

WINES TO WATCH

Protea 2013 White **\$17.50 (\$15.75 case price)**

Winemakers allow the often underappreciated chenin blanc grape to arrive with rich fruit and verve. Note the gentle bouquet of white peach, nectarine and stone fruit with a light white pepper and lime/citrus nuance at the end. Refreshingly succulent and tangy in the mouth, the same stone fruit flavors abound. Although vibrant and lively, the wine has a rounded, creamy, full mouthfeel. Rich and delicious with a long, lemony custard aftertaste.

Mercer 2010 Sharp Sisters **\$26.00 (\$23.40 case price)**

The blend is 50 percent merlot, 34 percent syrah, 10 percent cabernet sauvignon and 6 percent petit verdot, crafted in a New World style. Fun and forward. Shows a beautiful nose of cherry boysenberry/raspberry mixed with chocolate. In the mouth, flavors are concentrated red and dark fruit with herbs de Provence. The mouth feel is supple, rich and full with excellent length.

Bodegas Avante S.L. 2012 Tineta \$16.95 (\$15.25 case price)

Tanzer notes, "Youthful purple with intense aromas of blueberry, cherry liqueur, licorice and Indian spices. Lively, sweet and spicy in the mouth, with energetic black and blue fruit flavors underscored by zesty minerality. Notes of bitter chocolate and dark berries on a long, spicy and sharply focused finish." Production: 4,000 cases. 91 POINTS Robert Parker's Wine Advocate, 90 POINTS Stephen Tanzer's International Wine Cellar.



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The Wine Sellers is open Wednesday through Saturday from noon until 6:00 p.m., Sundays from 1:00 until 4:00 p.m., through Labor Day, fewer days afterwards by chance or appointment. Just to make sure, phone first at 888-824-WINE. We accept American Express, VISA, Mastercard, Discover and Diners Club. The Wine Sellers is wheelchair accessible.

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

Summer 2014

GRAPE PRESS

"In wine there is truth." — Roman Proverb

THE WINE SELLERS: TWENTY YEARS IS A GREAT START

In 1994, Jacqui Schiewe turned an obsession into an avocation, and The Wine Sellers was founded. We celebrate our 20th anniversary this year! We thank you, our customers, for twenty years of amazing support. We say thank you to our dedicated distributors and representatives, whose collaboration is essential to our success.

Our anniversary has been mostly business as usual. The shop is stocked to the rafters, our Summer Tasting was a sold-out smash, and autumn's Bacchus Fest is in our sights.

And yet, anniversaries, like wine, evoke memories. The memories that flow reflect both the permanence and the fluidity of the wine experience. Winemaking, with traditions steeped in antiquity, has a sense of the eternal, even while change is as regular as the seasons, and every vintage is an opportunity to create anew.

In fact, we can look at every wine in the shop and be reminded of a person, a place, an event or a moment in time that filled the journey of the past twenty years.

The memories are palatable. As we sell a bottle of **Heitz Cellar 2009 Cabernet Sauvignon**, we are reminded of Napa and our long-ago personal meeting with the legendary Joe Heitz of Heitz Cellar. His appearance at a tasting was greeted with hushed respect akin to reverence. As we stock a **Ca Marcanda Promis**, we remember a similar occasion when we had an appointment to meet the formidable Angelo Gaja, at one of our earliest visits to Vinality in Verona. Mr. Gaja was so much in demand, his booth had bodyguards at the front door!



A bottle of **Saddleback 2008 Cabernet Sauvignon** brings back 20 years of memories meeting with and selling the Napa wines of Nils Venge, "the King of Cabernet." A customer with a taste for **Domaine du Pégau** transports us back to beautiful Châteauneuf-du-Pape, and our tastings with the highly respected producer Laurence Feraud.

A customer prefers the **Mohua 2013 Sauvignon Blanc** for its tart limey/gooseberry nuances, and we think back to the early years of The Wine Sellers, when New Zealand wines were barely on the map. Today, great wines are found in every corner of the world. Even in our small shop, we have greater knowledge of and greater access to the global marketplace.

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Happy Anniversary, Porch Wines

Jacqui's brother David, a restaurateur in Arizona, recently threw one of his distributors for a loop when he asked for a selection of "porch wines." It's not universal yet, but most wine lovers in Michiana know what Bob's favorite catch phrase means. Porch wines are light and lively sippers, ideal for summer lounging on the porch/dock/beach/etc. Bob has been calling them porch wines since the shop opened, if not longer, so Happy Anniversary and happy sipping!

Broadbent nv Vinho Verde Rosé (\$11.99)

Made exclusively from red grape varieties. A soft crushing and pressing make it possible to gently extract the juice. The rosé must is clarified, resulting in a bright, clear wine. The blend is 40 percent borraçal, 30 percent espadeiro, 20 percent amaral, 10 percent vinhão. It has an intense aroma, very delicate with notes of red fruits. Well-balanced with a soft and slightly fizzy finish.

Domaine St André de Jiguière 2013 Rosé (\$13.95)

The domaine's wines are fine, elegant and mineral with complex and refined aromas. Very pale in color, and aromatic with a perfect balance between mineral and fatness. A rosé in all its delicatessen! The blend is mourvèdre, cinsault and grenache with a bouquet that expresses Provence with a hint of citrus fruit and spice. Packed with elegance, finesse and roundness with a silky smooth finish. Drink now through 2015.

Anne Amie Vineyards 2012 Cuvée A Müller – Thurgau (\$18.95)

Crisp, fresh, and dry, a charming example of the variety at its best. From chicken to shellfish, this wine is a versatile match for mildly spicy foods like Thai, Creole or Mexican. 1,694 cases were produced. Note the aromas of honeysuckle, casaba melon, confectioner's sugar, starfruit, kumquat, with flavors of key lime, pink grapefruit, yellow plum, gala apple, citrus pith. Finishes dry. Top Seller, Top 50 2014.

Lionel Osmin & Cie 2013 Négrette Rosé (\$13.95)

Négrette is one of the best grape varieties of the French Southwest for producing rosé wines. Its pale, delicate color, plus its fruity, expressive style (fresh red cherries/berries and pomegranate) and characteristically refreshing nature makes this a festive rosé. Full and refreshing on the palate, with the acidity and richness bringing out the pleasant aromatic range, reinforcing the first impression on the nose. These bewitching, fruity notes will have you singing "La Vie en Rose."

Luccarelli 2012 Negroamaro Puglia (\$15.95)

The fruit is picked a little earlier than other producer's grapes, to ensure freshness over a raisined palate. Spicy nose, raspberries with a squeeze of citrus on entry. Nice acidity with pleasant licorice notes fill in nicely. Top Seller, Top 50 2014.

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A Constant Presence

With a world of wine at our fingertips, the challenge is selecting just the right mix of favorites and discoveries that maintains a consistent level of quality. We feel we have achieved success in this goal for several reasons. First and foremost, we adhere to our mission of representing small estates and single vineyards. We have always strived for the authenticity created when a wine is grown, tended to, vinified and bottled by the same winery or winemaker. It is this hands-on approach that speaks most passionately of the terroir – the sense of place that defines a wine's origin.

It's also essential that every wine must first pass our personal taste test before it enters our shop. And of course, we use our sense of hearing as much as our sense of taste – we listen to our customers. A primary example, for twenty years cabernet and chardonnay have been our most-requested wines, and our first-rate inventory reflects this.

All our cabs and chardonnay bring back good memories. A bottle of **Chateau Montelena 2010 Cabernet Sauvignon** takes us back to our meeting with Master Winemaker Bo Barrett of Chateau Montelena. Bo is the son of the late James Barrett, the vintner whose 1973 chardonnay beat the French in the 1976 "Judgment of Paris" tasting. A bottle is now in the Smithsonian. Bo's wife Heidi, also a highly respected winemaker, was a delight to meet as well.



It's a familiar occurrence with this traditionally family-owned industry. The next generations succeed, bringing more advanced technology and better education, and often a new attitude. Even old-world winemakers have new-world strategies today. Years after meeting Joe Heitz, it was a pleasure to meet daughter Kathleen and son David, who now run Heitz. Angelo Gaja's daughter Gaia Gaja is the fifth generation vintner of the winery.

Memories continue to flow, but our 20th anniversary is also a time for looking ahead. We are always at the headwaters of trends and discoveries, championing a wine or winery in the early stages of a rise to popularity. Recently, our personal campaign to bring rosé wines to the attention of our customers' palates is coming to fruition.

Our affair with these radiant sippers may have been inspired by a lovely (and very French) memory of a late spring afternoon in Provence, near Vacqueryas, sitting outdoors under the trees, enjoying lunch and many bottles of perfect rosé. Great for summer, great with food, rosé wines are consistently good sellers at our Summer Tasting, and a few always make Bob's Porch Wines list. A rosé at Thanksgiving is a potential tradition in the making, because it can handle a cornucopia of complexities.

We're also thinking back upon the many other anniversaries, holidays, weddings and parties The Wine Sellers has been a part of in our own small way, inspiring joy and celebration with wine recommendations, especially from our celebrated treasure-house of champagnes.

We recently tasted **Le Mesnil NV Blanc de Blancs**, a Grand Cru of highest pedigree, that we might just crack open for our own celebration. It reminds us of tasting champagnes with Fabrice Rosset from the House of Louis Roederer in the shadow of the Cathedral of Reims. Or our private visit to the historic Champagne Deutz. Finishing a tour of the cellars, we walked into absolute darkness. Then ahead of us was a grand stairway, lined on each side with magnum champagne bottles, each holding a lighted candle. An amazing and unforgettable sight!



More memories?

There are thousands more. It has been a glorious, fulfilling 20 years, and yet it seems we've barely begun to explore the universe of possibilities that is wine. Wonderful wines and the wonderful people who enjoy them continue to inspire us every day. We invite you to continue the voyage with us.



BACCHUSATURDAY

The wine gods have smiled on those of you who have asked for Bacchus Fest, our fantastically fun annual autumn tasting, to be held on a Saturday. Specifically, Saturday, October 11. Look for your email invitations soon. If you have not been to Bacchus and would like an invite, we would love to see you there! Guests sample wines from the world over while industry professionals offer their expertise. All wines poured will be offered for order at a significant discount! Email us at jacqui@thewinesellersmichigan.com or phone 269-469-7566 or 888-824-WINE (9463).

TASTE STRATEGY

For those of you planning to attend Bacchus, or any of our annual tastings, or any of the many wine tasting opportunities wherever you are, it's important to keep a couple things in mind to make the best of a tasting. Here are a few tips from Jacqui, gleaned from years of experience.

I go early, not only to avoid the crowds, but to carefully look over the list of wines, and decide which wines are most interesting and likely purchase possibilities.

Next, I seek out the least crowded tables. Access to the facilitator is the goal, and getting information on the wines is the reward. If you have a competent person pouring (as we do at Bacchus and our Summer Tasting), he or she can be a wealth of information.

When at a table, I let the facilitator guide me in the order of wines to sample. It's easier to go from light to heavy. Too many big, bold wines in succession may be delicious, but tend to put your palate to sleep.

Finally, always use the spit bucket. You are not expected to taste every wine. Spitting is the simplest and most efficient way to professionally taste wine. Done properly, it will provide your olfactory senses with the most memorable experience of the wine.

Enjoy!