

GREETINGS,

It's fashionable in some circles these days to disparage Chardonnay. But it's no accident this Burgundian native is one of the world's favorite white wine grapes. In addition to being delicious, Chardonnay has an unmatched ability to translate terroir and to showcase a winemaker's skill and artistry. Whereas highly floral grapes like Gewürztraminer, Albariño and Riesling can overwhelm regional personality with their strong varietal characteristics, Chardonnay's subtle aromatics and flavors seem to amplify the complexities of terroir.

In Santa Barbara County our Chardonnay has an intensity and lush mouthfeel that has made it wildly popular with American consumers. Since the 1970s, Santa Barbara's annual wine sales have gone from zero to \$360 million, in part, due to the success of our Chardonnays.

What is it about Santa Barbara, and more specifically the Santa Maria Bench, that makes it such a great place for Chardonnay? We have the cool climate, long growing season, low-to-moderate rainfall and low-vigor soils that the grape prefers. We have also invested a lot of time,



energy and resources into fine-tuning our viticultural protocols and winemaking techniques to coax the most complexity and individuality from our grapes.

What are some of the key qualities one should expect from Santa Maria Bench Chardonnay? First, there's the bouquet; it's always intense, racy and vivid. From first to last scent, our Chardonnays make a bold statement about variety, terroir and technique. Second, there's the weight of the wine on the palate. It's bold, outgoing, luscious and concentrated. Third, our Chardonnays have a natural structure that is bracing, balanced and elegant. It ensures that they drink wonderfully on their own or as accompaniments to a wide variety of dishes.

One of the great things about wine is its diversity. We have options when it comes to variety and regional style. I'm glad Chardonnay from the Santa Maria Bench is one of my options. To me it's one of the most delicious and persuasive wines in the world.

Sincerely,



DENISE SHURTLEFF, WINEMAKER



Cambria
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