



Dunham Cellars

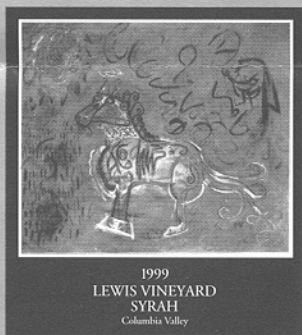
Fall 2001

The leaves are just beginning to turn, marking the beginning of fall here in Walla Walla. Our warm days are leading to cool nights, perfectly finishing the wine grapes in the valley. We are heavy into our "Crush" season, with fruit being delivered daily to the winery. Eric and Trey are fast at work crafting the 2001 wines, which are sure to be a delight!

New Releases

We are proud to announce the release of the 1999 wines. If you have already placed your order and have asked us to ship it, we will be sending your wine in early October. Otherwise, your wine will be available at the winery 11am-4pm daily. On October 1st, the following wines were released:

- ✦ 1999 Dunham Cabernet SauvignonV
- ✦ 2000 Shirley Mays White Table Wine
- ✦ 1999 Lewis Vineyard Syrah



Since early spring we have been selling futures on the 1999 wines, and we are bittersweet in reporting that the 1999 Lewis Vineyard Syrah is completely sold out. This Syrah has been an immediate favorite to all of us here at the winery, from the moment we brought in the fruit until the day we bottled the wine. We are sad to see this wine go! The 1999 vintage produced a limited 168 cases of this wonderful Syrah, but never fear, Eric has heard your calls for more of this delightful wine, and has approximately 800 cases in the barrel from the 2000 vintage, which will be bottled next spring.

We are pleased to share that the 1999 Lewis Vineyard Syrah has already received much deserved praise:

Wine Spectator – September 2001
92 points

Wine Enthusiast
92 points

You're Invited

Don't forget to mark your calendars for the annual Holiday Barrel Tasting weekend, December 1st and 2nd, right here in Walla Walla! This has become one of the premier wine-tasting events in the northwest. It is the weekend where many of the wineries in the valley open their doors and roll out the red carpet. Eric, Mike, and Trey celebrate the beginning of the holiday season by offering samples of future Dunham wines from the barrel, while you enjoy delicious hors d'oeuvres, and wonderful Christmas decorations. We will be here 10am – 5pm each day. Enjoy!



Winemaker's Notes

Crush 2001 came upon us weeks sooner than last year – almost reminiscent of the '94 harvest. The cool spring had us worried for some time, but our worries soon dissipated when the constant heat of summer finally arrived. Our first fruit arrived on September 11, with the early signs of a wonderful vintage to come.

Is Everything Current?

We are in the process of updating our mailing list information. Please let us know if there are any updates to your personal information, including your e-mail address, phone number, and mailing address. You can e-mail us at: wine@dunhamcellars.com to give us any of this information. Otherwise, give us a call.

We have also undertaken a huge project in “overhauling” our Dunham website. Take a minute and check out the completely new format and content, including the ability to order wine on-line on a site-secure order form! Check us out at www.dunhamcellars.com This is another great way to keep you informed about our wines and upcoming events in Walla Walla.

Year in Review

Just after the last newsletter in May, we held our annual spring open house on May 5 – 6, and the Walla Walla Balloon Stampede weekend was May 12-13. Both weekends were the busiest we have ever seen, with records set throughout the valley for attendance and sales, just going to show you that Walla Walla is just beginning to crack open as one of the hottest wines regions in the world!

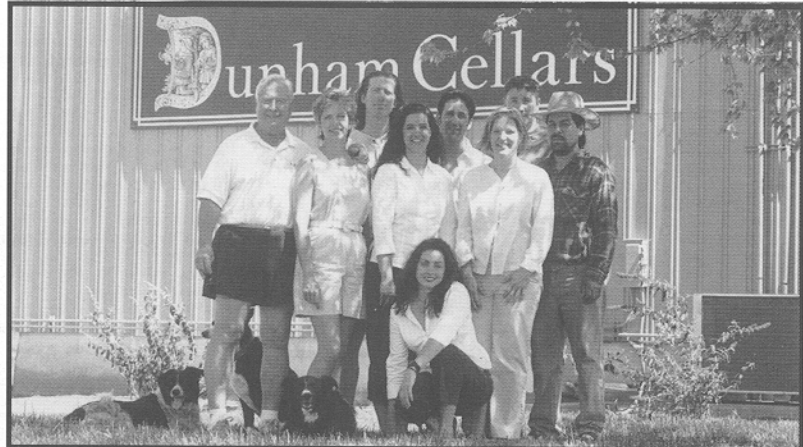
In July, Eric and Trey set off to Sun Valley, Idaho for the Sun Valley Center for the Arts Wine Auction. Our auction lot this year included three hand-painted 3 liter bottles of the 1999 Dunham Cabernet Sauvignon V, and three hand-painted 3 liter bottles of the much coveted 1999 Lewis Vineyard Syrah. All were hand-painted by Eric. Eric also included dinner and barrel tasting for 6 people as part of the same lot.

On August 25, the Auction of Washington Wines (formerly the Auction of Northwest Wines) was held in Woodinville, Washington at Chateau Ste. Michelle Winery. This is the largest wine auction in the Pacific Northwest, and we were proud to be a part of the event, including a donation of eight 3 liter (double magnums) of wine, roundtrip airfare for 8 to Walla Walla, catered dinner and barrel tasting at the winery, and overnight accommodations at the newly renovated Whitman Towers.

We are very excited to be a part of the upcoming “99362” Walla Walla Valley Wine Auction, taking place on November 2-3, and of course the Holiday Barrel Tasting weekend of December 1st and 2nd. For more information on these and other upcoming events, log onto our website at www.dunhamcellars.com.

Have We Met?

The Dunham "family" continues to grow....meet our two newest additions: Shannon Murdock came on board in May in the role of Retail Marketing Manager. You can find Shannon building websites, coordinating auction participation and wine competitions for Dunham wines, and sampling the wares at the winery! In June we hired Jim Van Pelt, winery Accountant and Bookkeeper. Jim helps crunch the numbers and offers reports and information - all very helpful in meeting our business goals. We appreciate his good humor and his generous organic vegetable garden!



Happy Holidays from the Dunham Crew

From left to right:

Mike, Joanne, Jim, Allison, Shannon, Trey, Barbara, Eric, Jose, Port, Burger, & Konnie

Dunham Cellars Order Form

	<i>Price</i>	<i>Quantity</i>	<i>Subtotal</i>
1999 Cabernet Sauvignon V - Columbia Valley	\$45.00	_____	_____
2000 Shirley Mays White Table Wine - Columbia Valley	\$45.00	_____	_____

(all profits donated to the Susan G. Komen Breast Cancer Foundation)

Shipping Charges

Shipping In State	Shipping Out-of-State
1/2 case \$15.00	1/2 case \$20.00
1 case \$25.00	1 case \$30.00
Less than 1/2 case	Less than 1/2 case
\$2.50 per bottle	\$3.50 per bottle
\$5.00 min.	\$7.00 min.

Order online
at
www.dunhamcellars.com

Wine Total	_____
Shipping (see chart)	_____
Subtotal	_____
8% WA Sales Tax (WA residents only)	_____
Total Due	_____

Shipping Instructions

Please check if you want your wine shipped, or if you will pick it up at the winery.

- Shipped Pick up at winery

Due to strict shipping regulations that vary by state, we can only ship to the following states: AK, CA, CO, IA, ID, IL, MN, MO, NE, NM, NV, ND, OR, WA, WI, & WV
Limited shipping to other states. Please call for details.

Name _____

Street Address _____

Shipping Address _____

City _____ State _____ Zip _____

Email _____ Phone _____

Credit Card # VISA/MC/AMEX _____ Exp. Date _____

Signature _____

150 E. Boeing Avenue, Walla Walla, WA 99362 • Phone: (509) 529-4685 • Fax: (509) 529-0201 • Email: wine@dunhamcellars.com

Due to limited production, we strongly suggest placing your order promptly so that we may accommodate your request. Orders must be accompanied by payment in full by check or credit card.



Calendar of Events

- October 1 1999 Dunham Cabernet Sauvignon V, 1999 Lewis Vineyard Syrah,
2000 Shirley Mays White Table Wine RELEASE.
- November 2-3 “99362” Walla Walla Valley Wine Auction —Walla Walla, WA
(Many Walla Walla Wineries open this weekend in support of event)
- November 15-18 Las Vegas Odyssey Wine Auction —Las Vegas, NV
- December 1 Hutch Holiday Gala —Seattle, WA
- December 1-2 Holiday Barrel Tasting Weekend —Walla Walla, WA
Dunham Cellars open 10am – 5pm each day
(Most Walla Walla Wineries open this weekend)
- January 17, 2002 Taste Washington Tour in Portland, OR —Pacific Northwest College of Arts
- March 5, 2002 Taste Washington Tour in San Francisco, CA —Golden Gate Club, Presidio
- March 7, 2002 Taste Washington Tour in Los Angeles, CA —
The House of Blues, Sunset Boulevard
- April 21, 2002 Taste Washington Tour in Seattle, WA —Stadium Exhibition Center

For more information on any of these events, please contact the winery directly at 509-529-4685.