

Winter 2021

GRAPE PRESS

"In wine there is truth." – Roman Proverb

THE ENCHANTMENT *of the Harvest*

Autumn is here, and The Wine Sellers is celebrating the season. Our inventory – our own fall "harvest" – is extensive and excellent.

This despite the fact that COVID-19 precautions meant that we couldn't make our in-person visits to wineries as is our tradition. Also, many trade shows were cancelled, and we couldn't use the top wines from the Autumn Bacchus Festival to determine the inventory for the remaining months of 2021. These were hindrances for sure, but not deal-breakers.

Whatever the season, we rely on a tried-and-true formula to stock the shop with a timely collection of wines that clients can depend on for high quality, with old favorites, new discoveries, and a few surprises thrown in for good measure.

Foremost in the process is tasting, tasting, tasting. Every wine (almost) is professionally sampled and evaluated at The Wine Sellers before they go on our shelves. This season has been especially gratifying. We have sampled an unusually high number of lovely wines. It was hard to decide which ones would "make the cut," and that's a good dilemma to have.

In order to taste, we first need wines to choose from. We rely primarily on the portfolios of our distributors and importers, and we trust and work closely with their representatives. Thanks to our years-long collaborations, our reps know what we're looking for, and they never fail to deliver.

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A CAPSULE REVIEW

We don't offer many wines that have no wine capsule (also called sleeve, top or foil), but they are becoming more common. Our clients usually comment about when they buy a "topless" wine. Environmental issues of waste management, use of resources and sustainability have led some wineries to go foil-free (although capsules are required in Canada). We see the capsule as more decorative than functional, and currently, it's not a factor when stocking our inventory. Check with your recycling service or municipality to see if they accept capsules and how to recycle them.



THE ENCHANTMENT *of the Harvest* Continued

Pricing and value are always considerations. We keep a careful eye on pricing trends, and the many factors that can affect the cost and value of wine. We know that tariffs and the dollar exchange rate can be critical. Our clients appreciate that The Wine Sellers offers superb wines at all price points.

Clients' preferences are incorporated into the product mix. We track sales, especially return purchases. We are also happy to special order wine for a client, if it's available in Michigan. If not, we can almost always come up with an alternative that's just as good!

*Our harvest yields a satisfying variety of wines.
We can casually categorize them:*

★ THE ESSENTIALS

Some wine types are always in the shop due to customer demand. A good example is our selection of domestic Cabernets. No wonder – California cabs are fabulous and desired. While it's not difficult to find the best, they continue to rise in value. We always offer them in a range of price points, but the real trick is to find the best ones that are entry-level priced, which currently tops out at about \$35. We have them!



Domestic chardonnay will always be in the shop as well. With such a wide selection, we are judicious in our choices, such as the **ZD 2018 50th Anniversary Chardonnay (\$53)**. This rich, full-bodied wine bursts with aromas of ripe pineapple, apricot and orange blossom, accompanied by subtle hints of vanilla, pear and honey.

🍁 THE SEASONALS

There are wines for every season. We've often spoken of summers made all the more memorable with a magical rosé wine from The Wine Sellers' lovingly curated selection. Red blends are perfect for autumn and winter. These richer, weightier wines match well with heavier meals, thicker sweaters and lower temperatures. We have some truly exceptional reds in the shop this time of year. **Our Fireside Wines are a great place to start.**

🔥 THE TRENDSETTERS

Wine trends are always exciting. The industry is always moving forward, mixing tradition with technology, and the classical with the innovative. For example, while Sauvignon Blanc is a classic, **Sancerre from the Loire Valley in France is hot, hot, hot!** A delightful expression of the Sauvignon Blanc grape, it has been selling out regularly at the shop.





THE HOLIDAY SPECIALS

Wines help express and share the spirit of the holidays, from the joys and celebrations to the quiet moments. At this time of year, as festivities quickly transition from Thanksgiving to Hanukkah and Christmas to New Year's, The Wine Sellers is your one wine source to find the perfect wines for every occasion.

Champagnes and sparkling wines, of course, top the list of holiday favorites. The Wine Sellers probably has the best selection of bubbles in the area.

Fortified wines such as sherry, port, Madeira and Marsala are popular at holiday dinners. (Wines are fortified by adding a grape spirit such as brandy or cognac, which increases the alcohol content.) We have an excellent selection.

And have you considered dessert wines? They just might become a holiday favorite! We love them and offer some delightful choices.

We also include gift wines in this category, as wines make cherished holiday gifts for family, friends and colleagues. We can help you choose individual wines or create wine gift baskets tailored to your personal tastes.




THE SCARCITIES

For any number of reasons, we foresee that some wines desired by our clients may not be available in the near future, and we work to forestall the shortages in the shop.

As mentioned above, The Wine Sellers has a great selection of champagnes. We're also anticipating a champagne shortage, with accompanying higher prices, so we've kept busy maintaining our inventory. Our distributor has already told us they are out of certain champagnes until (maybe!) 2022.

Another recent example will be cheered by our many Bordeaux aficionados. **The 2015 and 2016 vintages have been described as "great" and "superb."** We agree, and have subsequently worked hard to keep a selection of 2015s and 2016s in stock. If you are shopping elsewhere, you will most likely see Bordeaux mostly from 2018 – also a fine vintage, which we will be showcasing in the future.

We've also been watching the weather in France. Heavy rains and hail battered vineyards throughout France in 2021, but few places were hit as hard as Burgundy, where growers are predicting losses in some areas of up to 95 percent.

Because of on-going and anticipated supply chain problems due to the pandemic, we have warehoused more wines. Many will be de-accessed for your enjoyment throughout the fall and winter seasons. The added bottle age, in many instances, makes a big difference, and is our gift to you!





THE EXCLUSIVES

Thanks to our connections in the industry, we are able to offer certain allocated wines at The Wine Sellers. You can always find a few wines at The Wine Sellers that are exclusive in Harbor Country.

One is the **Tenuta San Guido 2018 Bolgheri Sassicaia (\$279)**. Wine Enthusiast, awarding it 98 points, said, "All about radiance and finesse, this iconic Tuscan red has beguiling aromas of cedar, wild red berry, menthol and pipe tobacco that mingle with fragrant blue flowers." It is the 50th vintage of this iconic wine.

The other rarities you'll find in the shop are those one-of-a-kind wines we have purchased at auction. These include the opulent **2005 Flying Horse Winery The Brass Ring (\$100)**, the classically expressive **St. Clement 2009 Cabernet Sauvignon Progeny (\$145)** and the ultra-premium **EnGarde Handmade, Heart Full 2017 Cabernet Sauvignon (\$125)**.



A Toast to Taste and Value

While we'd all like to pop the most exclusive bubbly during the holidays, when you are serving a crowd, you want to be sure that both taste and value meet your expectations. Here are three choice sparkling wines from our current inventory that are perfect for pouring and toasting, remarkably food friendly, and at these prices, you can pop bottles to your heart's content.



Bortolotti Prosecco di Valdobbiadene Brut (\$22)

Bortolotti prosecco is one of the few proseccos on the market that is harvested by hand and not industrially produced. The quality of this rare, artisanal prosecco shines through in the glass. Made with organic glera grapes. Brut is the driest version of prosecco, and this one is aromatic and elegant, with delicate scents of green apple and freshly baked bread.



Caves Naveran 2019 Brut Nature, Cava DO (\$22)

Caves Naveran is a premium Cava producer. 40% macabeo, 30% parellada, 20% chardonnay, 10% xarello. Bone dry and frothy, revealing hints of tangerines and honeyed citrus. Well defined, small bubbles.



Scarpetta Timido Brut Rosado (\$20)

100% old-vine pinot nero from the foothills of the Friulian Dolomites. Berry nose accented with floral notes. On palate, crisp and dry with dry berries and herbal accents. Refreshing and delicious.



FIRESIDE WINES

The Winter Forecast

Our predictions for winter always come true. This season, we forecast cold fronts replaced by warm smiles. Trees coated with snow and halls decked with holly. Singles, couples, friends and families enjoying the inviting warmth of fireplaces... and Fireside Wines. Our Fireside selections are chosen for their bold heartiness that warms body and spirit.



Delaire Graff Botmaskop 2017 (\$42.00)

Powerful, plush yet polished wine From Stellenbosch. 65% cabernet sauvignon, 13% cabernet franc, 11% petit verdot, 8% merlot and 3% malbec. Introduced by classic aromas of dark berry fruit, spice and cassis, it is layered with a creamy texture and deep dark fruit flavors. The softness of tannins and balance in structure shines.



Tolaini 2018 Valdisanti (\$41.50)

Captivating new cuvée of equal parts cabernet sauvignon and cabernet franc from the Chianti Classico zone. Aromas of youthful, rich, dark cherry/berry and cassis meld with notable French oak spice. Palate is full-bodied and lush with deep but reserved fruit flavors echoing nose. Excellent balance of fruit intensity with fine tannins. A cellar-worthy wine.



Haut de Poujeaux Haut Médoc 2015 (\$32.50)

55% merlot, 45% cabernet sauvignon. A generous, elegant wine, with class and finesse. Earthy notes, dark berries, lead pencil, dry, integrated tannins. A fine example of modern, well-vinified Médoc wine.



Ponzi Pinot Gris 2018 (\$23.50)

Juicy, textured wine starts with an amazing nose of melon, white peach, kaffir lime with spicy notes of cardamon, clove with pear blossom and candied orange. Wonderfully fresh palate defined by tangerine and kumquat acidity with apricot and green tea. Finishes long and silky, with white florals and a touch of pear nectar. From Willamette Valley, Oregon.



Domaine Lafage - La Narassa 2018 (\$18.95)

70% old-vine grenache, 30% syrah. Gorgeous bouquet of blueberries, kirsch liqueur, smoked game, violets and lavender. Dark, rich fruit, some spice, bold earthiness, nice tannins. Features a smoothness which rolls across the tongue so effortlessly, you'll find it hard to stop at just one or two glasses. Smooth, sumptuous, beautifully concentrated finish.

MIX AND MINGLE

Our ever-popular Mix of Six will arrive, as usual, at The Wine Sellers before Thanksgiving (\$105).

This season's edition features gold-winning Bordeaux from 2019. **We will also be debuting its brand-new little brother, The Mix of Three (\$52).** This beautifully presented set is three Bordeaux wines from the highly desirable 2018 vintage, and each is a gold medal-winner in French competitions. Both Mixes make wonderful gifts, whether giving or receiving.



Mix of Three



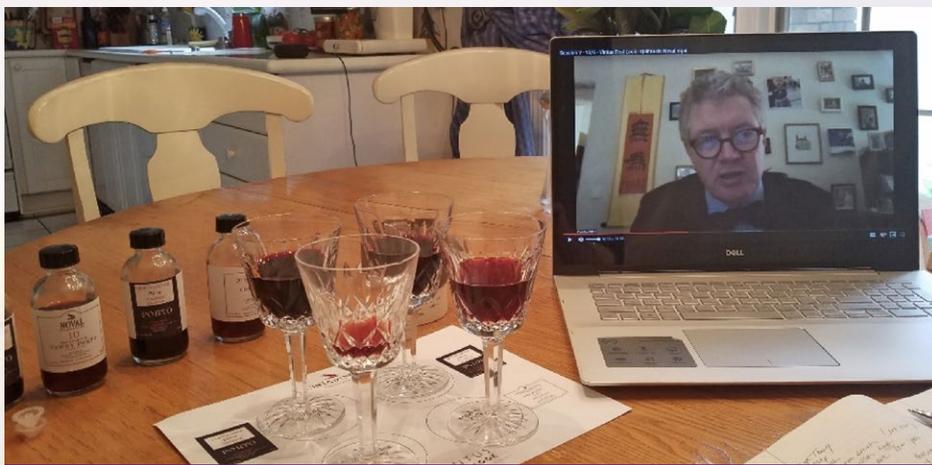
Mix of Six

BACK TO *Class*

With many events postponed or canceled due to Covid-19 restrictions, The Wine Sellers was excited to attend Milano Wine Week in person, held in Chicago during the first week of October. Master classes included an overview of native Italian specialty grapes, the Prosecco DOC, and an exciting tasting of Chianti 2019 vintage by the Consorzio Vino Chianti. The classes were broadcast from Milan to 10 cities across the globe, with simultaneous translation in the language appropriate to each city. Like being at the United Nations!



Tasting at Milano Wine Week.



Tasting at home, with Christian Seely, managing director of Quinta Do Noval, simulcasting from Portugal.

We also virtually attended a simulcast tasting by Christian Seely, managing director of Quinta Do Noval in Portugal. We sampled four fabulous wines, from the comfort of home.

These tastings provide insight into vintage and regional performance and will help identify future inventory additions.

WINES TO WATCH



Beaumont Chenin Blanc 2020 (\$24.50)

From Bot River, a vibrant example of the zesty white wines coming out of South Africa today. Nose has hints of lemon, honeysuckle and white peaches. Palate offers vivacious freshness, light body, intense stone fruit, citrus flavors and lively acidity.



Les Vignerons Du Mont-Ventoux Altitude 500 2018 (\$16.95)

75% grenache, 25% syrah. Earthy, rustic nose mingles with red fruits. Medium body with hints of dark fruits and a touch of brown spice. Easily accessible entry of fruit richness with a leathery/tobacco accent. Long finish accented with cracked pepper. From one of the few cooperatives we represent.



Lumen 2017 Pinot Noir (\$39.50)

We sold Lane Tanner's wines in the early days of The Wine Sellers, and she has come out of retirement to craft this delectable offering. Penetrating cranberry and sage on the nose. Flavors of dried strawberry, wild thyme and sandalwood on the palate, wrapped in a firm yet velvety texture. Long, vibrant finish with lingering fruit and minerality, accented by notes of cardamom, white pepper and anise.

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.