

## Winter 2002 Newsletter



Man what a year! I was actually struggling with how to start this letter. With everything that has happened over the last year, waxing poetic about cabernet sauvignon doesn't seem to have quite the relevance to me just now. Anyway, we are back into the usual routine following the holidays. Topping barrels, racking the new 2001 wines and preparing to bottle. Marketing trips are scheduled for every month

through May, and we are facing more work in the vineyard than ever before.

Speaking of the vineyard, we have just started drilling our new well. This well represents years of dreaming, planning and occasional frustrations. But, at last the drilling has begun; in fact, the hole is close to 30 feet deep already. We hit basalt at about six or seven feet; so we will be at this for a while. I believe in time, water availability and access will determine how significant winegrowing will actually become in the Walla Walla Valley. We are privileged to live in such a spectacular place, but we still need some moisture to grow grapes of the quality Woodward Canyon demands.

Plants have been ordered for roughly 30% of our new vineyard with the remaining 70% to be planted in 2003. Mindful of the mistakes we've made in the early years, we've decided to plant only certified grapes for the final 15 acres. We are researching various cabernet sauvignon clones now and will place the final order by spring. We are also preparing all of our land that does not or will not have vineyard for restoration of native vegetation. Native grasses, indigenous forbs such as rabbit brush and bitter brush, as well as western juniper will be planted. This will be awesome when it is completed, though I guess it will never really be finished. I told my kids that it is their responsibility to continue the stewardship of this land. I think they understand. In fact, I know they do, and I know they will.

Our new red wines for release are the **1999 "old vines" cabernet sauvignon** and the **1999 Klipsun Vineyard cabernet sauvignon**. These two wines are outstanding expressions of the 1999 growing season.

The **1999 Klipsun cabernet sauvignon** was barrel tasted two seasons ago at our December holiday barrel tasting. It was incredibly popular with many of you; so now is your opportunity. This cabernet shows the uniqueness and typicity of Red Mountain appellation fruit. It offers tightly wound cassis fruit, vanilla and spice, but it needs time. We are offering a limited number of cases now; the rest will be offered later. This wine was bottled unfinned and unfiltered and is offered at **\$45.00 per bottle through March**.

The **1999 "old vines" cabernet sauvignon** is phenomenal. This wine is 58% Champoux Vineyard and 42% Sagemoor Vineyard. Ripe raspberry and black fruits married with spice, toasted oak and vanilla explode in and coat the mouth. The color is deep purple, and it was bottled unfinned and unfiltered. This wine will sell for **\$60.00 per bottle through March**. This is not a time for raising prices; so I will not, but you need to know that this "old vines" is worth more. I hope that you will enjoy both of these great efforts from the Woody production team.

We are re-releasing a few cases of 1997 and 1998 "old vines" cabernets that we held back for more bottle age. They are both killer, and they will not qualify for any discount. **The 1997 is offered for \$80.00 per bottle, and the 1998 is offered for \$75.00 per bottle.**

We always have RTW available and Nelms Road wines are here too. Don't forget about our chardonnay.

Thanks for reading and buying Woodward Canyon wine.

Peace,  
Rick Small

<u>Quantity</u>		<u>Bottle Price</u>	<u>Extension</u>
_____	1999 "Klipsun" Cabernet Sauvignon	\$45.00*	_____
_____	1999 "Old Vines" Cabernet Sauvignon	\$60.00*	_____
_____	1999 "Artist Series" Cabernet Sauvignon	\$42.50	_____
_____	1999 Columbia Valley Merlot 89 WE, 89 E, WS 91, 89+ST	\$37.50	_____
_____	1999 Charbonneau Red	\$50.00	_____
_____	1999 Pinot Noir	\$40.00	_____
_____	1999 Nelms Road Cabernet Sauvignon	\$24.99	_____
_____	2000 Nelms Road Merlot	\$19.99	_____
_____	2000 Columbia Valley Chardonnay	\$32.50	_____
_____	1997 "Old Vines" Cabernet Sauvignon (no discount) 93 I, 89 WS	\$80.00	_____
_____	1998 "Old Vines" Cabernet Sauvignon (no discount) 92 WS/ST, 94 WE	\$75.00	_____
_____	Red Table Wine	\$15.00	_____

10% case discount on most wines, including mixed cases!

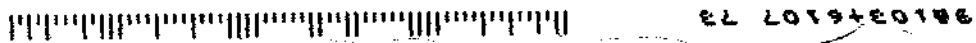
Name \_\_\_\_\_ Packaging \_\_\_\_\_  
 Address \_\_\_\_\_ Ground shipment \_\_\_\_\_  
 Total \_\_\_\_\_

To be paid by VISA \_\_\_\_\_ Mastercard \_\_\_\_\_ Check \_\_\_\_\_ WA sales tax if applicable 7.7% \_\_\_\_\_

Card number \_\_\_\_\_ GRAND TOTAL \_\_\_\_\_

Expiration date \_\_\_\_\_ In case we have questions, please provide your phone number \_\_\_\_\_

Code: WE= Wine Enthusiast, WS=Wine Spectator, ST=Steve Tanzer's International Wine Cellar, I=Insider's Wine Line  
 \* prices through March



If you would like Fed Ex delivery rates, special shipping arrangements made, or have other questions, we can be reached by phone at 509.525.4129, by fax at 509.522.0927 or by e-mail at info@woodwardcanyon.com. Many of our wines are available in 375ml, 1.5L, 3.0L, 5.0L, and 6.0L sizes. Fresh Northwest Design has produced a limited number of etched bottles. Please call for prices and shipping arrangements. Weather may be a factor. Check our website for "Artist Series" posters!

<u>Container</u>	<u>2 btl</u>	<u>3 btl</u>	<u>6 btl</u>	<u>12 btl</u>
Packaging	\$5.00	6.50	8.00	14.00

<u>Ground Shipment by UPS</u>				
	<u>2 btl</u>	<u>3 btl</u>	<u>6 btl</u>	<u>12 btl</u>
Pacific NW	\$ 8.00	9.00	10.00	14.00
West Coast	9.50	10.50	11.50	17.50
Central	10.50	12.00	16.00	25.00
East Coast	12.00	15.00	19.00	30.00

**Winter Hours:**  
 Monday-Sat 10AM-4PM  
 Sunday 12PM-4PM