

Grape Product Guide 2009



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.



Welcome to the 2009 M&M Wine Grape Co. Product Guide

Dear Winemaker,

We are proud to be sending you our second annual product guide for your review and consideration. We have come up with this format because we know that, as strategic planners for your business, it is important to have at hand information that you can use to move your business forward.

As a resource for the sourcing of winemaking materials and logistical services, your M&M Wine Grape Company representative is here to act as your strategic partner in developing your business.

We hope that you find this information useful and we look forward to serving you.

We would also like to take a moment to thank those who found this product guide useful last year, and we hope to continue to do business with you.

Sincerely,

Frank J. Musto, President

Table of Contents

| | |
|------------------------------|---|
| Fresh Grape | 3 |
| Grape Must | 4 |
| Grape Juice | 4 |
| Bulk Wine | 5 |
| Sterile Juice & Concentrates | 5 |
| Mosti Mondiale | 5 |
| Winemaking Consultation | 6 |
| Summer Special! | 7 |



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 grapes available through M&M fall into three categories—Select, Premium, and Ultra Premium according to appellation or AVA. There are many varieties available. If you do not see your variety; just ask and we'll locate it for you.



See the chart we've inserted for a prior year breakdown of grape availability by variety, category, and appellation.

101 Reserve Road
Hartford, CT 06114

Phone: 860-278-7703
Toll Free: 877-812-1137
Fax: 860-278-7704





Grape Must— Newly Expanded!

Whether you are short on equipment, looking to run trials or small batches, or looking for a way to optimize how you receive the best red 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 Tuscany and Piedmonte, Italy. Please see the last page for our current special on frozen must.

M&M is also a distributor of Brehm Vineyards frozen must and juice products.

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

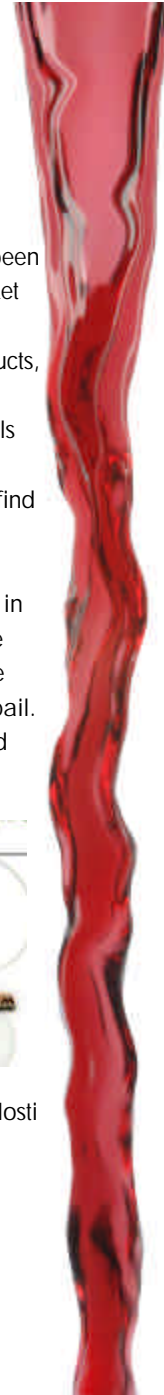
M&M is now the official U.S. distributor of Mosti Mondiale products. Mosti Mondiale has been a leader in the high-end kit market since the late eighties. We are proud to represent all their products, and promote their brand name. Mosti Mondiale also runs specials each month ensuring you cost savings. Make sure to call and find out this month's special!

The Mosti Mondiale *All Juice Kit* in particular is a high quality sterile juice kit, which comes in multiple varieties, packed in a 6 gallon pail. These kits allow for flexibility and convenience.



For more information on other Mosti Mondiale products...

Call us toll free 877-812-1137



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.





M&M WINE GRAPE CO.

juicegrape.com

FROZEN MUST PROGRAM

Keep your tanks filled all year long!

California • Washington • Italy

Go Italian!

This summer **SAVE 10% off your entire order** when you purchase 1 pallet or more of our Italian frozen must!

Available in 22 Liter Pails

DOCG Certified— For the Highest Quality Italian Grapes

Barbera • Dolcetto • Nebbiolo • Sangiovese

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!



M&M Wine Grape Co. - Product Guide 2009 - Fresh Grape, Must, and Fresh Juice

| Grape Variety | Select | | | Premium | | | Ultra Premium | | | | | | | | | |
|----------------------------|----------------|---------------|-------|---------|-----------|--------------|---------------|------|--------|-------------|------------------|---------------|------|-------|-------|--|
| | Central Valley | Central Hills | Isell | Arroyo | El Dorado | Little Coast | Mariposa | Napa | Fresno | San Joaquin | Washington State | Pac Northwest | Yuba | Tracy | Italy | |
| Alborno | | | * | | | | | | | | | | | | | |
| Alicante | * | | | | | | | | | | | | | | | |
| Barbora | | * | * | * | | | | | | | | | | * | | |
| Cabernet Franc | * | * | * | * | | | | | | * | | | | | | |
| Cabernet Sauvignon | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Carignano | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Chardonnay | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Chenin Blanc | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Dolcetto | | | | | | | | | | | | | | * | | |
| Fresh Cuyameta | * | | * | | | | | | | | | | | | | |
| Gamma | | | | | | | | | | * | | | | | | |
| Gewurztraminer | | | | | | | * | | | | | | | | | |
| Grenache | * | * | * | * | | | | | | | | | | | | |
| Lambrusco | | | | | | | | | | | | | | | | |
| Malbec | | | * | | * | | | | | * | | | | * | | |
| Malvoe Blasco/Black | * | | | | | | | | | | | | | | | |
| Marsanne | | | | * | | | | | | | | | | | | |
| Merlot | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Mixed Black | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Montepulciano (TMA) | | | | | | | | | | | | | | * | | |
| Mourvèdre | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Muscat Alexandria /Canelli | | | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Nebbiolo | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Palma Sirà | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Pell Vanda | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Pinot Grigio | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Pinot Noir | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Pinotage | | | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Primitivo | | | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Riesling | | | | | | | * | | | | | * | * | * | * | |
| Risetta | | | | * | | | | | | | | | | | | |
| Ruby Cabernet | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Sangiovese | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Sauvignon Blanc | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Shiraz/Syrah | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Tempranillo | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Thompson Seedling | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Trebbiano | | | | | | | | | | | | | | * | | |
| Vallprensa | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Vignier | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Zinfandel | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |
| Zinfandel (Old Vine) | * | * | * | * | * | * | * | * | * | * | * | * | * | * | * | |

* Juice (Fresh and Sterile) and Must (Fresh and Frozen) are available in 5 or 6 Gallon Pails and 55 Gallon Drums

** More Varieties Available in Juice - Barolo (Style), Burgundy (Style), Chablis (Style), Chianti, Semillon, White Zinfandel

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



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 of 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. Nick Coppola, Christina Musto or Meghan Ryan 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.