



For immediate release

**Four Feathers Wine Services launches Grape Marketplace,  
enabling wineries to purchase wine grapes from the company's estate vineyards**

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*New service provides customized estate fruit sourcing for wineries of all sizes and may offer relief for wineries in areas affected by cold damage and wildfire smoke*

**PROSSER, Wash. (May 11, 2022)** – Four Feathers Wine Services, one of the West Coast's leading bulk wine producers, has launched Grape Marketplace, a new service that enables wineries of all sizes to source exceptional fruit from the company's five estate vineyards.

This is the first time that wine grapes from Four Feathers have been available in the open market.

Previously, Four Feathers sold wine grapes primarily to large corporate clients such as Ste. Michelle Wine Estates or reserved the grapes for the company's own wine production needs. Now, wineries of all sizes in the United States can access fruit from Four Feathers' 3,500 acres of vineyards located across Washington State's Columbia Valley.

"We think of Grape Marketplace as customized estate fruit sourcing for wineries seeking exceptional fruit," said Rebecca De Kleine, general manager and director of winemaking at Four Feathers Wine Services. "All of our vineyards demonstrate unique character, and this diversity in terroir and growing conditions enables us to offer clients a wide range of options."

The Four Feathers' viticulture team works closely with wineries to understand the vision for their winemaking programs, then makes informed specific recommendations on which vineyards will work best for them, De Kleine said.

"Our team invests a lot of time upfront to really understand what a client wants to accomplish," she said. "Armed with that knowledge, our viticulturists can recommend specific vineyards, blocks, and rows based on climate, soil, elevation, spacing, clones, and other variables to match our clients' needs and winemaking styles."

"We work hard to develop and maintain strong relationships with winemakers. Working together, we can collaboratively create and execute a plan to help achieve their visions."

Grape Marketplace may provide a needed solution to the challenges facing wineries in parts of Oregon and California that were hit hard with frost damage earlier this year and smoke taint from wildfires in several past vintages, De Kleine said. A number of Oregon wineries have reached out to Four Feathers in recent weeks to ask about grape availability, she said.

“Crop yields are down by 50 percent or more in some areas, and wineries are scrambling to find fruit for upcoming vintages,” she said. “With the scale of our viticulture operations, we know we can work with wineries in need to find a solution that works for them.”

Four Feathers has made a substantial commitment to sustainability in 2022 through Sustainable WA, Washington State’s first certified sustainability program. Two of Four Feathers’ five vineyards, Soaring Eagle and McNary, have been certified sustainable through the program and the other vineyards will be certified before the 2022 harvest begins, De Kleine said.

“We are proud to be one of the Beta partners in the Sustainable WA program,” she said. “We’ve found that this commitment appeals to wineries looking to support environmentally sound, socially equitable, and economically viable initiatives in their winemaking and products.”

With the addition of Grape Marketplace, Four Feathers now offers a full spectrum of wine production services, including bulk wine, beverage innovation, packaging and the unique Studio program.

“The launch of Grape Marketplace is an exciting step for us,” she said. “Through this new service, we have the scale and horsepower to serve large production wineries as well as high-end, high-touch capabilities tailored to smaller, boutique clients.”

### **About Four Feathers Wine Services**

Four Feathers Wine Services provides best-in-class custom winemaking, alcoholic beverage production and packaging services to support our clients in creating and building brands.

Four Feathers Wine Services is a vertically integrated, family-owned winemaking company that farms 3,500 acres of wine grapes and makes and packages custom premium wines for nearly 300 clients nationwide at its state-of-the-art facilities in Prosser, Washington.

The company manages the process of custom winemaking from vine to bottle depending on the needs of each client. In addition to turn-key winemaking, Four Feathers offers a full range of services, all within its own state-of-the-art facilities.

For information about Four Feathers Wine Services, please see [www.fourfeathers.com](http://www.fourfeathers.com).

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