

Winter 2020

GRAPE PRESS

"In wine there is truth." — Roman Proverb

FOUND: TIME IN A BOTTLE

Jacqui Schiewe recently found a remnant of 1979 in the shop.

As our customers know, The Wine Sellers' shop has its little architectural quirks. One was a tiny, hard-to-reach and thus mostly ignored recess.

Recently, Jacqui managed to wedge her hand into it, and pulled out a bottle of Fattoria di Bibbiani Pulignano Rosso 1979.

Checking our records, it was purchased in 1997 as part of a vertical lot (multiple vintages). The Fattoria had stayed undisturbed, in its own personal wine cellar, for 23 years.

Historically, the timeframe of the late 1970s is significant in the world of wine. It marked the beginning of the rise of the domestic (U.S.) wine market, which of course, has grown to world prominence. Who could have foreseen the incredible sea change appearing on the horizon?

The bottle was grungy but easily cleaned. The wine, however, was a mystery, and as such, unsellable. It was decanted with little hope and expectations of something like vinegar. We instead tasted a fabulous wine!

If there's a lesson here, it could be that wine is a pleasure that never grows old. Or, that wine has many ways that lead to an "aha moment." Or that aging occasionally does have its advantages if you look for them.



APPROACHING THE OLDER WINE

There is a romantic image of drinking an old wine as the epitome of luxury. It's true for certain, elite wines. For example, one of the great vintages of twentieth century Bordeaux was 1982. Recent tastings have confirmed that aging has contributed to the rare and exceptional flavor of some of these wines.

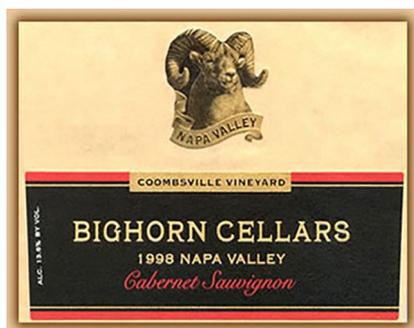
If you purchase a wine with the intention of putting it aside for an extended period of time, follow the winery's drinking guidelines. Storage conditions are vitally important. You can find a lot of reliable online information on cellaring. FYI, The Wine Sellers' warehouse is kept at 55 degrees with 72% humidity.

If you already have an older vintage wine or champagne that you are planning to open, for example, at a party or special event, we recommend that you have a backup bottle on hand of a more recent, reliable favorite, just in case.



Aging Beauties

The Wine Sellers can access older vintages if you are interested in exploring this intriguing aspect of wine appreciation. We do carry some older wines in the shop that you can have confidence in drinking, sharing and gifting.



Bighorn Cellars Cabernet Sauvignon

An example of the desirability of older wines was the customer response to a recent presentation.

In honor of Premiere Napa Valley Release Week, we pulled an older treasure from our vault, the 1998 Bighorn Cellars Cabernet Sauvignon, Lot # 104. The Wine Sellers was the winning bidder at the Premiere 2000 auction for this lush, silky Cabernet with loads of black cherry/berry fruit accented with cassis.

Indicative of the care that Bighorn put into the production of this wine, the grapes underwent extended skin contact to maximize flavor extraction and then aged in new French oak for 20 months. Every wine movement was done by gas pressure or gravity flow, avoiding the use of pumps so that the aromas and flavors of the wine were protected at all times.

It proved to be well worth the wait. Customers who were looking for a one-of-a-kind wine for the holidays quickly snatched the few remaining bottles, priced at \$145 (only 60 bottles were produced). There was even a waiting list.

Handmade, Heart Full

Coincidentally with the discovery of the Fattoria di Bibbiani Pulignano Rosso, The Wine Sellers received a shipment that we had long been anticipating. Although En Garde Winery's Handmade, Heart Full 2017 Cabernet Sauvignon is not an "old" wine, we had originally foreseen that it would be available in 2019. It wasn't ready until summer of this year, but we then postponed shipment until cooler weather arrived. As we commented about Handmade, Heart Full in 2019, and as is true with many others, fine wine is not to be rushed. The Wine Sellers won the bid for Handmade, Heart Full in the prestigious Sonoma County Barrel Auction of 2018.

The fruit for this ultra-premium wine was harvested from the Fountaingrove District days before the Northern California fires of October 2017, and is the final testament to that particular winery block, which was pulled after the fires. Only five cases were produced. \$125

Narsai David Estates 2004 Cabernet Sauvignon

Exclusive to The Wine Sellers. Only five cases produced. We purchased this auction lot at the 2006 Premiere Auction, and it has been perfectly stored since its arrival in Michigan. The concentration of 100% Cabernet Sauvignon from the Conn Valley Vineyard makes for an extraordinarily long-lived wine, with superb balance from its unique clonal selection. \$145



Other age worthy, noteworthy selections in the shop:

- Match Vineyards 2002 Cabernet Sauvignon (\$90)
- Beaucanon 2000 Merlot, Napa Valley (\$59.50)
- Lamborghini 2004 Campoleone (\$55)
- Chateau Bouscassé 2009 Menhir (\$32.50)
- Azienda Agricola 2002 Montevetrano (\$105)

FIRESIDE WINES

Feel the warmth that melts the icy shadows of winter. A blazing fireplace. A Fireside wine. A joyful heart. Our Fireside Wines are hearty, substantial selections that cheer body and spirit.



2016 Laurel Glen Counterpoint Cabernet Sauvignon \$57

- 80% cabernet sauvignon, 20% merlot
- Considered the second label of the winery and it is a knockout!
- Expressive nose shows plum, dark berry, sandalwood, while the palate delights with lots of red currants, black cherries, dried flowers, bouquet garni, and tobacco leaf notes
- Medium to full bodied, nicely rounded, juicy acidity, well-balanced
- Drink now though 2035



Northstar 2012 Merlot \$40

- 82% merlot, 16% cabernet sauvignon, 2% petit verdot
- From the vault and the vintage was considered a "classic"
- Bold, highly structured wine was created to enjoy now, or for many years to come as it will age gracefully
- Rich concentrated aromas of black cherry, raspberry and bitter chocolate
- Flavors of cedar and vanilla with a lingering toasted oak finish
- Silky smooth texture, long finish with a bit of heat
- Has some sediment – decanting recommended
- Columbia Valley, Washington



Beaucanon Estate 2011 Cabernet Franc Cuvée Louis \$37

- Intense aromas of blackberry/blueberry fruit, cocoa, smoky tea and toasty oak
- Tart juicy cherry, rose petal, lavender and mineral earth add depth
- Acidity vies with tannins
- Napa, California



Chappellet 2018 Mountain Cuvée \$43.50

- 44% cabernet sauvignon, 33% merlot, 10% malbec, 8% petit verdot, 5% cabernet franc
- Dark and spicy, with nose of currant, cassis, sage and thyme, plus hints of cinnamon and clove from barrel aging
- On the palate, tannins are impeccably balanced, adding depth to the lush ripe berry flavors, with layers of cola and grenadine emerging as the wine evolves in the glass
- Napa, California



Scarpetta Timido \$20

- Cool sparkling wine, limited production, great price
- 100% old vine pinot nero from the foothills of the Friulian Dolomites, Italy
- Berry nose accented with floral notes
- On palate, crisp and dry with dry berries, herbal accents
- Refreshing and just delicious
- Timido means timid or shy



WE ARE THE PLACE FOR CHAMPAGNES



The Wine Sellers just might have one of the most varied selections of champagnes and sparkling wines in the area. We are happy to special order, provided they are distributed in the Michigan market. Let the safe celebrations begin.



Champagne Collet Brut NV \$43.50

Since 1921, the house of Collet has been creating Champagnes of authenticity, elegance and great finesse. Located in Aÿ, in the heart of the Champagne region.

- Distinctive blend of 50% pinot meunier, 30% chardonnay, 20% pinot noir, aged for a minimum of three years
- Vineyards are mainly Premier and Grand crus
- A fine bead and light golden-amber color
- Nose shows toasted brioche aromas with fine citrus notes
- Palate is powerful and full-bodied revealing great freshness and impressive length
- Wonderful as an aperitif and versatile enough to be paired with an array of dishes from oysters to light game



André Clouet Grande Réserve Brut NV \$52

- A gem. All grand cru fruit, 100% pinot noir, which is unusual.
- Fruit nose of pears, apples and marzipan
- Palate shows cream, pears, red fruits, and a noticeable nutty essence
- Complex and forward in style, with some biscuity characters and a long, persistent finish

Bouzy, France



Waris-Hubert Lilyale Grand Cru Blanc De Blancs Brut Zero – NV \$61

- 100% chardonnay
- Nose of white flower, apple, pear and green apple
- On palate light, crisp with high acidity
- Notes of citrus, apple, bread with secondary notes of toast, vanilla
- Beautifully dry with a long, delicious finish

Champagne, France

Also:

Moët & Chandon 2006 Dom Perignon (\$250)



Louis Roederer Cristal 2000 (\$275)



AFTER THE FIRE

We continue to monitor the situation in California. According to estimates by the Napa Valley Register, the monetary losses in Napa's wine industry due to the 2020 wildfires (especially the Glass Fire) may be as much as \$1 billion, with \$50 million in lost wages. Napa Valley Vintners (NVV) has stated that about 80% of wineries in the area plan to proceed with a 2020 vintage. Smoke taint is an ongoing concern as the winemaking process continues. Even with a smaller output, the resulting Napa wines would be truly special, considering the ruinous circumstances of their production.

In the Shop



Partanna Premium Quality Unfiltered Extra Virgin Olive Oil Liter tin \$29

It's always in the shop because it's always a customer favorite. The Asaro family has been producing olive oil in Partanna, Sicily, since 1916.

- Monovarietal, made only with Nocellara del Belice olives
- Rich flavor profile, notes of artichokes and almonds with a peppery finish
- Versatile oil matches every cuisine; can be used for finishing, dipping and cooking
- Very low acidity (typically around 0.3%)
- COI and Kosher Certified, non-GMO Verified

ITALY – *A Return to Tradition*

In times of upheaval, the concept of “tradition” is a safe haven that grounds us when we might feel untethered or unconnected. For all of us at The Wines Sellers, one tradition that never fails to bring us joy is that of “old world” wines. Italy comes foremost to mind.

Recent vintages have proven that Italian wines continue to uphold the country’s ancient tradition of exceptional wine. In fact, Italian producers have been knocking it out of the park!

Here are three of our favorites. Each represents outstanding quality-price ratio (superb wines of excellent value). There are others in the shop that are well worth discovering.



Kellerei Cantina Terlan Classico 2019 \$31

- Blend of traditional varieties – pinot bianco for freshness and good acid structure, chardonnay for pleasing warmth and mellowness, sauvignon adds the fine aromatics
- Nose of green apple and white peach combine with fine nuances of lemon balm and mint to create the typical aroma
- Peach notes on the attack
- Multifaceted, well-structured with an interplay of freshness and minerality with a wonderfully persistent finish

Alto Adige, Italy



Kellerei Cantina Terlan 2017 Lagrein Gries Riserva \$41.50

- Nose reveals earthy, minerally notes masterfully underpinned with fruit components, with morello cherry, dark chocolate and plum jam
- Impressive for its fruity berry aromas as well as for its noble spicy notes and juicy balanced body
- Spicy, velvety fresh and dried fruit and leathery notes intrigue the palate
- Multilayered, opulent and complex wine with a huge finish

Alto Adige, Italy



Ciacci Piccolomini d'Aragona 2015 Brunello di Montalcino \$74

- Perfumed and decadent with dried flowers, spices, fungi, warm earth and cherries
- Graceful medium/full body
- Solid core of fruit on palate – cherries, raspberry jam, fennel, tobacco, yet ever so fine tannins
- Amazing finish – beautifully crafted

Montalcino, Tuscany, Italy

WINES TO WATCH



G.D. Vajra 2017 Barbera D'Alba \$24.50

- Intense and rich on the nose, both fresh and harmonious
- Floral and fruity notes give way to hay, tobacco and spices
- On palate, round, exuding black cherry, blackberry and iron/graphite flavors
- Builds to a lengthy, velvety conclusion

Piemonte, Italy



Soléna 2018 Pinot Noir Grand Cuvée \$35

- Lively aromas of tart cherries, strawberries and cranberries
- Flavors of earth, licorice, cola and baking spices balance perfectly
- Lovely freshness through the finish

Willamette Valley, Oregon



Talley Vineyards 2017 Estate Chardonnay \$27

- Lemon tart, jasmine and orange blossom on the nose
- Nectarine, green apple, yuzu and meyer lemon on the palate
- Rich in style, showing excellent clarity
- Impressively long, mineral and floral-accented finish leaves melon and pear notes behind
- 23% new French oak – drink now through 2026

Arroyo Grande Valley, California

For more immediate, time-sensitive news, follow The Wine Sellers on [Facebook](#).



www.thewinesellersmichigan.com



Every day is
10-percent day!
Buy one case
(even mix
or match),
10-percent off!

16409 B Red Arrow Hyw, Union Pier, Michigan 49129

Winter hours you'll find us in the shop most weekends. Just to make sure, phone first at (269) 469-7566.

We will be on hiatus February, March and April.

We accept American Express, VISA, Mastercard, Discover and Diners Club.

The Wine Sellers is wheelchair accessible.