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Inside on Page 3
Stunning New
Stanza Eszencia

DECEMBER 3, 2002

Inside on Page 4
Rare, Ancient
Madeira
Bills of Lading

... and then there's Soldera

An Unprecedented Offering of Vintages from Brunello's Master

No, *this is not* the first offering of 1997 Soldera Brunello that so many have been awaiting. That should come some time next year, when Gianfranco Soldera deems his wines ready.

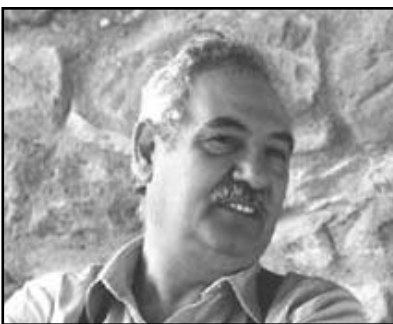
This is something more important and, ultimately, even rarer: a vertical retrospective of his Brunello, Brunello Riserva and Intistieti. While we are sure that Soldera's 1997's will be magical, what Soldera will be remembered for is not a great 1997 or 1990 or 1985, but the amazing run of wines he has made since the 1980's. In fact, a strong case can be made that his less well-known wines from 1991 and 1993 are just as exciting as the more famous vintages.

One explanation lies in the fact that great winemakers don't need a freakishly ripe vintage (like 1997 in Brunello) to make great wines. There are intangibles in Soldera's wines that transcend the year and make it possible to make wines of power, complexity and longevity virtually every year.

Unlocking the Secrets

For anyone interested in "getting inside" Soldera's wines, we would direct you to his website www.casebasse.it. Some would regard his dictates as the musings of an egomaniac (which many have called him). He's happy to welcome visitors to his Case Basse estate, but only if you share the "production and sales

philosophy of enlightened agriculture" of Gianfranco Soldera. He will sell wine to you, but only if you are approved because you "share the principles that have inspired his entrepreneurial policy." Critics and skeptics are apparently unwelcome.



Gianfranco Soldera

While anyone is free to judge Soldera (just as he judges us), the fundamental truth is that his self-confidence breeds great wines. He knows exactly what he wants to achieve in both the vineyard and the cellar, and his techniques are an interesting blend of modern and ancient.

Soldera's Ways

His methods for restricting his yields are state-of-the-art: short pruning in the winter, a green pruning in the summer, and grape thinning and limited leaf-stripping in the fall to maximize ultimate ripening.

But in the cellar, he sounds more like Giovanni Conterno or Bruno Giacosa. While Montalcino has seen a rush to French barrique and less time in wood, Soldera continues to age his Brunello for five years in large Slavonian oak tanks and vats, much as Biondi Santi might have done in their glory years. In fact, when you ask him who the other great Italian wine-makers are, they are virtually all names from the past, including the fathers of Conterno and Gaja.

Continued Page 2

The Genius of Gianfranco Soldera

Continued from Page 1

Soldera's wines combine great concentration, richness and aromatic complexity with classic structure. For us, they truly are the elite wines of Brunello. (And if you want to know, our second and third favorites are the Brunellos of Giulio Salvioni of *Cerbaiola* and Diego Molinari of *Cerbaiona*—both also classically inspired, impeccably made and superb in years others consider 'average'.)

All Soldera wines are subtle variations on the same

theme. All are Brunellos, with the very best (in his view) designated as "Riservas." In some years, he will select part of his production to spend a year less in barrel. These he calls "Intistieti."

Due to the small production of all of these wines, combined with their devoted following, Soldera Brunello's are among the most sought-after, and difficult-to-find, wines of Italy. Consequently, the offer that follows is perhaps unprecedented in America.

**1995 Soldera Brunello
'Intistieti' Riserva**
98 Parker
\$245.00



Parker: "... prodigious aromatics, flavor nuances, and complexity ... extraordinary ripe, surreal perfume ... This wine seems to change every ten seconds or so, offering up provocative aromas and flavors. In short, I have never tasted anything quite like it."

**1991 Soldera Brunello
'Case Basse' Riserva***
94 Parker
\$159.95



Parker: "... a magnificent Brunello that gets my nod as the wine of the vintage ... An extraordinary nose offers up provocative aromas of grilled meats, sweet black-cherries, Asian spices, balsamic vinegar, and smoke. The wine exhibits superb richness, incredibly sweet, pure fruit, full body, and layers of depth. The finish easily lasts for 35-40 seconds. This is a terrific, remarkable, compellingly complex, already delicious Brunello that promises to age well for 10-15+ years."

1995 Soldera Brunello 'Case Basse' Riserva*225.00

Parker: "96 rating ... exotic nose of truffle juice, roasted meats, minerals, smoke, red and black fruits, licorice, Chinese black tea, and incense ... an Ausone-like austerity backed by powerful concentration and a steely delineation that's oh, so precise ... must be tasted to be believed."

1996 Soldera Brunello 'Case Basse' Riserva.....145.00

Soldera has released his 1996 as a Riserva, indicating exceptional quality. Not yet reviewed, but at our low price, this is a no-brainer.

1994 Soldera Brunello 'Case Basse'*115.00

Parker: "90 rating. One of the most exotic, complex, and individualistic Brunellos produced ... intense aromatic fireworks ... a stunning nose of spice box, cedar, soy, cinnamon, red and black fruits, earth, and truffle scents."

1993 Soldera Brunello 'Case Basse'*145.00

Parker: "95 rating ... an intensely perfumed nose ... High tannin cuts a big, powerful path on the palate. This full-bodied wine is dense and rich, yet sweet and approachable. It should drink well for 12-15 years."

1993 Soldera Brunello 'Case Basse' Riserva*154.95

Parker: "95 rating ... A spectacular bouquet of tobacco, ginger, soy, roasted meat, black cherry, plum, and toast scents ... super ripeness, and gorgeous complexity and symmetry ... a wine of great originality and complexity."

1990 Soldera Brunello 'Case Basse'*335.00

Parker: "98 rating ... a modern day classic, as well as one of the greatest Brunellos I have ever tasted ... The wine is extremely powerful and full-bodied, with layers of highly concentrated, ripe fruit. Despite its massive size, it retains a gracefulness and sense of elegance."

1990 Soldera Brunello 'Case Basse' Riserva.....295.00

Tanzer: "94 rating ... Gianfranco Soldera selected one of his three casks of juice for riserva in '90, obviously the one that contained the latest-picked fruit ... almost port-like in its ripeness; exotic coconut nuance. Extraordinarily sweet and thick; makes a powerful impact on the palate ... This could not be more different from the ethereal, elegant normale. I'd rather drink the normale, but this monster is even more compelling."

1985 Soldera Brunello 'Case Basse'*350.00

From the great 1985 Brunello vintage, a legendary wine that went a long way towards establishing Soldera's reputation. A wine of great power, richness and perfume that is now virtually impossible to find. *A strict one bottle limit.*

Stanza II

A New, Even More Incredible Eszencia Arrives

Last year's release of Stanza Tokaji Eszencia gave the outside world its first chance *ever* to buy—and experience—Eszencia in its pure form.

Stanza was different from anything previously sold as “Eszencia” in that it was entirely unfermented and uncut with lesser wine. Made by Peter Vinding—the winemaker of The Royal Tokaji Wine Co. and a leader of Tokaji's renaissance—Stanza not only made history, it created a global sensation.

Last month, Peter released his second pure Eszencia, which he calls Stanza II. With an amazing 25% more sugar, it surpasses Stanza I in its opulence. It has just arrived by air from Hungary and is available for immediate delivery.

Pure Essence

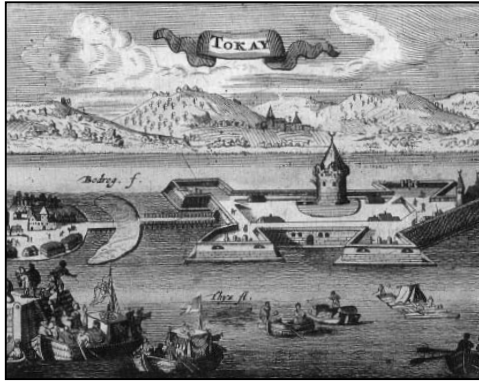
Eszencia is the concentrated essence of Tokaji's most botrytised grapes, gathered drop by drop at the conclusion of great harvests. So rich in sugar, it can take a decade or more to produce even 2 or 3% alcohol.

In its pure form, it is richer and more complex than any dessert wine, laser-like in its focus, and so concentrated in minerals that centuries of believers have considered it a magic potion, capable of restoring life.

Yet, for centuries Eszencia was reserved for Hungarian and Austrian royalty, who kept every precious drop for their personal use and that of their friends. It was never sold. Even in recent decades, when Tokaji Eszencia finally appeared on the market, it was in all probability blended to meet government requirement that it contain at least 5% alcohol.

Then in 2000, Peter Vinding received permission from the Hungarian government to create, for the first time, a pure, *unfermented* Eszencia. Made from

the 1996 harvest, it was named Stanza. And it was unbelievable.



*Sixteenth-century Tokaji—
at the time of Eszencia's birth.*

Stanza II

Peter produced just 200 liters of Stanza I—put in elegant, clear, hand-blown 100ml bottles. Every bottle was sold within weeks of release.

But as if to prove that Stanza I was no fluke, Peter immediately went to work creating Stanza II. He married small lots of pure Eszencia from the great 1996 vintage. The grapes came from vineyards classi-

fied in Tokaji's historic 1700 classification. All are south-facing slopes with volcanic soil.

But the lots that went into Stanza II were even more concentrated. This accounts for the sharp increase in sugar: from 566 g/l to a shocking 708 g/l. The dry extract (which contributes to its otherworldly mouthfeel) is a mindboggling 781.2 g/l, compared to 655.5 g/l in Stanza I. The acidity is slightly lower than in Stanza I, but still well above that of *any* German Trockenbeerenauslese. The abundance of minerals and nutrients give credence to the centuries-old claims of Eszencia as a curative.

But the real glory is in how Stanza II caresses your mouth and excites your senses. The flavors range from such citrus fruits as orange and lemon to tropical mango, passion fruit and coconut.

Peter Vinding has done it again: creating a history-making Eszencia that will rank as one of the great tasting experiences of our lives. Don't miss it.

1996 Stanza II Tokaji Eszencia

\$85.00 100ml

(Can be shipped to all 50 states.)



Wines may be sold and delivered only to persons who are at least 21 years old. All wines are sold in California and title passes to the buyer in California. We make no representation to the legal rights of anyone to ship or import wines into any state outside of California. We are not responsible for typographical errors. All items and prices subject to availability. An * indicates pre-arrival. Issued 16 times yearly. Copyright 2002 The Rare Wine Co.

Pages from Madeira's Past

Items from an Important Collection of Early Shipping Documents

Produced on an island 500 miles from the nearest continent, Madeira has always been dependent upon ships to reach its markets. For centuries, countless sailing ships left Funchal Harbor filled with barrels of wine, only to return months later carrying goods to meet the island's own needs.

The particulars of these shipments were distilled into single-page documents called bills of lading. Each tells the story of a moment of Madeira's rich past. Signed by the ship's captain and often bearing a decorative engraving, they were filled in by hand, usually with the hand-drawn brands used to mark each cask. They ooze history and charm.

We have acquired a century's span of these documents, dating from the late 1700's to the late 1800's. Pertaining to the trade of the shipping dynasty of the Newtons, Gordons, Murdochs & Cossarts, they were sold by a member of the Cossart family several decades ago. We recently purchased the collection and are offering them on an individual basis.

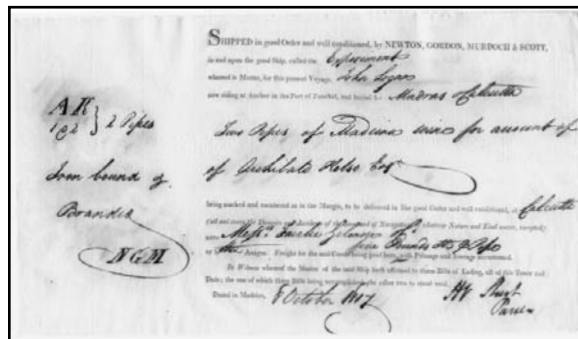
Madeira & The Sea

Madeira became one of the 18th and 19th centuries' most most widely appreciated wines, aided by its location on a main shipping route between Europe and America. And because its quality was believed improved by tropical warmth and the motion of the sea, Madeira often was sent to the East Indies and back before it was considered ready to go into an American or British connoisseur's collection.

For centuries, merchant ships criss-crossed the Atlantic—or took the southern route east around the Cape of Good Hope—laden with barrels of young Madeira. These wines had been purchased from one of the island's merchants and were "consigned" to both private buyers and merchants in such disparate locales as Calcutta, Jamaica, St. Barts, Liverpool,

Savannah, New York and Montreal.

Once deposited on those distant shores, the vessels did not return empty. They typically came back loaded with goods the island couldn't produce itself: corn, rice, timber, textiles, iron, even barrels for their wine. And, occasionally, ships returned to the island with thousands of gold coins.



About Bills of Lading

Bills of lading were produced at the onset of voyages. Thus, in October 8, 1807, when the ship *Experiment* carried 2 pipes of Madeira to Archibald Kelso in India, a bill of lading (at left) was executed by the

captain prior to leaving. On the voyage back, if spices and tea were sent in return, a new bill of lading would be needed.

While bills of lading vary in their design and content, basic elements include the name of the shipper, captain and vessel; the ports at each end of the voyage; a description of the cargo, and the name of the consignee (for whom the goods were destined).

Our Offer

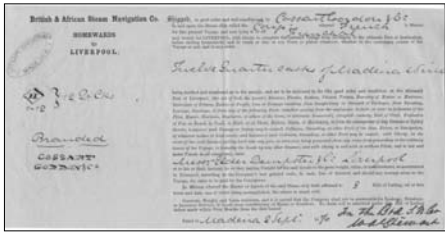
We are delighted to offer for individual sale nearly 200 unique bills of lading, pertaining to shipments both to and from Madeira, and from the late 1700's to the late 1800's.

The condition of the documents is generally extraordinary. While we have noted defects for a few of them, even these are in remarkably fine condition for their age. All are perfect for framing and would be a distinctive addition to a wine cellar, office or library.

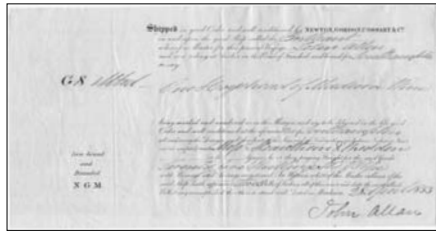
We only have space here to show a small percentage of what we are offering. All of the documents can be viewed if you visit our website www.rarewineco.com. On request, we are also happy to send a complete illustrated offer by email, fax or mail.

WINE ANTIQUES

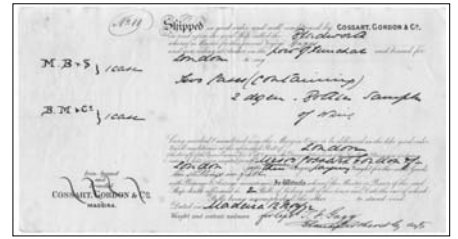
Bills of Lading of Wine Shipped from Madeira



#1. Shipped by Cossart Gordon to Liverpool via the *Corigo*, 9/2/1870. 11" x 5 1/2". Fine condition. \$65.



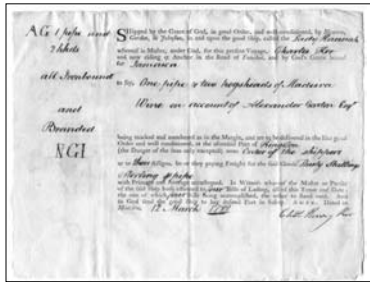
#22. Shipped by Newton, Gordon, Cossart to Southampton, England, via the *Brilliant*, 4/28/1853. 10 1/2" x 5 1/2". Slight creases. \$70.



#4. Shipped by Cossart Gordon to London via the *Bladworth*, 11/12/1872. 11" x 6". Fine condition. \$65.



#141. Shipped by Newton, Gordon & Murdoch to Lisbon via the *S. Joaquim*, 6/14/1792. 8 1/2" x 6". Excellent cond. \$150.



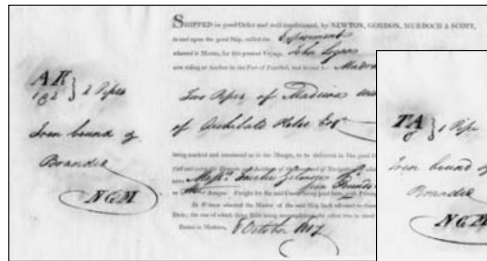
#149. Shipped by Newton, Gordon & Johnston to Kingston, Jamaica, via the *Lady Hannah*, 3/12/1788. 9 1/2" x 7 3/4". Fine condition. \$225.



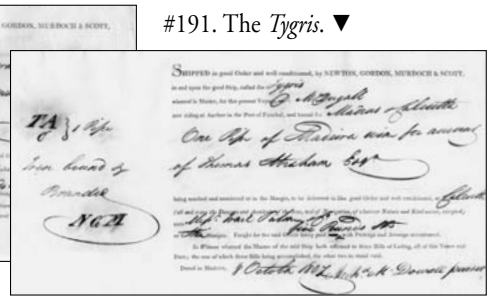
#7. Shipped by Cossart, Gordon to Lisbon via the *Bengo* 3/12/1877. 10 1/4" x 8". Fine condition. \$75.

The Tygris & The Experiment

On October 8, 1807, Newton, Gordon, Murdoch & Scott sent hundreds of casks of Madeira to British customers residing in India. In fact, there was so much wine, two vessels were needed: the *Tygris* & the *Experiment*. Our collection includes a number of bills of lading—each for a different customer—from the two vessels on that day, all in excellent condition on fine handmade paper. \$75 per document.

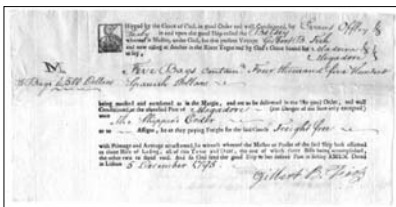


#150. The Experiment. ▲

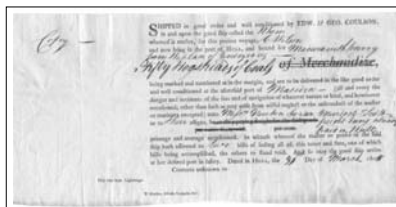


#191. The Tygris. ▼

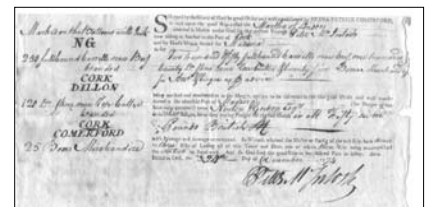
Bills of Lading for Goods on Return Voyages to Madeira



#365. Spanish dollars shipped by Evans Offley & Lealy from Lisbon via the *Betsey*, 12/5/1795. 9 1/4" x 4 3/4". Fine condition. \$85.



#322. Coal shipped to Newton, Gordon, Murdoch & Scott from Hull, England, via the *Whim*, 3/31/1808. 10" x 5". Fine cond. \$60.



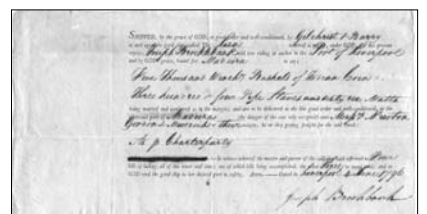
#329. Beef & butter shipped to Newton, Gordon from Cork, Ireland, via the *Martha*, 12/24/1774. 9 3/4" x 5". Minor tears, browning. \$90.



#349. Stationery & ink shipped to Newton, Gordon, Murdoch from London via the *Dart*, 3/26/1838. 10" x 5 1/2". Fine condition. \$60.



#367. Gold dollars shipped to Newton, Gordon, Murdoch from Gibraltar via the *Lady Louisa*, 3/24/1838. 10 1/4" x 5 1/4". Fine, red wax seal. \$80.



#291. Corn, barrel staves shipped to Newton, Gordon, Murdoch from Liverpool via the *Lisa*, 6/4/1796. 9 3/4" x 5 1/4". Fine condition. \$85.

RED BURGUNDY

Hubert Lignier

“The 1999 vintage is a great year for Burgundy ... It has magnificent purity and quality of tannin.” Roman Lignier

Over the past decade, Hubert Lignier has created one of the most imposing reputations in all of Burgundy. But this reputation is known only to Burgundy insiders and those who follow Burgundy closely.

Hubert Lignier will never become a household name, largely because his domaine is a mere 18 acres and he only bottles the best of his production. (The rest is sold to negociants.) As for the few hundred cases that emerge branded “Hubert Lignier,” they are snapped up within days of release by

France’s 3-star restaurants and a few hundred lucky collectors around the globe.



The Great 1999's

Like the other elite growers of the Côtes de Nuits, Lignier enjoyed a fabulous vintage in 1999, producing wines of

brilliant color, wonderful perfume and long, rich textures. They have the structure and depth of the 1996's, but offer greater early appeal.

From a great source in France, we recently acquired a parcel of Lignier's 1999's, ranging from the beautiful Morey St. Denis and Gevrey-Chambertin *villages* wines, to the powerful Clos de la Roche. The cost of the parcel allows us to offer the entire range at prices a good 20% below market.

Perfectly Cellared Hubert Lignier Rarities

We are always on the hunt for older Lignier vintages, though rarely have we come up with a collection like the following.

<i>Clos de la Roche</i>	
1986 Clos de la Roche	135.00
1987 Clos de la Roche	145.00
1989 Clos de la Roche	225.00
1990 Clos de la Roche <i>Parker 95</i>	395.00
1995 Clos de la Roche <i>Rovani 97</i>	295.00
1996 Clos de la Roche <i>Tanzer 95</i>	295.00
1997 Clos de la Roche <i>Rovani 93-95</i>	195.00
<i>Charmes Chambertin</i>	
1989 Charmes Chambertin	165.00
<i>Morey St. Denis Vieilles Vignes</i>	
1988 Morey St. Denis Vieilles Vignes	69.95
1990 Morey St. Denis Vieilles Vignes	89.95
<i>Morey St. Denis</i>	
1983 Morey St. Denis	45.00
1985 Morey St. Denis	65.00
1987 Morey St. Denis	39.95

1999 Morey St. Denis*	37.95
Tanzer: “Briary raspberry and mocha on the nose ... good fruit concentration ... Boasts solid structure for a village wine.”	
1999 Gevrey Chambertin*	37.95
Tanzer: “Black cherry, coffee, minerals and smoky oak on the nose. Good volume and ripeness ... lovely sweetness ...”	
1999 Morey St. Denis Chaffots*	75.00
Tanzer: “... from vines averaging 30 years of age ... complex, very Morey aromas of berries, earth, iron, brown spices, minerals ... Sweet, ripe and nicely concentrated ...”	
1999 Chambolle Musigny Les Baudes*	79.95
Tanzer: “89-92 rating ... Lush and sweet ... already perfumed and expressive. This offers the explosive fruit and silky texture of the vintage’s most successful examples.”	
1999 Morey St. Denis 1er Cru Vieilles Vignes*	89.95
Rovani: “91-93 rating ... opulently textured ... outstanding breadth ... sweet, pure and highly extroverted ...”	
1999 Gevrey Chambertin Combottes*	95.00
Rovani: “92-94 rating ... beguiling ... refined, exceptionally well-balanced ... wonderful wine ...”	
1999 Charmes Chambertin*	129.95
Rovani: “92-94 rating ... a sexy fruit bomb ... lush ... exceptionally long and seamless finish ...”	
1999 Clos de la Roche*	225.00
Rovani: “94-96 rating ... explosive ... immensely flavorful ... packed to the gills ... magnificently long ...”	

PRIORAT

Special Holiday Offering: 1999 Palacios "Les Terrasses" Large Formats

One of the most amazing values in Spanish wine is Alvaro Palacios' brilliant Les Terrasses, created from 90 different vineyards spread throughout the mountainous 50-square-mile Priorat appellation.

The quality of the fruit that goes into Les Terrasses is extraordinary, thanks to the fact that nearly half of

the vines are between 60 and 90 years old. This gives Les Terrasses far more low-yield, old-vine character than the majority of Priorat's top wines (many of which are made from vineyards planted after 1985).

For the holidays this year, Alvaro Palacios has given us a special allocation of magnums and double magnums at a special price. If you can resist drinking these yourself, they will make *great* gifts.

Hot Wine

**1998 Clerico Barolo
Ciabot Mentin Ginestra*
99 Wine Spectator
\$97.50**



Wine Spectator: "Clerico believes the 1998 is better than the 98-point-scoring 1997, and he's right. This is breathtaking ... it offers big and luscious tannins and masses of fruit on the palate. Long and rich."

1999 Les Terrasses 90 Wine Spectator

\$49.95 mag. \$99.95 double mag.



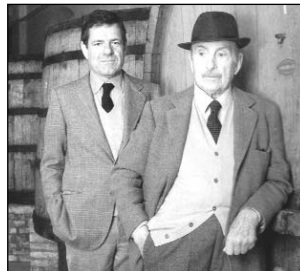
Wine Spectator: "This luscious red offers vanilla, rose and berry aromas that carry through on the creamy palate. Ripe tannins underpin the fruit, but melt into the mix. A spicy, floral finish brings you back for another sip. Drink now through 2007."

Sassicaia The Book

A strong case can be made that Sassicaia is the most important Italian wine of the past century. It convinced the world that Italy could make great wine, launched the Super Tuscan movement and gave confidence and vision to every forward-looking Italian winemaker of the past thirty years.

Sassicaia was born in the 1940's, when the Marchese Mario Incisa planted a small vineyard of Cabernet in Bolgheri. By 1968 his experiment evolved into the first commercial release under the guidance of Giacomo Tachis. And the rest is history.

Two years ago, a beautiful book on Sassicaia was published by a small art book publisher in Florence in both Italian and English editions. The book ties it all together with crisp and eloquent text, and scores



Left: This 13th century document bears a striking resemblance to today's Sassicaia label. Right: A 1982 photo of Marchese Mario Incisa, who created Sassicaia, with his son Nicolò, who built Sassicaia's enduring reputation.

of evocative illustrations.

Few copies of the English edition were printed and even fewer were shipped to the U.S. We located the American distributor and purchased the last remaining copies of this rare and beautiful book. We have also inserted into each copy a personally signed note "con stima" (with esteem) from the Marchese Nicolò Incisa on his blue-and-gold Sassicaia

letterhead.

This is a rare and beautiful document of Italy's entry into wine's modern era. Only 45 copies are available.

Sassicaia First Edition, 200060.00

*With signed note from the Marchese Nicolò Incisa.
Hardcover with dust jacket. 163 pp. 10½" x 11½"*

1927 Fonseca

One of Port's Ultimate Blue Chips

Apart from 1931 Quinta do Noval and the mythic 1931 "Nacional," no port can make a true port lover's heart race like 1927 Fonseca. It has always been considered a monumental port, easily one of the greatest of the century. Also, few bottles have survived. Consequently, the harder that port collectors look for 1927 Fonseca, the more they are frustrated by its extraordinary rarity. Calling it a "holy grail" wine hardly does it justice.

It is in fact even rarer than 1931 Quinta do Noval.

Prior to this year, we had only seen 3 or 4 bottles of '27 Fonseca ever. In contrast, we have had the privilege of selling a couple of cases of 1931 Noval over the years.

Straight from Heaven

This fact made the phone call we received in early September all the more startling. We were offered a pristine half case of 1927 Fonseca that had been in the same English cellar since 1929. Still in their original wood case in their straw wrappers, the condition of the bottles was immaculate, with full, strong corks and beautiful embossed wax capsules. The color of the wine, as viewed through the glass with a penlight, is rich and robust. In other words, this '27 Fonseca is as good as it gets.

With 1931 Quinta do Noval now \$3-\$4,000 a bottle, and 1927 Fonseca nowhere to be found (as usual), this is a once-in-a-lifetime opportunity.

1927 Fonseca
100 Suckling
\$1195.00



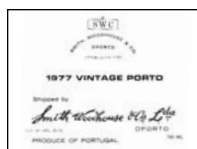
James Suckling in *Vintage Port*: "This port has so much stuffing it may never die. A truly monumental wine. Red with a garnet edge and ruby center, showing very ripe fruit, black pepper, spice and floral notes on the nose, full bodied, with tons of velvety, opulent fruit flavors that fill the mouth. It will improve for decades."

Port's Steal of the Century?

It was almost five years ago to the day that James Suckling, Port's most influential critic, rewrote Port's gospel by reporting in the *Wine Spectator* that Smith Woodhouse had bested Fonseca, Taylor and every other 1977 Vintage Port in a 20th Anniversary blind tasting. Suckling gave Smith Woodhouse a breathtaking 99 points.

Ever since that day, Smith Woodhouse has been one of the scarcest of '77's. So, we were delighted to pick up a few cases recently that we can offer at the same low price as we did five years ago.

1977 Smith Woodhouse
99 Suckling
\$79.95



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FOOD & WINE BEST WINE
2002 AMERICAN WINE AWARDS IMPORTER

INSIDE

SolderaPage 1 *Hubert Lignier*Page 6
Stanza Eszencia II ..Page 3 *Priorat Big Bottles* ...Page 7
Antique Madeira *Hot '98 Clerico*Page 7
Bills of LadingPage 4 *Sassicaia The Book* Page 7

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