



DOWN THE ROAD

PRESSING NEWS OF ANTHONY ROAD WINE COMPANY

Tony: Finger Lakes Man of Mystery

You'd be hard pressed to know anything about Anthony Road Wine Company and yet not have heard of "Tony." The winery's most popular wine is Tony's Red, which has since spun off sister wines Tony's Blush (formerly known as Poulet Rouge) and Tony's White that also have strong followings. Tony himself is a highly-recognizable Alfred Hitchcock-like silhouette on the label of the three varieties. ARWC staffers have met people on their travels as far away as Jamaica who not only recognize Tony's Red but claim it as one of their favorites. What's much less clear than the quality of the brand or the image on the label, however, is who Tony actually is – or was.

Spend time any weekend in the Tasting Room and you can likely catch three or more different stories about him, including:

- Tony has been spotted at local tastings, pouring his namesakes.
- Tony was a friend of the family that bought juice from the Martinis and made his own sweeter style red in his basement. It was so good, they got permission to use his recipe and create the signature "Tony's Red."
- Tony's wife prefers white and inspired that variety.
- Tony is the winemaker.
- A crane operator, Tony worked out on the barge and would always stop at the Martini's winery looking for a red wine to warm him up after a long winter day on the barge. Being such a huge fan of the red, it only made sense to name one of their reds after him.

- Tony is the owner.
- The three varieties are named for a friend of the Martini family that, unfortunately, is in jail and for whom they are trying to raise bond money. A part of each bottle sale goes towards the bond.

Which are true? What is the real Tony story? We won't tell, we'd hate to take away the opportunity for our customers to enjoy good stories over a glass of fine wine. Maybe you've found one you think is the most plausible, or maybe you have one of your own that we missed. Whatever the case may be, Tony doesn't mind you talking about him and he'd love for you to keep enjoying the fine wines that bear his resemblance.

Another ARWC Accolade



ARWC is listed in Tom Stevenson's "Wine Report 2008" (Dorling Kindersly, publisher) as one of the "Fastest-Improving Producers" in the Atlantic Northeast Section and our 2005 M-RS Riesling was mentioned as a "Most exciting or unusual find." They must be right, because unfortunately, we are sold out!

Fine Wine and Resolutions



At this time of year, we're all settling down after the holidays, trying to stay warm and shoveled out and are looking to the new

year ahead. As so many of you do, we also make New Year's resolutions – some that work out and some that don't. Below are some of ours for 2008.

We, Ann and John Martini, being of relatively sound mind and body, do truly resolve to try our hardest to:

- Continue to create an atmosphere conducive to the production of the high quality wines that are currently made at ARWC,
- Encourage sustainable vineyard practices to produce high quality fruit,
- Provide a memorable experience for those who visit us at the tasting room or at wine festivals throughout the state,
- Educate customers about why we are in the wine business, what our philosophy about this way of life is, and basically keep telling our story,
- Work with our new distributor to promote our wines,
- Continue to be New York wine ambassadors throughout this state and across the country,
- Clean our desks at least once in 2008,
- Spend time with family and friends, and
- Enjoy each day!

We wish you a very happy and healthy New Year, and good luck with your resolutions!



In the Vineyard

At this time of year – with the vineyard part of a wintry scene – Peter Martini is on the fence. He's able to report on a good fall harvest despite drought conditions all summer, but he's also holding his breath that the temperatures won't dip far enough this winter to ruin next year's harvest a full nine months away.

"We ended up with very high quality fruit. Because of the drought, though, volume was about ten percent off our estimated tonnage," he says, speaking of the harvest that ended October 30.

Winter came suddenly to Upstate New York and that means that the vines acclimatized to the cold pretty early and hardened off "as well as can be," according to Peter. That's not entirely good news, though, considering Anthony Road has already seen some 10 degree days in December. "It only takes a few seconds of five- or 10-below weather to freeze the water in the cells of the latent buds and make them explode. I expect to spend the winter on the edge of my seat, worrying about the future viability of the berries."

When not inching off his seat, he and his staff are hard at work doing

maintenance on machinery, clearing land and fixing drainage problems in overgrown fields and silt-filled creeks and focusing on his New Year's – or next growing season's – resolution: "It became apparent last year that we have some problem areas with shallow soils and poorer soils than other areas. My intent is to do as much as I can to bring the vineyards into balance and bring the poorer areas back into production with the addition of compost, improved drainage and possibly even watering if we have another dry year."

Muddy Boots

News from the Garden



The garden was a source of great pride and pleasure at Anthony Road again this past year. Now, as it sleeps for the winter, we thought it would be appropriate to

share some thoughts of winter and gardens penned by others:

Bare branches of each tree
on this chilly January morn
look so cold so forlorn.
Gray skies dip ever so low
left from yesterday's dusting of snow.
Yet in the heart of each tree
waiting for each who wait to see
new life as warm sun and breeze will blow,
like magic, unlock springs sap to flow,
buds, new leaves, then blooms will grow.
- Nelda Hartmann, *January Morn*

Winter is the time for comfort – it is the time for home. - *Edith Sitwell*

Winter, a lingering season, is a time to gather golden moments, embark upon a sentimental journey, and enjoy every idle hour. - *John Boswell*

Long yellow rushes bending
above the white snow patches,
purple and gold ribbon
of the distant wood:
what an angle
you make with each other as
you lie there in contemplation.
- *William Carlos Williams,*
January Morning – XII

Enjoy your winter and we'll keep you posted of any new additions to the garden in the spring!

Your Questions, Answered

In this debut question/answer section of our newsletter, we answer a Frequently Asked Question. In the future, we'll select a visitor's question submitted at the tasting room or through e-mail to answer here.

Question: How many acres of grapes do you have planted?

At Martini Vineyards, there are about 29 acres of grapes. The vineyards you see from the tasting room and to the north of it belong to Martini Vineyards.

At the Young Vineyard site, which Peter Martini manages, there are about 50 acres of grapes planted. The Youngs,

grape growers and vintners in California, purchased land about a mile south of the winery, and have been working with ARWC and Martini Vineyards to develop it into vineyards.

The oldest vineyard block is a five-acre block of Vignoles (French-American hybrid) at Martini Vineyards, planted by Ann and John (and family and friends) back in 1974. The most recent plantings are of Riesling and Cabernet Franc at the Young site, planted in 2005. We have the most acreage planted to the Riesling variety. We are sure this is no surprise to those of you who have tried our Riesling wines or other Finger Lakes Rieslings!

Interstate Shipping

Shipping status can change from week to week as each state establishes their own regulations about this issue. We are currently reviewing the state regulations to update our listing. Please contact us for information about your state's shipping regulations.

States we currently ship to:

Arizona, California, Colorado, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, New Hampshire, New Mexico, New York, North Carolina, Ohio, Oregon, Rhode Island, Texas, Washington DC

Hand-in-hand

This is a dish Ann Martini made often. Her daughter Liz Castner says, "We loved it growing up and love it today. It is simple and delicious!"

Anthony Road Wine Company

Devonian White



Vinification: Each variety of wine was fermented separately in stainless steel and then blended.

Description: The Devonian Series was created to offer a lighter style table wine. Devonian White is a light, crisp wine with mild fruit characters. There is a nice acidity that carries the fruit through the finish. Great as an everyday table wine. It will please many palates.

Recipe

Martini Chicken

1 pound skinless boneless chicken breasts or thighs, or combination of both
 1 egg
 Flour ½ to 1 cup
 Salt
 Black pepper
 Garlic powder
 1 Tbsp. butter
 1 Tbsp. olive oil
 ½ cup Devonian White or Pinot Gris
 ½ cup chicken broth
 Juice of ½ of a lemon
 1 tsp. Worcestershire sauce

Slice chicken breasts into quarters or two inch chunks. Lightly beat egg. In a small bowl mix together flour, salt,

pepper and garlic powder (to taste). Dip the chicken into egg and then dredge in flour mixture. Combine all liquids and keep separate.

Heat oil and butter in a sauté pan (that can be fitted with a lid). Sauté chicken until cooked, about 5 minutes on each side. Slowly add the liquid mixture, cover pan and reduce heat to low.*

Simmer for about 5 minutes, turn off heat and leave cover on for another 5 minutes. Serve with brown rice, buttered egg noodles or your favorite side. Enjoy with a glass of Devonian White or Pinot Gris.

**You can add sautéed mushrooms as you add the liquid to the chicken if you like.*

Variety	Vintage	Alcohol (%)	TA	RS (g/l)	# cases	Varietal Percent
Devonian White	NV	11.3	7.5	6.0	750	50% Cayuga White 25% Pinot Gris 25% Chardonnay

Martini Sightings

- Wagner Restaurant – Penn Yan – January 10, – 4:30 - 7 p.m.
- Ann and John attending the Unified Symposium – Sacramento, California – January 29-31.
- Fire & Ice – Corning Museum of Glass – Corning – February 15.

- Polar Bites – Buffalo Convention Center – February 21.
- Genesee Dietetic Association – Locust Hill Country Club – Rochester – March 1.
- Golisano Children's Tasting – Rochester – March 8.
- Roberson Museum – Binghamton – April 24.

Polar Passports available through the Seneca Lake Wine Trail and at participating wineries.

Martini-Reinhardt Selection Dinner is scheduled for June 14, 2008. Dinner prepared by Chef Deb Whiting of Red Newt. Live music performed by Latin Vibes.

Seneca Lake Wine Trail Events

The following events, sponsored by the Seneca Lake Wine Trail, are self-guided winery tours around Seneca Lake. Pick up a gift item at your assigned starting winery, then sample foods and wines that complement each event's fun and tasty theme. We at ARWC always pull out all the stops to make sure we're one of your favorite stops along the way!

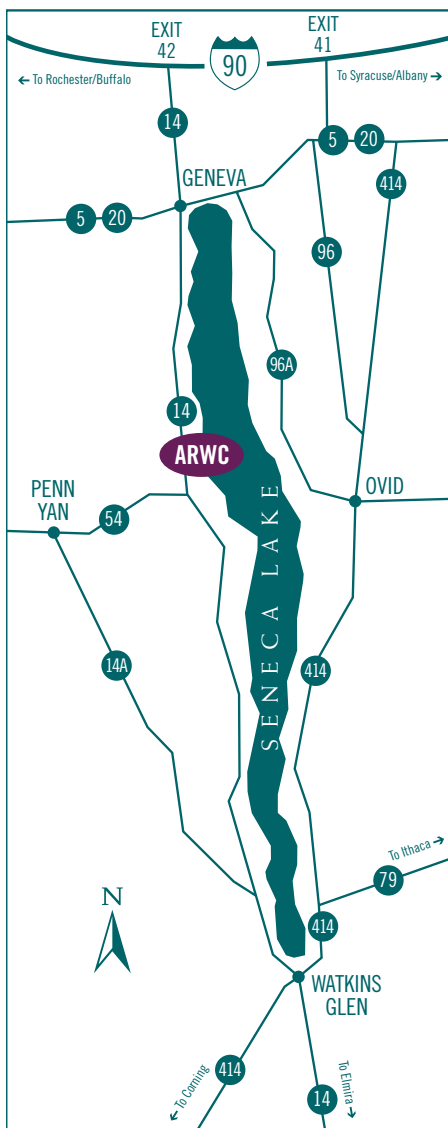
- Chocolate and Wine Weekend:
Sat., Feb. 9, from 10 a.m. to 5 p.m.
Sun., Feb. 10 from noon to 5 p.m.
- Cruisin' the Tropics:
Sat., March 29, from 10 a.m. to 5 p.m.
Sun., March 30 from noon to 5 p.m.
- Spring Wine and Cheese Event:
Sat., April 26, from 10 a.m. to 5 p.m.,
Sun. April 27, from noon to 5 p.m.

Sponsored by McCadam Cheese, you'll pick up a gift and recipe book at your assigned starting winery and receive

your first sampling of a new wine release or perhaps a barrel wine sample!

For tickets to any of the Wine Trail events, visit www.senecalakewine.com/osc/.

SAVE THE DATE for Third Annual Golden Nose Award: A Wine Judging Weekend, May 31, 2008. This rare opportunity for non-professionals to judge Finger Lakes wines can't be missed. Read about ARWC road crew members, Mary Lou Vogt's and Megan Cirencione's experiences at this competition last year in the Summer 2007 issue of our newsletter online at www.anthonroadwine.com.



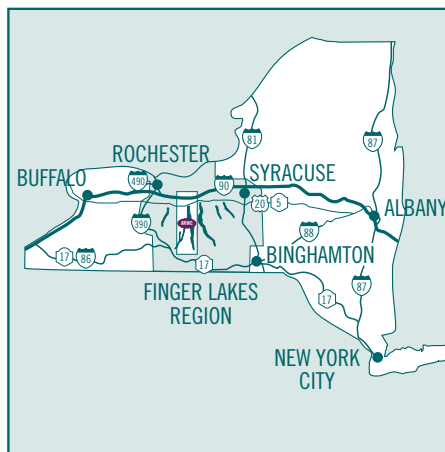
Anthony Road is ten miles south of Geneva off Route 14.

You are invited to our visitors' center tasting room, gift shop and gardens. Groups of 15 or more, please call for reservation.

Mondays – Saturdays
10 a.m. until 5 p.m.

Sundays
Noon until 5 p.m.

You may also sample and purchase Anthony Road wines at the Union Square Green Market in Manhattan on Saturdays throughout the year.



Become a Member of the Road Crew

Join ARWC's new wine club, The Road Crew – the work isn't hard and the rewards are delicious!

Benefits include:

- Six bottles of wine delivered, twice a year
- Recipe or food pairing idea for one of the wines
- Copy of our newsletter
- Four passes: complimentary regular wine tasting at our tasting room
- Two passes: complimentary taste of a Martini-Reinhardt Selection wine
- Discounted tickets to annual Martini-Reinhardt Selection dinner
- Notification of releases, specials and events
- 10 percent off six to 11 bottles, and 15 percent off 12 bottles of wine purchased in the tasting room (with Road Crew card at checkout).

We will host a food and wine pairing at the winery in May for members of the Road Crew (date to be determined). You'll get your first six-pack at this event.

It's easy to sign up* at the winery or online. We'll need your billing, mailing and credit card information (for our eyes only). Check for state shipping eligibility inside this newsletter.

**By signing up for the Road Crew, you are stating that you are at least 21 years old, understand that someone 21 or older has to sign for the wine and you give ARWC permission to charge your credit card for the wine and shipping and handling fees. You can cancel your membership anytime by writing to ARWC.*



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Member of Wine and Grape Foundation,
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