

Normal Business Hours: M-F 8a - 6p, Saturdays: 10a - 4p Closed on Saturdays during the month of July

Open on September 6th for Labor Day: 8a - 6p

A Note From Brenda

As the lab continues to grow and add new analyses, we thought it would be a great idea to start a newsletter to keep you informed of the latest happenings along with providing helpful technical information regarding your wines.

Cellarwise ownership change . . .

Cellarwise has been growing in leaps and bounds since my business partner Andre Austin and I started it in July 2008. It became clear to both Andre and I that in order to continue giving you great customer service and high quality winemaking products, some management changes needed to be made to accommodate this fantastic growth. Earlier this spring, I transferred my share of the Cellarwise store to Andre so that I could focus my attention on the lab and Andre could continue to expand the store to its full potential. Don't worry, we are all still friends and will continue to work together to help you with your winemaking needs. As a chemist, my heart and passion is in the analysis of wine (and other things like olive oil!), so removing myself from involvement with the retail side of the business was a sensible choice for me personally and professionally. Now I can solely focus on wine analysis and Andre will work to ensure that you continue to have the finest winemaking supplies.



Please welcome aboard to Cellarwise:

General Manager: Josh Bivin

Accounts Manager: Lena Sendejas

Cellarwise Business Hours: M-F 8am - 5pm

Phone: 227-6635; Fax 226-5134; Website: www.cellarwise.net

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A Note From Brenda ... continued



Phones & How to Get Through Fast ...

As the dynamics continue to shift here, we were finding that many people were not able to get through on our standard phone lines. We have implemented a new phone system to alleviate any missed calls and also to allow you to get directly to the person you are looking for. For the time being, we do have an automated answer setup while people continue to call the lab number for Cellarwise inquiries. If you want to bypass that initial greeting and go directly to the lab, lust press 6. Listed below are a few shortcuts to help you get to the person you are looking for.

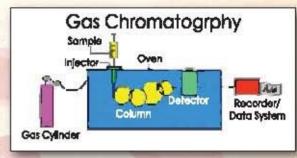
Bypass welcome greeting and go straight to the Lab: 6 Kathy Johnson / General Information - ex7001 Heather Mikelonis / Accounting - ex7002

Brenda Baker / Lab Analysis - ex7003

A New Instrument . . .

OK, so I'm a year later than I wanted to be with this, but I've added a HP 5820 Gas Chromatograph(GC) Rame lonization Detector (RD) to the lab.

Currently, we can use this instrument to analyze for methanol, (a potentially deadly by-product of distillation or velcorin treatment) and for ethyl



acetate - a volatile molecule that smells like nail polish remover. is there anything else you are interested in? Please let me know.

The CheckStab . . .

Oh, I'm really psyched about this - The CheckStab comes to us from Italy. It still measures cold stability by changes in conductivity, but it tells so much more information than a simple percentage change like we used to report. You can read more about this test on the following page...

Have a good summer!

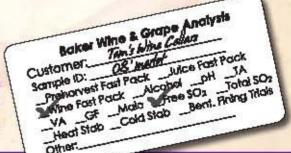
Your local chemist - Brenda Baker

Пр ...

Hitering is time consuming for us but must be done prior to any cold stability analysis. We charge \$15 for samples that are quite turbid, so save some money and bring in the sample filtered with a 0.45 micron filter!



Download Labels for your samples on our website: www.bwga.net/services Labels are formatted for Avery 5163, and you can download it in Microsoft Word, or pdf formal.



Ask Brenda...

I just all an SO, add to my wine, when can I bring in a sample to check free SO,?

SO₂, added as potassium metabisulfite, takes a little while to form an equilibrium between the gaseous protective SO₂ molecule and the bound, non protective SO₂. I would recommend that you walt at least 48 hours to test the wine for Free SO₂ after an addition. If you add potassium metabisulfite as pills or powders, make sure it is well mixed or not settled down in the lees as undissolved pellets. We have found that some samples have not been mixed well prior to being dropped off here, and therefore the results reported are not a true representation of the full barrel / tank.

2. Brettanomyces Analysis – what are my options?

With Brett, you have a couple of options with us before you need to send it out of the area for testing. If you do bring in a sample, make sure you sample from the bottom of the vessel, as Brett sinks in wine.

a. ELISA - this is a quick (about 6 hours) semi quantitative test that looks for Brett antibodies in the wine. The sample size can range from 50 mL to 750 mL - the larger the sample, the higher the detection level of the test. Price - \$80 b. Culture on Brett selective media - this test takes 10 days to allow Brett yeast to form cultures, although I do have some coal media that changes colors in three days before the colonies grow big enough to see. If the Brett is in a static state, it will not culture, but is still alive (aka: VNC - viable, but non-culturable). The sample size can vary from 50 mL to 750 mL. Again, the larger the sample, the more likely to detect a Brett cell. Price: \$20

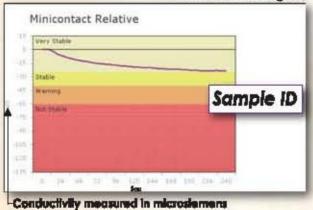
Do you have any questions you would like to send to Brenda? Email your questions to: baker@bwga.net and we'll print a selection of questions (and answers) in the next newsletter.

Remember, Brenda is a chemist, not a therapist – wine chemistry related questions only!

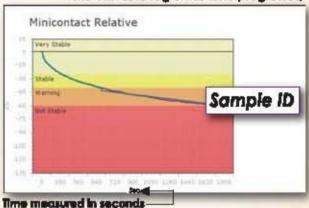
Cold Stability ...

The most recent addition to our lab is the CheckStab which can complete a cold stability analysis in less than 30 minutes with a sample that begins at room temperature! Our pricing for cold stabs will remain the same (\$30) and our sample requirement is also the same (200 mL minimum, 375 mL is preferred), but the reporting is going to be noticeably different. Most of you are familiar with a percentage where less than 5% change in conductivity indicates a wine that is cold stable. Our new unit gives us a great color graph that clearly shows if your wine is stable or not. Below are two graphs showing examples of a stable and unstable wine.

Example 1: Stable Wine -Notice the conductivity levels off in the stable region;



Example 2: Unstable Wine Notice the conductivity continues to decrease into
the unstable region as time progresses;



These graphs give so much more information about your wine than a simple percentage. For example, two wines might both have a percentage drop in conductivity of 4%, indicating a pass. But if you look closely at the shape of the conductivity curve, you would see that the conductivity may have leveled off (as in Example 1 above) while in the other wine the conductivity may be continuing to decrease, indicating instability over time, as in Example 2. We can also run a saturation temperature analysis that will provide you with the temperature at which point visible crystals will form over time.

If you are calculating your energy costs for cold stability, you might use this test to see if your wine is cold stable enough at a temperature higher than 0.0°C. Cost for saturation temperature analysis: \$50