

WOODWARD CANYON WINERY



WINTER 2003 NEWSLETTER

I am writing this letter from the bar in Sedona, Arizona as I wait for lunch. I have a winemaker dinner at Enchantment Resort tonight and I have a little spare time. The geology is absolutely awesome here! As I start this first letter of the year, the key word for 2003 has got to be marketing and I plan to be on the road even more than last year. The wines we have right now are flat out some of the best we have ever made but I suspect that I will be working harder than ever to sell them.

It has been another rather warm winter in Walla Walla. In fact, it is hard to title this a "Winter" newsletter. Weeds are growing already which means vineyard work earlier than I had anticipated. We have also received a great deal of rain though you would never know it by looking at the mountains; we have very little snow pack. Pruning will start later this spring due to the uncertainty about bud fruitfulness and we will also finish the last of our vineyard planting this year.

Cellar work continues while I am away. Since most of the new wines are dry and malolactic fermentation is complete, we have been doing a lot of racking. We will taste a lot of wine and be discussing preliminary blending trials soon. Bottling will be starting up again in late February continuing intermittently through the spring and summer.

Our new wines for release this winter are both red. Our first, the **2000 "Old Vines" Cabernet Sauvignon**, is 100% Champoux Vineyard. This cabernet is an explosion of flavor! Berries and black fruits, spice, vanilla and mocha are all part of the package. I believe this to be our finest "old vines" effort yet and have priced the wine accordingly. You absolutely have to taste this wine - **\$67.50 per bottle** and worth it! Congratulations to Paul and Judy Champoux!

The second wine is our **2000 Woodward Estate Red**. This wine was produced from 2 ton per acre fruit and the blend is 43% merlot, 43% cabernet franc and 14% cabernet sauvignon. This wine shows the richness, concentration and complexity of low yield Walla Walla Valley fruit. There is a softer texture in this wine that reminds me of a Right

Bank wine from a great vintage like 1990 - **\$55.00 per bottle**.

Both of these reds truly display the beautiful richness that reflects the 2000 vintage. We will also be re-releasing some 1999 "Old Vines" that we have held back; and of course, we still have the 2000 "Artist Series" Cabernet Sauvignon, which is showing beautifully right now.

In closing, I have some updates from Woodward Canyon.

First, please visit our revised website, www.woodwardcanyon.com. We have added a "Drink/ Hold" chart for our "Dedication Series" cabernet sauvignon and plan to add the "Artist Series" later this year. There is also a new section to help plan your visit to the Walla Walla Valley and the list of events that we participate in is always kept current.

Secondly, due to the increased vineyard commitments I have thrust upon myself, I am relinquishing some of my day-to-day winemaking duties over to Gilles. Gilles' new title will become Winemaker/Enology and mine will become Winemaker/Viticulture. I believe that this subtle reorganization of responsibilities more closely reflects what we both are doing and have been doing on a day-to-day basis. I congratulate Gilles on his new position and look forward to working closely with him as we produce even finer wines.

Cheers,

Rick

<u>Quantity</u>		<u>Bottle Price</u>	<u>Extension</u>
2000	"Old Vines" Cabernet Sauvignon	\$67.50	
2000	Estate Red	\$55.00	
2000	Walla Walla Valley Merlot 91 T, Editor's Choice WE	\$45.00	
2000	Columbia Valley Merlot 90 WR, 90 T, 91 WS	\$37.50	
2000	"Artist Series" Cabernet Sauvignon 90 W&S	\$42.50	
2000	Charbonneau Red	\$50.00	
1999	Pinot Noir	\$32.50	
1999	"Artist Series" Cabernet Sauvignon 91 WS, 92 Editor's Choice WE	\$45.00	
2001	Nelms Road Merlot	\$19.00	
2000	Nelms Road Cabernet Sauvignon	\$21.00	
	Red Table Wine	\$15.00	
2001	Columbia Valley Chardonnay 90 WS, 89 T, 89 TS	\$32.50	
2000	Estate Chardonnay	\$45.00	
2000	Celilo Chardonnay 90 TS, 89 T	\$39.50	
2001	Charbonneau Blanc	\$28.00	
2001	Dry White Riesling Gold Medal NWWS	\$20.00	
2001	Sweet White Riesling	\$10.50	

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

Name _____ Sub Total _____
 Address _____ Packaging _____
 _____ Ground Shipment _____

In case we have questions, please provide your phone number: _____ Total _____

To be paid by: VISA _____ MasterCard _____ Check _____ WA sales tax if applicable 7.7% _____

Card number: _____ Grand Total _____

Expiration date: _____ Code: WE=Wine Enthusiast, WS=Wine Spectator, WR=Wine Report, NWWS=NW Wine Summit
 T=Steven Tanzer's International Wine Cellar, W&S= Wine & Spirits, TS=Tastings

If you would like FedEx delivery rates, special shipping arrangements made, or have other questions; we can be reached at 509-525-4129, by FAX at 509-522-0927 or at info@woodwardcanyon.com. Many of our wines are available in 375 ml, 1.5 L, 3 L and 6 L sizes. We also have limited number of large format and etched bottles. Please call for prices. Weather may be a factor in shipping.

<u>Container</u>	<u>2 btl</u>	<u>3 btl</u>	<u>6 btl</u>	<u>12 btl</u>
Packaging	\$5.00	6.50	10.00	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 Northwest	\$9.00	10.00	11.00	15.00
West Coast	\$10.50	11.50	12.50	18.50
Central	\$11.50	13.00	17.00	24.00
East Coast	\$13.00	16.00	20.00	31.00

Hours:
 Mon-Sat. 10 am— 5 pm
 Sun. 12 am— 5 pm