

# VIEWS FROM THE VINEYARD

November 2003

CAIRN CANYON/WOFFORD ACRES VINEYARD  
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CAIRN CANYON  
BEAUJOLAIS-STYLE  
LAMANCHA  
BARREL TASTING!

"It's a special blend of our first  
picked fruit on our first weekend of  
business..." *Mike Wofford*

**NOVEMBER 15<sup>TH</sup>**  
**11 A.M. TO 5 P.M.**



## Hello from Cairn Canyon /Wofford Acres Vineyards!

It was wonderful meeting those of you who have come to Cairn Canyon since we opened the tasting room doors as new owners, and we look forward to having the opportunity to show what we have to offer to the rest of you very soon.

In fact, we are hoping you can attend the wonderful event we have planned for November 15<sup>th</sup>- a chance to barrel sample Paul's first crush here in Camino, and an opportunity to stock up for the holidays with wines at 20% off.

How about a '97 Cabernet Sauvignon for \$15 a bottle? Or support our fundraiser for breast cancer

and with a \$5 donation get that same Cab or a Chardonnay for \$7.50 a bottle! Cairn Canyon wines are tasting awfully good right now- no need for cellar aging them- they are ready to drink with all of your holiday meals!

We are making the 2003 wines, so we are taking the opportunity to offer you these wines at such great deals to give us a little breathing room in the cellars- a win-win situation for all!



## SPECIAL EVENTS

### SUPPORT OUR FUND RAISER FOR BREAST CANCER — ENDS NOVEMBER 16<sup>TH</sup>

At Wofford Acres, a \$5 donation towards research to find a cure for breast cancer gives you more than just knowing you contributed to a great cause.

Your donation gives you 3 barrel samples and a fantastic price on '97 Cabernet Sauvignon and '98 Chardonnay. These ready-to-enjoy-tonight wines are yours for the cut-rate price of \$7.50 a bottle or \$75 a case- yup, you heard that right. And all while helping to fight cancer- it's a

deal you can't pass up! (One caveat- we can only offer the barrel samples on weekends because I just can't be in the cellars and the sales room at the same time- I'm good- but not THAT good! Mike just LOVES to show people through his winery, so he's in charge of barrel samples-weekends only...)

### CAIRN CANYON BEAUJOLAIS-STYLE LAMANCHA BARREL TASTING! NOVEMBER 15<sup>TH</sup> 11 A.M. TO 5 P.M.

This light, fruity red is the first wine the Woffords

have made since moving to Camino. Yippee! It's a special blend of our first picked fruit on our first weekend of business, October 4<sup>th</sup>- what a BIG day!!!

It's not quite ready for the bottle, but we are letting you try it now- it's the traditional release time for the French Beaujolais- so come get your sneak preview and see what the future holds for Wofford Acres Vineyards.

It's our first big party, and we want you here to make it fun!

## What's this "Wofford Acres" business ?

As wines Paul and Mike make become available, the name of the winery is going to change. I'm into spreading Paul's name far and wide- he's talented and now he's going to get the credit for his winemaking expertise. What better way to do so than to get "Wofford" into the name of the winery? And at least Paul, Mike and I will never forget the winery name!

The name "Wofford Acres" is something Paul and I have always called the houses (most of them shoeboxes!) we have lived in since we married. Well, now I HAVE Wofford Acres, so the winery HAS to be that name (at least that is how I convinced Paul and Mike to agree to my name choice!).

### WOFFORD ACRES VINEYARD WINE CLUB

#### WAV- MEMBERSHIP FORM

I would like to be a member of Wofford Acres Vineyard Wine Club WAV. I understand I will be receiving 4 to 6 shipments of two bottles per year. Each shipment will generally cost between \$35 and \$60 depending on the wines offered. The cost of the shipment includes the S&H costs. CA Sales tax will be added to all shipments within California.

Name \_\_\_\_\_

Address \_\_\_\_\_

( ) \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Method of Payment  Visa  MasterCard

Credit Card # \_\_\_\_\_ Exp. date \_\_\_\_\_

Signature \_\_\_\_\_

I declare I am 21 years of age or older.

I understand it is my obligation to notify Cairn Canyon Winery/Wofford Acres Vineyard of address changes and credit card updates, including expiration dates.

## Who Are We & What Are We Doing Here?

"We" are the Wofford Family. We purchased Cairn Canyon Winery and moved in September 6, opened our doors to tasters (for now we are selling wine made by the previous winemaker) October 4 and have settled into a fabulous groove.

As for who we are: We are a small family run winery who enjoy people.

Paul is our winemaker, with 30 years in the wine biz (at Clos de Val, Zaca Mesa, Martin Ray, Bargetto's, plus being consulting winemaker for some of the tastiest small wineries in Santa Cruz, Amador, Shenandoah, Lodi and Hollister) and fistfuls of gold medals to his name.



Mike brings business savvy, an engineer's mind and skills, and the palate of a true cellar master into the mix.

I'm Ann- I worked in the tasting rooms in Soquel and Monterey for Bargetto's Winery, and I'm who you'll probably see behind the counter here at Cairn Canyon/Wofford Acres Vineyard.



We also have a fine crew of 3 "Cellar Rats"- David and Andy, Paul and my sons, and Michael, Mike's son.

And I cannot forget Paul and Mike's sister Pam, who has jumped in and done everything we asked her to do

(some of the jobs did not exactly illustrate the "romance of winemaking", either!).



Last but not least, our little Jack Russell Terrier, Zoe, who diligently greets our guests and politely escorts them to the Tasting Room.

We are open for tasting Thursday through Sunday 11am-5pm and holiday Mondays.

We will be OPEN the Wednesday before Thanksgiving, CLOSED Thanksgiving day, opening again Friday, November 28 - back to the regular schedule.

## JOIN THE WAV !!!

Wofford Acres Vineyards is pleased and proud to invite you to be a charter member of the WAV- the Wofford Acres Vineyard Wine Club. Here's what you get

- 15% off all regularly priced purchases

- 4 to 6 shipments of two bottles a year- usually new releases you'll get to try before the rest of the world does.

- The first WAV offering will be shipped December 15,

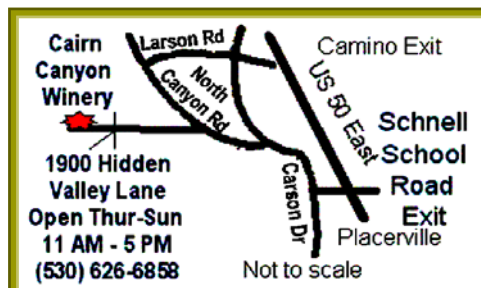
2003. In your shipment will be 1 bottle of 1998 Chardonnay and 1 bottle of 1997 Cabernet. Your credit card will be charged \$37.04.

-We'll even make a "WAV members only" wine every so often!

-WAV events- we're thinking vertical tastings, learn-about-wine seminars, special by-reservation tastings for you and your friends

(members will want to show off to their buddies) and a once-a-year BIG WAV party!

Sound like fun? You betcha! All you need to do is fill out the order form and mail it to us, OR fax the completed form to us at 1-530-626-6858 OR let us know at the Barrel Tasting November 15<sup>th</sup> that you are ready to join and start having fun!



You may reach us by email at woffordwines@juno.com

THANKS FOR MAKING CAIRN CANYON WINERY/WOFFORD ACRES VINEYARDS YOUR PLACE TO BRING PEOPLE, EAT A PICNIC, TASTE SOME WINE, HAVE A FEW LAUGHS AND ENJOY LIFE!

CHEERS! ANN