

Journal – December 11, 2004

Peggy and I are flying to Fort Lauderdale today on our way to our first cruise. I entered a raffle at the grade school auction last spring by purchasing four raffle tickets for a total of \$100, and we won an all expense paid cruise on Holland America through the Caribbean. This is the first contest I have ever won, and it feels great heading out of town to relax for seven days with my best friend.

Anyway, crush is over for the fall and I have 135 barrels of wine going through malolactic fermentation. I would have to classify 2004 as a potential great vintage year as the wines are dark, well balanced and they have great flavors coming out of primary fermentation. My biggest problem is a lack of space and we need to solve that this spring by adding a barrel/tank room to the winery. The plans are done, and now we simply need to schedule the work and get it going.

The 2002 wines have been selling very well, and the feedback on both the 2001's and 2002's has been excellent. We received a 90 rating for our 2002 Cabernet Franc from Richard Kinssies, the wine writer Seattle Post Intelligencer. Our 2003 Sauvignon Blanc received a very good review from Paul Gregutt of the Wine Enthusiast. He picked it as one of the top 25 wines of the year.

We have received great exposure in the Wine Spectator and other magazines for our wines at the Tasting Room in Seattle's Pike Place Market. We have had tastings every weekend and sometimes during the week, and the wines are showing well. Orders are coming in; a few very large sales to end users plus our distributors in Washington and New York have continued to place orders

Life is good, and I am looking forward to this next week. When I get back I will be racking about 200 barrels of wine the week after Christmas, but I am not going to think about that right now.