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Hawaii: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Illinois: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Indiana: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Kansas: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Kentucky: spirits, wine, beer, wine based coolers, malt based coolers  
Louisiana: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Maryland: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Massachusetts: spirits, wine, beer, wine based coolers, malt based coolers  
Minnesota: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Missouri: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Nebraska: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Nevada: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
New Jersey: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
New Mexico: spirits, wine, beer  
New York: spirits, wine  
North Dakota: spirits, wine, beer, wine based coolers, malt based coolers  
Oklahoma: spirits, wine, beer, wine based coolers  
Rhode Island: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
South Carolina: spirits, wine  
South Dakota: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Tennessee: spirits, wine  
Texas: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Wisconsin: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer

Alabama: spirits, wine, beer, wine based coolers, malt based coolers  
Idaho: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Iowa: spirits, wine, beer, wine based coolers, malt based coolers  
Maine: spirits, wine  
Michigan: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Mississippi: spirits, wine  
Montana: spirits, wine, beer, malt based coolers  
New Hampshire: spirits, wine  
North Carolina: spirits, wine  
Ohio: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Oregon: spirits

Pennsylvania: spirits, wine, wine based coolers  
Utah: spirits, wine, beer, wine based coolers  
Vermont: spirits.  
Virginia: spirits, wine  
Washington: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer West  
Wyoming: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer

### **Drug Stores**

Alaska: non-alcohol beer  
Arizona: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Arkansas: beer, malt based coolers, non-alcohol beer.  
California: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Colorado: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Connecticut: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Dist. Of Col.: wine, beer  
Florida: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Georgia: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Hawaii: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Illinois: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Indiana: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Kansas: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Kentucky: spirits, wine, beer, wine based coolers, malt based coolers  
Louisiana: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Maryland: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Massachusetts: spirits, wine, beer, wine based coolers, malt based coolers  
Minnesota: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Missouri: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Nebraska: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Nevada: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
New Jersey: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
New Mexico: spirits, wine, beer  
New York: beer, wine based coolers, malt based coolers, non-alcohol beer  
Oklahoma: malt based coolers, non-alcohol beer  
Rhode Island: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
South Carolina: wine based coolers, malt based coolers, non-alcohol beer  
South Dakota: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Tennessee: beer, non-alcohol beer  
Texas: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Wisconsin: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer

Alabama: wine, beer, wine based coolers, malt based coolers  
Idaho: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Iowa: spirits, wine, beer, wine based coolers, malt based coolers  
Maine: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Michigan: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Mississippi: beer, wine based coolers, malt based coolers, non-alcohol beer  
Montana: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
New Hampshire: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
North Carolina: wine, beer, wine based coolers, malt based coolers, non-alcohol beer  
Ohio: wine, beer, wine based coolers, malt based coolers, non-alcohol beer

Oregon: wine, beer, wine based coolers, malt based coolers, non-alcohol beer

Utah: beer, malt based coolers, non-alcohol beer

Vermont: wine, beer, wine based coolers, malt based coolers, non-alcohol beer

Virginia: wine, beer, wine based coolers, malt based coolers, non-alcohol beer

Washington: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer West

Wyoming: spirits, wine, beer, wine based coolers, malt based coolers, non-alcohol beer