

Who Does M&M Wine Grape Co. Sell To?

We at M&M Sell to both commercial and non-commercial accounts-home winemakers, professional winemakers and wineries, and others including clubs, home brew shops, wine schools, etc...

We feel that the individual winemakers of today are the winery owners of tomorrow. We would like to offer wineries and winemakers alike, the opportunity to gain access to the finest products for producing wine. It is our commitment to you.

Who Does M&M Wine Grape Co. Ship To?

Any of M&M Wine Grape Co.'s customers may request that their purchase be shipped. Our shipping options include common carrier, air cargo, and freight. We are able to mail as little as one airlock or as much as a full truck-load of wine grapes and more.

Where Does M&M Ship To?

M&M Wine Grape Co. ships nationwide and into parts of Canada.

How Do I Get Started?

Give us a call! Your M&M Account Representative will be happy to assist you with any questions you may have, or email sales@juicegrape.com. We will be happy to help you.

M&M Wine Grape Co. maintains documentation to support the authenticity of the grape products it sells to wineries.

A Proud Member of...



M&M Wine Grape Company

101 Reserve Road
Hartford, Connecticut 06114
860.278.7703
Toll Free: 877.812.1137
Fax: 860.278.7704
www.juicegrape.com



2010 Grape Product Guide



When your crop is down, your demand is up, you're just starting out, or on the market for accessible quality product... M&M Wine Grape Co. is your source for quality product including fresh fruit, must, juice, and bulk wine.



M&M WINE GRAPE CO.
juicegrape.com

Welcome to the 2010 M&M Wine Grape Co. Product Guide

Dear Winery Manager,

Greetings. We are once again pleased to present you with the M&M Wine Grape Product Guide for 2010.

As we progress through another year, we are encouraged by some of the winery start-ups we are seeing amidst what many feel to be tough economic times. Times like these pose major challenges for small business and, in particular, those businesses whose incomes are driven by the discretionary funds of its patrons. It is in these times that efficiencies within the winery and product quality spell savings in production costs and greater sales conversions.

As a resource for the sourcing of winemaking materials and logistical services, M&M Wine Grape Co. is here to help you strategize for a better future.

We know you have a choice in who you do business with and we thank you for choosing M&M Wine Grape Co.

Sincerely,

Frank J. Musto, President

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FROZEN MUST PROGRAM

Keep your tanks filled all year long!

California • Washington • Italy

This June and July enjoy HUGE SAVINGS on our entire

Italian Frozen Must line.

Available in 22, 25, and 27L formats.

DOCG Certified— For the Highest Quality Italian Grapes

Barbera (Piedmont) • Dolcetto (Piedmont) • Nebbiolo (Piedmont)
• Pinot Grigio (Friuli) • Sangiovese (Tuscany & Le Marche) •
• Sauvignon Blanc (Friuli)

Call Toll Free 877.812.1137

Or Email sales@juicegrape.com for pricing and availability

And check out juicegrape.com for a complete listing of all our frozen must!

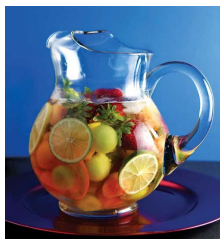


Mosti Mondiale's 10L Vinifera Noble is a unity between fresh musts and concentrate to preserve the properties of each varietal and enhance their natural characteristics. Wines produced with *Mosti Mondiale's* 10L Vinifera Noble are characteristically warm, round, powerful, robust, and at the same time, subtle.



Summer Breeze: A True Fruit Wine— not a cooler...

The name is evocative. On a warm summer day, a chilled glass of fruit wine is as refreshing as a "Summer Breeze". (Ready to bottle in just 4 weeks).



Bulk Sterile Juice: This option is perfect for the higher volume winery producing wines from juices and requiring the flexibility of producing wine in a year round program. *Bulk Sterile Juice* is available on a pre-order basis and according to production cycles.

Winemaking Consultation

You've invested in the land, set the vines, and have built an impressive tasting room. Yet, are you producing wines that keep your customers coming back for more? If not, you could be. Our professional winemaking staff can work with you to assess both your market and the product of your winemaking efforts. Your wines are the culmination of all your hard work and what your patrons recall from their visit to your winery. Contact us at M&M Wine Grape Co. for more information on our winemaking consulting services.



Fresh Grape

If we had to choose a product that we do best, it would be fresh grape—hands down! Through years of experience, we have identified best practices that have become a standard with our grower and packer partners. These practices allow us to bring wine grapes across country in its freshest state and never breaking the cold chain that starts with pre-cooled grapes.

Our logistical network is in operation year round with trucks shipping out of California daily. The reach of the network spans nation wide and to parts of Canada. A purchase through M&M means both quality product and logistical coordination. You make the decision and we do the work to make it happen.

Fresh grape is currently available during the Fall (California, Washington, U.S. Domestic, Italian) and Spring (Chilean) seasons. Depending upon the source, grapes are packed in 18lb, 36lb, and 42lb lugs. Varieties can also be sourced in 1/2 ton bins. Fresh wine grapes available through M&M possess quality and value that support production of wine within any of the three major wine categories— Super-Premium, Ultra-Premium, and Luxury. There are many varieties available. If you do not see your variety; just ask and we'll locate it for you.

See insert for a list of growing areas and varieties.





Grape Must— Newly Expanded!

Whether you are short on equipment, looking to run trials, small batches, or looking for a way to optimize how you receive the best wine grapes, *must* might be the solution. Available in both fresh and frozen states, *must* makes premium grapes accessible to wineries and winemakers in areas where obtaining top quality grapes is a real challenge.

Must processing is available for the majority of M&M's fresh grape options with advance notice. Optionally, customers may select from a yearly menu of our own frozen *must* program. Our frozen *must* is available from a wide variety of sources; U.S. Domestic, California Appellations, Washington State, and some of Italy's most prestigious wine growing areas. Please see the last page for our current special on frozen *must*.

Frozen *must* in pails and or/drums may be pre-ordered and stored, for a fee, to be released to the customer at a time of convenience. You can now process your own grapes without the pressure of needing to process the grapes you bring in that often occurs at the exact same time.

Must is available in 5 gallon, 55 gallon, and poly-lined bins.



Grape Juice

Juice can be the most ideal and efficient means of receiving your white grape varieties. M&M offers a wide range of juice options, both white and red, and in varying grades based upon processing and the ability to identify the juice as being e.g. Californian or from a specific appellation. The varying grades support your ability to produce wines suitable for meeting your commercial price point.

While we do recommend fresh grape or *must* for the best red wines, the technological advances in processing red juices can mean a very viable option for some customers. We will work with you to determine what option makes the most sense for you and do our best to get you the best value for your dollar.

Juice is available in 5.25 U.S. Gallon, 6 U.S. Gallon, 55 U.S. Gallon, and tanker options.

Bulk Wine

Looking to round out your product offering or perhaps for the perfect blending companion? Bulk wines provide a winery with the ability to augment its product offering to meet consumer demand and do so at various price points. Some wineries use bulk wine to blend for color or adjusted acid and pH. Others use bulk wine to introduce an option to a product line that may be lopsided due to local growing constraints. No matter what the case, M&M can help you navigate the bulk market and source the wine that is right for you.

Bulk wine is available in 55 U.S. Gallon drums, 330 U.S. Gallon totes, and tanker options.

Sterile Juice & Concentrates

If you are looking for more flexibility and some cost savings on shipping, these options may be most suitable for you. Our shelf-stable offerings, including high-end kits, give you control over when you delve into your next fermentation. Many of these products make available varieties from areas like Europe and South America that may not be readily available in fresh form. We also carry fruit purees that are natural and unadjusted leaving the power to craft in your hands.

Mosti Mondiale

M&M is the official U.S. distributor of Mosti Mondiale products. Mosti Mondiale has been a leader in the high-end kit market since the late eighties. We are proud to represent all their products, and promote their brand name.

Original All Juice: readily available in 6 gallon format; available in drums on pre-order basis.



The Original AllJuice has been tagged "the pinnacle of winemaking" and "the true innovator". Many attempt to reproduce all the benefits found within *Mosti Mondiale's* Original AllJuice, the truth: There can only be one ORIGINAL! The Original AllJuice by Mosti Mondiale.

Vinifera Noble: Best product in the market for customers looking for the perfect combination of winemaking quality, value, and shipability.