

Summer 2019

# GRAPE PRESS

*"In wine there is truth."* — Roman Proverb

## TOP 50 OPENS THE WINE SELLERS' 25<sup>TH</sup> YEAR

The 25th anniversary of The Wine Sellers debuted in glorious fashion. The day after the summer solstice, we held our Top 50 Tasting under postcard-perfect weather. Timothy's Restaurant was once again the ideal venue.

The perfect combination of lovely wine and wine lovers resulted in a celebration that surpassed all previous editions of the event. Every wine in the Top 50 catalog had sales – a first, and a testament to our creative collaboration with our presenters in offering a superbly curated selection of affordable, amazing wines.

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Beautiful day, beautiful setting, beautiful wines.

## TOP 10 OF TOP 50

The top ten of the Top 50 is always a contest, and proof of our guests' discerning palates. Their top ten choices, based on sales, are a pleasingly diverse selection that will make any summer all the more special. (Since Domaine de la Solitude 2017 sold out, we are including the 11th best seller in this list.)

### *Les Amours d'Haut Gleon Rosé 2018 – JGP Pays d'Oc (\$15)*

Fresh nose of berries and citrus notes with a floral touch. Dry with a bit of richness, nicely balanced acidity and a long finish. Exclusive to The Wine Sellers.

### *Château Le Bordeaux de Larrivet Haut-Brion Blanc 2017, Pessac-Léognan (\$18.95)*

Classic white Bordeaux. Delicate, fresh and delightful.

### *Klaus Lentsch 2017 Pinot Bianco (\$20)*

Perfumed nose is reminiscent of green apples and meadow blossoms. Palate is lean and refreshing with an impressive body of floral notes and exotic fruit nuances.

### *Vinca Minor 2017 Carignane (\$26)*

Lovely, with bright red fruits (sour cherry), and notes of fennel and sage. Just 750 cases produced.

### *Domaine de la Solitude 2016 Côtes du Rhône Rouge (\$19.50)*

Tasty core of fresh plum, cassis and raspberry purée flavors laced with black tea and anise notes, offering a silky-edged feel through the finish.

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## TOP 50 OPENS THE WINE SELLERS' 25<sup>TH</sup> YEAR Continued

**Familiar Top 50 industry stalwarts Callie Christiansen, AHD Vintners; Ken Kelly, Certified Sommelier, Partner, Woodberry Wines; Debby Bowser, Great Lakes Wine & Spirits; and Stuart Allen, Imperial Beverage, were joined by special guest Mark Kalachnik, Ambassador for Dreyfus, Ashby & Company, global purveyors of fine wines and spirits.**



Callie Christiansen, AHD Vintners, pours. Special guest Mark Kalachnik (in the dark suit) can be seen behind her.



Stuart Allen, Imperial Beverage, checks the Top 50 catalog.



Ken Kelly is in the background, on the left. Barely visible at the table next to Ken is Debby Bowser, Great Lakes Wine & Spirits, with Bryan Bowser (her "official sidekick").

Their knowledge and personalities complement the wine they represent. Top 50 wouldn't be as fun and fulfilling without our team!

A true measure of the success of Top 50 isn't just in attendance or sales (both tops), but in the way the wines captured the imagination and hearts of our guests. At every table, they were falling in love at first taste with wines they may never have encountered without the opportunity provided by Top 50. Sometimes, all it takes is a little push.

It's also a strong incentive to go out of your comfort zone when all wines at Top 50 could be ordered at a significant discount. Attendees really just can't lose.

With the exception of the sold-out Domaine de la Solitude Côtes du Rhône Blanc 2017 and Meeker nv Roller Coaster Red Lot #10, all Top 50 wines are currently available in the shop. [This year's Top 50 catalog can be viewed here.](#)

If you would like the opportunity to have informative discussions with industry pros, taste a variety of beautiful wines, and order them at significant discounts, please accept our invitation to attend our Bacchus Fest autumn tasting event. We'll do our best to make it a highlight of the season.

***Watch your inbox later in the year for more information.***



Ken Kelly (in the blue-striped shirt), Woodberry Wines, welcomes guests to Top 50.



# THE WINE SELLERS AT 25 YEARS

For 25 years, we have had the privilege and pleasure of sharing our passion and knowledge of wine with you.

***What has gone into the success of The Wine Sellers? We've filled the years by establishing a solid small-business enterprise, becoming engaged neighbors in our community and region, and especially, developing amazing relationships.***

We've worked with many industry leaders all over the world and at every step in the winemaking process to bring our selection to you, from the winemakers to the export managers, to the state and regional managers, to the sales reps.

As relationships grow, the allocations of the hard-to-get wines have become easier. Wines have become pricier. But we are living in an age when better wines are being produced with the help of advanced degrees in the field, better technology in the production, investment in more modern equipment, and better understanding of climate change and how it effects the vineyards.

Without a doubt, our most important relationships are with our customers. Because we and our customers have shared our experiences over the years, our curated collection is more in tune with their tastes and expectations. Clients have become more sophisticated and focused, and yet also more trusting. They may not know the exact wine they want, but they know their wine seller!

For ourselves at The Wine Sellers, we learn something every day about wine. In fact, while our customers tell us how much they rely on our advice, we may have learned more, grown more and benefitted the most from running our little shop on the Red Arrow Highway. The experience and knowledge we've gained sets The Wine Sellers apart from other stores that simply sell wine.

***And even after  
25 years,  
tomorrow will  
be a completely  
new experience.***

## TOP 10 OF TOP 50<sup>Continued</sup>

### ***Domaine de la Solitude Côtes du Rhône Blanc (\$18.95)***

Rounded and open, with friendly peach and honeysuckle notes and a breezy, almond-accented finish. Drink now.

### ***Joseph Drouhin 2017 Saint-Véran (\$25)***

Crisp apple, lemon and lemon pith and subtle mineral flavors. Balanced, leaving a fresh, cleansing impression on the finish.

### ***Cline 2016 Mouvèdre, Ancient Vines (\$18.95)***

Chocolate characteristics, luscious deep plum, and concentrated cherry. Dark, dusty fruit of stunning concentration.

### ***Masciarelli 2016 Trebbiano d'Abruzzo (\$15)***

Masciarelli has shown the world that the special clone of Trebbiano in Abruzzo can make some of the finest white wine in Italy.

### ***Ballentine Estate Grown 2016 Zinfandel (\$28)***

Blueberry/blackberry components and some bright raspberry spiciness. Classic flavors of black cherry, plums, clove, and fresh rose petals. Silky palate accented with a bit of smoke and a hint of pepper on the finish.

### ***Desert Wind Winery 2016 Cabernet Sauvignon Wahluke Slope (\$21.50)***

An impressive cabernet under \$25. Notes of dark cherry, blackberry, black currant and vanilla punctuated with a bit of spice, medium acidity and moderate tannins. Just 5,000 cases produced.

# PHOENIX FROM THE ASHES: *Handmade, Heart Full 2017 Cabernet Sauvignon*

The Sonoma County Barrel Auction describes the uniqueness of its handcrafted wine lots as “never before, never again,” because these ultra-premium wines up for bid are made exclusively for the fundraising event.

Of the more than 450 national and international buyers who attended, Jacqui Schiewe of The Wine Sellers was one who offered a winning bid. The wine that TWS will be bringing home to Michiana gives a double meaning to the “never before, never again” singularity. It is En Garde Winery’s Handmade, Heart Full 2017 Cabernet Sauvignon.

First, it is “never before, never again” because the fruit was harvested from the Fountainview District just days before the destructive Northern California fires of October 2017. It is the final testament to that particular winery block, which was pulled after the fires.

Winemaker Csaba Szakal said, “I had no access to the winery for the first two days of the fire, as it was located in the mandatory evacuation zone. There was no electricity or running water. That did not stop me as we used to make wine manually under the same circumstances when I was growing up in Hungary.”

The second meaning of the “never before, never again” wine experience is the more traditional one – the final product is unique. It is exquisite. On tasting, Jacqui noted, “The wine really resonated.” It is rich with black currant, blueberries, dark chocolate and coffee on a lush, concentrated body and a long, lingering finish.



En Garde winemaker Csaba Szakal (left) and Jay Hunsberger, Winery Marketing Manager, with Jacqui Schiewe.

In Sonoma, recovery from the fires continues. The Handmade, Heart Full story is all the better because it has a very happy ending. Szakal said, “My heart was full because I was able to make a beautiful wine despite the trials and tribulations.” Only five cases were produced.

Jay Hunsberger, En Garde Winery Marketing Manager & Cellar Hand, sent Jacqui an invitation to visit. He added, “Our heartfelt gratitude to you for your purchase. We look forward to hearing how you and your clients at The Wine Sellers enjoy the wine.”

We are accepting reservations if you are interested in this “never before, never again” wine. The estimated shipping date is November 2019, with price TBD.



# Porch Wines:

Enjoy these light, affordable Wine Seller selections that pair perfectly with seasonal activities on the porch or off, for a full-bodied summer dominated by rich, vibrant fun, lively notes of old and new friendships, a crisp hint of leisure and spectacular sunsets, and a long, textured finish of delightful memories.

## ***Cantine Lenotti 2017 Bardolino Classico (\$14.99)***

Bursts with the cherry and spice characters of local red-grape varieties corvina (65%), rondinella (25%) and a mix of others. Dry red, fresh and light, perfetto for early courses, antipasti, fiery food, in hot weather and even in place of a white.

## ***Marlborough Estate Reserve 2017 Sauvignon Blanc (\$17.95)***

A vibrant mix of passion fruit, lime and ruby grapefruit flavors. Bright and appealing, especially with the mouthwatering acidity on the finish. Drink now. 6,000 cases. Spectator – 90 Points/Best value.

## ***Domaine Haut Bridau 2017 Picpoul de Pinet (\$13.99)***

This truly is summer in a bottle from the south of France. Bright, crisp, and clear with a citrus and floral nose reminiscent of hawthorn and lime-tree fragrances. Medium weight, with a lively and fresh citrusy mouth, harmonious acidity, plus roundness with a cleansing effect.

## ***Les Amours d'Haut Gleon Rosé 2018 – IGP Pays d'Oc (\$15.00)***

Fresh nose of berries and citrus notes with a floral touch. Dry with a bit of richness, nicely balanced acidity and a long finish. Exclusive to The Wine Sellers, a top seller at Top 50.

## ***Bodegas Naia 2017 Las Brisas (\$14.95)***

Blend is 50% verdejo, 40% viura, 10% sauvignon blanc. Fresh and elegant on the palate, silky with pineapple, broiled grapefruit and limey citrus tones and nuances of peach nectar and ginger.

## ***Höepler Pannonica 2014 Red Blend (\$14.95)***

Austrian blend of 40% blaufränkisch, 35% zweigelt, 25% pinot noir. This wine could not be more fun! Fleshy black, red cherry and raspberry fruit swishes on nose and palate. Exciting tinges of white pepper and a squeeze of tangerine. The finish is refreshing. Cellar temperature will reward. No. 36 Top 100 BEST BUYS World Wide 2018 – Wine Enthusiast Magazine.

## ***In the Shop:***

Isn't it great to have a friend you can always rely on? For the wine lover, it's the Waiter's Boomerang Corkscrew (\$12.95). It has never failed us yet. The classic two-step operation, 5-turn auger and built-in foil cutter with no sharp edges quickly opens the way to the treasures within. TSA approved, too.

***Mr. Dependable –***  
the Boomerang Corkscrew.



# WINES TO WATCH



## ***Domaine de la Solitude 2016 Châteauneuf-du-Pape Rouge*** **\$49.50**

Rich blend is 50% grenache, 25% syrah, 10% cinsault, 15% mourvèdre. Nose has a garrigue bouquet, rockrose flowers, anise, and black currants. On palate the wine is full-bodied, creamy, lush, plump with leather and savory notes, leather, red berries and stone fruit. Fresh and fruit-driven through the long spice-inflected finish. Drink now through 2030.

## ***Sella & Mosca 2014 Tanca Farrà*** **\$36**

A 50/50 blend of Cabernet Sauvignon and native grapes (mostly Cannonau). On the nose, full, mature fruit with herbaceous and tarry notes. Earthy aromas of leather, tobacco, game, ripe black-skinned fruit. Aromas carry over to the smooth, juicy palate along with notes of cloves, balsamic, ripe olives and a hint of roasted coffee bean. Decanting will reward.



## ***Viña Reboreda 2016 Godello*** **\$17.50**

100% Godello. Brilliant yellow-gold. Lively citrus and orchard fruit aromas are complemented by suggestions of honeysuckle and dusty minerals. Spicy and focused on the clean, medium-bodied palate, offering Meyer lemon, melon and quince flavors and a deeper touch of honey that emerges on the back half. Finishes with focus and stony persistence, leaving behind a crisp, lemon pith flourish.

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



[www.thewinesellersmichigan.com](http://www.thewinesellersmichigan.com)



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

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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.