



# BONAIR PURCHASES THE MORRISON VINEYARD

It never rains in Eastern Washington, but it occasionally seems to pour! Just as we were getting ready to plant our new vineyard on Bonair Road, Joe Morrison called me up to say he was ready to sell the prized Morrison Vineyard. I just couldn't say no to more work, since we have purchased grapes from this vineyard since 1987 and it grows some of the most highly regarded Cabernet in the state. Our Morrison Vineyard Cabernet Sauvignon has received a gold medal the last four years in a row. The not-yet-released 2000 is killer! (There was no '99 vintage.)

## GLUT HITS HARD

You might not be aware that the wine grape industry, Washington's only agricultural bright spot, just got a little dimmer with this past harvest. Boutique wineries (those in the \$30 per bottle and up) walked away from contracted grapes this year rather than stuff the warehouse with more unsold wine. We were offered syrah, cabernet sauvignon, and merlot – free for the picking – because these wineries had already paid and walked away. Unfortunately, the grapes were overripe when the offers came in and we had to pass up free grapes. We did make a late harvest cabernet from grapes destined to two famous urban wineries.

The problem is not over-production, but under-consumption. Only one bottle in six sold in Washington State was grown and produced here. The other five came from some place else. The Washington Wine Commission recently proposed giving awards to restaurants with a paltry 20% of their wine list dedicated to Washington Wines. They couldn't find any in Seattle, so they lowered the criteria to 15% and found a few restaurants to recognize.

Yakima wants to promote itself as "Gateway to the Wine Country," but the three most popular restaurants in town do not serve local wines. The most popular motel for winery guests serves complimentary California box wine to its customers even though they have been offered deeply discounted wines from Bonair.

Fortunately, this does not impact Bonair Winery greatly. We have followed the European model of a regional winery that sells most of its product to loyal customers who come once or twice a year to stock up. We have pretty much got supply and demand under control with only an occasional "big bottle" release to balance inventory.

The vineyard was planted in 1968, making it one of the oldest in the state. When people say 'old vines' in Washington, they probably mean something from the early '70's. These are really old vines. At an elevation of 1200 feet, it is also one of the highest vineyards in the state. The site has a perfect southern exposure and receives the morning sun in those critical times of the year when extra heat may be necessary to ripen grapes.

Recently it has fallen into disrepair and last year with the help of a nasty hailstorm did not produce any grapes. During a summer heat wave, Alfonso and I installed a new sand media filter and dragged in new drip lines in order to conserve water and get more even watering. This year it produced 1.5 tons to the acre. We are hoping to get it back to about 3 tons to the acre.

The property also has a small Riesling vineyard that we have been using in both our used-to-be Johannisburg Riesling and our Late Harvest Riesling. What with all this land, WE NEED A BIGGER TRACTOR!



This is the view from the top! Looking southward you can see Toppenish Ridge and the Bickleton Ridge. To the west both Mt. Rainier and Mt. Adams can be seen. You can also see Bonair and three other wineries from here.

## RESERVE CHARDONNAY SALE

**As a thank-you to our customers, we have a special price on the '99 Reserve Chardonnay of only \$12 per bottle. No additional discounts apply, but the bottles count toward the case discount.**

## SIGN UP FOR OUR E-NEWS LETTER

**Due to the high cost of printing and postage – not to mention all the folding, bending, stapling, and mutilation - we will primarily use email to notify our customers of upcoming events at the winery and of special offers. You will be sent a hyperlink to log on to the web page and read the newsletter. Sign up by sending an email to Shirley@bonairwine.com. We promise to send it to ‘undisclosed recipients’ and not give your address away.**

## BELLEVUE DELIVERY

**It's that time of year again when we visit our friends in Bellevue and pass out....wine that is. It's good to see all of you and a great opportunity to stock up at winery prices without paying any shipping. Pick-up dates are Saturday Dec. 7 and Sunday Dec. 8.**

## THANKSGIVING IN THE WINE COUNTRY

**Visit the wineries Friday, Saturday, and Sunday after Thanksgiving for free food paired with wine. All wineries are open 10-5. Buy a glass or bring your own.**

*Bonair Winery, Inc.*

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*Bonair Winery* CURRENT RELEASES

	Qty	Ext
'01 Yakima Valley Chardonnay	\$9.99	___
'01 Yakima Valley Riesling	\$9.99	___
Frankensauv	\$12.99	___
Camerlot	\$12.99	___
CV Cabernet Sauvignon	\$12.99	___
Sunset	\$6.99	___
Bonnie Bonair	\$9.99	___
'01 Late Harvest Pinot Grigio	\$12.99	___
Sweet Mead	\$9.99	___
'99 Reserve Chardonnay (special)	\$12.00	___
'98 Morrison Cabernet Sauvignon	\$24.00	___
'99 Yakima Valley Cab Sauvignon	\$17.99	___
'98 Yakima Valley Merlot	\$17.99	___
sub-total		_____
discount		_____
shipping		_____
tax		_____
total		_____

- 10% Discount for 6 bottles
- 15% Discount for case (12 bottles mix or match)
- 20% discount for 3 or more cases

Shipping is \$ 18.00 per case in Washington.  
Elsewhere \$ 8.00 for the shipper plus UPS charges. Call for exact amounts.

Washington State residents must pay 7.6% state sales tax

We accept Visa, MasterCard or check

Phone your order to our toll-free number 800.882.8939