



## Natural Merchants-News To Use

### Our European Partners Share Their Excellent 2011 Harvest Reports

Dear Friends,

Each of our winery partners throughout Europe reported to us this year that the 2011 was a great success. Great weather conditions prevailed in every growing region and the resulting harvests were better than usual. We look forward to tasting those 2011 vintages! Here is a snapshot of what our winery partners had to say:

#### [Biokult, Austria](#)

"The vintage is great and volumes are better after the last year's very little yield - a good feeling! Now harvest is almost done, our reds need to be pressed in the coming week and the whites are going their way through fermentation."



#### [Bodegas Iranzo, Spain](#)

"The weather has been excellent. No rainy days with moderate temperatures during the day and cool nights. We delayed the harvest a bit to obtain a superior alcohol content taking advantage of the excellent health of the grapes thanks to the weather conditions. We expect very balanced Organic wines with good alcohol content, the right amount of



acidity and well rounded."

### [Casa de Mouraz, Portugal](#)

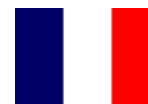
"It was a perfect harvest, is very unusual to have a full harvest without any rain or humidity (in the Dão region and in the Vinho Verde region) and this year we did all we wanted to in the harvest - selected the better days to collect, wait for the perfect maturation, without any stress. And the results are very good!"



### [Chateau de Lagarde, Bordeaux region of France](#)



"Due to climatic conditions we were about 15 days early with harvest this year, and we had a good yield compared to the last several years. Since it rained right before harvest we had to wait for the perfect timing in order for the rain not to dilute the harvest and wait upon the right concentration. 2011 will



be a good year for Merlot, Sauvignon Blanc and Cabernet Franc!"

### [La Cantina Pizzolato, Italy](#)

We have had good quality and good quantities of grapes, with good weather, and lower humidity which is ideal. We started harvest one week early this year, starting the 16th of August and finishing about 25th of September. This is a general condition for the big changes of the world wide climate. About 20 years ago the harvest never started before the middle of September. We harvested grapes for about 6 weeks, using 20 people to harvest.



### [Lorenz, Germany](#)

"We had an excellent





harvest this year! After a rough time during spring, when the weather conditions were certainly not ideal, we had a phenomenal October. We gambled and let our grapes stay on the vines longer than our neighbors - and won. We trusted Mother Nature - and our organic grapes, which are healthy and able to survive a couple of chili days. Those extra days gave the grapes time to develop and ripe. The result will be great: Riesling grapes with a light and natural sweetness will develop into an excellent 2011 Riesling."

Please let me know if you would like to receive any samples of the latest vintages of any of our fine organically grown wines.

Sincerely,

A handwritten signature in black ink, appearing to read 'E. Field'.

Edward Field

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## About Natural Merchants

[Natural Merchants, LLC](#) is one of North America's leading Importers and Distributors of the finest natural and organic foods and wines direct from the European and Mediterranean regions.

The Natural Merchants Selections program highlights more than 150 carefully selected wines from [Spain, Italy, Germany, France and Portugal](#), grown in unique organic terroir, each vineyard producing clean, fresh superior wines that are both good for the earth and tantalizing for the palate.

Selections from our portfolio of organic wines can be found in natural retail stores and accessed through traditional U.S. wine distributors across the country.

We look forward to hearing from you to help with all of your organic wine needs.

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