

FREDERICK WILDMAN AND SONS, LTD.
FINE WINE YEAR BOOK
2009



CELEBRATING YEARS OF EXCELLENCE

75

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FREDERICK WILDMAN AND SONS, LTD.
FINE WINE YEAR BOOK

CELEBRATING **75** YEARS OF EXCELLENCE

In 1937, Colonel Frederick Wildman recorded in his vintage notes that 1934 was a "great" to "very great" year in all of Europe's vineyards. Whatever the quality of the wines that year, it was a great year for Wildman himself for in that year he founded the company that still bears his name, Frederick Wildman and Sons, Ltd. 2009 thus marks our 75th anniversary. In this Yearbook celebrating this milestone, we hope to share with our ongoing inspiration, our pride and our passion all represented by our much-loved "Oval of Quality". | The wine producers in our portfolio, here profiled in our Yearbooks, all share an uncompromising passion for excellence. Each pursues and expresses this passion in his or her own way. The profiles here suggest just some of the many choices that each makes in this pursuit and the range of vineyards, wineries and material that each has been given as tools in this endeavor. | Colonel Wildman once said, "Business, and particularly the wine business, should be conducted as to bring pleasure, pride and friendship to those engaged in it. We pledge ourselves to preserving the tradition of fine wine merchants and the heritage that fine wine itself deserves." | The 2009 Fine Wine Yearbook, marking our 75th anniversary, is a sign of our ongoing and never-wavering allegiance to Frederick Wildman's goals. Our "Oval of Quality" and our commitment to quality will not change and we look forward to serving our producers, our customers and wine lovers for many years to come.

Richard Cacciato
 RICHARD CACCIATO
 President, CEO, Frederick Wildman and Sons, Ltd.

A BRIEF HISTORY OF FREDERICK WILDMAN AND SONS

Following the repeal of Prohibition, Frederick S. Wildman, a Connecticut-born wine connoisseur, bought the century-old Bellows and Co., a wine importer and fine-food emporium. That same year Wildman traveled to Europe's finest vineyards to pursue suppliers and to grow his importing business. Within a short time, Wildman signed on some of France's finest wine producers, many still in Frederick Wildman's portfolio today.

With Wildman in charge, the company grew and prospered. Wildman himself wrote the newsletters and wine notes, always reflecting his personal commitment to the highest quality products for his discriminating clientele. The Colonel, as he was called, continued to travel to Europe to develop contacts and establish partnerships. When National Distillers decided to leave the premium wine business in 1952, the Colonel was able to create his own company, Frederick Wildman and Sons, Ltd. Champagne Pol Roger, Domaine Armand Rousseau and Château Fuissé were mainstays of the portfolio then and remained when Colonel Wildman retired in 1971, and his company became a subsidiary of Hiram Walker. With

Hiram Walker, Frederick Wildman and Sons continued to grow, and the Rhône wines of Paul Jaboulet Aîné, and several Bordeaux properties were soon added to the rich and prestigious portfolio.

1989 was a boom year for the company. Frederick Wildman and Sons added the very popular and influential wines of Italian producer, Gruppo Italiano Vini (GIV), to its range including Melini, Santi, and Folonari. These additions added large volumes of popular wines and propelled Wildman into the ranks of the largest importers in the United States. At that time, Richard Cacciato had just become president of the company and he began to restructure the company to allow the new growth.

The national sales force doubled in size and, in turn, volume increased for all brands.

In 1993, Cacciato, along with an investment group that included six of the company's top suppliers purchased Wildman from Hiram Walker. This was a strong vote of confidence on the part of the suppliers in Cacciato's leadership as well as Wildman's stability and promise for the years to come.

Over the next two and a half decades, Wildman added an assortment of legendary properties such as Chartreuse, Trapiche, Nino Negri, Seña, Christian Moreau Pere et Fils, La Scolca, Egon Müller, as well as dynamic rising stars around the world such as Nicolas Potel, Pascal Jolivet, Domaine Jacques Prieur, El Coto de Rioja, Backsberg and Churchill's Port. The portfolio now includes over 50 brands under its umbrella, each one unique and each one prominent in its region of production.

Along with the growth, the familiar Wildman Oval—created by the Colonel and present on every bottle that the company imports—has remained constant and is still consistently recognized world-wide as a

symbol of quality. Now in the 21st century, the company has become what Cacciato calls "the biggest little wine company in America" committed to maintain quality in its offerings, its service and its relationships.

Along with the growth, the familiar Wildman Oval—created by the Colonel and present on every bottle that the company imports—has remained constant and is still consistently recognized world-wide as a symbol of quality.



"The Colonel", Frederick S. Wildman

ITALY

Italy is not a country to understand. It is a country to love. And to love Italy is ultimately to understand it; so too Italian wine.

Complicated to the extreme and yet utterly simple, Italian wine confounds and pleases at the same time.

There is scarcely a square meter of land in Italy that is not planted to vineyards of some kind. And this speaks to the long domestication of the vine itself in Italy. It also speaks to the civilizing influence of wine and wine growing. For without the vine, man would not have been able to cultivate many parts of the arid Peninsula we know as Italy today. In these places the vine found water and allowed human communities to settle and become, like the vineyards themselves, part of a region. This is the origin of quality and individuality. And these, finally, are the great gifts Italian wine has given to the world of wine (and to humanity): civilization and regional identity.

Divided into twenty wine growing regions, Italian wine is infinitely diverse. In the north, rich, tannic reds produced from Nebbiolo in Piedmont, bracing whites from Gavi near the Italian Riviera, luscious dry Pinot Grigio from the Veneto, Alto Adige and Collio and elegant Sangiovese in Tuscany are neighbors, yet each is unique. In the south, briny, dry Vermentino and rustic, delicious Cannanau (Grenache) from Sardinia, warm, deeply-flavored Nero d'Avola from Sicily, rich, bittersweet Primitivo and Negro'Amato from Puglia and noble, age-worthy Aglianico from Basilicata share only their embrace of the sun; each, again, an individual and special experience.





NINO NEGRI

Founded in 1897, Nino Negri is the premier estate in Valtellina, controlling 184 hectares in the Valtellina Superiore DOCG and its five subzones: Maroggia, Sassella, Grumello, Inferno and Valgella. Located in Lombardy, on Italy's Swiss border, Valtellina is a narrow, 25-mile strip on the banks of the Adda River. Valtellina is Italy's largest terraced vineyard area with 1,500 miles of dry walls supporting steep vineyards at 2,400-3,000 feet elevation, where machines cannot go. All Valtellina wines are made from at least 90% Chiavennasca, the local name for Nebbiolo, which has been cultivated here for over 1,000 years. Here, Nebbiolo creates wines that are soft and expressive with sweet tannins and approachable upon release, yet have the ability to age for decades. Nino Negri's success is due largely to Casimiro Maule, Gambero Rosso's 2007 "Winemaker of the Year," here since 1971. Wines are aged in French oak barrique and 50-80 hl vats for at least two years to ensure optimal maturity before bottling. 2005 is considered one of the best vintages in a century, along with 2001 and 2002.

**"Vigneto Fracia"**

Valtellina Superiore DOCG
Made from Chiavennasca, i.e. Nebbiolo, grapes grown in the eleven hectare Fracia vineyard, a cru exclusive to Negri. Special clonal selections are cultivated horizontally from west to east, an innovative planting scheme for the region. Fruit is picked slightly overripe and the wine completes alcoholic and malolactic fermentation in barriques (new and second use from Sfursat), where it ages for 16 months.

"Mazér" Inferno Valtellina Superiore DOCG

The "Mazér," 'good, beautiful, generous' in local dialect, is sourced from the smallest Valtellina subzone, Inferno. A short maceration and brief aging in steel, is followed by partial aging in large oak and barrique.

"Le Tense" Sassella Valtellina Superiore DOCG

"Le Tense," 'protected' in local dialect, is sourced from the Sassella sub-zone. A short maceration and brief aging in steel is followed by partial aging in large oak and barrique.

"Quadrio" Valtellina Superiore DOCG

Created to celebrate the restoration of the 15th century Castello Quadrio, headquarters of Nino Negri. Grapes are sourced from top Chiavennasca vineyards with up to 10% Merlot, a grape planted in the region for over 40 years, to add softness. The wine matures up to 18 months in large oak casks.

"Ca'Brione" Terrazze Retiche del Sondrio DOC

A rare Valtellina white, a blend of slightly-dried Sauvignon Blanc and Chardonnay, Incrocio Manzoni (Pinot Blanc/Riesling), and Nebbiolo, vinified as white. Each variety is vinified separately before blending. The wine matures for 8 months in French oak barriques, 50% new, 50% 1st passage. Ca'Brione has been named the Best White Wine in Lombardy and among the Top 100 White Wines in Italy.

An area specialty is Sforzato (*Sfursat*, "strained" or "forced") a wine made from partially-dried grapes harvested by trained pickers, a winemaking style that combines the opulence of an Amarone with the elegant complexity of a Barolo.

"Nino Negri has confirmed itself a star of first magnitude."
—GAMBERO ROSSO

< "5 Stelle" Sfursat di Valtellina DOCG

Produced only in the best years, Nino Negri's flagship wine is made from a selection, 25%, of the finest Chiavennasca from the choicest parcels. Harvested in September, the fruit is left to dry naturally for 100 days in

wood crates and aged in barrique for 16-18 months. "5 Stelle" is consistently voted among Italy's top 30 wines and has received 10 consecutive 'Tre Bicchieri' awards. It can age for 20+ years.

Sfursat della Valtellina DOCG

Produced using Chiavennasca, i.e. Nebbiolo, from the Valtellina Superiore sub-zones. One hundred days of slow, natural drying reduces volume by 35% while increasing concentration. A long maceration is followed by partial aging in barrique and large barrels.

TENIMENTI CA' BIANCA



A gorgeous estate near Alessandria in the Monferrato hills. This area is particularly propitious for high-quality Barbera and almost half of the total vineyard area is justifiably dedicated to that variety.

— VINI D'ITALIA 2008,
PUBLISHED BY GAMBERO ROSSO

> **"Chersi" Barbera d'Asti Superiore DOC**
Chersi, 'developed' or 'matured' in Piedmontese dialect, is made from selected fruit sourced from the estate's original two hectare vineyard in Cascina Polsino which surrounds the Ca'Bianca property. Vines have been planted at high density—4,500 plants/ hectare—are Guyot-trained and are low yielding, around 38 hl/ha. Vineyards have loose soils of sedimentary marl, clay and limestone, situated on east-facing slopes sited at 350 meters elevation. The fruit is vinified in stainless steel then aged for 12 months in Allier barriques with medium toast.

Barolo DOCG

The Nebbiolo grapes are sourced from estate vineyards in La Morra with low-yielding, twenty year-old vines planted at high density, situated on east/southeast facing slopes at 300 meters elevation. The soils are composite and clay. 80% of the Nebbiolo fruit is aged in Slavonian 30 hl oak casks for 20 months; the balance is aged in 1st and 2nd passage French Allier and Tronçais oak barriques for 15 months.

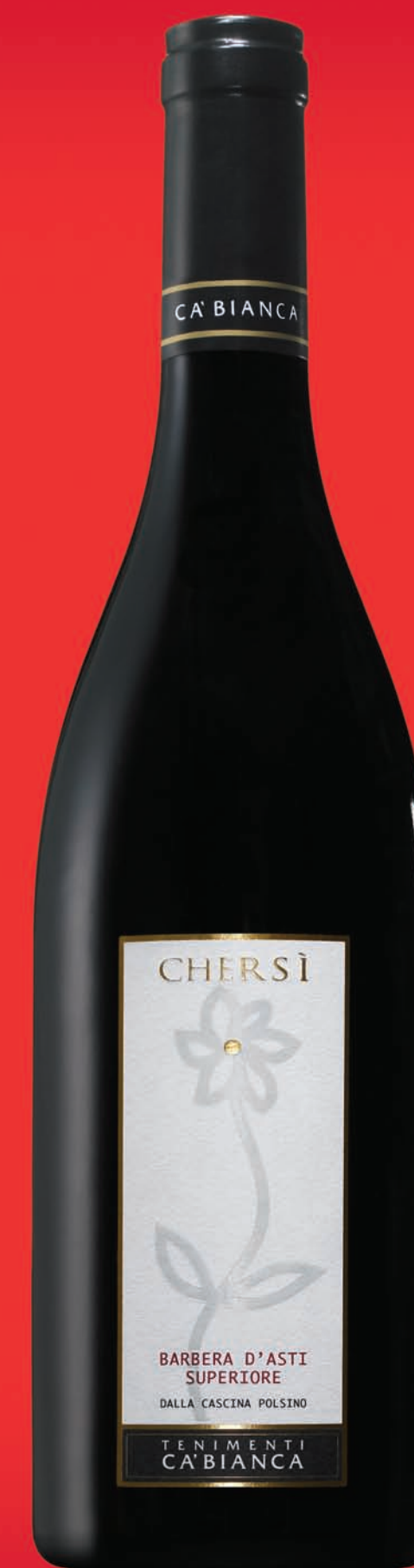
"Antè" Barbera d'Asti Superiore DOC

Antè, local dialect for "grafting," is made from 10 Barbera clones grafted onto rootstock from the late 1940s. Fruit is sourced from eastern oriented, high density, low yielding vineyards at 350 meters elevation. Loose vineyard soils are composed of sedimentary marl, clay and limestone, lending the wine volume, power and finesse, respectively. The wine is aged for eight months in medium toast Tronçais and Allier barriques, both first passage and new.

Gavi DOCG

Eighty percent of the Cortese fruit is vinified in steel and is aged on the lees for 6-7 weeks to enrich the wine's aromatic complexity and rich mouthfeel. The balance is dried slightly and fermented and aged in new French barriques with weekly lees stirring until February.

Founded in the 1950's, Ca' Bianca is located in Alice Bel Colle in Piedmont's viticultural district of Alto-Monferrato. Here, consulting oenologist Casimiro Maule, Gambero Rosso's Winemaker of the Year in 2007, crafts world-class, modern-styled Barbera d'Asti from an amphitheater of 40 contiguous hectares of vineyards. Although the estate focuses on the Barbera grape, which excels in this microclimate, Ca' Bianca also owns Nebbiolo vineyards in La Morra, the top-quality Barolo producing district and also releases charming whites from the best crus in the heart of the Gavi zone between the towns of Gavi and Novi Ligure.



TENIMENTI
CA' BIANCA

AZIENDA AGRICOLA
LA SCOLCA



> **Gavi dei Gavi**
"Black Label" DOCG

La Scolca's "Grand Cru," this wine is sourced from 60-year-old Cortese vines with nine months of aging on the lees. The benchmark of Gavi wines, it is floral and flinty with a minerality that some tasters compare to Chablis and Mâconnais wines. This wine only improves with age.

Gavi di Gavi
"White Label" DOCG

This traditional Cortese-based wine is made from 20 to 30 year-old vines and vinified utilizing extended aging on the lees to extract optimal aromatic richness and palate complexity.

Pinot Nero Monferrato DOC

The newest La Scolca wine is sourced from La Scolca's own Pinot Noir vineyards in Piedmont's Monferrato viticultural region. This wine has shy, spicy, tart cherry aromas with forest floor notes, and tightly wound fruit on the palate with an "old world" texture shaped by bright acidity. Oak aging plays a supportive, rather than dominant, role.

Rosa Chiara

Created by Chiara Soldati, this rosé is crafted from a blend of Cortese with a small amount of Pinot Noir. Exhibiting complex floral notes of rose petal and tart, crushed morello cherries, the wine has a soft character on the palate with white pepper notes, and beautifully articulated acidity that helps the wine's long finish.

This year, the prestigious La Scolca estate celebrates its 90th anniversary. La Scolca not only makes the Gavi zone's reference wine, it's the yardstick for all other Cortese producers in fact, "Black Label" is considered Italy's most prestigious white. With Piedmont's oldest Cortese vines and decades of family winemaking tradition, La Scolca produces spectacular, age-worthy wines now found on the world's finest wine lists. Founded in 1919, La Scolca is located in the Rovereto commune of Gavi, "Grand Cru" terroir for Cortese. In a region traditionally known for reds, La Scolca pioneered new winemaking methods for whites, like modern, controlled vinification in stainless-steel to preserve the Cortese's subtle fruit, crisp acidity and structure. The Soldati family owns 50 hectares of vineyards, managed by the founder's great-grandson, Giorgio Soldati, and his daughter, Chiara, a fifth generation wine-maker and respected "woman in wine". Extremely low yields, about two tons per acre, and old vines produce sublime, concentrated and complex age-worthy wines.

AZIENDA AGRICOLA
LA SCOLCA



AZIENDA AGRICOLA
LE RAGOSE

North of Verona, in the town of Negrar, at the Valpolicella zone's highest point (1,148 feet), the Le Ragoše estate overlooks gentle, lush green hills. Terraced vines face southwest on steep slopes, well above the frequent, notorious *nebbia* (fog) which lingers below. In 1969, enologists Arnaldo Galli and wife Marta bought the 70-acre Le Ragoše estate, which had been abandoned. Local grapes Corvina, Corvinone, Rondinella, Molinara, Pelara, Forselina, Oseleta and other indigenous varieties are grown, with small amounts of Merlot, Cabernet Sauvignon and Chardonnay. Forty acres are dry farmed (no irrigation), the terrain well-suited to vine growing, the climate ideal for drying grapes for *appassimento*. For aging, large Slavonian *botti* (oak casks), with new and used French Allier and Tronçais barriques, allow truer expression of subtle terroir characters.

With steep vineyard slopes, all vineyard work is done by hand. With full southwest exposures, vineyards are well-situated, their special microclimate providing the dry autumn and winter necessary for Amarone. Because of its ideal "above-the-fog" location, Le Ragoše is the only producer able to successfully use all seven grape varieties permitted for Amarone and Valpolicella. Marta Galli, often referred to as "La Signora del Vino," was voted "Wine Maker of the World" in 1990 by her peers and was a founding member of the prestigious VIDE organization of small family-owned estates that promote excellence and typicity, as well as *Le Donne del Vino*, an international group for women in wine. The Galli children Paolo, Marco and Marina now manage the property, combining local traditions with state-of-the-art technology. This year, the winery celebrates its 40th Anniversary.

"Le Ragoše is a terrific source for traditionally made wines from the Veneto." —WINE ADVOCATE

< **Amarone della Valpolicella DOC**
60% Corvina, 5% Molinara, 30% Rondinella and 15% local grapes. The 30-40 year-old vineyards lie at 300 meters elevation with southwest exposures. Soils are clay laced with magnesium, calcium and iron, on well-draining tuffaceous subsoil, with 3,200 vines/hectare. The ripest *recie* (ears) of the bunches are dried in flat wood crates for 3-4 months. Fermentation in steel takes 20-30 days, then 1 year in steel and 4-5 years in Slovenian oak *botti* (casks).

Valpolicella Superiore Ripasso DOC
50% Corvina, 20% Molinara and 20% Rondinella and 10% of local grapes such as Forselina, Rossara, Pelara and Negrara. At 300 meters elevation, 30-40 year-old vineyards have southwest exposures. The soil is clay laced with magnesium, calcium and iron on well-draining tuffaceous subsoil, with 3,200 vines/hectare. Yields are kept to 60-95 quintals per hectare, depending on variety. Fermented in temperature-controlled stainless steel tanks with indigenous yeasts for 12-14 days, then re-fermented for 8-20 days in March on the lees of the Amarone using the *ripasso*

method, before re-fermentation of the Valpolicella on the lees of the Amarone, crushed and fermented in February. The Amarone lees and skins contain sugars and re-fermentation absorbs about 5% of Amarone, giving the wine more alcohol and complexity while maintaining Valpolicella's lighter mouthfeel. For Superiore designation, the wine ages 2-3 years, at least one year in 25-hectoliter Slovenian oak cask, then 2 years in bottle.

Cabernet Sauvignon Lago di Garda DOC
Planted in 1987, the vineyard's 300 meters elevation has southwest exposures. The soil is clay, laced with magnesium, calcium and iron on well-draining tuffaceous subsoil. High density planting, 5,000 vines/hectare, encourages competition and deep vertical penetration of rootstocks. Yields are kept to 90 quintals/hectare. Stainless steel tank fermentation with indigenous yeasts and up to 12 days maceration on the skins precedes racking into Allier and Tronçais barriques, and large Slavonian oak *botte*. Aged for two years in new and used Tronçais and Allier casks.



TENUTE
GALTAROSSA



TENUTE
GALTAROSSA

Tenute Galtarossa can trace its heritage back to 1682, when it was known as Villa Pulé. With 80 hectares of vines located between San Pietro in Cariano and Negrar, the estate is comprised of some of the most prized clay and limestone vineyard parcels, planted at high density to encourage deep vertical penetration of the rootstocks which yields concentrated, complex fruit. The moderate climate and high yearly sunshine are ideal conditions to produce Amarone. A boutique winery approach is used; 20 hectares of Galtarossa's best parcels are selected from the estate's total of 80 hectares, which provide Corvina, Rondinella and Molinara to make Amarone and Valpolicella Classico Superiore "Corte Colombara." Galtarossa wines are a boutique project that blends the finest vineyards with a team of experts who use the best vineyard management and winemaking methods to produce limited-production, high quality wines.

Since he embarked on his venture, Giacomo Galtarossa has always energetically demonstrated that with careful vineyard management and skilful cellar work, it is possible to obtain high profile results. —GAMBERO ROSSO

< **Amarone della Valpolicella DOC**

A small parcel of estate land is devoted to this Amarone. Bunches are picked by hand around the end of September and beginning of October. The fruit is placed in six kilogram wood boxes, then the grapes are left to dry naturally in the fruit stores for four months. After pressing, there is a temperature-controlled fermentation in modern vinificators, with a slow maceration for about thirty days. The wine is aged in wood casks of various sizes and forests of origin for two years and the wine matures further in bottle for several months. The wine has aromas of dark forest fruit and herbs, with a juicy, structured palate and cedar notes on the finish.



Valpolicella Classico Superiore Ripasso "Corte Colombara" DOC

Corvina and Rondinella grapes come from restricted plots planted at a high density where yields are limited to 80 quintals/hectare. The bunches are picked by hand and part rests in the fruit store for a short period of drying. After 48 hours cold maceration, the part which is immediately pressed ferments at controlled temperature for about twelve days in modern vinificators. In November, the dried grapes are added to this wine which, with a second fermentation, is enriched with further polyphenolic and aromatic components, and takes on its own unique character. The wine is aged in wood casks of various sizes and forests of origin for about a year and in bottle for another six months.

LAMBERTI



"Lamberti is a champion of wines with impressive quality that are approachable in price."

—GAMBERO ROSSO'S
ALMANACO DEL BEREBEENE 2006
(GUIDE TO DRINKING WELL)

"Lamberti occupies a leading position in the highly prestigious wine-producing area of Verona. Innovation and a focus on premium quality wines are key to this success."

—ITALIAN SOMMELIER ASSOCIATION
(A.I.S.) GUIDA DUEMILAVINI 2007

"Lamberti is a historic winery celebrated for being the first to understand the needs of an evolving wine market and to have found the right formula to re-launch and bring prestige back to the classic wines of the Veneto region."

—LUCA MARONI, VINI ITALIANI 2008

> Prosecco Veneto VSAQ
The fruit is sourced from the best hillside vineyards across Treviso in the Veneto. Grapes are harvested slightly before full maturation to preserve acidity. The base wine is re-fermented in enclosed pressure tanks for the "prise de mousse," utilizing the Charmat method for secondary fermentation, a method best suited to enhance the Prosecco grape's aromatic qualities.

Rosé Spumante Veneto VSAQ
Pinot Bianco, Pinot Nero and Raboso fruit is sourced from the best hillside vineyards across Treviso in the Veneto. Red fruit is vinified with the saigné method. The wine undergoes a secondary fermentation in closed pressure tanks via the Charmat method to obtain a fine mousse.

Pinot Grigio "Santepietre" Veneto IGT

Grapes are sourced from choice hillside sites along the Adige River Valley. The vineyards are sited an average 200 meters elevation and are Pergola trained on well-oriented, alluvial soils with good drainage.

Valpolicella Ripasso "Santepietre" Valpolicella DOC

The vineyards are spalliera-trained (espalier in France) on clay-limestone soils rich in gravel. The wine goes through the ripasso process whereby Amarone pomace is added to the blended wine and the wine is left to re-ferment for 10 days. The wine is aged in Slavonian oak casks for 12 months.

Established in 1964, The House of Lamberti stands on the shores of Lake Garda in the Veneto region of northern Italy. Named after one of Verona's oldest families, whose name graces the famous tower in the city's Piazza delle Erbe, this innovative winery is credited with having re-vitalized classic wines from this area, adapting them to consumption trends. From the vineyards of the Veneto, the estate crafts a range of "New Italian Classics," brilliant, elegant and approachable wines that combine tradition with a modern style that's very popular today. Throughout the property are many *Santepietre*, or "Holy Stones," traditional, low, stone walls that divide many old vineyards found in the Veneto. These walls were built with stones from nearby Lake Garda.

LAMBERTI



CA' DONINI



CA' DONINI

The history of Ca' Donini started accidentally at the end of the 19th century, in a bar located at number 7 Durini street in Old Milan. Many of the loyal customers of the bar stayed on after closing to chat with the owner, Mr. Donini, while indulging in a good glass of wine. It was not long before he was appointed by his customers to select the best wines for their private cellars, and began sourcing attractive ones to bear his own name. Later, his heirs decided to honor their father by trademarking Ca' Donini, and a commercial enterprise was born. Born on-premise, Ca' Donini remains a favorite of restaurants and their patrons.

< **Pinot Grigio delle Venezie IGT**

The grapes come from selected vineyard parcels in Trentino and the Veneto, situated along the Adige valley, on very stony and well-drained alluvial soils, at around 200 meters elevation. The vines are pergola semplice trained with a southern exposition, and yields are kept below six tons per acre to encourage depth and complexity.

Montepulciano d'Abruzzo DOC
Grapes are harvested when fully ripe and vinified utilizing the red-wine method in stainless steel.

Pinot Noir delle Venezie IGT
Vinification eschews the use of oak to capture the fresh, crisp characters of the Pinot Noir grape.

Cabernet Sauvignon delle Venezie IGT
Vinification with maceration on the skins, in open stainless steel vats for 10 days.

Merlot delle Venezie IGT
Vinification with maceration on the skins, in open stainless steel vats for 10 days.

Chardonnay delle Venezie IGT
The grapes are fermented in open, stainless steel vats, and the fermentation is kept to 10 days to encourage clean, fruity aromas and a fresh palate character.



CONTI FORMENTINI



Authentic aromas, measured fruit, considerable aging potential and attention to winemaking are evident at Conti Formentini. Formentini [pays] a lot of attention to the texture of the whites but also gets a lot of fruit into its reds.
—Decanter

> Rylint Collio DOC
The Formentini range's newest addition, Rylint continues the Collio tradition of multi-variety premium white wines. Composed of 40% Chardonnay, 30% Sauvignon Blanc and 30% Pinot Grigio, this was conceived as a "best of the best" blend. Each varietal is vinified separately, then assembled and aged in stainless steel to preserve the integrity of the fresh fruit flavors.

Pinot Grigio Collio DOC

The Collio region is renowned for world-class whites, and the San Floriano area produces full-bodied wines with plush texture. This style is obtained from vines planted at high density, low yields and six months aging on the lees.

Cabernet Franc Collio DOC

As a single variety, this grape finds rare expression in this cool yet temperate climate. The Dolomites to the north and the Adriatic to the south form a protective blanket that allows this red grape to fully mature in a long growing season. A majority of the wine is aged in steel and the remainder is aged in French barrique.

Merlot Collio DOC

Merlot has proven a versatile grape that thrives in Friuli's climate. The wine is vinified and aged in steel, resulting in raspberry aromas, wild berry palate flavors, solid structure, grainy, soft tannins and an angular acidity that shapes and helps balance the wine.

Founded in 1520, the 80-hectare Conti Formentini property is the oldest continuous estate in the Collio subregion of Friuli Venezia-Giulia and is located on the highest hill, San Floriano. Within Friuli, and throughout Italy, Collio is a zone reputed for the highest quality white wines. With the beginnings of the Dolomites just to the north, vineyards are protected from harsh cold weather while gaining a moderating climatic influence from the Adriatic Sea to the south. The cool climate is complemented by soils specific to this region: marl and sandstone with layers of *flysch*, fossilized sedimentary marine deposits. This geology is similar to Burgundy's Chablis and the Mâconnais, which favors the production of grapes that possess distinctive mineral characters, aromatic richness and flavor complexity. Winemaker Marco del Piccolo crafts wines with aromatic purity and intensity, subtle fruit flavors and a sleek texture highlighted by brisk acidity.



CONTI
FORMENTINI

SOUTHERN ITALY

"With its wealth of rediscovered varieties, southern Italy offers an adventurous alternative for wine lovers looking for new palate experiences." – *WINE ENTHUSIAST*

Where does the South begin in Italy? Is the Po River the dividing line as some would have? Or is it the industrial capital of Bologna? Or perhaps Rome itself? Or perhaps none of these. Perhaps the dividing line between north and south is something less tangible, less a place than an attitude, a position in life, a way of thinking about time and space.

In any case, wherever the division occurs, it is certain that the regions of Apulia (Puglia), Basilicata, Sicily and Sardinia are part of greater Southern Italy. And it is in these regions today that we find the most dynamic and explosive growth in the Italian fine wine industry.

Apulia, the "heel" of Italy's "boot" is a sun-drenched, sea-surrounded region that is home to Negroamaro and Primitivo fruit and the Salice Salentino DOC. This beautiful region is, arguably, home to western wine itself. (Primitivo is thought to be the ancestor of Zinfandel). The wines of Apulia benefit from more sunshine-days than any region in Italy or Western Europe and the wines themselves are rich, bittersweet, even chocolate-y and delicious.

Basilicata, the "arch" of the boot is a spectacular mountainous region which produces wines (and people) of great breed and great pride. Aglianico, "the

Nebbiolo of the South", is the primary grape variety and the extinct volcano, Monte Vulture, the primary influence. Naturally low in yields, Aglianico, is a tannic variety that needs long ageing to reveal its fundamental elegance and beguiling aroma shaped by the unique, mineral composition of the soils and cool temperatures. These distinctively elegant aromas of fine leather, vanilla and clove are unlike anything you will ever taste.

Sicily is a country unto itself, Italian by a recent history if not geography. Some even suggest that it is one of the northern frontiers of Africa rather than part of the European landmass. The wine industry here is very well developed and produces reds and whites of great distinction. Nero d'Avola is the principal red variety and produces splendid wines that combine depth and full bodied fleshiness in a structure and frame that makes them versatile partners to the exotic cuisine of Sicily which often finds sweet, sour and salty foods in the same dish.

Sardinia, although not South in geography, is southern in its attitude and viticulture. This mountainous island produces splendid dry whites from the Vermentino fruit as well as rustic and delicious reds from Mediterranean varietals such as Cannonau and Monica di Sardegna.





CASTELLO MONACI

Castello Monaci is located in Apulia's Salento region, the "heel of the boot." In this emerging region, Castello Monaci is a reference producer crafting wines with the unique characters of Southern Italy's indigenous grapes Primitivo, Negroamaro and Malvasia Nera, the focus of the estate. Apulia receives the most intense sunlight in Italy, which is tempered by the two seas nearby. Constant maritime winds help produce exquisitely balanced fruit. The heart of Castello Monaci is a 16th century medieval castle once run by Basiliani monks who maintained a long winemaking tradition. Lina Memmo, whose family has owned the estate since the 19th century, and husband Vitantonio Seracca, General Manager, currently run the property. Francesco Bardi is winemaker, dedicated only to Castello Monaci, which owns 150 hectares. Each vineyard parcel is cultivated, harvested and vinified separately in small tanks. These are wines *disegnati dal sole*: 'crafted by the sun.'



"Castello Monaci makes a range of beautiful wines that highlight the unique qualities of Apulia's indigenous varieties."

—THE WINE ADVOCATE

"Castello Monaci is an excellent source of value wines."

—THE WINE ADVOCATE

"Castello Monaci could well be considered a model for winemaking in Apulia."

—GAMBERO ROSSO

< "Artas" Primitivo del Salento IGT

100% first selection Primitivo fruit. The vineyards have deep, dry soils mixed with relatively fragile limestone. The alberello-trained vines are planted at high density, about 5,000 vines per hectare, to encourage deeper, vertical root penetration. Yields are kept to 1.2 tons per acre, which produce concentrated wines with aromatic depth and palate complexity.

"Pilùna" Primitivo del Salento IGT

This 100% Primitivo is named for "pot made of clay" in Greek, a homage to the traditional container farmers used to store water. Clay is also a symbol for a land that breathes. Vineyard trellising is a combination of *alberello pugliese* and spurred cordon systems on deep, dry clay soils with some tufaceous, i.e. volcanic, limestone. The *alberello*, called *gobelet* in France, resembles a small tree or bush. With this method, the vine's leaves protect the grape bunches from excessive sun. The spurred cordon encourages smaller yields to maximize concentration. Grape clusters are manually harvested at dawn during cooler temperatures.

"Liante" Salice Salentino DOC 80% Negroamaro and 20% Malvasia Nera di Lecce. Liante means "Wind of the Levant," icy in winter and hot during the summer, which gusts fiercely through the Adriatic, particularly Apulia. The grapes are hand harvested at dawn and fermented separately because they ripen at various intervals. In early September, Negroamaro ripens first, while the Malvasia Nera takes another two weeks. There's a controlled-temperature fermentation in stainless steel, with 10-12 days maceration and daily pumping over. After the malolactic fermentation, the wine is blended then half is aged in French barriques, the rest in steel.

"Maru" Negroamaro del Salento IGT

This 100% Negroamaro is part aged for 6 months in French barrique and the rest in stainless steel. In local Salentino dialect, Maru means "severe, dark." Negroamaro means dark and bitter—for this wine, it means rich, sumptuous and balanced, with a slightly rustic finish.

"Kreos" Rosato del Salento IGT This 90% Negroamaro and 10% Malvasia Nera blend shows bright red berry fruit and fresh acidity.

"Simera" Bianco del Salento IGT

Simera ("today" in greek), is a blend of 25% Verdeca and 75% Chardonnay, harvested and vinified separately. Verdeca, an ancient Greek varietal now native to Apulia, adds acidity and tart, vegetal characteristics. This is a modern, Mediterranean wine with good structure and a strong personality. The color is light yellow with a greenish tint; the aroma is intense and fruity with a soft and lush palate.

TENUTA
RAPITALÀTENUTA
RAPITALÀ**< "Hugonis"**

The property's flagship, a 50/50% Nero d'Avola/Cabernet Sauvignon blend, made with grapes from low-yielding parcels with rich, clay soils at 300-400 meters elevation. Each varietal is aged separately in French barriques for 18 months.

"Grand Cru"

This 100% Chardonnay is partially fermented in French oak barrels where it rests on its lees for 12 months, yielding a full-bodied yet elegantly complex wine.

"Solinero"

Made from 100% Syrah grapes harvested late to encourage ripeness and concentration. The wine is aged for 12 months in two and three year-old barriques.

"Nuar"

A blend of 70/30% Nero d'Avola and Pinot Nero, the Burgundian grape that develops color, softness and depth in Sicily's clay soils and warm sunlight. Each variety is fermented in stainless steel with long maceration at high temperature to enhance the polyphenolic components. The Pinot Nero is transferred to French barriques for nine months.

"Casali"

A 70/30% blend of indigenous Cataratto and Chardonnay, best expresses the most unique aspect of Rapitalà, its dramatic variation in altitude. Grapes from selected vines at 350-600 meters elevation are chosen to create a rich, full wine that is fresh and crisp.

"Nadir"

A surprisingly floral interpretation of earthy Syrah, made utilizing a 3-day pre-fermentation maceration "cold soak" to enhance the wine's herbal tea and red berry aromas. The Syrah vines grow at 450 meters elevation in parcels where dark clay alternates with tuffaceous sand.

"Campo Reale"

Made with an extended maceration and partial barrel aging, this 100% estate grown Nero d'Avola is an exciting red that is the essence of Sicily: deeply colored, with black fruit and spice aromas, and an elegant texture, lively and expansive in the mouth.

"Piano Maltese"

Local grape varieties Grillo and Cataratto combine with slow fermentation and lees aging to create a fresh, lively and dry white with Mediterranean scents and bitter almond notes.

Cielo d'Alcamo Late Harvest

A Sauvignon Blanc/Catarratto blend. The grapes dry on the vine until they contain concentrated sugars. Harvested late and vinified separately, a partial botrytis on the Sauvignon lends deep character. The wine is matured in French barriques for 10 months.

Tenuta Rapitalà represents the foundation of Sicily, a marriage of cultures where the originality and power of Sicilian terroir blend with the elegant style of French winemaking. Near Sicily's northwest coast, the estate includes 175 contiguous hectares of sensuously gentle, undulating slopes. At 300-600 meters elevation, they're the highest vineyards in Sicily. In 1968, the French-born Count Hugues Bernard de la Gatinais, and his wife, Gigi Guarrasi, from a prominent Palermo family, inherited this highly sought-after estate destroyed by an earthquake in the 1960's. They built a modern winery and planted indigenous Cataratto Lucido, Grillo and Nero d'Avola, along with French varieties Cabernet Sauvignon, Chardonnay, Sauvignon Blanc and Syrah. These 100% estate-bottled wines come from 180 unique parcels that are managed, harvested and vinified separately for optimal terroir expression. Today, the couple's son Laurent runs the estate with the same care and passion.

TERRE DEGLI SVEVI
RE MANFREDI



> **Vigneto "Serpara"**
Aglianico del Vulture DOC
On mainly volcanic soils, in Agro di Maschito, a Potenza province, the hillside single vineyard covers over 6 hectares at 500 meters elevation. The wine is named for "vineyard of the serpents." Three hectares contain 40 year-old vines, planted at a density of 3000 vines/hectare, raised 50 cm off the ground, and Guyot pruned. Another three hectares were planted in 2001, with a density of 5000 vines per hectare, using grafted rootstocks and massale selection vines. The grapes bunches, 100% Aglianico del Vulture, are manually harvested from mid-October and winemaking follows traditional methods, with 15-20 day maceration at 25°C and a single re-assembly per day. The must is drawn off with 5-10% of sugars still present and put into French Allier barriques until fermentation ends. For 12 months, the wines then refine in the same barriques, 50% new, medium toast and 50% second use. This is a wine that can age for decades.

Aglianico del Vulture DOC
The 100% Aglianico fruit is sourced from 52 hectares, with a hillside exposition at 330 meters elevation and mainly volcanic soils. One vineyard covers 30 hectares, with 20 year-old vines, planted at a density of 3000 vines/hectare, and Guyot pruned, while another is 22 hectares with 10 year-old vines, plug cordon pruned 80cm off the ground. Traditional clones of the zone have been planted, and all vines are grafted on site, using a selection of the best old, local vines. The grape bunches are manually harvested from mid-October and winemaking follows traditional methods, with 15-20 day fermentation at 25°C and a single re-assembly per day. The must is drawn off with 5-10% of sugars still present and put into French Allier barriques until fermentation ends. At the end of malolactic, the wine is racked and aged for 12 months in the same barriques, 50% new, medium toast and 50% second use.

Bianco Basilicata IGT
The vineyards cover 20 hectares, with a hillside exposition at 330 meters elevation and mainly volcanic soils. Vines have been planted at a density of 3,300 vines per hectare, Guyot pruned at 70cm off the ground. A unique, unusual 70/30% blend of Müller Thurgau and Traminer, the wine is made from perfectly matured grapes which are left to cold-macerate for 48 hours. The clarified must is conditioned at a temperature of 12-14°C, then is slowly fermented in stainless steel vats.

In the pantheon of Italian grape varieties, Aglianico has emerged to rival better-known Nebbiolo and Sangiovese. A relatively recent discovery here in the U.S., Aglianico has grown in popularity, as has interest in the culture, food and wines of southern Italy. In Stephen Tanzer's *International Wine Cellar*, Ian d'Agata has noted: "Aglianico is Italy's next hot grape (in fact, it's one of the world's great grapes)." Re Manfredi was founded in 1998 in the Basilicata province. Plentiful sunshine, parched, hilly farmlands at fairly high elevation, and volcanic soils found south of the dormant volcano Monte Vulture all combine to form ideal growing conditions in the Aglianico del Vulture DOC. Nunzio Capurso, one of Italy's best winemakers according to *Gambero Rosso* is enologist. The 95-hectare estate is run like a top Barolo or Brunello property with an unswerving focus on quality. This benchmark Aglianico producer has earned numerous Tre Bicchieri awards.



TERRE DEGLI SVEVI
RE MANFREDI

SANTA MARIA LA PALMA

> "Le Bombarde" Cannonau di Sardegna DOC

"Le Bombarde" is named for a cove, where cannons on high cliffs helped defenders protect the nearby coastal city of Alghero. Cannonau is the most widely cultivated red grape in Sardinia. Fruit for this wine comes from vineyards with sandy and granitic soils on hillsides; the climate is hot and dry during the summer, and mild over the winter. Harvesting occurs in October and fermentation is at 25-30°C, with regular pumping over to favor a beneficial extraction of tannins. The wine is matured for 6 months in oak casks prior to bottle aging.

Monica di Sardegna DOC

Cultivation of the red Monica grape, one of Sardinia's oldest varieties, dates back to the 11th century when Camaldolite monks began to grow it around their monasteries. It is found across Sardinia, especially in the province of Sassari. The vineyards have deep, chalky soils well-exposed to sunlight for optimal expression of the grape's characters. Best consumed young, it has an assertive character, with ripe red berries and herbs.

"Aragosta" Vermentino di Sardegna DOC

Grapes come from vineyards with optimal exposure, cultivation density and yield per plant for Vermentino. Vineyard soils are a mixture of granite and sand. This wine was vinified in steel and its fresh aromas and flinty flavors can best be enjoyed in the year following the harvest. Harvest normally begins in early September and ends in early October. Selected, hand-picked grapes are sorted again at the winery before separate vinification in stainless steel tank at a controlled temperature of 16-18°C. With fresh aromas of green apples and a hint of fennel, in the mouth, the wine is dry, crisp and refreshing with an almond note on the finish. A quintessential wine for shellfish and seafood.



Founded in 1959 near Alghero, Santa Maria la Palma began as an experiment between a group of wine growers who had been given land which had previously been used as sheep pasture and was restored for viticulture. The winery has since become a success story for the potential of cooperative wine-growing (the norm for this region) when the right elements are brought together: proud families, hard work, boundless passion and Sardinian winemaking tradition. With ideal conditions of soil, sun and sea, the wine growers planted traditional Sardinian grape varieties that thrived in local vineyards and expressed their typicity: Vermentino for whites, Cannonau (Grenache in France), and Monica for reds. Today, 326 growers — children and grandchildren of the original growers — own the winery. They believe that nobility is found in hard work, in the fruits of their labor. Santa Maria la Palma's growers believe their nobility is in the wines they make.

SANTA MARIA LA PALMA



FRANCE

France dominates our understanding of wine, our language about wine and our reference points. It is our center of gravity. To under-

stand wine is to understand French wine (which is not the same as understanding France or the French, two related but different subjects all together).

French wine can be understood simply by drawing a line from north to south and then another from east to west around the middle of the country. The northeast is the home of the Loire valley and the light, elegant wines made from Sauvignon Blanc and Cabernet Franc such as Sancerre, Pouilly Fume and Chinon. The north-west, more continental in climate, finds viticulture dominated by Chardonnay and Pinot Noir from Champagne all the way south through the magnificent vineyards of Chablis and Burgundy to the gentle hills of Beaujolais where Pinot Noir gives way to Gamay. Farther east begin the great vineyards of Alsace home to France's most aromatic wines, Riesling, Gewurztraminer and Pinot Blanc. The Southwest enjoys the Atlantic climate it shares with the Loire but it is informed by sunnier and warmer weather. In Bordeaux, noble wines are made from Cabernet Sauvignon, Merlot and Sauvignon Blanc. Surrounding Bordeaux the vineyards of Cahors are home to Malbec which needs the extra warmth to yield its considerable charm.

And, finally, in the Southeast, where the Rhone river runs north to south like a majestic highway, the vineyards overlooking the river produce the world's greatest expressions of Syrah, Grenache, and Mourvedre in red wine and Viognier, Marsanne and Roussanne in white. These same varietals also inform the vast and developing vineyard of the Languedoc just south of the Rhone delta toward Spain.

In each of these areas, native grape varieties find original and authentic expressions. To understand Sauvignon Blanc, one must understand Sancerre. Cabernet Sauvignon cannot be tasted or appreciated without having some experience tasting and drinking the great wines of Bordeaux. To appreciate Syrah, one must understand the wines of the Northern Rhone, such as Hermitage and to understand Riesling, one must understand Alsace Riesling.

France then is THE point of reference and the beginning of our understanding of fine wine. And, in the heady pleasures and unmatched quality many of its wines offer, France is, very often, the ultimate point of that understanding too.



CHAMPAGNE
POL ROGER



CHAMPAGNE
POL ROGER



At Pol Roger, confidence and intense family pride come from over 155 years of producing exquisite Champagne. Founded in 1849, this is one of only a few Grande Marque Champagne houses still family owned and operated. Almost half the vineyards are estate-owned, a rarity in a region where 80% of Champagne is made by large houses, yet around 15,000 wine growers own 88% of the vineyards. All grapes vinified at Pol Roger originate from vineyards in Premier or Grand Cru villages rated an average 95 points. Like hand-crafted jewels, during the elaboration of each cuvée, each lot is kept separate, by village, vineyard, grower and grape variety. Pol Roger is one of the last producers to do riddling by hand. In effect, each bottle of Cuvée Champagne is hand-made. Pol Roger Champagnes are the marriage of power and elegance.

Pol Roger Champagnes embody the art of blending wines using grapes from different parcels. Pol Roger's tasting panel of five board members taste, judge, and decide on the components for each cuvée, ensuring the quality of Pol Roger Champagnes from vintage to vintage.

< Cuvée Sir Winston Churchill
With immense pride and joy, Pol Roger created this prestige cuvée to honor Sir Winston and is made in a style of which he would approve. The precise blend is a family secret and is produced only in the finest vintages. This cuvée was composed of grapes from the same plots that were sourced to produce Churchill's favorite vintages, such as the excellent 1928. "SWC" has been called the "greatest luxury cuvée of modern times."

Brut Reserve "White Foil"
A roughly equal blend of Chardonnay, Pinot Noir, and Pinot Meunier, this Champagne defines the house style: finesse and elegance married to power. Every year, this Champagne carries the reputation of Pol Roger.

Pure Brut

A Champagne in its most natural state, which retains the character of Pol Roger. Made with no dosage ("brut nature"), Pure is an authentic expression of diverse terroirs, a perfect balance of the three Champagne grape varieties blended in equal proportions.

Rich Demi-Sec

Rich differs from Brut Reserve "White Foil" in its increased dosage of 34 g/L, which produces a wine between sec and demi-sec in style, a style a little less dry.

Pol Roger Vintage Champagnes are all considered "Têtes de Cuvées". And Cuvée Sir Winston Churchill, beyond these, is considered a Champagne apart, a "Cuvée d'Exception."

Brut Vintage

This blend of 60/40% Pinot Noir and Chardonnay is drawn from the 18 best Grand and Premier Cru vineyards from a single vintage and is only produced in declared vintage years, a special event at Pol Roger like a birth in the family. Aged seven years before release, in this blend, Pinot Noir contributes intensity, backbone, tannins and body, while Chardonnay provides fragrance, elegance and finesse.

Brut Blanc de Blancs Vintage

A 100% Chardonnay wine, from Grand Cru Côte des Blancs vineyards, nearly all owned by Pol Roger, with many rated 100 points. Epitomizing elegance, Pol Roger refers to this wine as "the crown jewel of Pol Roger." This wine is remarkably dense and full-bodied, showing the pre-eminence of Chardonnay in Champagne.

Brut Rosé Vintage

Always Champagne's most stylish rosé, this blend of mainly Pinot Noir and Chardonnay can include a percentage of other red grapes from Champagne. It comes from over 20 Grand and Premier Cru vineyards. This Champagne is a *Rose d'Assemblage*, produced only when vintage conditions merit the blend.

MAISON ET DOMAINE
HUGEL ET FILS

Hugel has pioneered much advancement in Alsace, including the creation and classification of Grand Cru vineyards. Today, Hugel prefers not to use the Grand Cru designation, because the original boundaries and number of these vineyards have been expanded to include less-favored sites. House specialties include late harvest Vendange Tardive and Sélection de Grains Nobles wines, made with selected botrytis-affected grapes. Wines are released only when the family agrees they're ready; the focus is ultimate quality. A first-time taste of these wines is a revelation: aromatic, pristine and suave fruit with earthy minerals.

> **Riesling Vendange Tardive** Produced from 40 year-old vines in exceptional vintages, this rare wine has been a specialty of the Hugel family for generations. Hugel's "VT" wines are produced from grapes over-ripened on the vine and picked much later than normal. "Noble rot," or botrytis, gives these wines tremendous ageing potential and they're frequently placed among the finest white wines in France.

Gentil

A perennial great value, this wine is a Riesling blend with Gewurztraminer, Muscat, Pinot Gris and Sylvaner. Gentil is a joyous, convivial wine whose release by the Hugel family in the spring following each vintage is always awaited with impatience.

Pinot Blanc "Cuvée Les Amours"

A grape sometimes lost behind Riesling and Gewurztraminer, Pinot Blanc is one of the most planted in Alsace. At its best, this subtle grape produces wines of elegance, delicate aromas and mineral-tinged flavors of fresh stone fruits. Hugel calls its seductive Pinot Blanc "Cuvée Les Amours," French for "Lover's Blend." Since its debut 1967 vintage, this steel fermented, lightly-filtered wine has been highly popular in the United States.

Gewurztraminer

"Hugel" Gewurztraminer is made exclusively using fruit from the best vineyards around Riquewihr, to ensure an authentically dry and aromatic expression. This best-known Alsace grape gives a wine that is uniquely spicy and suave.

Riesling "Jubilee"

Produced only in the finest vintages from 35 year-old vines in

Hugel's Grand Cru Schoenenbourg vineyards, this wine shows apple blossom and honeysuckle aromas before pristine, tart, green apple skin fruit on the palate, with incredible depth.

Gewurztraminer "Vendange Tardive"

This late harvest wine is intensely perfumed and powerful, with charming sweetness balanced by ripe acidity—a combination that promises a long, graceful evolution over many years. This wine for the long haul can also be enjoyed upon release. Spectacular!

Riesling "Sélection de Grains Nobles"

Extremely rare and made in limited quantities, "SGN" wines are made from individually selected botrytis-affected grapes. Important factors must coincide to produce "SGN" wines: an exceptional vineyard, old vines, perfect overall maturity and early-morning mist followed by maximum sunshine, to encourage the development of botrytis cinerea. The shriveled grapes are harvested berry-by-berry then vinified with utmost care. The resulting nectar has remarkable finesse and complexity, its lifespan almost limitless.

For over 350 years and with twelve family generations the Hugel family has unrivalled experience and knowledge of Alsace vineyards and winemaking. Without the work of the remarkable Hugel family, located in the picture-postcard fortified village of Riquewihr, the worldwide reputation of Alsace wine would not have been the same. Over half Hugel's 27-hectares are in Grand Cru vineyards Sporen and Schoenenbourg, a special source of pride, planted to Riesling and Gewurztraminer, with small parcels of Pinot Gris and Pinot Noir. Winemaking is transparent, so that fruit, soil and vintage are clearly conveyed in the glass. Hand-picked grapes come to the winery in small tubs, are rigorously sorted then gravity-fed into the presses without pumping. After gentle pressing the must is decanted before a long, slow fermentation in temperature-controlled barrels or vats at 18-24°C. The wine is racked once, before slow natural clarification over the winter. "Hugel" wines are the quintessence of Alsace. The Hugel website offers a wealth of information about Alsace wine, www.hugel.com.



MAISON ET DOMAINE
HUGEL ET FILS



PASCAL JOLIVET



"We cannot just say we believe in terroir, we must prove it through our wines." — PASCAL JOLIVET

> **Sancerre Exception Blanc**
Grapes are sourced from old vines in Sancerre's best sites: Chene-Marchand in Bue, Mont Damne in Chavignol and Clos du Roy in Crezancy. Fermented with native yeasts, this Sancerre undergoes no malolactic fermentation, is unoaked and unfiltered. This is Jolivet's purest, most unusual and most exceptional expression of wine from Sancerre, hence the name "Exception."

Sauvignon Blanc "Attitude"
Made with the same attention to detail as Jolivet's great Sancerres, this wine is made from grapes grown outside the appellation. The wine offers expressive floral and fruit aromas, freshness and minerality in the mouth. This is

textbook Sauvignon Blanc from the Loire.

Pouilly-Fumé

Grapes come from Jolivet's three separate vineyards with diverse glacial soils; each village and site brings different characteristics to the wine. Les Loges is very calcareous and yields full, firm wines. Saint Andelain is clay-siliceous and yields fruity and expressive aromas. Tracy-sur-Loire's sandy and limestone soils lend delicate, fine aromas. This floral, round, fruity wine is magnificent.

Sancerre

The grapes come from three vineyards: "Les Caillottes," with very chalky soil, situated at Bué en Sancerre, is 50% of the blend; "Les Terres Blanches," the highest hill to the west, with calcareous clay soils, represents 30% of the blend; and "Silex," to the east, has stony soils rich in flint, 20% of the blend. Vinification is traditional, slow fer-

mentation 6-8 weeks with natural yeasts and no malolactic. This fresh, crisp wine is an unequaled bottling of Sancerre.

Pouilly-Fumé "Indigène"

Assembled from a range of Pouilly terroirs, Indigène is powerful and taut, with a pronounced minerality that complements strong flavored cuisine, and develops layered complexity and weight with aeration. Aged for 12 months on its lees and bottled unfiltered, this is enjoyable now, and will age well. This bottling is the quintessence of Pouilly Fumé: very rich, very deep, brooding and age-worthy.

Sancerre Blanc "Sauvage"

Selected from uniquely sited, organically farmed parcels in Champtin, fermented using only wild yeast, aged for 12 months on its lees, then bottled unfiltered, "Sauvage" is intense, expressive and elegant; a bold expression of the region.

Founded in 1987, Pascal Jolivet makes exemplary wines from his choice vineyards in Sancerre and Pouilly-Fumé: Chene-Marchand and La Plante des Près in Bué-en-Sancerre, Mont Damne in Chavignol and Clos du Roy in Crezancy.

"I do a kind of biodynamic vinification that takes time, but results in wines you can drink and enjoy without fatigue. My wines have finesse, elegance, and purity, with clean aromas and flavors. There is a paradox in the winery, because I use technology, but only to control the fermentation, not to interfere. I make natural wines that are easy to drink, not 'technical wines' that are heavy and don't go with food. I have a strong philosophy that our wine is a beverage meant to complement food. We follow our own logical approach to respect the grapes and make Sauvignon Blanc wines that are lovely, fruity and vibrant." — PASCAL JOLIVET

Sancerre Chateau du Nozay

This old-vine vineyard, planted in calcareous clay soils with a high proportion of limestone, sits on 20 acres of very steep slopes that adjoin the villages of Sainte-Gemme and Sury-en-Vaux in Sancerre, and is perhaps the single

best site in Sancerre. A very traditional, slow fermentation is employed, utilizing natural yeasts and no malolactic fermentation. This superb wine always shows a floral and mineral complexity, due to limestone soils.



PASCAL JOLIVET



PAUL JABOULET AÎNÉ

< **Hermitage "La Chapelle"**

For decades, this revered name has been the reference point for Hermitage. Jaboulet has been sole owner of the 20.6-hectare La Chapelle vineyard since 1919, and each year it sources fruit from several parcels within La Chapelle, including Bessards, Greffieux, Méal and Rocoules. The final assemblage exemplifies the great potential of this treasured terroir. Vines are 40-60 years-old and yields are 10-18 hl/ha.

Cote Rotie "Les Jumelles"

One of the oldest appellations in France, Côte Rotie was farmed by Romans. In the Middle Ages, legend tells that Seigneur Maugiron split his land between two daughters, one blond, the other brunette, hence the differing vineyard types: Côte Brune and Côte Blonde. These parcels cover 2 hectares of extremely steep, granite terraces, covered with siliceous limestone in the Côte Blonde, and clay and iron oxide in the Côte Brune.

Crozes-Hermitage "Domaine de Thalabert"

Situated on a plain, Domaine de Thalabert has belonged to Jaboulet since 1834 and is the oldest in the appellation. The 40 hectare estate has glacial soils of small, round pebbles which store daytime heat and release it at night, providing optimum maturity. Syrah vines are 40-60 years old.

Crozes-Hermitage "Domaine de Roure"

In 1996, Jaboulet bought this domaine from the Roure family. Situated in the commune of Gervans, north of Tain l'Hermitage, vineyards cover 3.5 hectares on very steep granite south/south-west-facing slopes. Syrah vines are 40-60 years old. This Crozes-Hermitage vineyard could be reclassified as Hermitage itself.

Crozes-Hermitage "Les Jalets"

This wine is named for the French word for pebbles left behind by alpine glaciers, as in Châteauneuf-du-Pape. The name also refers to Jaboulet's new cellars in La Roche de Glun commune. A pure expression of Syrah, "Les Jalets" is a blend made from different vineyards owned and farmed by Jaboulet. It often represents spectacular value.

Chateauneuf-du-Pape Rouge "Les Cèdres"

The most famous appellation in the southern Rhône is also one of France's best-known. Since the Jaboulets now own vineyards in Chateauneuf-du-Pape, this famous cuvée will soon be joined by a domaine bottling. Dense, with tell-tale tar and smoke aromas, this is always a magnificent example of this appellation.

Saint Joseph "Le Grand Pompée" Rouge

Saint Joseph wines offer the best value of any northern Rhone red. In Victor Hugo's "Légende des siècles," the 9th century's Grand Pompée fought with Charlemagne against the Moors, on the right bank of the Rhône. This five-hectare estate is located at Limony and Tournon, on light schist and gneiss soils atop granite.

Muscat de Beauges-de-Venise "Le Chant des Griolles"

Grapes from small-berried 35 years-old vines go into this, the greatest fortified dessert wine made in France.

Since the early 19th century, the name Paul Jaboulet Aîné has been eponymous with quality in the Rhône. Today, there is a renewed sense of energy and purpose. In early 2006, the Frey family bought Jaboulet and implemented sweeping changes to return Jaboulet to the summit of quality Rhône producers. Impressive holdings are among the largest in the Rhône, spanning nearly all great appellations: Condrieu, Cornas, Côte-Rôtie, St. Joseph, Crozes-Hermitage and Hermitage. Recent purchases include Châteauneuf-du-Pape, Crozes-Hermitage and Côte-Rôtie vineyards. Winemaking stresses severe selection, dramatically lower yields, long and steady fermentations and aging in newer barrels. The wines are rich and dense, with remarkable balance and finesse: Rhône grapes in full song. Most wines are enjoyable upon release, while wines like Hermitage "La Chapelle" and Côte Rôtie "Les Jumelles" reward patience. There's also a notable range of white wines.



JABOULET
PARALLÈLE 45



> **Cotes du Rhone**
"Parallèle 45" Red

A 60/40% Grenache and Syrah blend, Jaboulet "P45" is a great introduction to both the wines of the Rhone and to Jaboulet's impressive, broad offerings. "P45" is a rich, complex and delicious Syrah-driven blend and pint for pint one of the best values in fine red wine available in the market.

Cotes du Rhone
"Parallèle 45" Rosé

A blend of 50% Grenache, 40% Cinsault and 10% Syrah, this racy rosé has some serious weight on the palate. Vinified as a "vin de saignée," a short maceration with a long fermentation under controlled temperatures is employed. This wine defines the word delicious!

Cotes du Rhone
"Parallèle 45" Blanc

A blend of 50% Grenache blanc, 20% Marsanne, 20% Viognier and 10% Bourboulenc, this wine is aged 2-3 months, 50% in oak casks, to help round its bright, tart, mineral-inflected stone fruit and structure in the mouth. This delicious white wine has sufficient depth and weight to complement white meats and game.

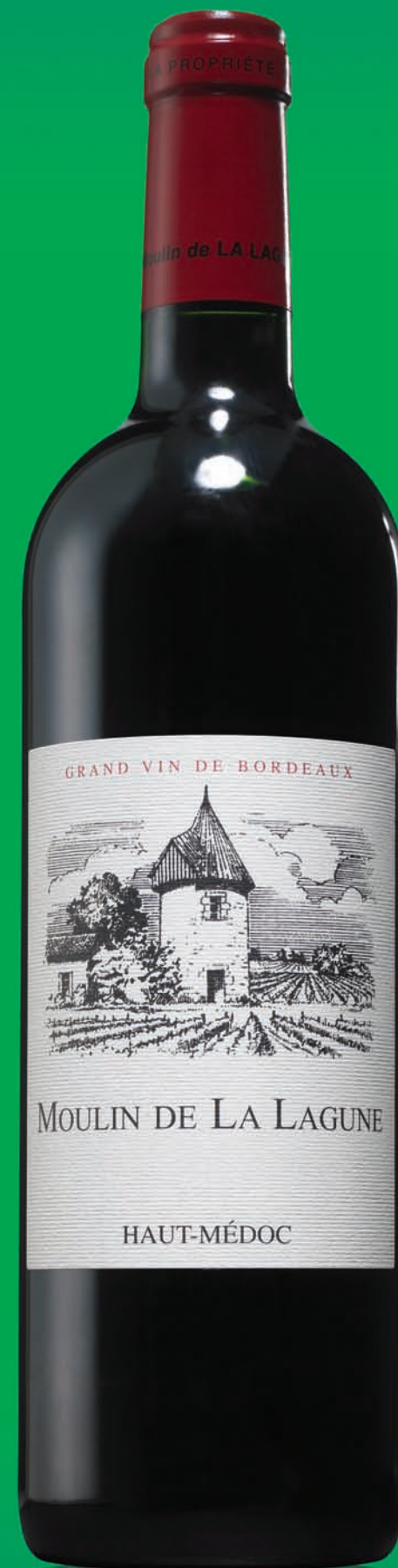
Jaboulet Parallèle 45 is the Cotes du Rhône that has built the reputation of the Rhône as the region producing the greatest values in fine French wine. "P45" competes head-to-head with wines from France, Italy, Spain and the new world and justifies its reputation as France's greatest value red wine year after year. This great brand is named for the 45th North parallel which runs two kilometers from the Jaboulet cellars. In a nearby village, a monument proclaims: "Here begins the South". All of the world's greatest vineyards are located just north and just south of this latitude. The Jaboulet's named their Cotes du Rhone in the early 1950's and the name has been synonymous with quality and value ever since.

Under Jaboulet's new owners, the Frey family, Parallèle 45 is reaching new quality levels. In 2007, Jaboulet vineyards passed qualification for reasoned agriculture, encompassing: vineyard management, fertilization and vine treatments. This first step to obtain double certification ISO 9001/ISO 14001 indicates Jaboulet's commitment to sustainable vineyard practices.



JABOULET
PARALLÈLE 45

CHATEAU
LA LAGUNE



CHATEAU LA LAGUNE

Wow, has this property come back with resounding quality over the last three or four years, producing wines that are better than anything they made during their glory days in the seventies and eighties."

—ROBERT PARKER,
THE WINE ADVOCATE, APRIL 2007

< Moulin de La Lagune Haut Médoc

The same winemaking methods used to make the "Grand Vin" are employed for the Chateau's "second wine," Moulin de La Lagune. The encepagement in the vineyard is around 50% Cabernet Sauvignon, 40% Merlot and 10% Cabernet Franc. However, more Merlot is usually employed in the blend of "Moulin." The estate's vineyard soils are similar to those found in Graves, primarily gravel and sand, very well drained, on a gentle slope oriented north-south. Together with the area's warm climate, this terroir is well suited to Merlot although Cabernet Sauvignon thrives and is marvelously exotic, as well.

The fruit is manually harvested after a careful sorting and triage, and the grapes are traditionally vinified in wood vats. The wine is aged for 12 months in French oak barrels, 30-40% new. Full-bodied, with typical earthy, black currant, and lead pencil aromas, the wine is youthful and vibrant. Caroline Frey's passion for the expression of terroir and her concerns for sustainable viticulture have resulted in superb wines and have brought the estate new attention in the wine world.

Château La Lagune is one of only five estates outside St. Estèphe, St. Julien, Pauillac and Margaux to be classified in the 1855 ranking of Bordeaux. Of the five, two are in the southern Médoc, south of Margaux, and between these, Château La Lagune occupies the southernmost position. Its terroir is exceptional and the vineyard rises like a camel's back at the very entrance to the Medoc. La Lagune's wines possess a warm, ripe fruit character, firm but noble tannins and silky, balancing acidity.

The Frey family has managed Château La Lagune since they purchased the estate in 2000. Rising star Caroline Frey has been Château La Lagune's enologist since she graduated Valedictorian in August 2003 from the Bordeaux Faculty of Oenology. During her studies, Caroline came to the attention of her professor, Denis Dubourdieu, a top consulting enologist in Bordeaux, who also consults for La Lagune.

DOMAINE DE
LAGRÉZETTE

Entrepreneur and art collector, Alain Dominique Perrin has owned the 500 year-old Domaine de Lagrézette since 1980. Passionately committed to producing the finest 'luxury Malbec' wines from France, Perrin has transformed Lagrézette from an understated Cahors gem into a world-class property that produces a range of four voluptuous red wines: Zette, flagship Château Lagrézette, and luxury cuvées "Cuvée Dame Honneur" and "Le Pigeonnier." In 2008, two new wines—a white and rosé simply called "Zette"—were introduced. Urban, hip and visually striking, "Zette" is modern, easy to drink, bold and seductive. Michel Rolland, the world's most famous consulting enologist, oversees wine-making. These standout wines will prompt many wine lovers to see Malbec in a new light.

< Le Pigeonnier

This 100% Malbec wine comes from a small 2.7 hectare vineyard of clay and limestone soils, situated on the third terrace of the Lot River, with an east/west exposure. Yields are kept to 15-20 hl/ha, and the annual production is about 7,000 bottles. Cold maceration for four days is followed by vinification in 75-hectolitre oak vats or foudres, with daily punching down and pumping over, before prolonged post-fermentation maceration at 30°C, to extract optimally ripe tannins and texture. The wine completes malolactic and is aged 28 months in new oak barrels. With extremely concentrated, ripe and spiced dark berry fruit and formidable tannins, Le Pigeonnier is a true vin de garde, and it should age well for over 25 years.

Cuvée Dame Honneur

This wine is produced from the estate's oldest vines, situated on the Causse and on the third terrace of the Lot River. Yields are kept to 25-30 hl/ha from 25 year-old vines in clay and limestone soils, and total annual production is approximately 10,000 bottles. A 91/9% blend of Malbec and Merlot, the two grape varieties combine to produce a wine both powerful and round, with sturdy but suave tannins. Cuvée Dame Honneur is aged 24 months in oak barrels and blended just before bottling.

Château Lagrézette

The domaine's flagship is a blend of about 85% Malbec, 13% Merlot and 2% Tannat, made using grapes from 20 year-old vines grown in limestone and clay soils. After crushing, there is cold maceration for 5 days to extract color, intense aromas and ripe tannins. Malolactic fermentation is in new and one year-old oak barrels. A final blending of the three varieties precedes 18 months aging in barrel, without clarification or filtering. This polished wine shows sweet Bing cherry, licorice and svelte red fruit aromas and palate flavors: very impressive.

Zette Rouge

This 100% Malbec comes from fifteen year-old vines grown in clay and limestone soils. The wine has a burly but easy drinking character, filled with spicy red and black fruits, to enjoy now.

Zette White

This wine is a limited-production blend of 80% Chardonnay and 20% Viognier, from vineyards in the Lot River valley in southwest France.

Zette Rosé

This is a limited-production blend of 55% Malbec, 40% Syrah and 5% Viognier, from sun-drenched vineyards in the Languedoc region of southern France. Delicious!



CHATEAU SAINT SULPICE

The Bordeaux AOC appellation covers a whopping 59,000 hectares and it alone counts for about 25% of the total AOC wine produced in France, around 400 million bottles. The region produces a volume of AOC wines that matches the Rhone, Alsace and the Loire regions combined. Bordeaux AOC is France's most popular red wine.

> **Chateau St. Sulpice Bordeaux**

A blend of 70% Merlot, 20% Cabernet Sauvignon and 10% Cabernet Franc, this wine is vinified as if it were a "classified growth," complete de-stemming, eight-day fermentation in new temperature-controlled stainless steel tanks and aging in vats for several months before bottling. This approach emphasizes the natural red fruit characters. The wine exhibits black cherry, spice and plum notes, with great depth and balance.

The 100-acre Chateau Saint Sulpice estate is situated in the eponymous village in northern Entre-Deux-Mers, just south of St. Emilion and 14 miles northeast of Bordeaux. The property is planted mainly with Merlot and is very carefully tended by owner-winemaker Pierre Duberge and his son Christophe. Their spotless cellar has been recently modernized, including a battery of stainless steel tanks. Made with the same methods of utmost quality as those used to produce First and Second Growth Bordeaux, Chateau Saint Sulpice is extraordinary Bordeaux. With spicy black fruit aromas and a dense, rich texture, the wine is charming and approachable.

CHATEAU SAINT SULPICE





HECHT & BANNIER
 WINE & SPIRITS
 120 ml

HECHT & BANNIER

Formed in 2002, Hecht & Bannier makes wines that are reference points for the Languedoc-Roussillon, France's largest and most confounding winemaking region. Founders Gregory Hecht and François Bannier: "To conserve the typical Mediterranean strength in our wines while preserving balance and crispness, this is our mantra for all the appellations we produce." New to Frederick Wildman, this negociant is the Languedoc's most exciting project in 50 years, and promises to be a formidable player with dramatic impact in the region, like Jaboulet in the Rhône.

Some of France's oldest vineyards are also the least known. Twenty-five centuries ago Romans discovered this large amphitheatre facing the Mediterranean, yet for most of the 20th century, over-productive vineyards made anonymous wines. In the last twenty years, a quality revolution has been underway, and Hecht & Bannier is at the forefront.



Following a long selection process, tastings are organized to create blends and decide on elevage options. From a range of pre-selected samples, normally 15-30 per appellation, a blend is built. Each blend is usually based on 5-10 different parcels found to be exceptional. These final blends are then wines bottled to best represent each appellation in our range.

< Faugères

A blend of mainly Syrah, with Mourvèdre and Carignan, this wine is aged in a mixture of tank and aged cooperage: 10% in tank, 30% in 600-liter demi-muids; new and 1 year-old wood, 30% in 300-liter barrels, 2 year-old wood, and 30% in 225-liter barrels; new and 1 year-old. The wine is plush, powerful and broad-shouldered with tremendous elegance.

Minervois

Each blend is usually based on 5-10 different parcels. A blend of mainly Syrah, with Grenache, this wine is aged in 40% tank, 30% in 600-liter demi-muids; one and two year-old and 30% in 225 liter barrels, one year-old. Rich and soft, the wine has a very tender style.

Côtes du Roussillon Villages

A blend of 70% Grenache, with the remainder Carignan, Syrah and Mourvèdre, this wine is aged in a mixture of tank and aged cooperage: 20% in tank, 30% in 600-liter demi-muids; new, 30% in 400-liter barrels, new and one year-old, and 20% in 225-liter barrels; one and two years-old. The wine shows ripe fruit and power yet is refined, elegant and approachable.

BURGUNDY

Burgundy is easy to explain and impossible to comprehend. The easy part: there are only two grape varieties planted (taking out the

Beaujolais for now): Chardonnay for white wines and Pinot Noir for reds and the region is small, 150 miles from north to south (and that includes the Beaujolais). The impossible part: these two grape varieties planted in this small vineyard produce hundreds of wines, each one absolutely unique. To know Burgundy is to understand it cannot be known, it can only be experienced bottle by bottle, wine by wine and year by year over a lifetime.

Generalizations are, however, possible. Chablis, in the far north of Burgundy, is the vineyard where Chardonnay finds its most elemental expression (and this is not to say simple). Clearly delineated, sharply focused, totally expressive, Chablis is a wine that lives balanced on a knife's edge between excessive acidity and simple fruit. When the balance is found, Chablis offers unmatched pleasure. Aged Chablis takes on a honeyed character that cannot even be suspected when the wines are young.

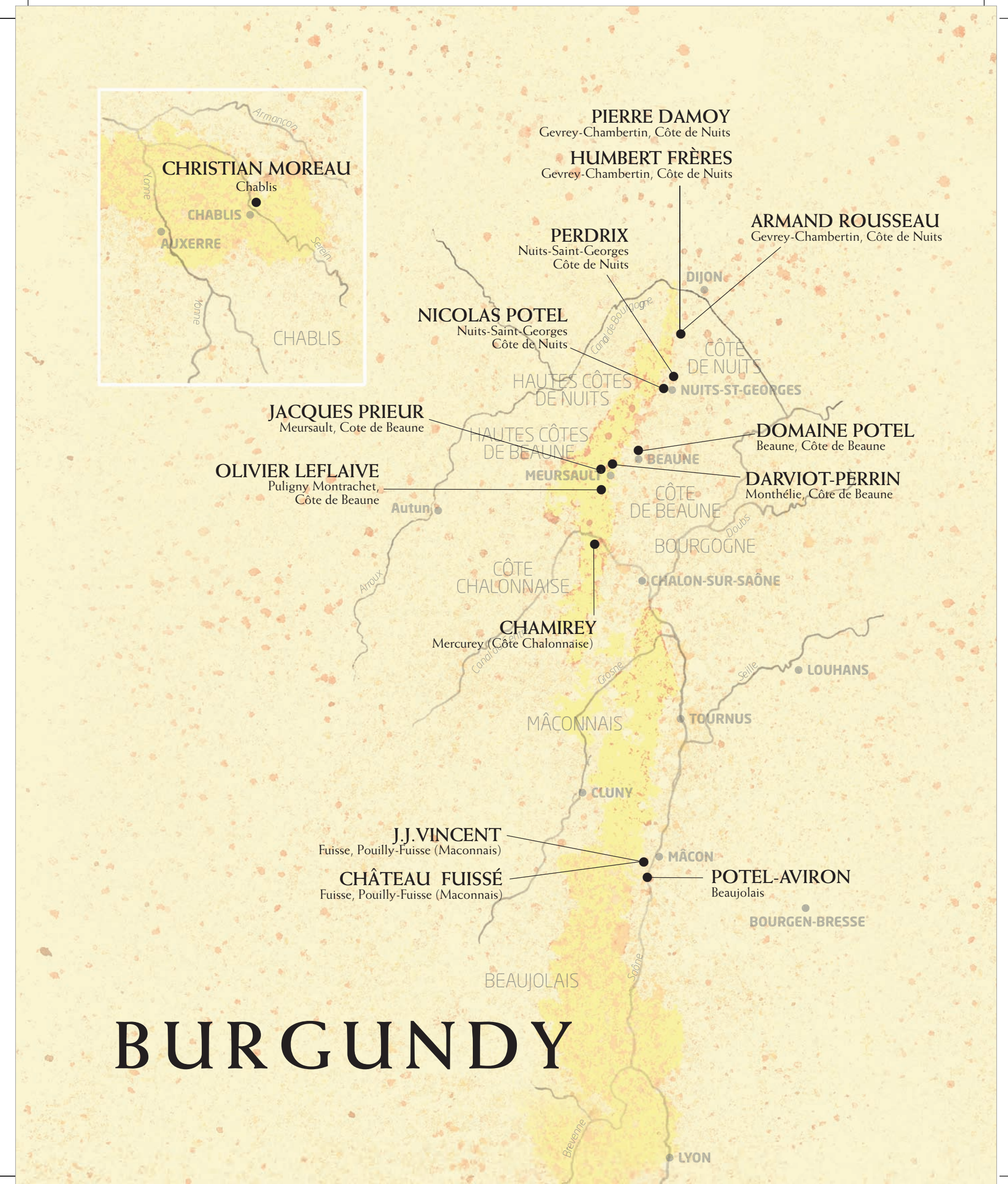
Farther south, the Cote de Nuits vineyards line up with their heart being the tiny strip of vineyard between Fixin and Nuits St Georges itself. Here Pinot Noir find its apotheosis. The wines from the Cote de Nuits astonish by their sheen, their power, depth and sheer muscle. And yet with

all of their strength, they flower in the glass with an aromatic beauty that simply cannot be described, only suggested: a pot-pourri of exotic dried flowers, ripe fruits, ground spices, rum, vanilla, leather, walnuts, hazelnuts. Our minds shrink trying to capture the essence of these regal red wines.

Along the Cote de Beaune, Chardonnay achieves greatness equal to Pinot Noir grown just to the north. To name some of the vineyards in which Chardonnay achieves the unimaginable is to confirm the reality: Montrachet, Meursault, Puligny-Montrachet, Corton Charlemagne.

The Cote Chalonnaise, farther south still, is home to both Chardonnay and Pinot Noir. It produces solid, delicious wines from both varieties that, because less well known, are sensational values.

Farthest south, Pinot Noir gives way to Gamay, in the region of the Beaujolais. This well known, and relatively large, vineyard produces lively, "gulpable" yet serious wines, especially when grown and made by artisanal winemakers eager to allow their vineyards to express themselves.



BURGUNDY

DOMAINE
CHRISTIAN MOREAU
PÈRE & FILS



CHRISTIAN MOREAU

DOMAINE
PÈRE & FILS

Christian Moreau's vineyard holdings are the crème de la crème of Chablis. All domaine vineyards are Grands or Premiers Crus: Les Clos, Valmur, Vaudésir, Blanchot, Les Clos des Hospices—a Monopole of the Moreau family, Vaillon and Vaillon Cuvée Guy Moreau. Domaine holdings now total about 12.5 hectares with vines that average 45 years-old. Free of involvement with the negociant company his family founded and sold to Boisset, J. Moreau and Fils, Moreau began his project with his son, Fabien, in 2001. Their first vintage was 2002, the same year Fabien, a rising star in his early 30s, took over head winemaking duties. From Christian to Fabien, the domaine goes from strength to strength. Chablis "AC" is the sole wine not produced from 100% domaine grown fruit.

"I have said it before but it bears repeating: the quality here is so good that Chablis now has another leading light to add to the region's traditional stars of Rave-neau and Dauvissat"

—BURGHOUND, Oct. 2008

< **Chablis Grand Cru Les Clos "Clos des Hospices dans les Clos"**

A monopole, this small .41 hectare parcel is at the bottom of Les Clos. In 1904, Moreau's great, great grandfather acquired this parcel at the Chablis Hospice auction. Old vines and slightly heavier, marly soils produce a richer, more exotic expression of Les Clos, often more opulent at an earlier stage than its sibling from just above the slope.

Chablis "AC"

This versatile, affordable, village Chablis is bright and crisp, with the classic, taut structure and refreshing minerality that define traditional Chablis. This is a Moreau classic!

Chablis Premier Cru "Vaillons"

The domaine owns 4 hectares in Vaillon, located in the village of Chablis, on the left bank of the Serein River, with an excellent south/southeast exposure. The Kimmeridgien clay soils are specific to the Chablis region and are rich in fossil shells of a small oyster, *exogyra virgula*. Vines average fifty years-old.

Chablis Premier Cru "Vaillons" Cuvée Guy Moreau

Fruit comes from vines planted in 1933, and this cuvée is a selection of parcels within Vaillon. Aged in 40% oak, this wine has an expressive, mineral and spice-driven nose. On the palate, the wine has even more concentration and power than 1er Cru Vaillons.

Chablis Grand Cru "Valmur"

The grapes come from a one hectare parcel between Grand Crus "Les Clos" and "Vaudésir." The wine was barrel-fermented and aged half in tank and half in oak. A rare gem, this shows pineapple, ginger and white pepper aromas, with floral notes, before concentrated, mineral-driven fruit.

Chablis Grand Cru "Vaudésir"

Fruit comes from a .50 hectare parcel replanted in 1998, with 60% of aging in stainless steel vats; 40% in barrels, 90% in one, two and three year-old barrels, 10% new and 1 year-old barrels, for six months. Another rare gem: white peach and floral aromas develop over time into firm stone fruit with woody, wild mushroom notes.

Chablis Grand Cru "Les Clos"

Grapes come from a sizable 3-hectare parcel, and though 40% is aged in barrique, the wood is unobtrusive; such is the wine's terrific depth powerful mineral aspect. The Moreau family ownership in this great vineyard is without equal. Moreau Chablis "les Clos" IS "les Clos"!

LINE EXTENSION

Chablis Grand Cru "Blanchots"



DOMAINE
ARMAND ROUSSEAU
PÈRE & FILS

Domaine Armand Rousseau ranks with Romanee-Conti, Leflaive, Jacques Prieur and another handful of names that are the stuff of Burgundy legend. These domaines produce impeccable quality from vintage to vintage. Owned by Charles Rousseau, winemaker since 1959, son Eric has progressively assumed more wine-making duties recently. With breed, elegance, and marvelous perfume, these wines are the essence of Pinot Noir expressed through the finest terroir on earth for this grape. All domaine holdings are in Gevrey Chambertin, except Grand Cru Clos de la Roche in Morey-St. Denis. There's a remarkable 8 hectares of Grand Crus, including 2.1 hectares in Chambertin and 1.4 in Clos de Bèze. These two wines and Premier Cru Clos St. Jacques are the only wines aged in 100% new oak. In famed Premier Cru Clos St. Jacques, Rousseau owns 3.4 hectares, 40%, and 100% of the 1-hectare monopole, Grand Cru Clos des Ruchottes.



Charles Rousseau is adamant that yields should be severely limited to promote faithful expression of the individual vineyard. The wines age in barrel around 18 months before bottling. Rousseau releases its wines a full year after the vintage. Frederick Wildman has represented Domaine Armand Rousseau exclusively in the U.S. since 1934.

> Gevrey Chambertin Premier Cru "Clos St. Jacques" According to many Burgundians and Clive Coates, this is one of the few Premier Crus—similar to Vosne Romanee Premier Cru "Cros Parantoux" and Chambolle Musigny Premier Cru "Les Amoureuses"—that show Grand Cru quality. For an indication, in Rousseau's cellar, this wine is always tasted after a couple Grand Cru wines.

Chambertin Grand Cru Burgundy writer Clive Coates refers to this Grand Cru as perhaps the finest red wine in the world. Always a tour de force, this wine has uncanny balance. It is very structured, dense, and powerful, it has firm, ripe tannins, yet it is not heavy. It has uncommonly long length on the palate.

Chambertin Clos de Bèze Grand Cru For ultimate quality and expression of grand terroir, this Grand Cru is grouped with Chambertin in a small subset, slightly above Gevrey Chambertin's remaining Grand Cru sites. This wine has a plush minerality and a nuanced quality that Chambertin doesn't show.

Mazy-Chambertin Grand Cru From a half-hectare parcel, this wine shows firm and rustic characters. The fruit is virile, powerful and sometimes tannic.

Clos de la Roche Grand Cru Situated in the village of Morey-Saint-Denis, this Grand Cru is mineral, powerful and monolithic. It is very long on the palate and firm. This is one of the most individual wines made by Armand Rousseau.

Ruchottes-Chambertin Grand Cru "Clos des Ruchottes" This is a monopole just over a hectare in size. The wine is aromatic and complex, showing notes of spices and small red fruits. Sometimes, the tannins seem to overpower but always, in the end, the wine is elegant, with a velvet character of finesse.

Gevrey Chambertin Premier Cru "Lavaux St. Jacques" In this vineyard, one-third of Rousseau's parcel is 15 year-old vines with the remainder about 50 years-old. The wine exhibits red berry aromas and flavors, with minty, herbal notes, fresh fruit and a creamy texture. This wine is simply beautiful!

LINE EXTENSION

- Charmes Chambertin Grand Cru
- Gevrey Chambertin Premier Cru "Les Cazetiers"
- Gevrey Chambertin

DOMAINE
ARMAND ROUSSEAU
PÈRE & FILS



DOMAINE
PIERRE DAMOY



DOMAINE
PIERRE DAMOY

Pierre Damoy has been the proverbial new broom who has swept his family domaine clean of obsolete methods and equipment. Quality is now pristine. This Fabergé egg of a Burgundy property owns a collection of jewels, 11 hectares of patrimonial vineyards, among Gevrey-Chambertin's finest Grands Crus: 1 hectare in Chambertin, 5.3 hectares in Clos de Bèze (Damoy's 45% of this superb vineyard is the single largest holding by any domaine) and 2.2 hectares of Chapelle Chambertin, almost half this revered vineyard. Formerly an agricultural researcher, Pierre understands his vineyards intimately, favors manual viticulture, including ploughing, and uses no herbicides. Paradoxically, the wines, though brooding and tannic, are amazingly elegant, plush and fleshy. Besides the Grand Crus, there's the remarkable village monopole Clos Tamisot, and a stunning Bourgogne Rouge. These wines shouldn't be missed.

"Pierre Damoy, 42, took over the domaine in 1992. The youngest vines are about 20 years old, and the oldest are more than 80...The vineyards are plowed rather than treated with herbicides...The style here is ripe, opulent Pinot Noir with pure fruit character."

—WINE SPECTATOR, JAN. 30, 2007

Crafting opulent wines from the ripest grapes, Damoy harvests later than most and he ages the wines in new oak. Before fermentation, grapes macerate 4-7 days at about 15°C. Fermentation takes 10-15 days in open-topped vats, with punching down three times a day. The wines are matured in 2/3 new oak, mostly Allier and a few Tronçais barrels. Wine is domaine-bottled, with no fining or filtering.

< **Chambertin Clos de Bèze Grand Cru "Vieilles Vignes"** Always extremely limited in availability, this is made from a strict selection from vines over 90 years-old, made only in vintages when Damoy notices a marked superior level of quality in the fruit. In the mouth, this is a wine of monolithic proportions, with outstanding levels of density, richness and length.

Chambertin Grand Cru
Damoy's hectare of vines is located in a plot at the extreme northern end of the vineyard. Quite ripe and supple, this famous Grand Cru is deeply colored, intensely aromatic with hints of truffle, roasted cherries, and sweet new oak. Youthful, with primary fruit and fine silky tannins, this provides immediate pleasure and will age effortlessly to develop depth and complexity.

Chambertin Clos de Bèze Grand Cru
Fifty-five percent of Damoy's vines are over 90 years-old; the rest is 24 years-old. Dense and powerful, this is immediately captivating with its sappy, floral aromas, immense depth of red fruits, and smoky finish. This wine expresses both its magnificent terroir, of which Damoy owns a third, and Damoy's serious effort. This wine is a monument.

Chapelle Chambertin Grand Cru
Made from over fifty year-old vines on 2.2 hectares just below Clos de Bèze, planted in shallow stony soil. With sweet fruit and violet and earth aromas already seductive, this is the most opulent and accessible of Damoy's Grand Crus.

Gevrey Chambertin "Clos Tamisot"
From a small 1.1 hectare parcel, a monopole of Damoy with the largest plot planted in 1922, situated in Gevrey-Chambertin, this is an excellent introduction to the domaine style. Damoy hallmarks—deep color, profound ripeness and a seamless texture—are here in abundance, with hints of licorice and herbs.



DOMAINE
HUMBERT FRÈRES



DOMAINE
HUMBERT FRÈRES



Domaine Humbert Frères is a producer many Burgundy aficionados in the U.S. may not be aware of, but this will change, quickly. Emmanuel and his brother Frédéric have been making wines in Gevrey-Chambertin that have earned raves from the Wine Spectator, Steven Tanzer and Burghound. Emmanuel "Manu" has been the domaine's winemaker for 21 of his 41 years. Largely self-taught, he wields an intuitive touch in the different vineyard parcels he farms: Grand Cru Charmes-Chambertin and Premier Crus Petite Chapelle, Estournelles St.-Jacques and Poissenot. These wines possess precision, nuance and dramatic impact.

"I have said this repeatedly but I will say it again: if you're not familiar with the Humbert wines then you, and your pocketbook, are in for a treat as the wines are flat out terrific. There is a purity to the wines that is really lovely and while there is a nod toward the modern, the wines are also made with a significant percentage of stems. Overall, the wines are at once stylish and beautifully rendered with outstanding transparency."

—BURGHOUND, JAN., 2008

"Emmanuel Humbert makes big, well-structured reds...There's a distinct contrast between...the Grands Crus and the Côte St-Jacques. This is evident in the black cherry- and licorice-tinged Craipillot, a counterpoint to the Poissenot from the Côte, which is full of wildberry and mineral notes on a more racy profile. Both are lesser-known Premier Crus that are well worth the search."

—WINE SPECTATOR, JAN. 30, 2007

< Charmes Chambertin Grand Cru
From 50 year-old vines, this fabulous wine is strong, dense and vibrant, with smoky, floral overtones and hidden power. Only 50 cases are made.

Gevrey Chambertin Premier Cru "Poissenot"
This cru's vineyards have steep, fractured limestone slopes with thin topsoil that forces roots to penetrate deep into bedrock for moisture. In a hot vintage such as 2003, Humbert's Gevrey Poissenot performed brilliantly thanks to the extent of the root system. This dazzling wine shows sharply defined red and black fruits and cassis notes, given an edge by profound, earthy minerals.

Gevrey Chambertin Premier Cru "Estournelles St-Jacques"
The vineyard is a 60 year-old plot lying on the Côte Saint Jacques behind the village of Gevrey, between Clos St. Jacques and Poissenot. Yearly production is tiny (900 bottles). With wild cherry and strawberry aromas, this has notes of black pepper and forest undergrowth, or sous bois. With Gevrey's "beefy-ness" and depth, this signature of the domaine is equal to many Grand Cru.

Gevrey Chambertin Premier Cru "Petite Chapelle"
The 30 year-old vines are located in a small, old vine parcel with stony soils very close to Grand Cru vineyards Mazis-Chambertin and Chapelle-Chambertin. Yearly production is 900 bottles. With expressive dark and red fruits, this is sensational Burgundy.

Gevrey Chambertin "Vieilles Vignes"
Made from selected, old vines in the Gevrey village appellation, this wine has more depth and length than the villages Gevrey and approaches the quality of a Premier Cru.

Fixin
The debut vintage for this wine was 2006. From the little-known appellation immediately north of Gevrey-Chambertin, this wine is pungent, earthy and fruited, with a wonderfully rustic finish.

MAISON
NICOLAS POTEL

All vines are at least 35 years-old; the average age is 60. Selection massale vines are used, propagated from cuttings taken from selected, older vines. These vines are naturally self-regulating, with an optimal balance of vegetation to fruit, producing low yields of small, thick-skinned, concentrated grapes which result in wines of great personality and character. No acidification, enzymes, selected yeasts or added chemicals are used, and minimal sulfur. Aging on fine lees brings "more intensity of aromas" while there is minimal racking to avoid reduction. New oak is used judiciously. The goal is to "respect the terroir by natural winemaking. We want our wines to have a freshness and 'tense-ness' of fruit, with more precision and intensity," says Potel.

> **Clos de la Roche Grand Cru** Of the three 30-50 year-old parcels that produce grapes for this cuvée, Potel exclaims: "This terroir is the definition of purity and I love pure wine. For me Clos de la Roche is the archetype." This beautiful wine has floral, red fruit and spice aromas, with flavors shaped by adroit acidity.

Volnay "Vieilles Vignes" Fourteen different parcels with vines 40-70 years-old are utilized. To make his flagship wine, Nicolas includes 20% of fruit from Volnay 1er Cru: Pitures, Caille Sous la Chapelle, Lurets, Ronceret and Mitans. 40% aged in new barrels, the rest in one and two year-old barrels. This is silky, with alluring aromas and succulent fruit.

Savigny-les-Beaune "Vieilles Vignes" Potel calls this cuvée "a beautiful blend," made from six parcels, planted from 1913 to 1960, all vines are *selection massale*. Owned by Potel, three parcels form the heart of the cuvée; organically farmed. This is a fresh, intense, earthy wine with great personality.

Pommard Premier Cru "Les Rugiens" Potel explains: "The terroir is clay and limestone gravel with iron oxides that make the soil red. My father always dreamed of this vineyard, with good hillside exposures. Traditional raygrass is planted between vines, and the harvest is quite late. Like Volnay's Clos des Chenes, this wine needs time. Vinification is 22 days, 80% of the wine ages in new barrels."

Bonnes Mares Grand Cru This cuvée blends the soil characters of the two villages the appellation straddles. "Four parcels in terre blanche soils from the Chambolle side give a unique aromatic expression, great color and aromatic intensity; two parcels of *terre rouge* soils on the Morey side give fat, dense flesh to the wine, two other Chambolle parcels give class and elegance. Made from low yields, 25-32 hl/ha, vinification takes 25-28 days and aging is in 100% new barrels.

Santenay Premier Cru "Clos Rousseau" 2002 was this cuvée's debut, from two plots of fifty year-old vines owned by Potel, who calls their fruit, "beautiful grapes that make a very concentrated wine." The silky palate presence and crisp red berry fruit of this wine prove that fine red Burgundy can come from the southernmost village in the Côte de Beaune.

Echezeaux Grand Cru Potel says "always a difficult area to decide when to harvest because of the plots and different characters of the soils. Three parcels including one 60 year-old parcel and two parcels near Grands Echezeaux, 30 and 45 years old, provide depth and finesse."

Nicolas Potel is a Burgundian bundle of energy, bringing boundless enthusiasm and passion to his many winemaking projects, most prominently the *negociant* firm he founded. Potel has intimate, encyclopedic knowledge of the Côte d'Or gained from the several hundred tastings he conducts per year and most poignantly from working with his father, Gerard, a Burgundy legend. Exacting to the extreme, Potel tastes 1,900 grape sources and purchases 180 to produce his cuvées. Vineyard work is always done by hand, respectful of ecological diversity and balance. An advocate of organic and biodynamic viticulture, he's as concerned with grape quality as the long-term health of the planet. Potel explains, "Accurate work in the vineyards results in a precise expression of the rich terroir of Burgundy." Potel's wines seamlessly express nuance, finesse, texture and provenance.



MAISON
NICOLAS POTEL



DOMAINE DES
PERDRIX



DOMAINE DES
PERDRIX

Domaine des Perdrix, owned by famed proprietors, Bertrand and Amaury Devillard, has a commanding and defined range of Burgundies that communicate a clear sense of place. With alluring dark berry aromas and scrumptious fruit on the palate, these serious, structured Burgundies are as delicious young as they are a pleasure to cellar. All wines are from the Côte de Nuits, at the top, a sleek and supple Echézeaux Grand Cru of great elegance, a dense, chewy, structured Premier Cru Nuits-St.-Georges "Aux Perdrix," from a parcel on the steeply sloped vineyards approaching Prémieux-Prisse, and a rich and meaty village Nuits-St.-Georges. Like its proprietors, the wines of this domaine are elegant, discreet and aristocratic.

"The wines are always pure, with lush fruit flavors and velvety textures. [On the 2006s] The wine from the youngest vines is very elegant and silky. The 50-year old parcel shows darker fruit flavors and greater density. The oldest parcel offers rich black fruits, concentration and complexity with a long finish"
—WINE SPECTATOR, JUNE 16, 2007

< Echézeaux

With sweet aromas, charming fruit and elegant texture, this is the domaine's Grand Cru. Grapes come from the plot Echézeaux "du dessus." As you would expect from this velvet-textured Grand Cru, there's great depth and complexity here, with focused red fruit aromas and beautiful, harmonious acidity. On the palate, the wine is seamless, seductive and instantly attractive.

Nuits-Saint-Georges Premier Cru "Aux Perdrix"

From a steep slope just south of the town, with stony and marl soils. This is typically bigger and more intense, yet tempered by the style of the domaine. Sweet tobacco, floral, and new oak aromas predominate, with fine ripe red fruits and a silky tannic structure. As the Domaine owns over 99% of the Premier Cru "Aux Perdrix" vineyard, this wine can be considered a "monopole."

Nuits-Saint-Georges

This stylish and supple Nuits-St.-Georges presents classic characteristics: full-bodied, dense and slightly chewy, with aromas of coffee, tobacco, and grilled red berries. This wine shows the typicity of this village: pure fruit, fresh acidity and firm tannic structure.



DOMAINE POTEL



> Beaune Premier Cru "Teurons"

Potel: "With calcareous clay soils, this parcel was planted in 1950 using a massale selection from the original domaine. These vines produce small berries with very good maturity. The non-vigorous rootstock always produces balanced juice. This very expressive terroir was converted to organic farming. Always tilled, it was easy to return the soils to good condition. With vatting about 30 days, punching down by foot, and a very long settling period, this wine ages in 30% new oak." The wine shows expansive, floral, woody sous bois aromas, with amazingly precise red berry fruit on the palate before an almost endless finish: a bravura Burgundy performance.

Savigny-lès-Beaune Premier Cru "Peuilletts"

Potel: "With stony, red soils, this .65-acre parcel was planted in 1979, using a selection massale from old vines in Beaune 1er Cru 'Grèves.' Organically farmed by hand, with soil tilling and leaf thinning when necessary, it produces fruit with good maturity. Vatting takes about 30 days, with punching down by foot, and a light pumping over. There are no added

yeasts, enzymes or bacteria, nor is the wine chaptalized or acidified. It is aged in 25% new oak."

Savigny-lès-Beaune "Vieilles Vignes"

Potel: "The wine is made from four of the domaine's old-vine parcels: the oldest is 1.5 acres, planted in 1913. The second is from a massale selection from old vines in Beaune 1er Cru "Grèves," planted in 1950. This .61-acre parcel is cultivated organically. The third, a .61-acre parcel planted in 1930, was purchased from a grower who never tilled the soils; a good Litmus test for organic farming. From a good massale selection, it produces very good fruit. The fourth is from a massale selection planted in 1923."

Bourgogne Rouge "Maison Dieu" Vieilles Vignes

Potel: "Planted in 1928, this is the oldest domaine parcel, bought by my parents in 1978. This is an old massale selection producing small, concentrated berries that produce well-balanced wine. Organically farmed since 1992, this parcel was my initial trial to determine the quality of organic viticulture."

Saint-Romain "Vieilles Vignes"

Sourced from eight parcels, all massale selection, planted in 1930-1975, on the three slopes in St. Romain. Organically farmed since 2006, these limestone and clay parcels produce late-maturing fruit.

Savigny-lès-Beaune "Vieilles Vignes"

Potel: "The grapes come from three parcels, planted in 1985, 1960, and 1930, which mature at different intervals. The wine is racked into 25% new barrel by gravity, with no lees stirring. Aging on the lees, however, lasts ten months."

Santenay

"Les Charmeuses Dessus" Planted in 2000, the newest domaine parcel is well-situated just under Clos Rousseau and organically farmed. The Côte de Beaune's southernmost village is always a great source of quality.

Domaine Potel is the latest project of star winemaker Nicolas Potel. It is the realization of his dream to build his own domaine "from the ground up." For Potel, a winemaker as intimately involved with his vineyard sources as his growers, this boutique project is a major step in his career and the Domaine Potel will take its place among great Burgundy producers. Potel has based every winemaking decision in the vineyards and the cellar to stress absolute respect for quality and the environment. Potel farms 15 hectares of vineyards, from Saint Romain to Côte de Nuits Village. Vines are grown organically and biodynamic farming is being tested. As his notes show, Potel pays the same attention to detail in his Bourgogne and village wines that other vigneronns have for their Grand Crus. With seductive aromas, the wines show sublime flavors and supple texture. They're absolutely stunning fine Burgundies.



DOMAINE POTEL

DOMAINE DARVIOT-PERRIN

Domaine Darviot-Perrin's wines are singular, sublime expressions of Burgundy. The white Burgundies in particular are astounding, and with quality that bears comparison with the finest domaines. With mineral-infused fruit, flowers and earth, the reds show incredible precision and purity, as well. An unassuming perfectionist, Didier Darviot began domaine-bottling in 1989, and he owns parcels among the Côte de Beaune's best vineyards. Most vines are over 50 years-old, some are over 90. Using "virtually organic" viticulture, specific terroirs are expressed in separately-vinified lots. In cold cellars, the alcoholic and malolactic fermentations proceed slowly. Darviot feels this is essential for concentration and richness. Made utilizing naturally-occurring CO₂ instead of SO₂ to stabilize and protect against oxidation, sulfur content is dramatically reduced, so the wines take longer to release. Like Rousseau, Darviot-Perrin wines are in the market a year after those from most other domaines.



"The jewels of the domaine are the Meursault "Les Genevrières", Meursault "Aux Perrières" and Chassagne-Montrachet "Les Blanchots Dessus", a Premier Cru parcel adjacent to Montrachet. The vineyards are farmed organically, and the Darviots are noninterventionist in the cellar ... The wines show complexity and harmony, with tension and detail!"

—WINE SPECTATOR, FEB. 28, 2008

> **Chassagne-Montrachet Premier Cru "Blanchot Dessus"** Planted in 1969, this plot covers .30 hectares located below the southern end of Montrachet, known to locals as "pieds du Montrachet." This wine displays the famed neighboring Grand Cru's mineral concentration, powerful fruit and great length on the palate. Yearly production is only 1,800 bottles.

Meursault Premier Cru "Perrières" This wine is made using grapes grown in the famed Perrières vineyard, from a .29 hectare parcel planted in 1937. This parcel is located immediately above the main body of Perrières, one of only a few Premier Cru white Burgundy vineyards to which growers attribute Grand Cru quality. Usually, this wine has complex aromas, discreet when young, tempered by mineral overtones. On the palate, intense, dense and suave fruit possesses coiled acidity; rich and compact with a silky texture. Yearly production is just 1,500 bottles.

Meursault Premier Cru "Genevrières"

This wine is made from a .41 hectare parcel close to Perrières, planted in 1951. This is normally more ripe and round than Perrières, with apple, wild mushroom and woody aromas and sautéed butter notes on the palate. The first vintage of this wine was 2001, and yearly production is a mere 2,500 bottles.

Meursault "Le Tesson"

The vineyards average 50 years old and are tended virtually organically so that impeccable fruit goes to the presses. This wine has pear blossom and mineral aromas, and ripe pear fruit with lime peel notes on the palate.

Meursault "Clos de la Velle"

The grapes are grown on a .56 hectare parcel planted in 1949 situated east of Meursault. The Clos is shared with only one other producer. This wine is a firm and focused village Meursault, with classic spiced apple and almond flavors, bracing acidity, and great length. Typical of all Darviot's village whites, the wine broadens on the palate, showing a long finish, with Premier Cru-like persistence.

LINE EXTENSION

Beaune Premier Cru "Belissand"

Volnay Premier Cru "Santenots"

Volnay Premier Cru "La Gigotte"

Volnay "Les Blanchés"



DOMAINE
DARVIOT-PERRIN

DOMAINE
JACQUES PRIEUR



DOMAINE
JACQUES PRIEUR

Domaine Jacques Prieur is the only domaine in Burgundy that owns vines within each of the five fabled appellations of Chambertin, Musigny, Clos de Vougeot, Corton Charlemagne and Montrachet. By this fact, this domaine is perhaps alone to rival Domaine de la Romanée Conti. Prieur's vineyards cover 20.68 hectares, including almost every appellation of note in the Côte d'Or. Founded in 1956, today the domaine is managed by the charming, understated Martin Prieur and Edward Labruyère. Pristine vineyards are impeccably maintained to produce fruit of exquisite quality. The winery has the latest temperature-controlled vats and the cellar contains the finest oak barrels. Each parcel is vinified separately to reveal its essential character. The winemaker is the remarkable, highly respected Nadine Gublin, named "Winemaker of the Year" in 1997 by the Revue des Vins de France. These powerhouse Burgundies have knock-out aromas, ripe, forward fruit and firm structure. This is a Domaine of great importance.



< Musigny Grand Cru
Grapes for this wine come from a .77 ha parcel in the sub-climat Combe d'Orveau. Musigny is considered one of the world's great red wines by noted Burgundy writer Clive Coates and by many Burgundy vignerons. Vatting lasts 20 days in open topped, temperature-controlled *foudres*. The wine undergoes full malolactic fermentation before about 19 months aging in 100% new oak barrels.

Chambertin Grand Cru
Like Prieur's Musigny, Chambertin is a pinnacle of red Burgundy, a wine that equals or surpasses any in the world. Vatting takes 25 days, in open-topped *foudres*, the traditional Burgundian practice. During fermentation, punching down twice a day helps extract noble, soft tannins. This wine is aged in 100% new oak barrels for 20 months before bottling.

Echézeaux Grand Cru
The vines are located in the sub-climat of Champs Traversin, some of the finest terroir in this large 16-hectare vineyard. 1996 was the first release of this wine. The character of this vineyard is usually lush, velvety and long in the mouth.

Clos Vougeot Grand Cru
Made from grapes grown on a parcel of vines at the bottom of the slope vinified with 50% whole bunches, which include the stems, depending on the vintage. A *tour de force* wine with earthy, mineral aspects and a basket full of red and black fruits before a long finish.

Chevalier-Montrachet Grand Cru
This wine has elegant aromas, with pitched spice and citrus notes, dense and powerfully mineral fruit on the palate. This is the most aristocratic and elegant of the Grands Crus of Puligny-Montrachet.

Corton-Charlemagne Grand Cru
The grapes, 100% from the Corton-Pougets parcel, are manually harvested into containers to protect them during transport, before gentle crushing. The wine is racked after 12-14 hours, and fermentation and aging are in 100% new oak barrels, with lees stirring (*batonnage*) to extract rich, complex aromas and flavors from the developing wines.

Malolactic fermentation precedes aging for 18-20 months and bottling. Mineral, intense and mouth-coating, this is a *vin de garde*, a wine for aging. This spectacular white wine is from the Cote de Beaune's northernmost Grand Cru.

Montrachet Grand Cru
This legendary Grand Cru is the summit of expression for Chardonnay and many call this the greatest white wine in the world. Rich, powerful and dense with finesse, weight and almost painful intensity, Prieur's effort is simply monumental.

LINE EXTENSION

Beaune Premier Cru "Champs Pimont" Rouge
Beaune Premier Cru Blanc "Clos de la Féguine" Monopole
Corton-Bressandes Grand Cru Meursault "Clos de Mazeray" Blanc
Puligny Montrachet Premier Cru "Les Combettes"
Volnay Premier Cru "Clos des Santenots"

MAISON
OLIVIER LEFLAIVE

> Montrachet Grand Cru
Situated about 250-260 meters elevation, this vineyard has a 10% slope, with subsoils of hard Bathonian limestone and brown limestone. Vinification is only in Allier oak barrels with light toast, no more than 30% new. With aromas of hazelnuts and honey, on the palate, this is complex, concentrated and rich: a monument.

Bourgogne Blanc "Les Setilles"
A "baby Puligny Montrachet," this is a 60/40 blend of Meursault and Puligny-Montrachet commune grapes. Grux employs the old Burgundian cuvee ronde, blending wines from different yet complementary lots within the same appellation, producing high quality and consistency every year. "Les Setilles" is frequently named "Best Value" White Burgundy. Aging is 60% in Allier and Vosges oak barrels, average 10% new, the rest in small stainless tanks. With terrific, ripe, round Chardonnay fruit and firm minerality, this is perhaps the finest example of Bourgogne Blanc AOC made.

Chablis "Les Deux Rives"
This signature cuvee is a blend of grapes from both sides of the Serein River, thus named "Deux Rives" or "Two Banks." Most vines are over 30 years-old and grapes are manually harvested. The success of this Chablis is based on quality and accurate terroir expression.

Chassagne-Montrachet
In the southern Côte de Beaune, this village produces distinctive whites due to its marly limestone soils. From assorted parcels, mainly from the northern part toward Puligny, this wine features bright and elegant characters, with moderate earthy elements, and discreet structure with finesse.

Puligny-Montrachet
The most celebrated white wine village in Burgundy, Puligny has soils of calcareous clay, rich in



pebbles, with good drainage and excellent exposure. Made from a cuvee ronde blend, several lots are young, Premier Cru vines. A signature wine of Olivier Leflaive, this shows aromas of almond paste, ferns, exotic, stone fruits and white flowers, with a long finish.

Rully Premier Cru "Vauvry"
New oak never exceeds 15% and lees are regularly stirred lightly for 6-7 months. In the northern Côte Chalonnaise, 40% of Rully's

vineyards are planted to Chardonnay. This is a superb value from a highly under-rated appellation.

Meursault
The soil's abundant white marl gives the wines almond and hazelnut aromas and good structure. This cuvee, a blend of different village parcels, is another signature wine of this great firm.

Corton-Charlemagne Grand Cru
Sourced from at least six sites—two from each of the three villages that share this appellation—and always a standout of the vintage. Intense and structured, and never heavy, this wine shows floral, stony, earth and ripe citrus aromas and flavors, within a complex and layered package.

Olivier Leflaive has helped redefine the role of the négoce in Burgundy. Founded in 1984, the maison is involved in every aspect of the winemaking from vineyard to bottle. All grapes are delivered to the winery immediately after picking. In his sixteenth year, winemaker Franck Grux is an intense perfectionist and an explosive talent. In Dec. 2006, the influential French publication, *Bourgogne Aujourd'hui* named Olivier Leflaive 'Wine Producer of the Year.' Owner Olivier Leflaive is constantly expanding. In addition to his extensive négoce business, Leflaive has quietly assembled impressive vineyard holdings, further blurring the traditional line between vigneron and négoce. With expressive, powerful fruit, minerals and balance, the whites are showstoppers, spectacular examples of white Burgundy, easily equal to any grower's bottlings.

MAISON
OLIVIER LEFLAIVE



CHÂTEAU DE CHAMIREY



A panel of experts composed of: Jancis Robinson, MW; Bernard Sun, Corporate Beverage Director for the Jean-Georges Restaurant Group; Patrick Comiskey, Wine&Spirits; Linda Murphy, Decanter; and Paul Gregutt, Seattle Times named both Château de Chamirey Rouge and Blanc 2005 to their "2008 Burgundy Best Buys" list.

-REUTERS.COM, JAN. 28, 2008

> **Premier Cru "Les Ruelles" Rouge**
Made from a Monopole vineyard exclusive to the domaine, the fruit is hand-harvested, sorted and entirely de-stemmed. Temperature-controlled maceration lasts 15-18 days in covered vats with regular punching down (pigeage). Aging is done entirely in oak barrels, 50% new, for 9-12 months. The wine shows black fruit and licorice aromas, with fruit pie notes. In the mouth, the wine is long and harmonious, with spice and pepper notes, and the ripe tannins are silky.

Premier Cru "La Mission" Blanc
Made from a Monopole vineyard the domaine farms exclusively, manually harvested grapes are lightly pressed in a pneumatic press, before fermentation and aging, done entirely in oak barrels, 30% new. Lees are stirred (batonnage) once a week, and the wine undergoes 100% malolactic fermentation. The wine has an indulgent, silky texture, with generous fruit.

Château de Chamirey Rouge

The grapes are manually harvested, sorted and de-stemmed. Maceration and fermentation takes 15-18 days with controlled temperatures in open vats, and punching down the cap (pigeages). Aged in oak barrels, 30-40% new, the wine undergoes full malolactic fermentation before bottling. With expressive and floral red berry aromas and crisp, juicy palate characters, this is an outstanding example of fine red Burgundy quality and a tremendous value.

Château de Chamirey Blanc

Bright, focused Chardonnay from village and Premier Cru sites in Mercurey. The white wines are pure, with a smoky/stony/mineral essence that is very refreshing. There is great value and versatility to be found here along with Burgundian authenticity. The 2004 emerged as one of the standouts of the vintage in the Côte Chalonnaise, while the 2005 were stellar quality for value. The 2006 was quite exotic, with hints of tropical citrus fruits and candied spice, a real showpiece of this appellation and vintage. The 2007 vintage indicates it will be even better.

Château de Chamirey is nestled in the quiet town of Mercurey, in the Côte Chalonnaise, just south of Burgundy's more glamorous Côte d'Or. Grape varieties are strictly Chardonnay and Pinot Noir and the techniques are adapted to the local terroir. Château de Chamirey's distinguished history dates to the early 1800s, and it now owns a dizzying array of top vineyards in the Mercurey appellation, covering about 91 acres. While wines sold in France wear the Mercurey appellation, the Château de Chamirey created a cuvée of village and Premier Cru wines for the world market with only the estate's name, Château de Chamirey. Assertive, floral aromas and supple, clean fruit flavors with depth confirm these are very fine Burgundies.



CHÂTEAU DE
CHAMIREY



CHÂTEAU FUISSÉ

Château Fuissé has defined the Pouilly-Fuissé appellation, as important to the understanding of Burgundy as Chablis. In the Vincent family since 1852, the estate deserves special recognition. Surrounding the château are hectares of vineyards that include many parcels in the appellation's finest vineyards. Perfect management of the vineyards yields the most concentrated fruit for the clearest expression of terroir.

In the range of white Burgundy styles, Pouilly-Fuissé wines rank with Chablis in being wonderfully bone-dry, possessing expressive, floral aromas of clover, chalk, talc and wet stones, with profound palate complexity. Flavors are given terrific definition and "cut" by flinty minerality and acidity, two characters that define the typicity here. Pouilly-Fuissé ranks with the greatest French white Burgundy. The apex is Château Fuissé.



< **Château Fuissé Pouilly-Fuissé "Vieilles Vignes"** Made from 30-70 year-old vines, this is the estate's ultimate expression, from selected barrels of the finest old-vine sites, including the three single vineyards. It has explosive, intense aromas of flowers, clover, wet slate and gravel, and a note of charred rope. With incredibly concentrated fruit on the palate, this is a Grand Cru wine in every way except name.

Pouilly-Fuissé "Tête de Cru" Assembled from domaine parcels with complementary characters, this reflects the varied geology within the appellation. Seventy-five percent is Fuissé village soils, dominated by clay, all situated on the south slope of Mont Pouilly; these wines are richer and more structured, with higher acidity. Parcels in Solutré-Pouilly's soils have more limestone, a mineral character and lighter style, but are very ripe, with lower acidity. This blend makes a most complete and typical Pouilly-Fuissé.

To enhance their vineyard characters, only 2-5 year-old barrels are used to ferment the three single-climat selections. Limited to 400-500 case production, each expresses a different personality from its unique terroir.

Pouilly-Fuissé "Les Brûlés" "Les Brûlés" or "the roasted slope" comes from its southern exposure, which receives lots of sunlight. Vinification and aging is done in oak barrels for 8-9 months. Vines are minimum 20 years-old, in soils 80% clay and limestone. This single vineyard is a Château Fuissé monopole. This cuvée presents a more exotic array of buttery, roasted and ripe citrus fruit flavors, with a full-bodied and broad texture.



Pouilly-Fuissé "Les Combettes" In the town of Fuissé, the "Les Combettes" vineyard covers 1.8 hectares on a well-drained slope of calcareous clay, pebbles and active lime. The vineyard is well drained, with ideal south/south-east exposures. The vines are a minimum 20 years-old with low yields to produce the best quality fruit. The wine is vinified in oak barrels for 8-9 months. This single vineyard is a monopole of Château Fuissé. Thanks to very stony soils, 80% limestone, this superbly aromatic wine has great finesse, minerality and elegance.

Pouilly-Fuissé "Le Clos" The stony clay soils lend this wine power and finesse. In 1992, J.J. Vincent created a unique selection from the walled enclosure, or *clos*, directly behind the Chateau, always part of the family estate. Facing south/southeast with dense clay soil mixed with very few pebbles, the vineyard's youngest vines are about 25 years-old, with low yields. The wine's robust bouquet has almond, toast and butter notes. This is a powerful wine, long in the mouth, with great aging potential.



MAISON
J.J. VINCENT



MAISON
J.J. VINCENT

In the Mâconnais since 1852, the Vincent family produces wines that rank with the greatest French wines. Their recent project is Maison J. J. Vincent which produces a range of wines made with the same care and expertise as those made at the Vincent's historic domaine, Château Fuissé. Made from grapes sourced from Mâconnais and cru Beaujolais vineyards owned by other members of Jean-Jacques Vincent's family, these wines are of extremely high quality. Maison J. J. Vincent wines are both lovely and approachable wines for immediate consumption and a great introduction to the Château Fuissé realm of great wines.

< **Pouilly-Fuissé "Marie Antoinette"**

The grapes are grown in several parcels belonging to the two sisters of Jean Jacques Vincent and the wine is named after his mother, Marie-Antoinette Vincent. The stony soils of the Vergisson vineyards give the wine refreshing acidity, elegance and a mineral undertone, while the clay soils in the Fuissé vineyards lend full-bodied structure and a generous fruit character. The wine is vinified in small oak barrels by Jean-Jacques Vincent, owner of Château Fuissé, who blends the different origins to make a delicious, well-balanced Pouilly-Fuissé. Open and approachable, this classic Pouilly-Fuissé usually shows citrus and vanilla notes, and is ripe, with superb balance.

Bourgogne Blanc "JJ" Chardonnay

The Bourgogne Blanc "JJ" is a distinctive wine from the southern part of Burgundy near Mâcon. The Mâconnais area offers naturally rich soils with lots of clay. Summer temperatures are generally higher than average in Burgundy, affording the wines rich and ripe fruit character and soft acidity. The full maturity of the skins adds an extra dimension to the grapes, a ripe exotic character, with hints of brioche. To preserve the fresh fruit characters, 2/3 of the parcels are vinified in stainless steel tank and 1/3 in oak barrels. This wine shows fresh apple and pear fruit, lively acidity and an authentic mineral component.

Morgon "Charmes"

A special vineyard, Morgon Charmes is one of the ten Crus of Beaujolais. The granitic soils here impart typical cherry kirsch flavors to this wine. The domain belongs to the sister of Jean-Jacques Vincent, who does the winemaking and aging in stainless steel tank with a long, 15-day maceration to extract the best fruit and color. This wine is dense and rich-very much a traditional *cru* of Beaujolais.

Julienas "Domaine de Cotoyon"

One of the ten Beaujolais crus, the vineyards have granitic soils that impart distinctive mineral and spice characters to the wine. With similar winemaking to the Morgon "Charmes," this wine shows less muscle and heft, but more elegance, with aromas of peonys, wild flowers, raspberries and red currants.



MAISON POTEL-AVIRON



> **Moulin à Vent**
"Vieilles Vignes Cuvée Exceptionnelle"
 Made only in exceptional years, this wine is a limited production, very old vines selection of the Moulin-à-Vent "Vieilles Vignes." Named for the 13th century windmill which sits on a prominent hill, this is produced in the communes of Romaneche-Thorins and Chenas, from four parcels of selected vines, 40 to 65 years-old. This cru is stylish with great definition and depth.

Morgon Côte de Py
"Vieilles Vignes"
 An inactive volcano, Mont du Py has an 1150-foot peak and Côte du Py is one of Morgon's best terroirs. Coming from two parcels of old vines facing south, the wine is very generous, rich and relatively tannic—a striking example of both Morgon and Beaujolais. Potel-Aviron's largest cuvée, this is always one of the best.

Fleurie "Vieilles Vignes"
 For many, this is the quintessential cru Beaujolais. The appellation name suggests a flowery and fragrant wine. In fact, it also has weight, lovely violet and iris aromas, and seductive, fleshy fruit on the palate. Grapes come from two parcels: "Point du Jour," with 50 year-old vines and eastern exposure near Moulin-à-Vent, provides depth and definition, and "La Madone," aged 55 years, faces southeast with very poor soils, yielding a fine and elegant wine.

Côte de Brouilly
"Vieilles Vignes"
 Vineyards are on the mid- to upper-slopes of Mont Brouilly, an extinct volcano, whose hard soils give intense character and aging potential. This cru is flowery but firm, with notes of pepper and mineral.

Juliéna "Vieilles Vignes"
 Its name comes from either one of the four villages in the cru or from Julius Caesar. Juliéna is rather firm, with lively cherry-cassis fruit. Fruit is selected from two growers whose vineyard soils are granitic and very pebbly. The majority comes from vines 60 years-old in the climat "la Prat" facing southeast, and from vines 45 years-old in the climat "Vayolette."

Chénas "Vieilles Vignes"
 Soils are very sandy, over hard clay veined with quartz. Old vines were planted in 1913 and earlier. This wine has fresh red fruit aromas, deep color and great concentration.

Beaujolais Villages
 Fruit comes from 50 year-old vines in a parcel named "Les Monthieux," located in the commune of Lantignie, considered the finest in the Beaujolais Villages appellation. The wine is aged in old, non-reactive 50-hectoliter puncheons so that no overt oak aromas or flavors interfere with its fresh fruit character. This is true Beaujolais.

At Potel-Aviron, Stéphane Aviron has adopted an almost radical return to tradition; sustainable viticulture, extremely *old vines* and classic Burgundian techniques. His cru Beaujolais drink like fine Burgundy. Historically considered "poor man's Burgundy," a modern movement toward fruity, simple, quaffing wines boosted sales but eroded the region's traditional quality. Potel-Aviron has reversed the trend. By focusing on the Beaujolais village crus, the best sites for unique, expressive wines, and finding old parcels of vines, they've created very expressive, age-worthy wines. A blend of traditional and new methods, including organic and biodynamic vineyard management, is crucial to express the characters of the wines. All wines are labeled "Vieilles Vignes," old vines, because the vines are at least 40 years-old. Potel-Aviron's wines are authentic in every way.



MAISON
POTEL-AVIRON

SPAIN & PORTUGAL

Spain

Spain today is the most exciting wine growing country in Europe. To state this is to take nothing from the quality and dynamism of France and Italy or Germany, its three European rivals. Each of these three produces wines of unequalled quality and each continues to evolve and grow. However, Spain and the Spanish wine industry, released from isolation after World War II, have grown explosively in the last decades of the twentieth century and in ways its more established neighbors could not.

To understand Spanish wine today is to understand, as nowhere else, the intermingling undercurrents of old world terroir, habits, vineyards and agriculture with new world lifestyles, tastes, techniques and points-of-view.

Along the northern ridge of Spain's huge central plateau (a mountain in fact were it not so large and so flat), is Rioja, certainly Spain's greatest vineyard region and indisputably one of the world's greatest. In this area, divided into three zones, Tempranillo is king. The vine has dug into the rocky soil of Rioja from the north to the south of the region with its tenacious and powerful roots and has allowed the region to sustain its population. Nowhere more than in Rioja can one see (and taste) the intermingling, and sometimes the conflict, between old world and new.

Several other Spanish regions are worth noting here. The vast expanse of the Duero River has allowed viticulture to flourish and is home to famous vineyard regions like Ribero del Duero (simply "banks of the river Douro") and new regions like Cigales where vines older than 50 years are being just being discovered for their enormous quality potential. To the east, the terraced vineyards of the Costa Brava are home to the winegrowing regions of the Priorat and also to the Spanish sparkling wine industry (Cava) which is important and growing.

Portugal

Like all of Latin Europe, Portugal owes its history of winegrowing to the Romans. Known as Lusitania, Portugal was an important source of table wine for the empire and wine has been indissociable with Portuguese culture ever since.

Grapes grow in Portugal from north to south in a variety of delimited zones. Unique among countries in southern Europe, Portugal is both Mediterranean in climate (for the most part) and yet totally Atlantic in maritime influence. Portugal, in fact, has no access at all to the Mediterranean sea!

Like Spain, Portugal is an old world country, especially in its wine industry, buffeted today by international trends and change. And so, new styles of wines and winemaking

adapted from the new world have found a home in Portugal.

Tempranillo (called Tinto Roriz in the north and Aragonez in the south) is the dominant grape variety in Portugal although the vineyards are home to many indigenous and interesting varieties such as Touriga Nacional, Trincadeira, Periquita, Tinta Cao and many, many others. These indigenous varieties make the tasting and discovery of Portuguese wines a great pleasure.

There are four basic types of Portuguese wines: red table wines, grown principally in the south and central parts of the country; the fortified wines, Madeira and Port; and very dry whites, grown in the far north.

Port is, without doubt, Portugal's great contribution to wine culture in the world. Fortified from a variety of grape varieties grown on the steep terraces of the Douro river, Port seemingly can age forever and gains complexity as it does. Younger Port wines, and Port wines aged in wood, are delicious as aperitifs or after dinner drinks. Today, the same vineyards that provide grapes for Port are being marshaled for the production of intense, noble dry wines, Douro reds. These are the most exciting new wines to emerge from Portugal in many centuries and will no doubt reestablish Portugal as a high quality European wine producing country.

PORTUGAL





BARÓN DE LEY

Barón de Ley was founded in 1985 when a group of wine lovers built a single-estate winery in Rioja Baja. Based on the “Château” concept, grapes made into wine would come only from the property’s vineyards. This was innovative in a region where bodegas usually source grapes from independent growers. Barón de Ley was the first project to invest in the potential of the Rioja Baja subregion, and Tempranillo was planted rather than the usual Garnacha. Since the 1990 debut vintage, the wines show bold, ripe Mediterranean fruit with structure and balance, confirming the potential of Tempranillo in Rioja Baja. This boutique bodega’s unique personality blends the best of old and new. Located on the grounds of a 16th century monastery on the east bank of the river Ebro in Mendavia, the estate covers 70 hectares of Tempranillo vineyards and 10 of Cabernet Sauvignon. Grupo Barón de Ley’s new project is the ambitious “Los Almonds” (Almond Tree) estate. In 2004, the winery began its purchase of up to 500 parcels of land, resulting in a 450 hectare estate that will be planted to 300 hectares of vineyards: majority Tempranillo as well as Garnacha and Graciano. This project is a strong testament to the estate’s desire to continue to control all levels of wine-making, from vine to bottle.



These well-made, modern Riojas have a polished texture and toasted oak notes that happily recall the finer qualities of traditional Riojas. Since 2000, star winemaker Gonzalo Rodriguez has been obsessed with quality and winemaking details.

< Finca Monasterio
A 90/10% blend of Tempranillo and Cabernet Sauvignon, this modern style, limited-production cuvée is an impressive balance of power and finesse that gets better each vintage. The wine is aged 15 months in new French oak, 3 months in 10,000 liter French oak foudres, and 7 months in bottle before release. This has a ‘big red wine’ structure, but the acidity deftly balances the wine’s power and tannins. The wine shows explosive spicy black fruits, cassis and black cherry liqueur, with toasted oak notes.

“7 Viñas” Rioja Reserva

An homage to traditional Rioja winemaking, 7 Viñas is made from all seven grape varieties permitted by the DOCa, including three white varieties. The blend is: Tempranillo 55%, Graciano 15%, Garnacha 15%, Mazuela 7%, Viura 5%, Malvasia 2% and White Grenache 1%. Grapes come from a 20-hectare estate of 60 year-old vineyards. With vines planted together in a “field blend,” the grapes require harvesting in several selections. Yields were an extremely low 1,500 kilos per hectare in the debut 2001 vintage, rated “Excellent.” Separate vinifications were made, with different temperatures and maceration periods for the different varieties. Four resulting wines were aged separately in oak barrels of various oak origins. The final blend is aged in 10,000-liter French oak foudres for 18 months. The wine shows spicy red fruits and toasty oak notes, with great depth; the chewy fruit coats the palate. An impressive take on “The Old Rioja” meets “The New Rioja.”

Rioja Gran Reserva

This is a 90/10% Tempranillo and Cabernet Sauvignon blend, aged for 24 months in French and American oak, followed by 5 years in bottle. With the 2001 vintage, rated “Excellent,” this will be 100% Tempranillo. This wine has alluring aromas of cedar, cigar box, earth, red currants, and wild cherry. On the palate, this shows spicy, ripe, red berry fruit with structure, and a concentrated finish.

Rioja Reserva

Made from 100% Tempranillo, the wine is fermented at controlled-temperature, around 29–30°C, with daily pumping-over, or remontages. Depending on the vintage, there can be additional or extended maceration. The wine is aged around 20 months in new American oak barrels, then 24 months in bottle, before release. The wine has tart, crushed wild cherry aromas with mineral notes, and plush, warm fruit on the palate.

EL COTO DE RIOJA



With the exception of "Coto Real" Reserva and "Coto de Imaz" Gran Reserva, all reds are aged in new American oak barrels, the classic Rioja marriage of wine and wood. Their seductive cigar box, spice and herbal aromas and silky red fruit flavors are the essence of fine traditional Riojas. El Coto de Rioja's wines are crafted by a team of winemakers, each dedicated to making one type of wine; Reservas, Crianza, and Rosado/Blanco.

> **"Coto Real" Rioja Reserva**
A blend of 80% Tempranillo, 10% Garnacha and 10% Graciano, this is fermented in 5000-liter steel vats, with daily pumping over while malos occur in new Allier oak barrels. The wine is aged for 20 months in French and American oak and 24 months in bottle. The wine has rich, powerful, black fruit, licorice and mineral aromas, with smoky, vanilla and toasted oak notes.

"Coto de Imaz" Rioja Gran Reserva

Produced only in years when the color, acidity and tannin levels will support lengthy aging in cask and bottle. This 100% tempranillo is sourced from estate vineyards in Rioja Alta. The juice is vatted for 16-18 days in small epoxy-lined concrete vats with frequent pumping over, and matured 26 months in new 225-liter American and French oak barrels. The wine spends nearly five years in bottle before release. The wine shows soft, spicy and elegant wild cherry aromas and lush red fruits on the palate.

"Coto de Imaz" Rioja Reserva

A 100% tempranillo sourced mainly from estate vineyards in Rioja Alta. Yields are kept to a low 40 Hectoliters/hectare to encourage concentration and complexity. Fermentation lasts 21-30 days in small stainless steel vats, with frequent pumping over to obtain rich color and aromas. The wine ages about 16 months in new 225-liter American oak barrels with medium toast, and at least an additional 24 months in bottle before release. The wine has complex wild strawberry and red fruit aromas, with toasted oak and vanilla notes.

Rioja Crianza

Fermented for 20-25 days in stainless steel vats with frequent remontages and extended maceration, followed by 14 months aging in 225-liter new American oak barrels. The emphasis of El Coto de Rioja's production is its Crianza. The Excellent 2005 vintage, a perfect harvest, was the first for highly reputed winemaker, Ventura Lasanta. This exhibits fresh, crushed red cherry aromas and crisp, juicy palate flavors.

Rioja Rosado

The wine is made from half Tempranillo and half Garnacha Tinta grapes from Rioja Alta vineyards with alkaline soils using the saignée method. The wine has tangy, red cherry aromas with piquant herbal notes and ripe, juicy flavors on the palate. Cleansing acidity helps balance the fruit and helps the long, clean finish.

Rioja Blanco

The grapes utilized for this wine are 100% Viura grown in Rioja Alavesa. This wine shows fresh and crisp aromas and palate flavors.

El Coto de Rioja, located in Oyen, was founded in 1970 by a group of winemakers committed to creating a new type of Rioja. Its first bottling was released in 1975. Today, El Coto is the leading brand in Spain and among the top-selling Spanish wines in Europe. Five-hundred hectares of estate vineyards are in La Rioja Alta's village of Cenicero, near the east bank of the Najerilla River, a tributary of the Ebro. Facing northwest, vineyard soils are mostly ferric clay, sand and limestone, which contribute structure, power and elegant minerality, respectively, to the wines. The recently incorporated Los Almendros estate, shared with Barón de Ley, adds 300 hectares of vineyards, increasing bodega holdings. Additional grapes come from 2,000 hectares in Rioja Alavesa. Here, limestone, clay and stony soils make aromatic, expressive wines with great finesse.



EL COTO DE RIOJA

FINCA MUSEUM



"Museum has realized the potential of these naturally low-yield vineyards with several excellent vintages of its benchmark red wine.

—ROBERT WHITLEY,
WINEREVIEWONLINE.COM

"Nowhere is the revolution that has swept through the world of Spanish winemaking in the last 20 years on better display than at the vineyards and winery of Museum, in the region of Cigales."

—NICK PASSMORE, FORBES.COM

The 60-100 year-old vines naturally yield a miniscule 1,500 kg/hectare, which produces small, concentrated berries with tremendous depth and complexity. Average yields are a low 3,500 kg/hectare for "younger" 30-70 year-old vines. For recent vintages, 2003 was a hot, Mediterranean vintage, even in this harsh Continental region, but the vineyard elevation helped balance overall phenolic ripeness. 2004 rivals the exceptional 2001 here, the year saw excellent weather without frost or too much heat, easily among the best vintages at Finca Museum.

> **Museum Real Reserva** Made from 100% Tinta del País, the regional variant of Tempranillo, this wine is aged 24 months in new French oak barrels and 18 months in bottle before release. Located at 650-800 meters elevation, vineyard soils are alluvial, with a deep layer of pebbles and a sandy texture. Vines are 60-100 years-old, and the fruit is harvested into 400 kg cases to protect the grapes during transport to the winery. The vines produce very low yields of small, concentrated berries with optimal maturity and phenolic ripeness. The wine has a concentrated nose of plums, cassis, cherries, toffee and herbs, including rosemary. The wine shows bright acidity and a long finish.

Museum Crianza

Made from 100% Tinta del País, this wine ages 20 months in 2 year-old French and new American barrels. Fruit for this wine comes from a selection of vines on the south-facing slopes of the Pisuerga Valley, situated at 700-790 meters elevation. The 30-70 year-old vines are farmed at low yields, 3,000-4,000 kilos per hectare. The vineyard soils are composed of layers of sand and stones with lower clay and calcareous clay. Combined with Cigales's extreme Continental climate, these are growing conditions that produce grapes with superior balance and structure, resulting in wines of great vitality, complexity and longevity. The wine shows red fruits, herbs, vanilla, baking spice and redcurrant aromas and flavors before soft, silky tannins.

Finca Museum is helping to change an old belief that Cigales, a wine region just north of the Ribera del Duero in north-central Spain, is a place suitable to produce only sturdy rosados. In the late 1990's, Grupo Barón de Ley searched for vineyards in Ribera del Duero, but speculation had driven prices skyward. Similar to Ribera, neighboring Cigales has climate, soils and —most important— old vineyards that produce wines of elegance and personality. In 1999, an \$18 Million winery was built amidst 140 hectares of estate vineyards, containing an incredible treasure: 40 hectares of 60-100 year-old vines. Finca Museum now controls about 500 hectares of vineyards in Cigales, nearly half over 50 years-old in the Cigales D.O.. At 700-800 meters elevation, soils are well-draining alluvial with sand, pebbles, poor organic earth, limestone, chalk and clay. The harsh and very dry Continental climate has drastic day/night thermal variations, critical to develop phenolic ripeness and acidity in grape skins. With Museum, Cigales is poised to become Spain's next important wine growing D.O. after Ribera del Duero and Priorat. Museum is located on the grounds of an historic hacienda and bodega (casa Miraflores) that also houses an art collection, hence the name "Museum."

FINCA MUSEUM



ESTATES
CHURCHILL'S



CHURCHILL'S ESTATES

In 1981, Johnny Graham created Churchill's, the first new British Port house in over 50 years. Named to honor his wife Caroline Churchill, the venture brought together two of the most famous names in British and Port wine history. At Churchill's, all fruit comes from Grade A vineyards and all wine is produced using artisanal methods. Churchill's single-vineyards, quintas, add a unique set of characteristics to the vintage blend. Vintage blends reveal their intricacies after many years, but a range of tawny and late-bottled vintage Ports doesn't require waiting. On the palate, these wines show exuberant yet svelte fruit, with uncommon balance for Ports. Recently Churchill's has embarked on an important project to produce dry red wines in the highest terraces of their magnificent Quintas. The wines, simply called Churchill's Estates, are blends of Touriga Nacional and Tinta Roriz. The first releases met critical acclaim around the world and were added to the Wine Spectator's List of "100 Top Wines" in 2008. Dense, powerful, solid to the core, these wines are like nothing else made anywhere else in the world and signal the arrival of Portugal in the family of great still wine producing countries.

Winemaking is all done by hand, with natural fermentations and aging in cask and bottle.

< **Quinta da Gricha** Named for an ancient spring that rises on the hill behind the house, Quinta da Gricha is a 200-year-old property that sits on the south bank of the Douro River. Located five miles above Pinhão, Gricha consists of 200 acres of prime Grade A vineyards, with vines over 100 years-old. With northern, cool exposures, these vineyards produce a distinct Port with deep, lively colors, intense dark berry aromas and solid tannins.

20-Year Tawny
This is made from traditional Port grapes Touriga Nacional, Touriga Francesa, Tinta Roriz, Tinta Barroca and Tinta Cao. The basis for this is a 1981 Port from Agua Alta which has been stored all its life in old oak vats at the quinta. This is very appropriate since Churchill's was founded in 1981 and Agua Alta has been the backbone during the first 20 years.

Vintage Port
Vintage Port is only produced when growing conditions have been excellent and allow for the production of the finest wines

from a single year (as opposed to a blend of different years). In these cases, a vintage is declared. Vintage Ports are bottled young after fortification and take a long time to mature. Usually they throw a heavy "crust" or sediment as they mature and must be decanted before being served. Considered the "king" of all Port wines and regarded as a key collectible like fine Bordeaux, Vintage Port is one of the world's great wines. Great Vintage Ports are served by themselves or accompanied by walnuts, Stilton Cheese or fine cigars (often this last is the best).

Finest Reserve
A blend of wines aged for 4-5 years, from the top vintage quality quintas, this is ready to drink upon release. With red berry and chocolate aromas, this has a velvety mouthfeel and long finish.

Late Bottled Vintage
Like Vintage Port, this is produced from the wine of one year, and aged 4-6 years before bottling. Unlike most "LBVs," Churchill's will continue to age after bottling, it will throw sediment and should be decanted. 2001 was an excellent vintage for this wine.

Quinta de Agua Alta
Produced like a vintage port of a single year, aged for one year in barrel then immediately bottled. This shows characters of its cool-climate terroirs, with the depth, complexity and finesse one would expect from a fine still wine. This Port is earthy, mineral and with ripe, powerful red fruit.

LINE EXTENSION

Crusted Port
White Port
10-Year Tawny

Churchill Estates Douro

This wine is a full, rich and spicy dry red wine from the Douro Valley. Composed of Tinta Roriz and Touriga Nacional varieties, and aged for 12 months in new and older French oak barrels, this is one of the finest examples of the new world-class still reds from Portugal.



GERMANY

German wine labeling is the most complicated in the world. And it is a shame; for German wines are among the easiest to appreciate

and enjoy and among the simplest to apprehend if not understand.

The key to understanding German wine is understanding the grape variety Riesling, Germany's signature varietal and a grape that produces wines in Germany like nowhere else.

The most prized growing areas for Riesling are the Mosel and the Rheingau. And they could not be more different: the first, a study in elegance, finesse, small "bones" and nuanced aroma; the second a study in power, depth, concentration and sheer authority. After these many regions produce spectacular wines, always from Riesling, most notably the areas around the core of the Rhinegau, the Rheinhessen and Rheinpfalz. Always, Riesling dominates. And always, Riesling expresses itself as the perfect translator

of soil, climate and vintage. Riesling in Germany is not just about Riesling; it is about where the grape is grown and how it translates its provenance.

The German wine industry has been buffeted by changes in wine consumption as have all wine industries. In Germany the result has been a move toward simpler labeling (though rarely simple) and drier wines (though often not completely dry). Some of these changes have been beneficial but many have distorted the fuller expressions of German wine. Better have been the traditionalists, who have dug into their soils and traditions, adopting bio-dynamic methods, improved their winemaking techniques and are today producing exceptional wines.



WEINGUT
WITTMANN



WEINGUT
WITTMANN

The quality of Philipp Wittmann's wines has helped raise the profile of the Rheinhessen, the region where his family estate began in 1663. Wittmann has used organic viticulture for over fifteen years and biodynamic farming since 2003. He feels, "Only old vines can give the true mineral character and low yields necessary to make great wines." Wittmann's vineyards include Grosses Gewächs Westhofener Morstein, Westhofener Kirchspiel and Westhofener Aulerde. Favoring a drier, trocken style, Wittmann prefers wines "with more minerality than fruit. Riesling is a grape that should show elegance." There is intensive vineyard care during the year, low yields and rigorous hand selection of grapes. The slow fermentations sometimes continue well into the following year. Like well-made Burgundies, Wittmann wines show great terroir transparency. With aromatic, round fruit supported by snappy acidity, all Wittmann wines have dazzling balance and length, especially the drier styles.

[The best areas in Rheinhessen include] excellent sites like Westhofen, where Philipp Wittmann's family makes distinctive dry Rieslings. For the dry wines, Wittmann harvests late and ferments in neutral oak casks. The off-dry, fruity-style Rieslings are harvested earlier, to ensure higher acidity and greater finesse.

—WINE SPECTATOR, DEC. 15, 2005

< **Morstein Westhofen Trocken Grosses Gewächs** Vineyards defined as Grosses Gewächs ("Great Growths"), are the region's finest vineyard sites, equivalent to Burgundy Grand Crus. These vineyards produce wines with exceptional concentration, minerality, acidity, and balance. Though enjoyable upon release, these are true "vins de garde", wines meant to age. This impressive wine shows explosive pear and apple blossom aromas, with notes of clover, chalk, wet

stones and lilacs. The wine's fruit builds on the palate through to the long finish, with pristine, subtle tart green apple and pear fruit, and cleansing acidity. With pronounced concentration and minerality, this is great Riesling.

Westhofener Riesling Trocken "S"

Made in a dry style, Trocken wines exhibit pronounced acidity, depth and minerality. Wines designated "S" are crafted utilizing grapes selectively hand harvested from the best vineyard parcels. This wine shows terrific concentration, with piquant, green plum fruit and notes of white pepper and a long beautiful finish.

Westhofener Morstein Riesling Auslese

This wine shows mineral, wet stones and talc aromas, with ripe, concentrated white pear fruit that broadens on the palate, from mid-palate to the finish.

Albalonga Trockenbeerenauslese

Wittmann is the staunchest proponent of the Albalonga grape variety, a cross between Rieslaner and Silvaner. Only 32 hectares of Albalonga are planted in the world. With very explosive, expressive aromas and almost painfully intense fruit on the palate, this tour de force sweet wine compares with the best Riesling TBAs made.

LINE EXTENSION

- Westhofener Morstein Riesling Spätlese
- Riesling Trocken
- Riesling Spätlese



EGON MÜLLER



EGON MÜLLER



In the Mosel's steep, slate vineyards, the winemaking master Egon Müller makes breathtaking Rieslings. These wines are taut and racy, with dazzling fruit; they're severely mineral and have an endless finish. Egon Müller's wines are all made using estate-grown fruit from two parcels: 8.4 hectares of Scharzhof and 4 hectares of Le Gallais. The Scharzhofberg, or Scharzhof mountain, is among the finest Riesling sites in Germany and is considered Grand Cru. As such, it is allowed to be labeled with its vineyard name, or "einzellage", rather than its village name. The Müller holdings here include a parcel of ungrafted vines that were planted in the 19th century. These wines deliver at the highest level of quality and are without question among the world's great wines. They are fine, balanced, authentic, and enjoyable young as well as after many years of cellaring.

"This legendary estate has been responsible for some of the great German wines in history. From 17 acres in the renowned Scharzhofberger vineyard the Müllers have repeatedly produced stunning wines that have become archetypes of their genres."

-WINE & SPIRITS

< Scharzhofberger Riesling Auslese
 This wine displays stony minerality, hints of acacia and lilac, grilled exotic fruit, sweet stone fruits and bracing acidity all combined in perfect harmony. Due to tiny production and high demand, this wine very rare.

Scharzhofberger Kabinett QmP
 Scharzhofberg is one of the most famous vineyard sites in Germany, likely to have originally been planted by the Romans. Situated in Wiltingen, removed from the Saar in a side valley and facing south, its slopes are quite steep, with a 30-60% grade, and high, at 180-280 meters elevation. Formed from grey Devonian slate, the soils are very deep with no bedrock. This wine is always delicate, crisp and exquisite on the palate.

Scharzhofberger Spätlese QmP
 Spätlese means "late harvest" but at Egon Müller, the term is used for wines made from grapes of superior ripeness or even from overripe grapes. The harvest usually begins very late and the weather is variable, so the ripest grapes often come from the best parcels rather than a later harvest date. Spätlese wines can carry more sugar than Kabinett without losing their balance. While they're off-dry to semi-sweet when young, they reward cellaring with an incredible degree of complexity. The Wiltinger braune Kupp vineyard tends to be more full-bodied, while the Scharzhof-berger can develop into truly elegant wines that defy the categories of sweet and dry.

Scharzhof Riesling QbA
 All Müller wines are Rieslings; "Scharzhof" is the property's most accessible wine. "Scharzhof" is made utilizing grapes from Müller's Saarburg and Wawern vineyards, and from the Wiltinger Braunfels and Wiltinger Kupp vineyards. This wine is a sterling introduction to Riesling and to the Egon Müller range.

CHILE

Chile's vineyard districts stretch from north to south for more than 800 miles. Despite such enormous distance, Chile's vineyards

and wine regions are defined less by north and south than by east and west, proximity to the ocean or the Andes.

Chile is, all vineyards united, a unique, if large "micro" climate. Bounded by the Andes on the east, the Pacific Ocean on the west, the Atacama desert to the north (one of the driest places on the planet) and Antarctica to the south, Chile's vineyards are isolated. This has allowed them to thrive free of phylloxera (the devastating plant louse), alone with Argentina among the world's great vineyard areas. And this means that Chile's oldest vineyards are still planted on original root stock. It also means that Chile's agriculture is "organic" by definition, that is, adapted to its place without needing to bring excessive treatments from outside itself.

After its isolation, abundant water is the defining fact of Chile's vineyards. Water, compressed into rain as clouds meet the wall of the Andes, nourish Chile's vineyards. Alcohol levels are moderate in Chilean wines (a great plus) due in part to this abundant water and cool temperatures from the Pacific. For this Chile's wines are elegant, gracious and eminently drinkable. They are great companions at table.

Chile's natural fertility has attracted many winemakers and companies from Europe and America. From Bordeaux, Chateaux Lafite-Rothschild, Mouton-Rothschild, Margaux and Cos d'Estournel; from the United States, Robert Mondavi; from Spain, Miguel Torres: all have invested in Chilean vineyards and wineries often in collaboration with Chilean partners. These partnerships have brought worldwide acclaim to Chilean wine.

Chile excels in growing many varieties. Most successful are: Sauvignon Blanc (superb in most regions and easily as good as most produced anywhere in the new world); Cabernet Sauvignon (this grape achieves heights in Chile that place it on par in many cases with California); Syrah (in the hands of some vintners, Syrah, can be luscious and dense if not typical); Chardonnay (never profound but always good) and, finally, Chile's signature varietal Carmenere, once native of Bordeaux but no longer found there.





ARBOLEDA



Arboleda was introduced in 1999 as Eduardo Chadwick's vision for a boutique winery, in the Aconcagua Valley of Chile. Distance from the cool Pacific Ocean, altitude, warm days and cool nights from the Andes all create a unique microclimate in the Aconcagua Valley. These conditions are ideal for flavor, color and acidity. Arboleda wines are made using sustainable viticulture practices with grapes sourced from its own vineyards, Las Vertientes and Chilhué. Las Vertientes, a stunning hillside property, produces full-bodied red wines with balanced ripeness and acidity; and Chilhué, closer to the Pacific, is a source for complex, cool climate white wines. Arboleda wines are all hand-picked and hand-harvested, presenting considerable values with an overall polish and mouthfeel that reflects careful wine-making craft and attention to detail.

"Arboleda manages to produce... a high level of quality at friendly prices." – *WINE ADVOCATE*, OCT. 2008

< Carmenère
Chile's flagship varietal, is vinified using aerative pumping over repeatedly throughout fermentation to aid the polymerization of reactive tannins, promoting deep colors and fresh fruit aromas. Exhibits spicy red fruit, rich blackberry and black pepper aromas, with cedar, tobacco and cigar box notes. Fruit, spice, wild herb and green bell pepper flavors unfold on the palate, with mineral and chocolate notes. This is a distinctively spicy wine with strong personality.

Syrah
All lots are aged 12 months in new and older oak barrels, 55% French and 45% American. Aromas include red cherry, blackberry and strawberry jam, with hints of apricot, pomegranate and licorice. Spicy tannins and balanced acidity impart structure and good length on the palate. Older oak barrels for aging contribute integrated notes of vanilla bean and butterscotch that complement the fruit's characters.

Sauvignon Blanc
Assorted lots are aged 'sur lie' for three months to accentuate texture. During vinification, extreme care is taken to prevent oxidation, and a 4% barrel fermentation component was included in the final blend to add greater roundness and complexity. The wine has expressive gooseberry, citrus, green bell pepper and fresh-cut grass aromas. On the palate, clean white melon and kiwi flavors have a trace of white pepper. The wine's lively acidity keeps the wine fresh and snappy.

Merlot
After crush, half the lots underwent a pre-fermentation maceration, or "cold soak," at 10°C for 3-5 days. The skin contact results in greater extraction of color and fruit expression in the wine. The wine shows red cherry, blackberry, and strawberry jam aromas, with slightly reductive, gamey accents. The new oak barrels add traces of vanilla bean and toast. The wine has good length, with chalky tannins and balanced acidity. Sometimes, a percentage of Carmenère is added to the final blend for added complexity.

Cabernet Sauvignon
Depending on the vintage, this wine is either 100% Cabernet Sauvignon or predominantly Cabernet Sauvignon with a small percentage of other varieties, i.e. Merlot, Cabernet Franc, Carmenère or Syrah, blended to enhance complexity. This wine shows classic Maipo Cabernet aromas of ripe blackberry, boysenberry, and fresh cherry, plum and deep notes of spice, toast and vanilla. On the palate, the wine has impressive balance to match its big blackberry and cassis fruit structure, with firm, chewy tannins.

SEÑA

> Seña

A Bordeaux-style winemaker's blend that varies each year, the wine is predominantly Cabernet Sauvignon, blended with Merlot, Carmenère, Petit Verdot and Cabernet Franc. All grapes are hand-picked and hand-sorted. During fermentation, there are three pumpovers per day, to extract optimal color, aromas and ripe tannins. Lots are macerated separately for 20-40 days, according to ripeness. The wine ages in 100% new French oak barrels for 18 months. The result is an elegant wine full of ripe, black fruits, notes of violets and caramel with sweet tannins and a long, lingering finish.

Created in 1995, Seña is Chile's first Icon wine, from a partnership created by Eduardo Chadwick and Robert Mondavi. A biodynamic visionary, Mr. Chadwick explains, "Seña is an alliance of my family with the earth and captures the spirit of Chile and its passion..." Biodynamic viticulture restores the balance and microbial energy in the soil, and encourages the health of the vine, resulting in better, more expressive wines. Located in the Aconcagua Valley, Seña comprises 45 hectares of prime hillside vineyards, planted to Cabernet, Petit Verdot, Cabernet Franc, Carmenère, Merlot and Malbec. The region is characterised by good rain in the winter and a long, hot, dry summer marked by cool coastal breezes. Morning fog and slow maturation combine to create a complex, elegant wine full of intense fruit. Along with Seña's team of winemakers, international biodynamic expert Alan York has created the ultimate expression of Chile's terroir.

SEÑA

