



Stoneboat

V I N E Y A R D S

INFORMATION KIT - 2013

Our Story

In 1979, Lanny and Julie Martiniuk left their careers in Vancouver, packed their dog, their savings, and some furniture into an old Ford truck, and drove to the Okanagan where Julie had grown up. They hoped to own a vineyard there, but planted acreage was nearly impossible to come by at that time, so they instead bought a 15 acre orchard on a handshake. It happened that the property was a short way up the road from a 5 acre parcel where Julie was raised. This is now the Maggie May Vineyard, named after Julie's mother, who still resides there.

Following his hopes to plant a vineyard, Lanny was one of the first growers in the Okanagan to convert orchard over to vinifera in 1983. Because grapes weren't yet very profitable, he gradually planted vines alongside crops ranging from flowers to tomatoes to apples, while Julie continued to work as a pharmacist.

There were some educating challenges along the way. In 1983, Lanny's first vines were wiped out by a severe early cold spell, and the home site's rocky soil proved difficult to pound posts into, requiring the use of a sharpened steel train rail to loosen the ground. The late 1980s brought free-trade agreements that devastated the BC grape industry almost overnight. It was only after a lot of work that the majority of the original property was planted with vines in 1992.

By 1997 the Home Vineyard conversion was complete, with blocks of Pinots Noir, Gris & Blanc; aromatic Oraniensteiner, Schönburger and Müller Thurgau, and Cabernet Franc. The Orchard Grove Vineyard (then an orchard) would be purchased in 1998 - also on a handshake.

Three grown sons (Chris, Jay and Tim) and 35 additional acres gave Lanny and Julie the resources to finally unite their grapes in their own bottle in 2005. Choosing the name Stoneboat for the winery required little debate: the family felt that it was a fitting tribute to their land and to the effort required to farm it. It also represents qualities they value: hard work, perseverance and tradition.



1992: the first Pinot block



Where We Are Now

“Without question, our wines are what they are now because of the grapes they’re made from and the land those grapes are grown upon.”

Getting started was very much a family effort, with all three sons pitching in to maintain the vineyards, develop a business plan, and make the wines. Jay simultaneously completed a degree in Food Sciences at UBC and oversaw the winemaking program. Tim returned to manage the business after graduating from university in 2008. Chris held his job as “Senior Foreman of Technical Operations” (a.k.a. tractor driver) until 2008, then followed his dreams in the clouds by becoming a pilot. In his role flying cargo planes for major couriers, he now, coincidentally, carries shipments of Stoneboat wines across BC to private consumers.

Since its first vintage in 2005, Stoneboat has quietly earned awards and accolades for its focused, terroir-driven wines. The winemaking and viticulture programs are evolving and under constant refinement, leading to better wines year after year. Every vintage, however, humbles by revealing how much there is left to explore. For Tim, this is the exciting part. “We’re very proud of the wines, but we’ve really only just scratched the surface. Come taste in 10 years.”

The old (and clichéd, some would say) adage that wines are made in the vineyard is founded in truth. So long as things aren’t meddled with in the cellar, Jay believes, there are undeniable markers that make the wines distinctly Stoneboat’s own: from the chalky minerality of the Pinot Gris to the flamboyant fruit of the Pinotage. The winemaker’s job is to preserve the grapes’ expression of the land - mostly by manipulating the wines as little as possible. Lanny would say the same about growing vines.

Despite almost 30 years of growing grapes and confronting the challenges it entails, Lanny admits that assuming he fully understands all the intricacies of growing great wines would be foolhardy.

“Grapevines are like people; they respond and adapt in changing ways to what life throws at them. We can use experience to anticipate what they’ll need and help them along, but we can never expect nature, like life, to be predictable. I’ve been growing grapes for decades, and there hasn’t been a year when my vines or my wines didn’t surprise me in some way.”



Winery at a Glance

Location: Black Sage Gravelbar Bench, South Okanagan Valley
Oliver, British Columbia, Canada

Dates Established:

Winery: 2005
Vineyards: 1983

The People:

Lanny and Julie Martiniuk, *Founders & Owners*

Alison Moyes, *Winemaker*

Jay Martiniuk, *Founding Winemaker*

Lanny Martiniuk, *Viticulture*

Tim Martiniuk, *Founder & Manager: Marketing, Sales*

Production: 5000 cases annually

Vineyards:

45 planted acres of self-rooted vines on three Black Sage Gravelbar sites:

Home Vineyard, est. 1983: 32.3 acres

Maggie May Vineyard, est. 1984: 5 acres

Orchard Grove Vineyard, est. 1998: 12 acres

The Wines

Stoneboat offers a single tier of wines, sourced exclusively from estate vineyards

Pinot Gris, Chorus (original vines blend), Faux Pas Rosé, Pinot Noir, Pinotage, Duet & Verglas

Top Awards

Lieutenant Governor's Award of Excellence

Pinot Noir 2006, Pinot Noir 2009

Pinotage 2007, Pinot Noir 2010



Availability

The complete Stoneboat portfolio is available for purchase at the winery and through our online shopping cart: www.stoneboatvineyards.com

Stoneboat wines are available at fine restaurants & private retail shops across British Columbia. Select wines will be available in Alberta in late 2012.

Visitor Information

Stoneboat's quaint & contemporary wine shop is open May through October. Visitors are welcome to stroll the vineyards, taste the wines, and may even be treated to a spontaneous concert on the baby grand piano.

Trade

Sales Agency: Appellation Wine Marketing- BC & AB
T: 877.374.8939

In a nutshell

We have farmed on the Black Sage Gravelbar for 33 years, growing vines for almost 30 of those. The soils and microclimates of this special, rocky region are perfect for the Pinot varietals that we grow.

Things We Love

Self-rooted vines, watching birds in the vineyards, botrytis (in our Pinot Blanc & Oraniensteiner), the minerality of our wines (the rocks), punching down Pinot Noir, and our dog.

Things We Aren't as Fond of

Bent mower blades (the rocks), botrytis (in everything else), chewed drip irrigation lines (coyotes - and the dog), and leaky barrels.

Contact Information

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For high-resolution images, visit www.stoneboatvineyards.com/media



Home Vineyard

In Our Own Words

“The ground has shaped us”

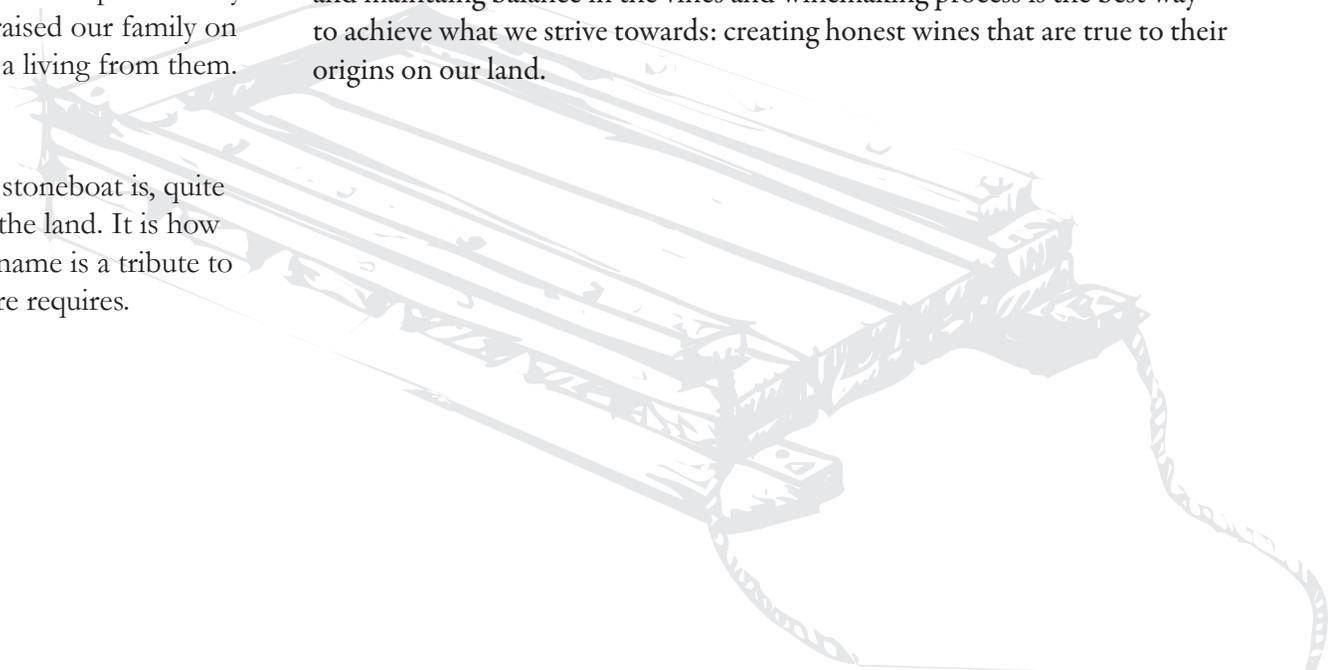
This we have learned over 33 years of farming on the rocky benches of the Black Sage Gravelbar. The land’s stone-laden soils have shaped the way we farm and the character of the wines we create. We raised our family on top of them, we grow our vines in them, and we make a living from them.

Our Name

We chose the name Stoneboat because of the rocks. A stoneboat is, quite simply, a sledge for carrying stones that are picked off the land. It is how our Home Vineyard was first cleared of its rocks. The name is a tribute to the hard work and perseverance that growing wines here requires.

Our Philosophy

Over years of observing the vineyard ecology, growing grapes and making wines from them, we have learned that watching, rather than intervening, and maintaining balance in the vines and winemaking process is the best way to achieve what we strive towards: creating honest wines that are true to their origins on our land.



How We Learned to Love the Rocks

“At first all the stones seemed to be a curse... and then we had the wines.”

Lanny and Julie’s first years in the Okanagan proved daunting. The extreme winters on the property, the poor condition of its dirt, and its harsh subsoils were discouraging, leading them to the conclusion that they were cultivating a cold heap of rocks. This was further hammered home when the neighbouring vineyard turned into a gravel quarry, leaving the Home Vineyard perched on the edge of a 40 ft cliff of loose stones.

Believing in the potential of his land, Lanny persisted, adapting his farming practices to build organics into the soil and sending the boys out to pick rocks- fortunately into a tractor bucket, not a stoneboat.

Rocks, however, do not stay beneath the soil; they heave up to the surface with the freezing and thawing of the ground. Lanny eventually gave up fighting the stones and now kicks them under the vines, where they act like hot water bottles, absorbing heat during the day and radiating it at night.

A struggle can bring out the best in people and in grapevines, which tend to grow excellent grapes on difficult sites. As the plants matured it became apparent that there was something special about the wines made from them. The winemakers to whom Lanny sold his grapes were intrigued by the wines sourced from his vineyards. A visit from Pedro Parra, an international terroir consultant renowned for knowledge of wine region subsoils, confirmed that some of the world’s great wines are grown upon rocks very much like those under Lanny’s feet.

Today, after countless broken mower blades and sleepless nights fighting frost, the distinct minerality and complexity of Stoneboat’s wines has affirmed that the hard work required of the family, and of the vines, yields rich rewards. They will continue to mangle mowers, but the rocks play an important role in the quality of Stoneboat’s wines. This makes Lanny feel a little better when he pulls out the tool kit.



The Black Sage Gravelbar

On the northern tip of the Black Sage benchlands, famous for their sun-baked sands, there is a tiny pocket of land- probably no more than 3 or 4 square kilometers between Black Sage Road and the Okanagan River- of a dramatically different nature. The Martiniuks refer to this area as the Black Sage Gravelbar; it is where Stoneboat’s vineyards are located.

(Sub)Soils

The defining characteristic of the Black Sage Gravelbar soils is the rocks that lie beneath them. Two to three feet of sandy, gravelly loam give way to hundreds of feet of rounded, similarly sized stones that were deposited by ancient glacial meltwater. They provide excellent water drainage and keep vine vigour in check.

Continued...

cont'd: The Black Sage Gravelbar

Most importantly, these stones are frosted with a coating of calcium and other minerals, known as carbonate skins, which integrate with the soil as the rocks work their way up to the surface.

Pinot varietals like it and have thrived here. The unique character of these stony soils is expressed in the wines as a distinct, mineral tone that is especially apparent in the whites and the Pinot Noir- a fine example of the influence terroir can have on wines.

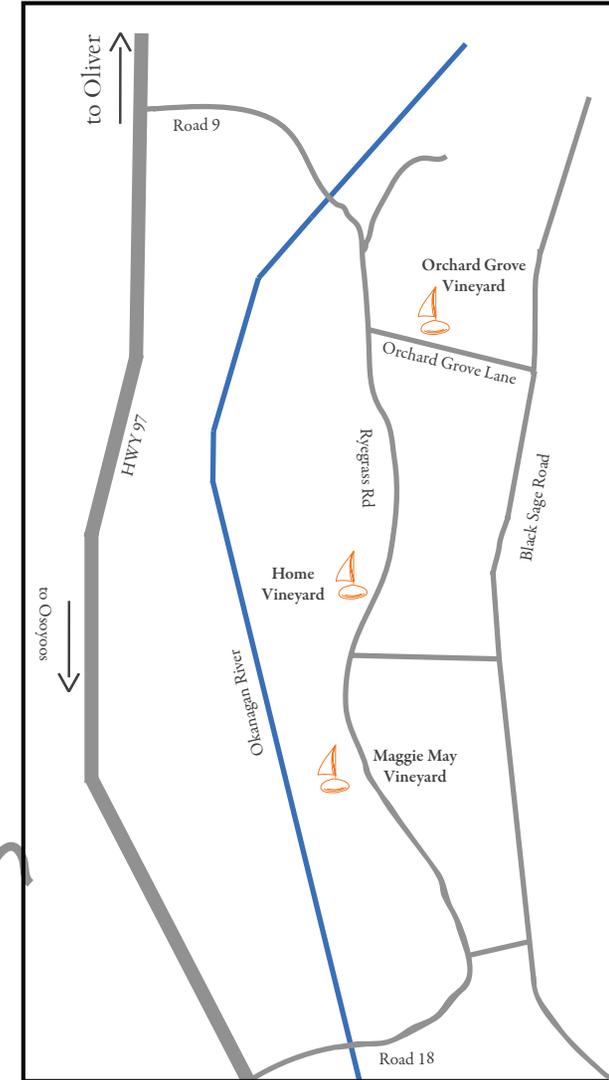
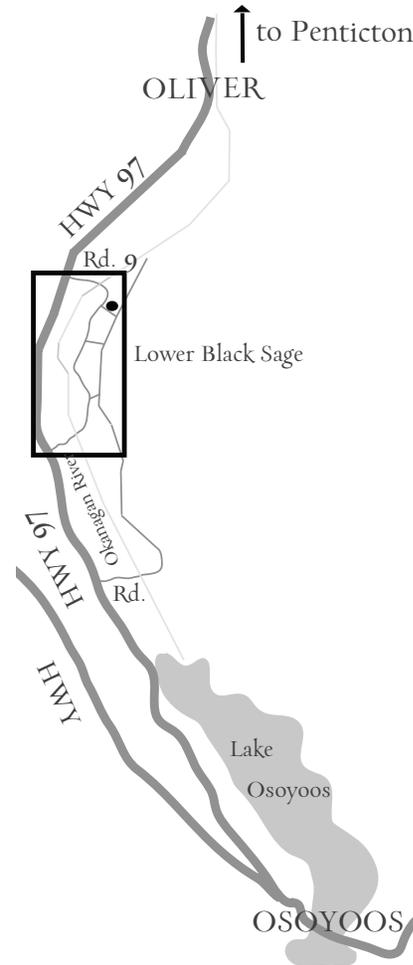
A Climate of Extremes

Because of their southwestern exposure, the vineyards take full advantage of the South Okanagan's desert sun & heat, which develops rich, earthy flavours in the grapes. Desert heat, however, is followed by desert cold. Heat quickly escapes into the sky once the sun sets.

Without nearby lakes to moderate radiative cooling, this area experiences extreme night-day temperature differentials of up to 25° C in late summer. Cool air from the eastern mountains flows through the vineyards and chills the grapes on the vines, slowing the ripening process to a near halt. This preserves acidity and helps along the formation of aromatic compounds that are easily cooked out in constant warmth. Pinots, which easily burn and overripen, are particularly well-suited to this climate.

Great rewards come with greater risk, and cool nights can turn to frosty ones in the fall. Lanny has spent so many nights watching for freezes that he can detect frost just by feeling cold air flows. A thermometer may read +2°, but, "I feel when the air on one side of my neck is a degree cooler than on the other side. Then I know it's time to turn on the wind towers." These machines, using motor-driven propellers, come in handy on such nights, protecting the vines from frost damage by blowing warm air from above into the cooler air below.

Though they bring challenges, the nuance, balance and distinctly exuberant fruit characters of Stoneboat's wines would be impossible without the extremes of the Black Sage Gravelbar.





Thoughtful Farming

“When we’re gone, our land should be better off for our having been there.”

The Martiniuks feel that the land will take care of those that take care of it. Their vineyards are where they make a living, and also where they live- along with many other plants and critters. If the land is nurtured, not exploited, it will support whatever grows on it indefinitely.

A vineyard will produce superior grapes if it is grown on healthy land. Thoughtful farming is how Stoneboat achieves this. It requires an intimate understanding of the vineyards- along with a healthy dash of common sense- and is based upon viewing the vineyard and winemaking process as living systems of interconnected parts. What is done to one part- the soil, the vines, the yeasts- affects all the others.

In following this philosophy, viticulture & winemaking at Stoneboat are not done according to charts or formulae. Science & instruments are essential to describing the condition of the vines or wines, but there is no substitute for the discerning eye of an experienced grower or winemaker.

Balance & Minimal Intervention

People thrive when leading balanced lives. Grapevines are no different, so Lanny strives to keep the vineyard ecology in balance by encouraging biodiversity and healthy soil. This in turn helps prevent undesirable pests like pest outbreaks and vine disease. Lanny abhors picture perfect “sterile” vineyards, which often require significant mechanical and chemical inputs, and instead leaves bushy areas under the vines and wildlife corridors for birds and insects.

Natural processes can then take on some of the work, so the use of tractors, sprays and fertilizers can be minimized. Lanny has learned over decades of farming that the more one interferes in the system, the greater the likelihood that this balance will be disrupted and the honesty of the wines’ expression diminished.



One of Tim's bees in the vineyard vegetable garden

Thoughtful Farming Cont'd

A variety of conscientious farming practices- along with countless non-invasive “tricks” that we have picked up over the years- help us to maintain a healthy vineyard environment. Some include:

Heavier ground cover- a mixture of grasses and nitrogen fixing clovers- is left between rows to prevent erosion and builds organic matter. Leaving or returning prunings, leaves, and grape skins/stems to the vineyard does the same.

Antelope brush, milkweed and wild roses are encouraged as they are home to predatory wasps, butterflies and birds. Wildlife corridors of native plants and trees that house beneficial insects and bird life are maintained. We also follow a “work around it” policy, where any nests or dwellings in the vineyard are flagged and those areas are then left alone (unmowed, unsprayed).

Tim is an amateur (very amateur) beekeeper, and maintains hives at the Home Vineyard. Though they don't pollinate grapes, they are wonderful to have around.

Sprays of any kind -organic or synthetic-are kept to an absolute minimum through diligent canopy management. Insecticides have not been used for over a decade in our vineyards.

Both the Home Vineyard and the Maggie May Vineyard border sensitive stands of cottonwood riparian habitat- among the last remaining. It is home to several threatened species that we see in the vineyard on a regular basis, including Spadefoot toads, painted turtles, and tiger salamanders. Sizeable buffer zones are kept between the vineyards and these areas.

People

Julie & Lanny Martiniuk

Julie and Lanny Martiniuk were pursuing careers in Vancouver when they decided to leave the hustle and bustle of the Lower Mainland and move to the Okanagan Valley, where Julie was born and raised. Hoping to buy a vineyard with their savings, Julie and Lanny left Vancouver with a truck, a dog and some furniture.

Because no vineyard land was for sale, they settled for a 15-acre orchard on the Black Sage and bought it on a handshake in 1979. Lanny left his career in nuclear medicine to farm it, while Julie continued practicing pharmacy to keep the farm in business.

During the formative years of the BC wine industry, Lanny served as director of the BC Grape Growers Association for a decade, chair of the Grape Marketing Board, and, as a founding director of the BC Wine Institute, was a pioneer in revitalizing the industry after free trade and the grape pullout of 1988.

Lanny is also a successful grapevine propagator and has grown millions of vines for vineyards all over BC.

30 years and three children later, the Martiniuks have expanded their original 15 acres to nearly 50, and are busier than ever with the winery.

When not practicing pharmacy, her first love, Julie can be found tending the back gardens she designed for the winery, pouring for guests, or paying the bills. Lanny, a grower first and foremost, is most in his element mowing the vineyard rows or pruning.

Those who ask him about grapevines should grab a comfortable chair.



Alison Moyes

Winemaker

Alison began her career in the food and beverage industry as a certified sommelier for some of Halifax' finest restaurants, where she began to consider a change to winemaking.

After completing two degrees in microbiology and oenology & viticulture from Dalhousie and Brock Universities, respectively, the Okanagan beckoned. Alison worked two seasons at Osoyoos Larose before joining the team at Stoneboat in 2010, becoming co-winemaker in 2011, and winemaker-in-chief in 2013.

Along with her poise, fantastic palate and prowess in the lab, Alison possesses a keen aptitude in translating the unique characters of the winery's vineyards and fruit into honest, expressive wines.



Jay Martiniuk

Founding Winemaker

While recuperating from a car accident that prevented him from returning to university in 2004, Jay began to consider a career in winemaking and viticulture. He played an integral role in crafting the Stoneboat inaugural vintage in 2005 and has since worked as cellar master at Osoyoos Larose under winemaker Pascal Madevon. As Stoneboat's winemaker until 2013, Jay founded the winery's winemaking program and worked with Lanny to develop vineyard practices.

In 2011, the one-time Latin major graduated with a degree in food sciences from UBC, where he studied at the Wine Research Centre. With the 2012 vintage complete, Jay has moved back to Vancouver to continue work at the Wine Research Centre, where he aims to identify the native yeasts in Stoneboat's Pinot Noir blocks.





Tim Martiniuk

General Manager

Jay's twin brother, Tim, has a degree in Political Studies and & Media from Queen's University. In 2008 he returned to the Okanagan to help run the family business, overseeing marketing & design and managing the wine shop. Having made the wines with Jay in the 2008 and 2009 vintages, Tim has an intimate understanding of Stoneboat's winemaking programs, and he continues to assist Alison in the cellar.

In overseeing the winery's operations, Tim's role spans everything from cellar work to pouring at the tasting room, to mowing the lawn. He is currently the president of the Oliver Osoyoos Winery association.

In what little spare time he has, Tim keeps bees at the Home Vineyard and each year grows flowers for the wine shop along with heirloom vegetables in the Orchard Grove Vineyard's garden plot.

The Wines & The Stories Behind Them

Before Stoneboat's first vintage, Lanny and Julie decided that, if they were going to become winemakers as well as grapegrowers, they would only make varietals that Lanny liked to grow and grew well, regardless of what was fashionable in the market. Pinots were the best suited to the three vineyard sites, and Lanny loved to grow them. so they determined that Stoneboat would be a "Pinot House."

Wanting to be focused, Stoneboat produces 7 signature wines. Each wine has a story behind it, and each in turn expresses the place it came from.

Pinot Gris

Jay: *"If you could squeeze a rock and a peach into a glass, that would be our Pinot gris."*

The Story

First planted in 1992 on the Home Vineyard, Pinot gris is now planted on all three sites. This variety thrives on the rocks and, when it comes to minerality, is the most expressive of the Stoneboat white varietals. It delivers signature grapefruit zest aromas and uniquely stony characters year after year. Jay & Alison love to make this wine, because it really makes itself- everything is already in the grapes. To contrast the wine's intense steeliness they began fermenting 20% of the Pinot gris in old oak barrels, adding just the right amount of creaminess to the palate.

Retail: \$18.90
+565598

Availability: Winery direct, licensees and private retailers

Chorus

The Original Vines Blend: Müller Thurgau, Kerner, Schönburger, Pinot Blanc, Pinot Gris, Viognier.

The Story

Chorus reflects both Stoneboat's and the Okanagan's grapegrowing heritage. The varieties it features are Stoneboat's oldest, and they were among the first vinifera that growers tried out in in the valley's early years. Many have The term Original Vines Blend is a fitting descriptor for this wine.

Stoneboat was to be a Pinot House, but Lanny insisted that his old Germanic varieties had to be included in the portfolio. The Müller Thurgau, Schönburger and Kerner were the first vines he planted. He could not bring himself to pull them out to make more room for grapes with names that are easier to pronounce. Along came Chorus, which keeps the old vines well rooted while happening to be absolutely delicious. It is a juicy, cheerful wine that maintains some seriousness due to its brisk acidity and only a touch of residual sugar.

Retail: \$17.90
+194167

Availability: Winery direct, licensees, private retailers and VQA Stores

Pinot Noir

Lanny's favourite variety to grow

The Story

Lanny has grown Pinot noir since 1993, and it wasn't long after those first vines yielded a crop that he and the winemakers he sold Pinot to noticed something was unique about it. The potential he saw in the this grape was what first inspired Lanny to start a winery.

Despite its reputation as a notoriously difficult grape, Lanny has found it to be one of the most consistent performers in the vineyard, though not without some trials and tribulations. It is temperamental in the cellar, so it is handled as little as possible and generally fermented in very small lots with hand punch downs. Use of new oak barrels has been scaled back over the years as it can mask some of the fruit's finer nuances.

Stoneboat now grows six clones of mature Pinot Noir vines and recently planted two new clones to evaluate over several vintages.

Retail: \$24.90
+498170

Availability: Winery direct, licensees and private retailers.

Pinotage

Lanny: *"This is a grape for the Okanagan."*

The Story

Lanny was the first grower in Canada to propagate Pinotage vines for the South African owner of a Naramata winery. Curious about the grape, he asked to hold onto a couple of vines to grow himself. After observing the plants for a few years, tasting their fruit and some of the better South African Pinotages, Lanny decided he would plant more.

Because he could not get cuttings from the Naramata Pinotage block, Lanny had tissue samples taken from his two vines, and from them grew 7 acres of plants. It was a serious gamble, seeing as there was no real market for Pinotage grapes in 1998, but it paid off as Stoneboat's Pinotages gained attention.

The variety carries some baggage from some of the wine produced from it overseas, but Okanagan Pinotage is much different from its South African counterpart. Tim suspected it would take time to communicate this when a prospective sales agent for Stoneboat exclaimed, "I almost cried when I found out you make Pinotage."

Shortly afterwards, the 2007 vintage went on to win the Lieutenant Governor's Award of Excellence. Since then, the team at Stoneboat is convinced that Pinotage has amazing potential as an Okanagan grape variety.

Retail: \$24.90
+383836

Availability: Winery direct, licensees and private retailers.

Piano Brut

A fresh, lively, fruit-driven sparkling wine, named for the Piano in Stoneboat's wine shop.

The Story

Wanting to create a sparkling wine that would capture the fresh, fruit driven and distinctly mineral characters of the Home Vineyard's old-vines Pinot Blanc, the Piano Brut was vinified using the classic Charmat Method, or Méthode Cuve Close, which is an ideal process for natural carbonation while preserving more youthful freshness and aromatics in the finished wine.

The Piano Brut is the result of two years of research and planning, as the Charmat Method of production requires specialized equipment that is unavailable in Canada. Stoneboat imported two custom-made stainless steel pressure tanks, or "autoclaves" in December 2012, along with pressure-resistant pumps and filters.

Everyone at Stoneboat loves sparkling wine, so the Piano is also partly the result of self-indulgence.

Retail: \$24.90
+374041

Availability: Winery direct, licensees & private retailers



Faux Pas Rosé

Upon making a faux pas, one might blush a bright pink, not unlike the colour of this rosé.

The Story

Not the result of a mistake, the Faux Pas was so named because, in 2005, some may have perceived the serving of a rosé at dinner to be a mistake.

Wanting to create a fruit-driven, but still crisp rosé with restrained aromatics, Stoneboat first began using grapes from young Pinot Noir for the wine, picking them early to maintain acidity and a leaner palate.

Pinotage was experimented with as a rosé variety in 2011, and was found to bring exotic herbal and tropical non-red fruit characters to the nose and palate. It will remain an important component in future.

The Faux Pas is made using a combination of the saignée method and early harvested fruit. Until young Pinotage and Pinot Noir vines in new plantings have reached 5 years of age, their grapes will be used exclusively for this rosé.

Retail: \$18.90

+422113

Availability: Winery only

Verglas

Botrytis affected icewine

Verglas (pronouncing the 's' is optional) is an old-french word for clear ice on stone. It is also used by climbers to describe ice covering rock faces, making them difficult to scale.

The Story

The Oraniensteiner variety was one of the first planted in the Home Vineyard, along with Kerner, Müller Thurgau, and Schönburger. It was used in Stoneboat's blend in the first vintage.

Oraniensteiner is terribly susceptible to botrytis and is a late ripener, holding high acidity long into October. The vines are planted in a section of the Home Vineyard where fall mists drift from the river, which encourages noble rot.

The winery had never intended to make a dessert wine until 2006, when botrytis had rendered most of the crop unusable for table wine. The crop was originally going to be abandoned, but an early freeze inspired an attempt to salvage the grapes, and the resulting wine was so delicious that Stoneboat makes Verglas every year. Oraniensteiner's crisp acidity balances the wine's intense sweetness, making the palate rich, but refreshing.

Retail: \$32.90 (200mL)

+443705

Availability: Winery only



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