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**Enologix®**

MAKING WINEMAKING BETTER

## **Products and Services**

### **Quality Management Tools from Vineyard to the Consumer**

**Enologix offers three industry standard products:**

- Quality Testing: Industry standard flavor based quality metrics.
- QMS Software: Track quality to winemaking events.
- Consulting: Layered Technical Support

Clients work with Enologix on an annual contract basis. Enologix is neither an over-the-counter analysis company nor simply a consulting company. We provide a complete wine product development system to help wineries make the wines they want to make.

**An Enologix Service Agreement provides clients with:**

- Testing credits for grapes and wines.
- QMS Software: Client-Server or Microsoft Explorer version Spring 2002.
- Consulting: (1) Data Interpretation, (2) Diagnosis, (3) Planning.

A team of viticulture, winemaking, and marketing consultants help clients maximize their analysis and assist with product development.

- ONLINE SUPPORT— Every "Client" and consultants get free viticulture and enology through a private Client Center with FREE Competitors' analysis including wines from Burgundy, Bordeaux and Napa Valley.

**Pricing:**

Contract fees are calculated on an annual basis and are billed in 12 equal monthly installments. If a client uses more products or services than originally contracted, the fees for the additional analysis are included in subsequent monthly bills. If a client does not utilize all of the analysis contracted in the annual period, what remains may be used within the 30 day period following the end of the contract period.



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## Technical Specifications

### Quality Management Tools from Vineyard to the Consumer

**QMS Software:** Open Database Connectivity (ODBC) is a widely accepted application-programming interface (API) for database access. Private access is offered to a central QMS server using our ODBC software or your WEB Browser (Microsoft Internet Explorer). It includes blending tools that forecast quality, (allowing for earlier and better blending decision making); a viticultural and winemaking data warehouse, and statistical modeling that help determine the impacts of standard operating procedures, (such as viticultural practices, equipment usage, treatments, additions, winery design, etc.), on ultimate wine style and quality; and access to competitive analysis and pricing research. Through QMS, a client can easily manage vast amounts of data impacting every significant activity that affects product quality and marketability.

### Analysis Options

**GrapeFAX:** This set of analyses is based on analysis of the grape; and offers winemakers a method of assessing maturation in vineyards. This takes you beyond traditional measures of sugar and acid by providing more sophisticated quantitative measures of physiological ripeness.

**MacerationFAX:** This set of analyses, used from mid-fermentation to pressing, provides critical information on how extraction is progressing, on when pressing should take place, and on the viability of the press wine.

**Red WineFAX:** This set of analyses is used from pressing through bottling to predict wine quality. It gives you the tools to make decisions during the early stages of wine development when assessments by tasting alone can be difficult. Blending and bottling decisions can be greatly enhanced by using these analyses.

**White WineFAX:** This set of analyses is used from one to two months following harvest, immediately following alcoholic fermentation, or to evaluate the impact of stirring and other sur lies procedures. In addition to analyzing for flavor and aroma intensity, it also shows whether the yellow pigment balance is correct. Early analysis of lots can help with decisions on barrel stirring, racking, blending, and specific fining recommendations. As with the red wine analyses, these analyses allow for more accurate and predictive views of the wine long before they can be identified through sensory evaluation tasting alone.

**Bottled WineFAX:** This set of analyses has many uses including the establishment of a baseline for new clients, quality trend analysis for existing clients, and as a tool to evaluate aging potential and the impacts of bottling operations on wines.



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## Fax Back Client Questionnaire For Free Quote

Fax: (707) 935-3299

Winery Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Total Number of Cases Produced Annually: \_\_\_\_\_

Major Bottled Wines (varietals)	Cases	AVA	# of Lots
1. _____			
2. _____			
3. _____			
4. _____			
5. _____			
6. _____			

Biggest Areas of Interest (circle all that apply):

Viticultural Analysis

Red Wine Analysis

Bottled Wine Analysis

White Wine Analysis Winery Design

Forecasting National Critics Ratings

Comments: \_\_\_\_\_