

ANNOUNCING THE

CADENCE

FALL 2011

2008 VINEYARD RELEASES

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An Invitation to the 2011 Open House

PLEASE JOIN US on November 12th from 11:00 to 5:00 p.m. for the official release of the 2008 Cara Mia reserve blends and 2009 Coda. Gaye and I will be pouring library wine back to 1998 and the 2008 vineyard and reserve blends as well as 2009 Coda. It will be quite a party, so come on down!

Inside the Mind of the Vintner: Harvest Decisions

Contrary to the common perception that wine-makers think of nothing but sleep and beer at harvest time we actually sustain a certain level of rational thought during this busiest time of the year. I'm writing this newsletter to prove it. Beer. Oops...

THE GOALS

My absolute number one goal at harvest is to pick the fruit at perfect ripeness. What that means, of course, is fairly complicated. Once the fruit has been picked its life trajectory is pretty well established. The wine's basic parameters are really set - flavor, texture, alcohol, acidity - unless the winemaker approaches his job as a chemistry experiment or views grape/wine flavors as just one of the ingredients in a wine-like beverage he is constructing, which we certainly do not!

My second goal is to coax the perfect amount of flavor out of the grapes during fermentation. This step is easier to explain but equally fraught with style-defining decisions.

Each winemaker has an image of the perfect wine in his head. Those of you who have had our wines over the years have a good idea what this is: Gaye and I favor wine with bright acidity, serious intensity, moderate alcohol, waves of flavors, great longevity, savory components beyond simple grape berry flavors, a general lightness of being found in our favorite European models of traditional Barolo, grand cru red Burgundy, and mid-1980s ranked growth Bordeaux (alas, there the game has changed completely, I fear).

ARC OF THE VINTAGE IN THE VINEYARD

To pick fruit at the optimum time one has to pay attention all year long. My impressions of grape flavors are informed by the full year's weather patterns dating back to the end of the last harvest. Was there a freeze at the end of last season? Was the summer cool like 2011 or hot like 2003? Were yields affected by poor fruit set in May? The season affects the composition of berry chemistry - hot days burn out malic and tartaric acidity, cool nights preserve it. Low yields can intensify flavors but if the low yields came because of poor fruit set due to extended flowering then perhaps there will be uneven ripening. In that case, waiting a little longer to pick could potentially even out the flavors and prevent too much green in the wine. The solution we chose this year was to remove the later ripening clusters about a week after the majority of véraison had completed thereby tightening up the overall ripening sequence.

Little things that can make a big difference like skin thickness and berry size are influenced by weather and wind. Berry size plays a role in the saignee decision (more later) as average berry weight may vary more than 15% yearly. My yield



INSIDE THE MIND OF THE VINTNER: HARVEST DECISIONS (CONT.)

estimates were off by about that margin this year as we have recorded the biggest berry weights ever. It appears the cooler summer did not limit berry size, something that normally occurs when temperatures push 100 degrees in late July and early August.

Grape chemistry changes dramatically during the last few weeks of ripening. Acidity drops as sugar accumulates. Sugar content

is generally measured in Brix (percent sugar in solution) and acidity by pH and titratable acidity. Tannins change from coarse and grating to fine

and pleasing, marked by stem and seed color change from bright green to brown. At the same time the color (anthocyanins) in the skins goes from muddy brown-red to a healthy deep red-purple.

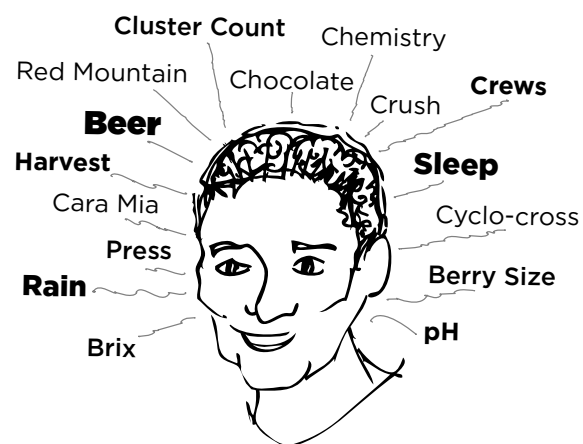
There are other logistical issues at play during harvest. We cannot crush fruit and press wine into barrel on the same day. We use the crew of Ciel du Cheval to pick our vineyard so we must work into their pick schedule. The crew can pick up to 30 tons in a day, but the additional travel time to and from our vineyard has to be accounted for in their schedule. Then there is Mother Nature throwing rain or frost at us during harvest and completely upsetting carefully laid plans.

Another important perspective we bring to viewing the ripening process and pick dates is historical. Cadence has made wine from Tapteil for 13 years, and 5 years before that at home. At Ciel du Cheval we have only a

year's less experience. Gaye and I open older vintages with an eye not only to where they're going but how we would do things differently today. We draw on the characteristics of older vintages, the fineness of the tannins, the acid balance or to overall level of extraction to inform current picking and winemaking decisions. Our crystal ball at the Cara Mia Vineyard isn't as clear as at Ciel or Tapteil – with this only our sixth vintage we find the vineyard is still changing – as does any precocious youngster! Our winemaking decisions for Bel Canto and Camerata have changed right along with the vineyard.

IN THE WINERY

Harvest decisions in the winery revolve around extracting the most color and flavor possible while leaving behind harsh tannins. Practically, this boils down to a few decisions: fermentation temperature and length, whether to perform a saignee or not, and application of extractive techniques including punch down frequency and length and pres-

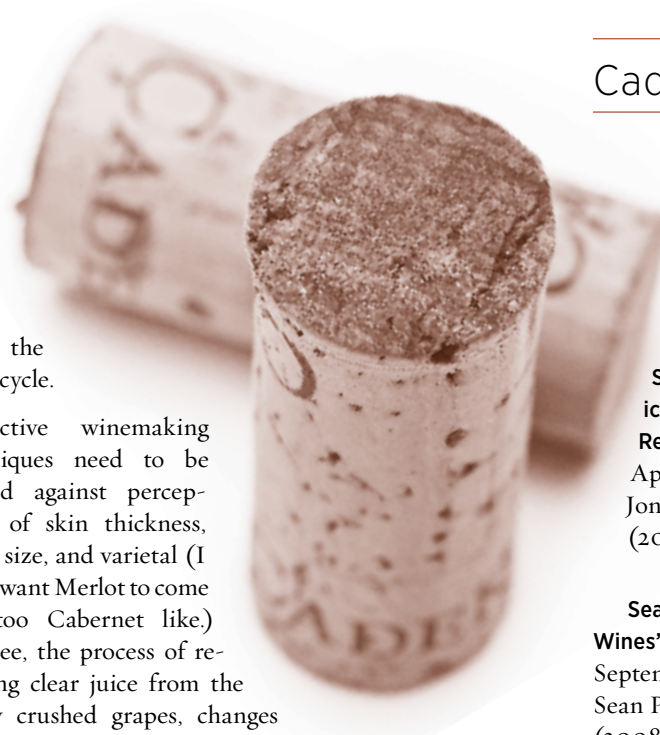


Inside Ben's brain at harvest time

sure of the press cycle.

Extractive winemaking techniques need to be gauged against perceptions of skin thickness, berry size, and varietal (I don't want Merlot to come out too Cabernet like.) Saignee, the process of removing clear juice from the newly crushed grapes, changes the ratio of juice to skin, making up for larger berries. We performed significant saignee this season to deal with the bigger berries we received. Hotter fermentation temperatures offer more extraction but in a very different way than extended macerations (holding time on the skins after fermentation but before pressing). Which technique works best with the fruit in hand? We constantly experiment to find out. There are myriad other decisions to make, battonage (stirring the lees), yeast choices, barrel choices, malolactic choices, which beer to drink at the end of the day...oops.

In the end all our harvest decisions come back around to crafting wine definitively Cadence: uniquely of a place, impeccably balanced, completely delicious.



Cadence in the Press!

San Francisco Chronicle,
"2010 Top 100 Wines"

December 5, 2010

Jon Bonné

(2007 Ciel du Cheval)

San Francisco Chronicle, "The Chronicle Recommends: 2008 Washington Reds"

April 17, 2010

Jon Bonné

(2008 Ciel du Cheval)

Seattle Met, "Washington's 100 Best Wines"

September 2011

Sean P. Sullivan

(2008 Bel Canto, 2008 Ciel du Cheval)

And for our German speaking friends...

Weinwelt, "IM Fokus: Unentdecktes Amerika"

2011 Okt-Nov

Helge Sobik

Upcoming Events

Saturday, November 12

Cadence Annual Open House, 11 to 5

Saturday, December 10

South Seattle Artisan Wineries (SSAW)
Holiday Open House, 1 to 5

Tasting Notes

2009 CODA, RED MOUNTAIN

34% Merlot, 31% Cabernet Sauvignon, 25% Cabernet Franc, 10% Petit Verdot, 800 case production

The 2009 vintage was a little like 2007, warm but not hot with a stunning September to finish up ripening. We picked in time to preserve an absolutely juicy acidity and plump berry ripeness. Coda fairly bursts with lip-smacking berry goodness. Plums, blueberries and a touch of Red Mountain spice lead the aromatic profile. The palate is ever so juicy, fresh and just plain delightful. Tannins are definitely present at the level that begs for food with which to play. There is so much intensity and balance that, though we'd like you to drink it soon, it will age gracefully for several years.

2008 CIEL DU CHEVAL VINEYARD, RED MOUNTAIN

38% Cabernet Franc, 33% Cabernet Sauvignon, 17% Petit Verdot, 12% Merlot, 500 case production

Probably the most unusual blend we've ever assembled for Ciel, but all to outstanding effect. This vintage is as dark, brooding, and structured as any Ciel to date. The nose shows deep layers of dark fruit and spice. The palate is atypically big for Ciel, with waves of black cherry, blueberry and plums crashing on bedrock style tannins. This is a large scaled wine, but the acidity brought by the Franc and Petit Verdot keep the flavors in check, preventing Ciel from becoming cloying or thick. This is truly a wine for mid to long term cellaring, or a couple of hours in the decanter. Steve Tanzer remarks that Ciel "is lightly medicinal in a Cheval Blanc way."

2008 TAPTEIL VINEYARD, RED MOUNTAIN

50% Cabernet Sauvignon, 30% Merlot, 20% Cabernet Franc, 400 case production

The nose leads with the now-typical Tapteil dusty fruit, oak spice and black cherry. These echo on the palate, joined by cocoa powder and plums. The tannins are fine and firm, and definitely need a couple years to soften, peel away and reveal more of the intense fruit and savory notes hidden inside. We opened a 1999 Tapteil from magnum at the RN74 winemaker's dinner and wow, it was fresh, vibrant and downright delicious. It clearly had many more years of enjoyment left in it. This year's Tapteil should be no different – a bottle to enjoy 15 years from now.

2008 CAMERATA, CARA MIA VINEYARD, RED MOUNTAIN

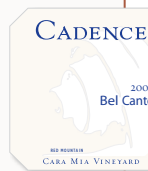
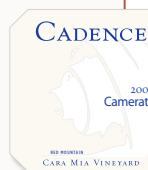
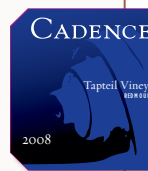
75% Cabernet Sauvignon, 13% Cabernet Franc, 8% Petit Verdot, 4% Merlot, 300 case production.

Gaye and I performed the strictest selection yet of candidate barrels when we blended Camerata 2008. We found fantastic energy in our twelve barrel blend and the addition of even a single additional barrel detrimental. The nose is intense, pure red fruit, spice and minerals. The palate echoes these flavors and adds well integrated acidity and that elusive character energy. The tannic structure is firm, fine and reaches the far places in the palate. Steve Tanzer remarks that Camerata is "suave, lush and seamless" and, "remarkably, these vines were planted in 2004."

2008 BEL CANTO, CARA MIA VINEYARD, RED MOUNTAIN

67% Cabernet Franc, 25% Merlot, 8% Petit Verdot, 300 case production.

Immediately upon opening Bel Canto leads with an intriguing, almost medicinal quality, tightly wound and razor sharp. Two hours of air soften the nose into red fruit, a host of baking spices, minerals and pencil lead. The texture of the palate is remarkably silken, given the firm acidity and present tannins. This is a Bel Canto for the cellar or long decanting. Again, from Steve Tanzer's review: "These are some of Washington's most Bordeaux-like wines, and Cadence is now firmly in the top tier of the state's producers: recent vintages have brought sweeter fruit and greater density of material without any loss of structure or verve." Bel Canto 2008 was also listed in the top ten of Seattle Metropolitan's Top 100 Washington Wines of 2011.



Annual Fall Release Open House

Save the date! Our 2011 Open House is coming up on November 12th, from 11am to 5pm.

Once again we're keeping our fingers crossed that the fermenters will be off the floor by the open house on November 12. Join us for a lovely selection of wine-friendly cheeses and Salumi salami to compliment our vintage 2008 offerings, barrel samples and library wines.

Gaye McNutt and Benjamin Smith are the owners of Cadence.
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2008 Vintage Release Special Offer

Orders of one case or more submitted and paid for by November 12, 2011 receive a 15% discount. Case discounts after November 12th are our usual 10%.

We continue to offer free shipping on orders of full cases or more in the Continental U.S.



9320 15th Avenue So., Unit CF
Seattle, Washington 98108
www.cadencewinery.com



CADENCE

SAVE THE DATE! OPEN HOUSE NOVEMBER 12, 2011
Visit us at www.cadencewinery.com for other events and details

CADENCE

ORDER FORM

Please complete this form and mail or fax with your payment.

Cadence Winery (mailing address)
 1420 Lake Washington Blvd So.
 Seattle, WA 98144-4020
 Phone: 206.381.9507
 Fax: 206.860.9906

Questions?

Contact us: orders@cadencewinery.com.

Please note: Email is not secure, do not email your credit card information.

* A SPECIAL OFFER FOR OUR CUSTOMERS

We're offering free shipping on orders of one case or more in the Continental US!

*SHIPPING CHARGES (GROUND)

	In State	Out of State
3 Bottles or less	\$15.	\$21.
1/2 Case	\$19.	\$27.
1 Case	No Charge	No Charge*

Important Shipping Information

FedEx and UPS request we ship to a business address if possible – an adult signature (21 years or older) is required for all wine deliveries.

Shipping charges to Alaska and Hawaii will be higher. We cannot deliver to PO Boxes, and shipping is prohibited to several states.

We will contact you if there are concerns.

VARIETAL	QUANTITY	PRICE	TOTAL
2008 Taptail Vineyard	1.5 L bottles	___ @ 95.	sold out
	750 ml bottles	___ @ 45.	_____
	375 ml bottles	___ @ 23.	_____
2008 Ciel du Cheval Vineyard	1.5 L bottles	___ @ 95.	_____
	750 ml bottles	___ @ 45.	_____
	375 ml bottles	___ @ 23.	_____
2008 Bel Canto	1.5 L bottles	___ @ 130.	_____
	750 ml bottles	___ @ 55.	_____
	375 ml bottles	___ @ 30.	_____
2008 Camerata	1.5 L bottles	___ @ 130.	_____
	750 ml bottles	___ @ 55.	_____
	375 ml bottles	___ @ 30.	_____
2009 Coda	1.5 L bottles	___ @ 50.	_____
	750 ml bottles	___ @ 25.	_____
	375 ml bottles	___ @ 13.	_____

Subtotal _____

Mixed Case Discount until Nov. 12th, 2011 15% _____

Mixed Case Discount after Nov. 12th 10% _____

WA Residents Only: Washington State Sales Tax 9.52%+ _____

Shipping Charges (see chart below, and our special offer)* _____

Total _____

(*Applies to pick up at winery, sales tax on deliveries will be calculated based on local WA tax rate)

Shipping Information

I would like to make arrangements to pick up at the winery

NAME _____

SHIPPING ADDRESS _____

CITY _____ STATE _____ ZIP _____

DAYTIME PHONE _____ EMAIL _____

SPECIAL INSTRUCTIONS _____

Credit Card Information

VISA/MASTERCARD # _____ 3-DIGIT VERIFICATION CODE _____

SIGNATURE _____ EXPIRATION DATE _____

Billing Address

Check if same as shipping address

NAME _____

BILLING ADDRESS _____

CITY _____ STATE _____ ZIP _____

DAYTIME PHONE _____ EMAIL _____