

October 18, 2002

Dear Friends,

Those of you who reside in the Willamette Valley can attest that we are enjoying some of the finest fall weather we have ever seen. Crisp mornings followed by gorgeous warm afternoons and evenings have been the norm for days on end. 2002 marks my 25th vintage as a winemaker and in all of those years I can't remember more pleasant harvest conditions than what we are experiencing now.

Mark Gould (vineyard manager) and Seth Miller (assistant vineyard manager) have been delivering fruit this harvest of remarkable quality and with grins from ear to ear. When you consider that their days begin at 5:30 am that tells you how proud they are of arriving with clean, intensely flavored grapes that speak volumes of the work they have done throughout the entire year. Both of these young men (okay, Mark only looks young) understand that despite all of their efforts Mother Nature can wreak havoc with inclement weather at the end of the season. This year, no wreak, no havoc, only smiles.

We have been blessed this year with a great deal of wonderful, independent press. I would like to mention two that are meaningful to me. Our local northwest glossy, The Northwest Palate, does a survey of readers each year which includes the readers' favorite Oregon winery. To our surprise (we consider ourselves too small to have impact on the voting) we were selected. Knowing that our local clientele felt strongly enough to make time to vote for us means a great deal to me. Robert Parkers new book, his 6th Wine Buyers Guide, lists us as the only outstanding Oregon winery, his highest accolade for any wine region (Pierre Rovani, his more than able assistant, reviews our region). As all of you who read his reports must know, he exempts Beaux Freres from his review due to an invested interest. If I were to give Michael Etzel's (winemaker and vineyard manager for Beaux Freres) wine a rating it would certainly be outstanding as well.

When I think of these two recognitions, one local, one international, it makes me pause to consider the road we have traveled. We started small and cash-strapped. Those of you who were aware of us in the beginning remember that our first wine (Panther Creek 1985 Bordeaux Blend) was anything but Pinot noir and totaled 250 cases. I suspect that many of the local industry people thought we were a bit off track. The reality was that while we were still in California, we had the very good fortune to take all of the terrific Bordeaux varietal fruit from the Martin Ray Estate on Mount Eden. We seized the opportunity and a year later arrived in Oregon with 10 barrels. It was a stupidly good wine. Nick Peirano, of the famed Nick's restaurant in McMinnville, the guy that supported Oregon wine when it had no

support, lost his Pinot noir bearings one day and also agreed that it was a stupidly good wine. He actually offered to create a special dinner at the restaurant based on the one wine I had to offer. It was a fun evening. The house was sold out and Nick found a way to make each course evoke different characteristics in the wine. This was the beginning of a great deal of support that has been offered to us over the years from so many people.

We have traveled a bit further down the road as of 2002 and continue to find that our successes are greatly influenced by people who happily volunteer their time to us when we need help most. People like Father C.K. Trehwella. Father "T" has been volunteering at harvest for nine years now. He has become our last line of defense on our sorting line. Leaves, second crop, mold or stinkbugs do not pass Father T. He does this for us because he enjoys the camaraderie and he knows he is making a real difference in the ultimate quality of the wine.

The list of people like Nick and Father T who have helped us to survive and be better at our craft is a long one. It is exactly this kind of support that elevates the efforts of everyone associated with our winery and results in the kind of recognition that we have received this year and in all the years prior.

Our Thanksgiving Weekend Open House will take place on Friday and Saturday, the 29th and 30th of November from 10 am to 4 pm each day. We hope you can attend so that you can personally sample the new wines from this stunning vintage, including Savoya, our first directly owned and developed vineyard. At the event you will have a chance to visit with many of the people that have had a profound impact on our business and any measure of success that we have had.

Best,

Ken