

GRAPE PRESS

"In wine there is truth." — Roman Proverb

BACCHUS FEST

With no apologies to the Old Farmer's Almanac, we make our prediction for fall and winter in Michiana. We base our unerring prognostication on Bacchus Fest 2018, The Wine Sellers' autumnal coming-out party for amazing wines in the shop.

Based on sales and the enthusiastic response of our guests, Michiana wine lovers can look forward to enjoying an extraordinary end to the year that will carry over well into 2019!

Bacchus focuses on richer and weightier wines we cherish throughout the winter months. Perhaps motivated by the nasty weather that evening, sales were brisk. Along with our wonderful Michigan distributors who are on hand every year, we happily welcomed Chip Davis, Midwest Region Manager from Ste. Michelle Wine Estates, and Mary Wajda, Territory Manager for Winebow's MundoVino.

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Jacqui and Tim Schiewe with Chip Davis (right),
Midwest Region Manager, Ste. Michelle Wine Estates

WHY THE WINE SELLERS?

Wine seems to be for sale everywhere, from the big box stores to the chain liquor stores to the pharmacy down the street. Nevertheless, The Wine Sellers continues to thrive! Our customers tell us there are several reasons we have earned their trust.

- We hand-pick the wines. The word that is popular today to describe what we've done for years is "curated." We can vouch for each and every wine in the shop because we have thoroughly researched them. 98 percent of our collection has been personally sampled and evaluated.
- We stand behind all of our wines. Look for The Wine Sellers sticker on the bottle!
- We seek out interesting wines that are not always in broad distribution. We are always wine curious!
- We happily will order any wine if it is available in Michigan.
- We have seniority in the industry. Our status often allows us to access highly allocated wines you might not find or be able to purchase elsewhere.
- We store our wines under optimum conditions, unlike most general retail stores or even liquor stores.
- Every wine has a back story and we know most of the stories!

Recently, the shop was in more than usual disarray, because so many cases had been delivered as a result of our highly successful Bacchus event. Jacqui mentioned to some customers in the shop that a delivery driver said that we needed a larger shop to fit all the wine. The customers immediately said no! They added, "If we wanted to go to a bigger shop, we could go to a supermarket." The intimacy of our small shop is representative of the wine experience we try to deliver.

BACCHUS FEST Continued

The opportunity to talk one-to-one with knowledgeable wine experts such as Chip and Mary is one of the main reasons you should consider attending Bacchus, or its sister summer event the Top 50 Tasting. Generous, event-only discount pricing is another enticement!

Post-Bacchus, we always review (via sales) which wines left the most memorable impressions on the attendees. Year after year, our guests never disappoint. Leading the sales at Bacchus were these showstoppers, which are still available in the shop:

Alexandria Nicole Cellars 2016 A Squared Cabernet Sauvignon (\$28.50)

Blend is 85% cabernet sauvignon, 10% cabernet franc, 3% malbec, 2% petite verdot. Woody aromas, black currant and a whiff of menthol make for a wonderful perfume. Dense on the palate with flavors of black currant, black cherry, graphite, spice and cedar. Complex with layer upon layer of flavor, great structure and refined tannins that soften quickly. From Destiny Ridge in Horse Heaven Hills, Washington.

Bodegas Urbina Gran Reserva 1994 (\$59.00)

95% tempranillo, 5% mazuelo and graciano. Dark ruby with amber glints, this exclusive wine is powerful, rich and seductive. Impressive floral/vegetable/tobacco nose leading to a perfect harmony of oak and glorious fruit, especially prunes, dates, and sweet raisin flavors. Silky and creamy on palate with a long, full finish. This splendid old vintage is a treasure.

Calder Wine Company 2014 Carignane (\$27.00)

Very limited (200 cases produced) and very well-balanced, this rare wine is a passion project of Julie Johnson (Tres Sabores) and John Williams (Frog's Leap). The nose and palate have gobs of enticing berries, along with a savory note. From Mendocino, California.

Tenuta Santa Maria 2015 Valpolicella Ripasso (\$36.50)

Ripasso method gives this elegant Valpolicella greater complexity, bolder and softer body, and intense color. The nose shows intense hints of black cherry, blueberry, earth licorice and accents of cinnamon and pepper. Soft, warm palate is structured with velvet tannins and balanced acidity. Reminiscent of a much pricier Amarone.

Whites are not completely abandoned at Bacchus. Among our white wine leaders was Field Day, a unique blend from Paso Robles, and the Luc Belaire Gold. The response was so positive, we designated the former a Fireside Wine, and the latter a Wine to Watch. A third white that impressed:

Puramun 2016 Chardonnay Reserva (\$27.50)

From Jose "Pepe" Galante, widely considered the most important winemaker in Argentina's history. Complex, Burgundy-style wine, viscous, nutty with a hint of peach pit and earth. Weighty and lush with creaminess, offset by great acidity. Only 500 cases produced.



A busy corner of Bacchus

TOP 50 MEMORIES

What a great summer! We hope it was for you as well. Top 50 2018 was our highlight of the season, and our best ever in sales. The light-hearted rosés that make up the heart of Top 50 give way to the weightier wines of autumn, but hints of summer remain.

- One of our best-selling Top 50 wines is still available. The Tenuta Casabianca 2015 Sussingo (\$15) is a casual Tuscan blend of sangiovese and cabernet sauvignon. Perfect for pizza or pasta.
- The Domaine Bastide Blanche 2017 Bandol Rosé (\$32) was featured at Bacchus. An extraordinary and powerful wine.
- The well-priced and wonderful white burgundy Domaine André Bonhomme 2014 Viré Clessé Les Pierres Blanches that was a Top 50 hit is no longer available. Happily, the 2016 vintage (\$32.50) is in the shop. It may be better than its predecessor!

FIRESIDE WINES

From Chill to Thrill

Winter in Michiana means early sunsets, gloomy days and tingling noses. But with a hearty, weighty, tasty Fireside Wine in hand, winter's worst is turned instead into an invitation to embrace the season in all its austere glory.

Field Day 2017 White (\$23.00)

Yes, a white Fireside Wine. Like a Tai Chi garden on the side of a Hawaiian volcano, this wine balances ease and adventure. Fruity nose of mango, Georgia peach and feijoa play nicely with refreshing minerality. Green tea and grapefruit highlighted by pops of lime zest cascade over the palate. Pineapple and guava notes linger long after the finish. A hit at Bacchus!

Vallone 2016 Versante Primitivo JGP (\$14.95)

Ruby-purple with a nose of earth and violets. Palate has rich dark berries, dark cherries, earth and brown spice notes. Tannins are youthful; a bit grippy with a medium long finish. From Puglia, Italy.

Château de Montfaucon 2015 Côtes Du Rhône (\$18.95)

Spicy, unoaked table wine is 50% grenache, 20% syrah, 15% carignan, 10% cinsault, 5% counoise. Displays ample complexity on the nose and palate, with scents and flavors reminiscent of thyme, lavender and bay leaf alongside cherry and red berry fruit.

Dornier Cocoa Hill Red 2015 (\$15.00)

Mostly syrah and merlot with lesser amounts of tempranillo, cabernet franc, malbec, petit verdot and cabernet sauvignon. Bright cherry/berry fruits on the nose with a hint of eucalyptus. Palate has smooth, pure fruit with refined notes of sour cherry, plum, cranberry plus cured meat and thyme.

Taonga 2016 Sauvignon Blanc (\$16.95)

Bursting with passion fruit, star anise, faint gooseberry hints and citrus, all adding complexity on the nose and palate. Refreshing with a cleansing finish. From Marlborough, New Zealand.

Torres 2016 5G (\$15.95)

Decadent nose, with notes of blueberries and vanilla, rich chocolate and cedar chips and violets lead to sweet herbaceous Chartreuse undertones. It has a similar digestif liqueur quality on the palate.

KNOW SONOMA

A thirst for knowledge brought Jacqui to the Sonoma County Barrel Auction earlier this year. It also brought her to a greater appreciation for the entire region. There is always more to learn about Sonoma. Its diverse terroir, with its variety of meso and microclimates, is home to more than 400 wineries in 18 AVAs (American Viticultural Areas). The commitment of the local vintners and winegrowers is evident in wines of exquisite taste.



MORE SONOMA - FORT ROSS



Jacqui with Diana Schweiger, National Sales Manager for Fort Ross Vineyards and Winery

In July, Sonoma returned the favor and visited us. TWS hosted Diana Schweiger, National Sales Manager for Fort Ross Vineyards and Winery. Crafters of superb Chardonnay and Pinot Noir, Fort Ross is located in Sonoma on the steep ridgetops only a mile from the Pacific Ocean. Showcasing the winery's 20th anniversary, we featured the following wines from the shop, which fans of Pinot and Chardonnay will truly appreciate:

2016 Chardonnay Sea Slopes (\$33)

2013 Estate Pinot Noir Fort Ross Vineyard (\$57)

2014 Pinot Noir Sea Slopes (\$42)

2013 Pinot Noir Symposium (\$48)

ON TO NAPA

From Sonoma, we transitioned to Napa, as TWS was pleased to supply the wines for classes given this summer by the Napa Valley Wine Academy, right here in Harbor Country. The instructor for the Academy detailed the wine types to be featured, and Jacqui made the selections.

The Foundation course teaches students how to use a systematic approach through sight, smell and taste to identify the main styles of wine, and the key principles of food and wine pairing. The Level 2 course explores major grape varieties, important regions and major classifications to help you identify wines with confidence.

Education is a key component of our service at The Wine Sellers. Jacqui looks forward to continuing the affiliation with the NVWA. Because the more you know about wines, the greater the pleasure!



Antoine Gimbert,
Domaines Delon export
Manager for Europe
and America

DOMAINES DELON

Early this autumn we attended a luncheon in Ann Arbor featuring the wines from Domaines Delon, presented by Antoine Gimbert, export Manager for Europe and America. Jean-Hubert Delon is one of the last great independent Bordeaux proprietors. Some Domaines Delon wines will arrive for the holidays, so check with The Wine Sellers for availability. One in shop soon is the 2009 Château Potensac Médoc. The 2009 has an extra punch and ripeness. Blackberry fruit is balanced by fresh minerality and a well-defined structure around the sweet core. It will age well, and is beginning to peak.

In the Shop:

SPOT-NOT DECANTER DRYER AND POLISHER (\$25)

We love wine gizmos, and the Spot-Not Decanter Dryer and Polisher is genius. Dangle the pendant, covered in cloth, inside the decanter. The cloth-covered mitt is for the outside. Magnets inside each pull the two together. As you move the outer mitt, the inside cloth moves along with it, drying and polishing the inside of the decanter.

PARTANA SICILIAN UNFILTERED EXTRA VIRGIN OLIVE OIL (1 LITER CAN \$25)

Still a favorite with our customers. Made only with Nocellara del Belice olives, from the province of Trapani, in Sicily. The oil has a rich flavor profile, with notes of artichokes and almonds, and a peppery finish. This versatile oil is a match for every cuisine, and can be used for finishing, dipping and cooking. COI and kosher certified, Non-GMO verified.

January Sale

Welcome 2019 with The Wine Sellers' annual January Sale. The tradition continues:

EVERY WINE IN THE SHOP ON SALE
FIVE TO FIFTY-PERCENT DISCOUNTS
DISCOUNTS CHANGE THROUGHOUT THE MONTH

WINES TO WATCH

Alasia 2014 Barbaresco (\$29.00)

We've never seen a Barbaresco at this price that is this good. 100% nebbiolo. Dried black fruit aromas, with rose petals and savory spicy notes. On palate, complex and richly flavored with black cherry, bramble, sandalwood and a hint of violets. Shows good structure plus fine tannins leading to a long, rich finish. A top seller at Bacchus 2018.

Luc Belaire NV Brut Gold (\$38.00)

Another wow from Bacchus, this effortlessly elegant cuvée begins with aromas of stone fruits, ripe pear and brioche. Tropical notes of mango complement fresh chardonnay fruit and limestone on the palate. Finely structured and delicate, the wine has a light, dry finish.

Erath 2015 Estate Selection Pinot Noir (\$37.00)

Silky, mouth-filling, explosively aromatic with scents of Marionberry pie, root beer, vanilla, and lavender. Palate is layered with mixed berries, red plum, mission fig and a hint of pomegranate. Supple tannins marry harmoniously with food friendly acidity, allowing for infinite pairings. From Willamette Valley, Oregon.

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.