

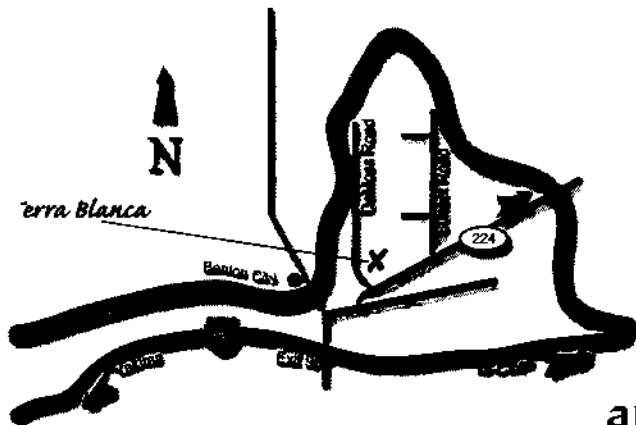
Coming in 2003

The many requests for a Terra Blanca wine club means it is finally underway.

CLUB **ONYX** will make it's debut along with the release of our
1999 artist series Bordeaux style blend, **ONYX**.

Membership details are under construction now to make
CLUB **ONYX** not just another wine club but a very special experience,
with much more than great discounts. Stay tuned to www.terra Blanca.com
for details.

CLUB ONYX members have taste!



Terra Blanca

Red Mountain, Washington

34715 N. DeMoss Rd.

Benton City, WA 99320

509-588-6082

Terra Blanca Vintners is easy to find,
and easily accessible from Interstate I-82

Happy Holidays From Terra Blanca



Greetings from Terra Blanca,

Once again another year has been picked from the vine and we just can't believe that we are about to enter 2003. We have been very busy this fall with our 6th harvest from our estate vineyard and a little expansion project that is underway (assuring that I won't be sleeping on barrels' next year). We of course could not be making such great strides if it were not for you, our Terra Blanca supporters.

The 2002 growing season was another spectacular year for grapes in Washington and especially in our Red Mountain estate vineyard. Since we live by the motto "*We make our wines in the vineyard, then gently handle the fruit in the winery to the bottle, allowing the power, structure, and elegance of our estate vineyard to shine in the bottle.*" I thought it might be informative to talk about why we feel 2002 was an "awesome" vintage.

To start off some basics about wine grapes that are not necessarily intuitive, first unlike almost everything else in this country and certainly almost every other farm crop, those vineyards that grow the biggest and the largest quantity are not the best. The best wine grapes generally come from plants with fewer grapes and smaller grapes. If you look at it as if the grape plant can produce a set amount of flavor, you can decide whether to divide that flavor into a larger quantity of grapes, diluting the flavors into a larger quantity of wine or a smaller quantity of grapes, thereby concentrating the flavors. The size of the grape berries themselves also has a great impact on the resulting wine. The increased surface area in relation to juice in each of the small berries translates into more skins and less juice. Since all of the color and much of the flavor in red wines comes from the grape skins (remember most red wine grapes the pulp of the grape is white and only the skin of the grape is red) then smaller berries are much preferred to larger berries.

We manage our estate vineyard to produce a small crop size with small berries by pruning the vineyard for smaller crop sizes, then thinning plant shoots and individual clusters as necessary to obtain the desired crop size. Stressing the grape plants throughout the growing season, mainly by withholding water, controls berry size. Our estate-grown grapes this year were spectacular; we have harvested some of the smallest most intense berries we have grown to date. Our low yields and small berry size has let to extremely dark, concentrated red wines from the 2002 vintage. Goes to show that things that come in small packages really are preferred!

We have enjoyed having an opportunity throughout the year to visit and share a glass of wine with many of you, and look forward to visiting with you again soon. From our family to yours, we wish you all Happy Holidays and wine filled New Year. Cheers,

Keith and ReNae Pilgrim



2003

Events

Red Wine and Chocolate

February 15th - 17th

Yakima Valley Winery Association

Sweet Retreat

March 8th and 9th

Columbia Valley Winery Association

Spring Barrel Tasting

April 25th - 27th

Yakima Valley Winery Association

Classic Wine and Cars

June 28th and 29th

Columbia Valley Winery Association

Catch The Crush

September 27th and 28th

Columbia Valley Winery Association

Thanksgiving In Wine Country

November 28th - 30th

Yakima Valley Winery Association

Terra Blanca's New Releases

1999 Terra Blanca Cabernet Sauvignon - Red Mountain

2000 Terra Blanca Syrah - Red Mountain

2000 Terra Blanca Chardonnay - Red Mountain

2001 Terra Blanca Viognier - Yakima Valley



Seasons Greetings From Our Assistant Winemaker - Dave Harvey



I'm sorry I have to write this article in such haste, but in a few minutes I have a very important meeting with a "giant" forklift representative.

You might be wondering what the heck I need a "giant" forklift for. Well, you see, we have already begun procuring barrels for the 2003 vintages and we are already getting short on space, so its time to start cramming stuff in.

Why, you might ask, do we put all of our Terra Blanca wines in barrels? Obviously we don't do it for the health of our backs or for our mental well-being. We ferment our Chardonnay completely in 60-gallon French oak barrels to concentrate flavors, while adding touches of toastyness, in addition to a creamy texture that comes directly from the barrel. We ferment our red wines in large stainless steel tanks, press them, and age them for 24 months in 60-gallon French oak barrels. This process concentrates the fruit flavors while mellowing the harsh tannins found in youthful red wines.

Currently, we have somewhere in the neighborhood of 1500 barrels, which are full. So the need for a giant fork lift is obvious. Next year, a crane goes on the Christmas list. *Happy Holidays!!! Dave Harvey*

These shipping rates include the cost for shipping, handling and the reusable wine shipping container.

Region 1

Washington - Oregon - Idaho

7- 12 bottles.....	\$22.00
4- 6 bottles.....	\$18.00
1- 3 bottles.....	\$15.00

Region 2

Colorado - California - New Mexico

7- 12 bottles.....	\$30.00
4- 6 bottles.....	\$20.00
1- 3 bottles.....	\$15.00

Region 3

Illinois - Missouri - Nebraska - Wisconsin

7- 12 bottles.....	\$45.00
4- 6 bottles.....	\$30.00
1- 3 bottles.....	\$20.00

We ship Via UPS ground

- call the winery for air rates 509-588-6082



Nearly Gone

1999 Block 8 Syrah

- Red Mountain -

1998 ONYX

- Red Mountain -



Just In Time For Christmas

Terra Blanca's

"Killer Reds" T-Shirts

\$16.00 for short sleeve

\$20.00 for long sleeve

see at

www.terra Blanca.com

call the winery to order 509-588-6082

Wine Order Form

	Quantity	Total
2000 Chardonnay - Red Mountain.....	\$15x _____	= _____
1999 Block 5 Chardonnay - Red Mountain.....	\$20x _____	= _____
2001 Viognier - Yakima Valley.....	\$20x _____	= _____
1998 Merlot - Red Mountain.....	\$20x _____	= _____
2000 Syrah - Red Mountain.....	\$20x _____	= _____
1999 Block 8 Syrah - Red Mountain.....	\$35x _____	= _____
1999 Cabernet Sauvignon - Red Mountain	\$20x _____	= _____
1998 ONYX - Red Mountain.....	\$40x _____	= _____
1997 Late Harvest Muscat Ottonel - 375ml.....	\$15x _____	= _____
1997 Botrytized Semillon - 375ml.....	\$20x _____	= _____
1997 December Harvest Gewurztraminer- 375ml.....	\$25x _____	= _____

Sub Total _____

*Case Discount (see below for details on discount) _____

Washington Residents apply 7.7% tax _____

Shipping (see reverse side for shipping fee) _____

Total Order _____

* Huge Case Discounts Up To 30%

Yes! You can mix and match!

20% for a case-25% for two cases-30% for three or more cases

NOTE - Chardonnay Block 5 and Syrah Block 8 are given a 10% discount per case, or per mix with other Terra Blanca wines.

The only discount for ONYX is \$216 for a 6-pack.

No further discounts apply to ONYX.

Payment Method

Check Inclosed _____

Pay by Credit Card (please check one)

Visa _____ Mastercard _____ American Express _____

Card Number _____

Exp. Date _____

Telephone Number _____

Ship To

Name: _____

Address: _____

City: _____ State: _____ Zip: _____