

**Fall-Winter 2003-2004**

**REMEMBERING**

One of the things you hear all the TIME about the distribution side of the wine business is that it is a relationship business. To get things done, you have to establish good relationships with the people who are going to buy and sell your wine. You hear it so much that it has become cliché. But like a lot of clichés, it is based in truth. In the time that I have been in the wine business, the financial rewards of the relationships that I have established are not what I value, but more importantly, it is the simple pleasure of making great new friends in various cities across the country.

"Take time to cherish your friends and family... gather together, have a great meal... and enjoy each other's company."

One of the new friendships that I have thoroughly enjoyed has been with Barry Manpearl, who represented our wines in the midwest. A trip to Chicago, Milwaukee, or St. Louis always carried the added bonus of knowing that I would get to spend some time with Barry: sharing a great meal with great wine, telling stories, and getting some business done. Business was always important, but somehow placed in context after the primary pleasure of simply being able to share each other's company. The telephone, naturally, played a huge role in our relationship, and it was over the phone during the last three months that Barry told me about his cancer diagnosis, treatment, and apparent initial recovery. He had met a whole new world of people who had beat this disease, and with tremendous courage and positive energy, he was determined to become part of this brave new tribe. So when I answered my phone early Monday morning and was told that Barry had died, I was shocked and rendered speechless. Our deepest sympathies, support, and love go to Barry's wife and son from all of us.

I am very fortunate that I have a great, beautiful, healthy, and happy family, and plenty of friends to share things both wonderful and terrible. To all on our mailing list and friends of Keenan Winery--take time to cherish your friends and family, gather together, have a great meal with a great bottle of wine, and enjoy each other's company!

--Michael Keenan