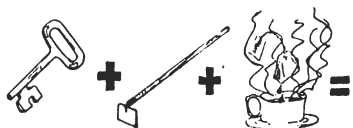


GLOSSARY



Quixote (ki-hō'ti), 1) the committed, though somewhat lunatic knight, who sought to restore the grandeur, elegance, and high-mindedness of chivalry in a changing and increasingly-materialistic world. 2) a meritage claret wine from Casa Nuestra, comprised of Cabernet Franc, Merlot, and Cabernet Sauvignon.

Help!

Composing meaningful descriptions for wine is always challenging - sometimes bordering on high comedy. In the *Journal* we try to capture some idea of the wine, but we could use your help. Fortunately, our customers provide the most inspired descriptions, unimpeded by the vagaries of professional winespeak. For example, it was a customer who first made the comparison of Tinto to Chianti, a likeness which has been appreciated by many since. Peter Yarrow, of Peter, Paul and Mary, likens our Cabernet Franc (his favorite wine) to the tone of a Martin 0018 guitar, emphasizing the finesse and subtlety of the wine in contrast to the aggressive base tones of the Martin Dreadnought. So play on. Please send us your descriptions of your favorite Casa wines. We promise to reward your effort and creativity in a manner that will amaze you.

Social Security

Next to the vineyards themselves, our mailing list is our most important business asset. It began as the invitation list from our annual Halloween party. It is still a list of our friends. Though Casa is diversified (see pg. 3), our mailing-list is the most stable source of business for us. Over the past fifteen years, while other markets have gone their mercurial ways, our mailing list orders have consistently grown - slowly, but consistently. You are part of the family. It has become commonplace today for wineries - large and small - to maintain mailing lists, "insider clubs," and so forth. Lists are frequently bought and sold. Our list is different. We feel a special relationship with our mailing list people. It follows, we never share our list with anyone - no more than we would sell our Christmas card list. We diligently try to avoid mailing to any but those who truly want to hear from us; and although we need your telephone in case of delivery problems, we will not invade your privacy with unsolicited "telemarketing."

Quixote (pronounced ki-hō' ti) is named for the hero of the classic novel, Don Quixote. Modeled after the legendary clarets of Europe, Quixote is a blend of the traditional red grape varieties of Bordeaux in France: Cabernet Franc, Merlot, and Cabernet Sauvignon.

1991 QUIXOTE
ESTATE BOTTLED

Grown, Produced & Bottled by
Gene and Cody Kirkham
At St. Helena, CA., B.W. 4990
Napa Valley Red Wine

Alcohol 12.5% by volume

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEVERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS. CONTAINS SULFITES.