

Fall 2004

Dear Friends,

As we approach our 31st harvest we are pleased to release three wonderful new wines for you: the 2003 Riesling, the 2002 Chardonnay and the 2001 Cabernet Sauvignon. Please pardon our blatant self-promotion as you read further. When you compete with 300 other wineries in Napa Valley, along with wineries from France, Italy, Germany, Australia and the rest of California, self-promotion is a way of life. Keep reading and we'll share a number of third party endorsements which validate our high opinion of our wines.

**2003 Riesling:** Just a wonderful wine, reminiscent of the 2001 Riesling. This vintage of Riesling is a very pale light yellow color, with a melony aroma and undertones of fresh peaches and apricots, surrounding a mineral core. It has a crisp, dry finish. To repeat an old wine cliché our 2003 Riesling is "great to drink now, but will only improve with age." That's the good news. The bad news is that Phylloxera (a vine killing root louse) is ravaging our vineyards and has sharply reduced production. Our production of 2003 Riesling is only 576 cases, which is less than half of our 2001 Riesling production. If you want some, you'd better order it now! With extended aging in the refrigerator this vintage will throw tartrate sediments (you know it as cream of tartar). This is a natural process and just another example of how we don't over-process during vinification.

576 cases produced. \$17/bottle

**2002 Chardonnay:** Very cold (how Stu likes it) or at room temperature (how Charley likes it), the 2002 Chardonnay is full of flavor and character, balanced with a fruitiness and a very appealing lemony character, finishing both succulent and delicious. We think many of you will describe this wine as full bodied with a long, smooth finish.

Our past three vintages of Chardonnay have won a combined total of 8 Gold Medals, along with a "Best of Class" and a "Sweepstakes" award. Recently, at The Critics Challenge International Wine Competition held in San Diego, our 2001 Chardonnay won a Platinum award and out of 1,299 wines entered, the judges chose our 2001 Chardonnay as "Best of Show." Robert Whitley, wine writer and organizer of The Critics Challenge, described our wine as follows: "The Smith-Madrone Chardonnay is not your typical Napa Valley butterball. Smith-Madrone's mountain vineyards produce a more delicately fruited wine, a Chardonnay with mineral notes and a real sense of place."

The 2002 Chardonnay is a worthy successor, we know you'll love it. We know many of you think that we make the best Riesling in America, and we certainly won't dissuade you of that notion, but we believe we are now making some of the most exciting Chardonnays in America. At Smith-Madrone our goal is to make artisanal wines which are distinctive and are an expression of the vintage and our site and, above all else, are wines which are unique and bring pleasure to the senses. The July-September issue of *The Colorado Wine News* said of our 2002 Chardonnay: "It is not yet released, but if you like big, ripe Chardonnay which is bursting with flavor, get in line for this one. Excellent."

996 cases produced. \$25/bottle

**2001 Cabernet Sauvignon:** The wine critics are all calling the 2001 vintage one of the very best, a 96 pointer out of 100. And make no mistake, we agree that our 2001 Cabernet Sauvignon is great. Charley describes it as having aromas of crushed violets, blackberries and black currant with an overall palate of deep dark fruit. This wine is generous, full and rich on the palate - a very seductive wine. Please remember that our Cabernet Sauvignons are unfinned and unfiltered and will throw sediment with extended aging. Along with the Cabernet Sauvignon we have blended in 2% of Cabernet franc and 12% Merlot. This is a soft and fruity mountain Cabernet Sauvignon which will age and improve for another 12 to 15 years – but if you must drink it now (as we have done repeatedly) try a nice steak or pasta with a pesto sauce.

1,704 cases produced. \$35/bottle

**2000 Cabernet Sauvignon:** We are very happy to inform you that our 2000 Cabernet Sauvignon won a Gold Medal at the California State Fair, a Gold Medal at the San Diego National Wine Competition and a Gold Medal at the San Francisco International Wine Competition. Southern California based wine critic Steven Bainbridge (also a UCLA law professor) recently wrote:

"The highly approachable 2000 Cabernet Sauvignon is delicious to drink now, although it should continue to improve. Tons of dark fruit on the nose and palate are complemented by notes of chocolate, truffles, and violets. Very highly recommended. Grade A."

For those of you, who, like us, love the 2000 Cabernet Sauvignon, we are in good company and have good taste. For any of you who would still like some 2000 Cabernet Sauvignon we have some available. \$35/bottle

When next you are in the Valley we invite you to call and stop by. Thank you for your interest and continued support.

Sincerely,

Stuart Smith & Charles Smith

Sold and ship to:

Name \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone (home) \_\_\_\_\_ (work) \_\_\_\_\_

Email \_\_\_\_\_

**2003 RIESLING**

\_\_\_ case/s @ \$204.00 \_\_\_\_\_  
\_\_\_ 6-pack @ \$102.00 \_\_\_\_\_  
\_\_\_ bottle/s @ \$17.00 \_\_\_\_\_

**2002 CHARDONNAY**

\_\_\_ case/s @ \$300.00 \_\_\_\_\_  
\_\_\_ 6-pack @ \$150.00 \_\_\_\_\_  
\_\_\_ bottle/s @ \$25.00 \_\_\_\_\_

**2001 CABERNET SAUVIGNON**

\_\_\_ case/s @ \$420.00 \_\_\_\_\_  
\_\_\_ 6-pack @ \$210.00 \_\_\_\_\_  
\_\_\_ bottle/s @ \$35.00 \_\_\_\_\_

**2000 CABERNET SAUVIGNON**

\_\_\_ case/s @ \$420.00 \_\_\_\_\_  
\_\_\_ 6-pack @ \$210.00 \_\_\_\_\_  
\_\_\_ bottle/s @ \$35.00 \_\_\_\_\_

**Subtotal**

CA sales tax of 7.5% for CA deliveries

**Shipping**

To ship your wine UPS within the state of California is \$16.00/case or \$10.00/6 bottles. To ship your wine UPS to other states is \$30.00/case.

To ship your wine 3 day FedEx is \$60.00/case.

Mixed cases or mixed 6-packs are welcome! We cannot ship to these states under any circumstances: FL, GA, IND, KY, MD, NCA, OK, TN.

**TOTAL**

\$ \_\_\_\_\_

\_\_\_ Check enclosed or charge my (circle one)      MasterCard      Visa

Account No. \_\_\_\_\_ Expiration: \_\_\_\_\_

Name on the card \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Want to stay on our mailing list?** Please order or otherwise let us know by letter or fax.

By ordering this wine you represent to us that you are at least 21 years old and that the person to whom you are directing delivery is at least 21 years old. The buyer is solely responsible for shipment of alcoholic beverage products. We make no representation relative to your right to import wine into your state. By placing an order, you authorize us to act on your behalf to engage a common carrier to deliver your order.

**Please send your order to: Smith-Madrone, P.O. Box 451, St. Helena CA 94574 or fax to 707/963-2291.**

**Orders can also be placed at [www.smithmadrone.com](http://www.smithmadrone.com)**

## SMITH-MADRONE GOLD MEDALS

### 2001 Chardonnay:

June 2004	Critics Challenge	Best of Class
June 2004	Critics Challenge	Platinum
March 2004	Hilton Head Island Wine Festival	Gold

### 2000 Chardonnay:

Sept 2002	Atlanta International Wine Challenge	Gold
April 2003	Hilton Head Wine Festival	Gold
June 2003	Orange County Wine Fair	Gold

### 1999 Chardonnay:

April 2002	Monterey County Wine Competition	Sweepstakes
May 2002	West Coast Wine Competition	Best of class
April 2002	Monterey County Wine Competition	Gold
May 2002	West Coast Wine Competition	Gold
May 2002	L. A. County Fair	Gold
Feb 2002	San Francisco Chronicle Wine Fair	Gold

### 2000 Cabernet Sauvignon:

July 2003	California State Fair	Gold
April 2004	San Diego National Wine Competition	Gold
June 2004	S.F. International Wine Competition	Gold

### 2002 Riesling:

June 2003	Orange County Wine Fair	Gold
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### 2001 Riesling:

May 2002	L. A. County	Gold
July 2002	Orange County	Gold
August 2002	S. F. International Wine Fair	Gold

Please remember you can always visit us at [www.smithmadrone.com](http://www.smithmadrone.com)



Stu went to Iowa in March; before he arrived Iowa City-based chef and writer Kurt Friese wrote enthusiastically about Smith-Madrone's uniqueness...and threw in a salsa recipe too. We thought you'd be interested in his comments:

"There are people who make wine for the pure pleasure of making wine. They are artisans who produce marvelous wines in comparatively miniscule amounts...Like any micro-business, they tend to have a small number of devoted followers... These are the cult wines. One such winery is Smith-Madrone. The 2002 riesling is a particular favorite of mine, with the perfect balance of mineral acidity and floral finish. Try some Smith-Madrone Riesling with some grilled fish and this salsa."

### MANGO-CHERRY PICO DE GALLO

2 mangos, peeled, seeded, diced	6 ounces cherries, pitted & halved
1 red bell pepper, seeded, diced	1 green bell pepper, seeded, diced
1 red onion, peeled, julienned	2 serrano peppers, seeded, minced
1/3 cup cilantro, chopped	2 limes, juiced

Combine all the ingredients, refrigerate 1 hour to overnight, and serve cold on almost anything you would grill.