

# SUBSTANCE

## ABOUT

Owned by winemaker Charles Smith, Substance shows passion for, and commitment to, making superlative and affordable wines, offering quality and accessibility to all. The brand consists of 4 wines: Cabernet Sauvignon (Cs), Chardonnay (Ch), and new to the collection Sauvignon Blanc (Sb) and Pinot Noir (Pn).

The fruit for Substance is sourced from growers throughout Washington State who work with us to ensure the grapes are grown to our high standards and signature style. The wines are made in a modern winery, using traditional techniques: natural fermentations, barrel aging on lees, bottled unfiltered. This is small batch winemaking on an unprecedented scale. No expense is spared, yet the wines remain everyday affordable.

The wines have Substance, Character and Purpose. It is real wine for real people that can be enjoyed every day. Deliberately unpretentious and critically acclaimed year after year, the wines are an obvious choice for consumers searching for something new and destined to become your new everyday favorite.

## SUBSTANCE



## THE WINES

**Cs**

### SUBSTANCE CS CABERNET SAUVIGNON

Black cherry, plum and blue fruits alongside leafy herb and violet notes. Full-bodied, elegant and focused.

**APPELLATION:**  
Columbia Valley

**VINEYARDS:**  
Goose Ridge, Painted Hills, Badger Mountain, Shaw, Sportsfisher, Coyote (varies slightly by vintage)

**Ch**

### SUBSTANCE CH CHARDONNAY

Tangerine, apple, pear and wisteria with a flavorful finish of notes of Italian melon and lemon meringue.

**APPELLATION:**  
Columbia Valley

**VINEYARDS:**  
Frenchman Hills, Roza Hills, High River, Moxee (varies slightly by vintage)

**Sb**

### SUBSTANCE SB SAUVIGNON BLANC

New in 2022. Crisp and refreshing with notes of guava, passionfruit and orange zest.

**APPELLATION:**  
Columbia Valley

**VINEYARDS:**  
Caliche Lake Vineyard, Roza Hill, Frenchman Hills, Holmason Vineyard (varies slightly by vintage)

**Pn**

### SUBSTANCE PN PINOT NOIR

New in 2023. Wild Strawberry, hibiscus, and oyster mushroom alongside a lavish palate of rose petal, red cherry, and orange zest. Fresh, expansive, and long!

**APPELLATION:**  
Columbia Valley

**VINEYARDS:**  
Golden West Vineyard and Evergreen Vineyard (varies slightly by vintage)

## PRICING/DISTRIBUTOR INFO

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# ACCLAIM

**Cs**

## SUBSTANCE CS CABERNET SAUVIGNON

Since it's first release in 2015, Cabernet Sauvignon has received NINETEEN 90+ scores across SEVEN vintages

v2019  
**92 PTS** James Suckling  
**92 PTS** Jeb Dunnuck

v2018  
**93 PTS** James Suckling  
**91 PTS** Jeb Dunnuck  
**90 PTS** Wine Spectator

v2017  
**91 PTS** James Suckling  
**93 PTS** Jeb Dunnuck

**91 PTS** Wine Spectator  
Top 100, Ranked #49

v2016  
**92 PTS** James Suckling  
**93 PTS** Jeb Dunnuck

v2016 (CONT.)  
**90 PTS** Wine Spectator  
**92 PTS** Robert Parker Advocate

**90 PTS** Wine Enthusiast  
Top 100 Best Buys of 2018,  
Ranked #52

v2015  
**92 PTS** Robert Parker Advocate

v2014  
**92 PTS** Wine Advocate  
**90 PTS** Wine Enthusiast

v2013  
**90 PTS** Wine Advocate  
**90 PTS** Wine Enthusiast  
**91 PTS** James Suckling

**Ch**

## SUBSTANCE CH CHARDONNAY

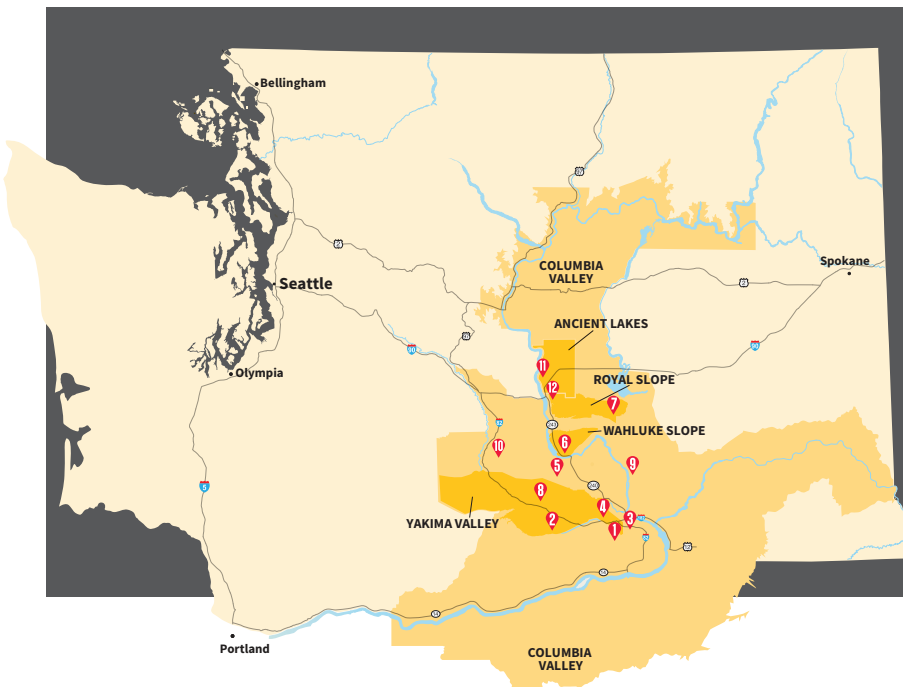
Since it's first release in 2020, Substance 'Ch' Chardonnay has received FOUR 90+ scores across TWO vintages.

v2019  
**93 PTS** James Suckling  
**90 PTS** Wine Spectator

v2018  
**93 PTS** James Suckling  
**90 PTS** Jeb Dunnuck

# VINEYARDS

The vineyards we work with are farmed using the most up to date sustainable practices.



1. **GOOSE RIDGE,**  
Columbia Valley AVA
2. **PAINTED HILLS,**  
Yakima Valley, AVA
3. **BADGER MOUNTAIN,**  
Columbia Valley, AVA
4. **SHAW,**  
Yakima Valley, AVA
5. **SPORTSFISHER,**  
Columbia Valley, AVA
6. **COYOTE,**  
Wahluke Slope, AVA
7. **FRENCHMAN HILLS,**  
Royal Slope, AVA
8. **ROZA HILLS,**  
Yakima Valley, AVA
9. **HIGH RIVER,**  
Columbia Valley, AVA
10. **MOXEE,**  
Columbia Valley, AVA
11. **EVERGREEN,**  
Ancient Lakes, AVA
12. **GOLDEN WEST,**  
Royal Slope, AVA

**SUBSTANCE**