Mased in Santa Cruz, heartland of New Age thinking, dreaming and deferred transition to "adulthood," Bonny Doon Vineyard has a not so surprising history of idealism and innovation. Founded in the bucolic hamlet of Bonny Doon in 1983 by Randall Grahm, Bonny Doon Vineyard is known for its strikingly original wines made from lesser-known (though no less "noble") grape varieties, the so-called vinous Ugly Ducklings. Bonny Doon Vineyard made its mark on the world of wine with pioneering work in the exploration of Rhône varieties, innovative production techniques and very imaginative marketing that has at times, truth be told, been too clever by half.

Since the adoption of biodynamic farming practices in 2004 and in 2006, the radical slimming down of both product portfolio and overall case production (with a concomitant greater degree of focus and attention to detail), the wines of Bonny Doon Vineyard have evinced a more complex expression of varietal character, a more noticeable sense of organization and a greater degree of life-force. We invite you to share in our passion.

We are on a journey that began with "wines of effort," wines that were pleasing, harmonious and provided a certain intellectual frisson. And yet, ultimately these wines were but steps along the evolutionary path, one that is unfailingly pointed in the

> direction of wines of terroir, wine the qualities of which transcend the winemaker's complete control and leverages

> > (to use dreadful MBA-speak) the intelligence of capital n, Nature, an intelligence capable of creating complexity and order unimaginable to our finite sensibility. We are

> > > terroir seekers, and our path presently brings us through the territory of wines possessing life-force, the ability to withstand oxidative challenge. The vitality is present in the wine: it is now a matter to polish and to refine and eventually to reveal the wine's inherent terroir.



WINEMAKING | We strive to make wines in a more or less old-fangled, unaffected manner, lacking flashy adornment, vinous special FX, unnatural levels of ripeness, and other trappings of so-called winemaking progress. Our wines are moderate in alcohol, discreet in tannin extraction, fermented with indigenous yeast, and generally enjoy only nodding acquaintance with Quercus alba. We seek to produce wines that are profoundly organized, endowed with life force or the ability to tolerate oxidative challenge. Wines like this cannot precisely be made—rather, they must be translations of the vineyard's own vitality.

VINEYARDS

San Francisco

Bonny Doon

Vineyard, Santa Cruz

Del Barba | Contra Costa County Dry farmed 100+ year-old vine Mourvèdre.

> **ENEA** | Contra Costa County | 100+ year old vines, dry-farmed, gives us our most concentrated Mourvèdre for Old Telegram.

> > POPELOUCHUM ESTATE | San Juan Bautista San Benito County | Our estate polyculture farm, Grenache, Grenache Blanc, Grenache Gris, Furmint, Pinot Noir, olives, antique varieties of pear, apple, quince, plum, peach, and cherry trees, black and red raspberries, and assorted vegetables. Also home to our

greatest endeavor—the breeding of 10,000 new grape varieties, each genetically distinctive from one another.

RANCHO SOLO | Monterey County Grenache, organically farmed

> BEESWAX | Arroyo Seco Roussanne, Grenache Blanc, Vermentino, and Picpoul, organically farmed.

> > ALTA LOMA | Monterey County Grenache, organically farmed.

> > > practices.



BIEN NACIDO Santa Maria | Syrah, farmed using Biodynamic®



CIGARE FAMILY WINES

A complex and relatively functional family unit inspired by the wines traditionally produced in the Rhône Valley of Southern France; Le Cigare Volant and its vinous confrères pay homage not only to the wines of the celebrated appellation Châteauneufdu-Pape, but to all forays into the world of the magical and unknown.

VIN GRIS DE CIGARE

CENTRAL COAST | MEDITERRANEAN STYLE ROSÉ | 13%

NOTES: Our gris de Cigare is deliciously bright true vin gris (minimal skin contact) of filigreed fruit—bergamot, wild strawberry and maybe even a delicate trace of wintergreen. On the palate, sleek, salty, savory, mouth-watering aspect and a refreshing acidity. A wonderful persistent finish, extremely food-friendly.

VINTAGE: 2017: 57% Grenache, 18% Grenache Blanc, 9% Mourvèdre, 6% Roussanne, 5% Carignane, 5% Cinsaut

VINIFICATION: Hand harvest/sorted, indigenous yeast fermented in stainless steel tanks. VINEYARDS: 41% Alta Loma, 13% Beeswax, 11% Bokisch Ranch, 8% JD Farming, 6% San Miguel, 7% Cass, 5% Gonsalves, 4% Scheid, 3% Wente, 1% Rancho Solo, 1% Ventana

LE CIGARE BLANC

ARROYO SECO | SINGLE VINEYARD RHÔNE WHITE BLEND | 14.5%

NOTES: Our white analogue of Le Cigare Volant. Color as pale as drying grass in midsummer. Aromas of pears and other pome fruit, citronella, muskmelon, fennel, along with white flower and the unmistakable fragrance of beeswax (as per the vineyard namesake). Rich, yet elegant on the palate sporting refreshing acidity and a firm mineral backbone.

VINTAGE: 2014: 66% Grenache Blanc, 34% Roussanne

VINIFICATION: Hand harvest/sorted, whole-cluster pressing. Indigenous yeast fermented in

VINEYARDS: Beeswax Vineyard, Arroyo Seco, Monterey, CA

LE CIGARE VOLANT

California | Flagship Rhône Red Blend | 13.5%

NOTES: Our flagship wine, launched in 1984, a classic red Rhône blend, and homage to CdP. A beautiful wine-dark, mulberry color, and a first nose of dark, cool loamy earth with suggestions of raspberries, Damson plums and cherry/chocolate. On the palate, it is sleek and racy with a lively acidity, very soft tannins and great persistence.

VINTAGE: 2012: 39% Mourvèdre, 33% Grenache, 26% Syrah, 2% Cinsault

VINIFICATION: Hand harvested and sorted, indigenous yeast fermented, 15-20% whole cluster; 100% ML; aged 60% in 500 liter puncheon.

VINEYARDS: 33% Del Barba, 18% Bien Nacido, 17% Alta Loma, 11% Ventana, 7% Rancho Solo, 6% Enea, 5% Alamo Creek, 2% Woock and 1% Spanish Springs

CONTACT:

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For tech sheets, accolades and all manner of fascinating material, please see: www.bonnydoonvineyard.com/trade

ESOTERIC WINES



2017 Pic Poul BEESWAX VINEYARD | ARROYO SECO, CA | 12%

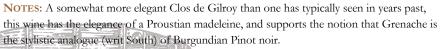
NOTES: I know that it's impossible to smell the sensation of saltiness, but the nose of our Picpoul is maritime, coupled with a discreet suggestion of peaches

VINTAGE: 2017: 100% Picpoul

VINIFICATION: Hand harvest/sorted, indigenous yeast fermentation, stainless steel

VINEYARDS: Beeswax Vineyard, Arroyo Seco, Monterey, CA

Clos de Gilroy California | Grenache Based Blend | 13.1%



VINTAGE 2017: 88% Grenache, 12% Mourvèdre

VINIFICATION: Hand harvested/sorted, indigenous yeast fermentation in individual lots, cold soaked, 30 day maceration, 100% ML before blending

VINEYARDS: 39% Rancho Solo, 34% Alta Loma, 15% Ventana, 12% Del Barba



SYRAH LE POUSSEUR CALIFORNIA | SYRAH | 13.4%

NOTES: A strong mineral/earthy/bloody note, not utterly unreminiscent of Cornas. Anise/ licorice characters that typify Syrah. On the palate, refreshing acidity, tannins well-resolved and remarkably savory with an exceptionally long finish.

VINTAGE: 2013: 100% Syrah

VINIFICATION: Hand harvest/sorted, 20% whole cluster fermentation, 1 month cuvaison, aged 16 months in 500 liter puncheon and 10,000 liter wood upright

VINEYARDS: 63% Bien Nacido, 34% Alamo Creek, 3% Ventana



LA BULLE-MOOSE BLANCHE CALIFORNIA | FIZZY VERMENTINO | 12%

NOTES: A fizzy white beverage made from Vermentino, and possesses a wonderfully subtle fragrance of licorice, almond blossom and citrus; on the palate a subtle suggestion of what hipsters refer to as "minerality."

VINTAGE 2017: 100% Vermentino

Serving Temperature: Moosely very, very cold (40 °F.-ish)



LA BULLE-MOOSE PINK CALIFORNIA | FIZZY VIN GRIS | 13%

NOTES: Essentially our Vin Gris packaged in a slick to-go container with an ebullient spritz. A must for the beach, boat, trail, slopes, or just kicking back on a casual Tuesday.

VINTAGE 2017: 57% Grenache, 18% Grenache Blanc, 9% Mourvèdre, 6% Roussanne, 5% Carignane, 5% Cinsaut

Serving Temperature: Moosely very, very cold (40 °F.-ish)



LA BULLE-MOOSE ROUSSE CALIFORNIA | FIZZY GRENACHE | 13%

NOTES: Cherry red in color with a subtle fragrance of strawberry, rose petal and licorice, La Bulle-Moose Rousse is an elegant (and oh so intelligent) choice of beverage for virtually any occasion. Perhaps the most versatile wine ever conceived in can? *Serve Chilled!* VINTAGE 2017: 79% Grenache, 21% Syrah

Serving Temperature: Moosely very, very cold (40 °F.-ish)