



11.02.05

Dear friends:

It just occurred to me today that 2005 marks our 20th Oregon vintage. How lucky are we to have had the opportunity to ply the trade we love in the place we love for two decades. The longevity and modicum of success we have enjoyed are in large part due to the many long-term relationships we have cultured. We have been buying fruit from Dick and Nancy Daniel of Canary Hill and Dan and Helen Dusschee of Freedom Hill since 1987. Scary, I don't feel old enough to have been buying fruit in 1987. We have been purchasing Pinot noir from Jack and Kathleen Carter since 1990, Jim Stonebridge and Kathleen Boeve of Guadalupe since 1992, Dick and Deirdre Shea since 1993 and Don and Carole McCrone since 1995.

Each of these couples have been great partners through the years and they all share a common trait, the desire to produce the best Pinot noir on the planet. They also stood by us, in a big way, when an ownership dispute threatened the future of our business in 1993. Many of you who have followed us through the years will recall that we reimbursed everyone for their futures as we waited for a resolution of the issues. During that difficult period, each of these couples showed support to us that came with financial risk and for that I am forever indebted to them. Ours was a relationship they each chose to protect.

Long-term relationships also define our company's staff. It was me, myself and I for five years until Dale West joined me in 1991. He left the Trout House of Sunriver to immerse himself in his true love, wine. Alberto Alcazar, cellar manager and donut king of McMinnville, and Mark Gould, who manages Abbott Claim, Canary Hill, Carter, McCrone and Savoya Vineyards, began at the same time in February of 1998. Seth Miller, Mark's assistant in the vineyard and a lifelong friend of my sons Cody and Carson, began working for us during summers as a 14-year old. He joined the company full time after graduating from Pacific University in 2001.

We have "friends" of our business with which we also share long-term relationships. Peg and Jerry Fenton have been supporters and friends since we first met in 1987. Father Trewhella (Father "T") visited our winery for the first time that same year, though in search of water for his thirsty garden, and not for wine. Peg, Jerry and Father "T" have for years anchored our sorting line during harvest and they deserve much credit for the pure expression of the fruit making its way to your glass. Dave Grooters, who makes a mean Philly Cheese Steak sandwich, sold his software company and came out to the gorgeous Willamette Valley to shoot pool with his buddy Nick Peirano and volunteer his time to help farm Canary Hill Vineyard and be a forklift jockey through harvest. Dave now has his own vineyard and winery, but still takes time to help whenever we need him. Of course, all of this would be moot if not for the continued support of you, our faithful customer. So, it is with you, all of the folks mentioned above, and so many I have not mentioned that we have meaningful long-term relationships. They are the foundation of our success.

2005 has the potential, for us, to be the best vintage since 1990. As I think back through the season, it doesn't seem possible that the wines should be this expressive, dark and rich. Our cool spring gave us a late start and we never really did get a dramatic heat spell. Wet weather systems that came off and on in September and October would normally have posed a risk of splitting or rot for the thin skinned Pinot noir grape. Nothing of the sort happened. If anything the vines seemed to pick up the pace of maturity once the parched root systems got a drink, and some of our best wine is from the last vineyards we harvested. It was also a season that allowed a lot of "hang time" for the fruit. My friend Steve Doerner of Cristom, who I have known since 1978, has always preferred cooler Falls to the scorchers because he feels there is much better flavor development. I think he's right and this vintage would certainly support the theory. What isn't theory, but fact, is that cool night time temperatures help to "fix" or stabilize color. Every single lot of Pinot noir in our house is incredibly dark with a beautiful garnet robe at the glass edge.

The annual Ken Wright Cellars Thanksgiving Open House will take place Friday and Saturday, the 25th and 26th of November from 10am to 4pm each day. We hope you can attend so that you can personally sample some of the new wines from this fabulous vintage, and also visit The Depot across the street to sample selected Tyrus Evan wines. Many of the wonderful people mentioned here will be at the event to meet with you, and share their excitement for the 2005 vintage. All of us at KWC look forward to the Open House as an opportunity to answer questions face-to-face and personally thank you.

Best,



Ken



2004 Ken Wright Cellars Futures Are Now Available

For those of you who purchased 2004 KWC Pinot noir, you may pick up your wine during our annual Thanksgiving event.

If you are unable to attend, please contact the winery to coordinate the shipment of your wine.

Thanks for participating in our future program!

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