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**2001 California
Cabernets**

OCTOBER 26, 2004

The Master

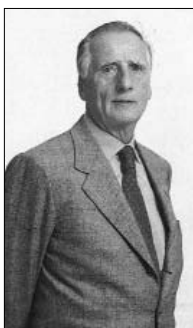
Monumental New Barolos from the Late Giovanni Conterno

"The wines produced by Giovanni Conterno are monuments to Nebbiolo as well as to the glory of Piedmont." Robert Parker

"If I was given a choice of one bottle of Barolo before I die, I would choose Monfortino."

Nicolas Belfrage in Barolo to Valpolicella

"Great, powerful, long-lived Barolos ... Unquestionably the respected maestro for all the Langhe's vintners, whether innovative or conservative." Gambero Rosso



Giovanni Conterno

Two of these jewels have now been made available: 2000 Cascina Francia and 1997 Monfortino. And having been appointed Conterno's California importer earlier this year, we are honored to make the first major offering of these great wines—and to do so at excitingly low prices.

The First Important Barolo

Monfortino is not only arguably the greatest Barolo; it was also the very first Barolo made in what has come to be known as the classic style.

At the time that Giovanni Conterno's father Giacomo served in World War I, Barolo was generally sold in either cask or demijohn, meant for early drinking. But when Giacomo returned from the war, he decided to create a Barolo with immense aging potential—produced only in great years, the product of long fermentation and long aging in cask. His first wine was a 1920 Barolo Riserva, and he soon adopted the name *Monfortino* in honor of his home village Monforte d'Alba.

For the next 54 years, Giacomo—and then his son Giovanni—made Barolo in much the same way. Two Barolos were made, always from purchased grapes, the main distinction being fermentation technique and time in wood.

Then, in 1974, Giovanni acquired the Cascina Francia vineyard in Serralunga. With its fabulous exposure, the site was perfect for the powerful Conterno style, and Giovanni immediately stopped buying grapes, relying on approximately 5 hectares of Nebbiolo to produce about 600 cases of Monfortino and 1500 cases of Cascina Francia, when the conditions were right. ►

On February 20, 2004, wine lost one of its giants. Widely recognized as the master of classic Barolo, Giovanni Conterno had, for 45 years, produced profound Barolos under his family's Giacomo Conterno label.

He made two Barolos—Monfortino and Cascina Francia—using the same fruit but with subtle differences in winemaking, establishing the former as perhaps the most perfect expression of Nebbiolo and the latter as a benchmark against which other producers' wines are measured.

Fortunately, Giovanni left us many great wines by which to remember him. These include the legendary Barolos he made in 1964, 1971, 1978, 1985 and 1990—wines that have largely passed into history, but occasionally can still be found today.

But Giovanni also left us priceless Cascina Francia and Monfortino Barolos still to be released—from vintages as significant as 1997, 1999, 2000 and 2001.

PIEDMONT

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And no one in Piedmont had higher standards for the “right conditions” than Giovanni Conterno. He only made 17 Monfortinos in his first 36 vintages (1959-1995). And in the 13 years between 1974 and 1986, he decided six times to make no Barolo at all.

This Offering

Giovanni Conterno left his legacy in the capable hands of his son Roberto who, this fall, released his father’s marvelous 2000 Barolo Cascina Francia and 1997 Barolo Monfortino. Both wines are from remarkably

ripe years—the kinds of vintages typically associated with Barolo “modernists.” But one only needs to taste Giovanni’s incredible 1964’s, 1985’s and 1990’s to know that he made some of his greatest wines in years of exceptional ripeness. Make no mistake about it: both wines are destined to be recorded among Giovanni Conterno’s greatest achievements.

It’s an honor to offer both of these profound Barolos at compellingly low prices. If you love great Barolo (or simply great red wine), you will want to have both wines in your cellar. December arrival.

**2000 Barolo
“Cascina Francia”***

\$65.00 bt. \$775.00 cs.



**1997 Barolo Riserva
“Monfortino”***

\$195.00



Steve Tanzer: “... slightly roasted aromas of raspberry and strawberry. Wonderfully sweet, thick and fruit-driven; has the fullness of a very warm year ... Finishes with big, sweet tannins.”

Steve Tanzer: “94-97 rating ... superripe and primary. The biggest of all the wines tasted on this visit: lush, thick and mouthfilling. Finishes with huge but sweet mouthcoating tannins and endless black cherry flavor ... ”



Etienne Montés

More Gems from the Maker of Pla del Rei



In September, we offered the monumental 2000 Pla del Rei, the finest Syrah we have tasted from southwestern France. Pla del Rei hails from our favorite grower in the region, Etienne Montés of Château la Casenove. We are pleased to offer two more of Etienne’s new releases, both of which are fantastic values.

“Commandant Jaubert”

“Like a hypothetical blend of a top Hermitage and a top newer-styled Châteauneuf du Pape ... wonderful smoky, roasted herb scents intertwined with lavish quantities of jammy cassis ... this wine is spectacularly concentrated and pure ... Almost bigger than life ...” Robert Parker in 1995 on Jaubert’s first vintage



Etienne Montés

Over the past decade, Etienne Montés has become famous for his Hermitage-like Cuvée Commandant Jaubert. Etienne took advantage of 2000’s off-the-charts Syrah to produce one of his finest Jauberts yet. It has the concentration and power of the previous vintages, but with a more classic, Northern Rhône style. It is 80% Syrah and 20% Grenache and seductive from start to finish.

2000 Casenove “Cuvée Jaubert” \$29.95 / \$340.00 cs.

A Dessert Bombshell

From Etienne, we are accustomed to amazing wines offering incredible value. Yet we were completely unprepared for his 2001 Rivesaltes, a deeply colored ruby-purple dessert wine of astonishing richness. Made entirely from late-harvest Grenache, this is *Vin Doux Naturel* (a small amount of brandy was added to stop the fermentation). Amazingly luscious, sweet and concentrated, the price is simply mindboggling!

**2000 Rivesaltes
\$17.95 bt. \$199.00 cs.**

AUSTRALIA

The Eleventh Hour

An Impossible-to-Find Shiraz from 60-year-old Vines

Barely 30 years old, Jaysen Collins (Turkey Flat's general manager) and Dan Standish (Torbreck winemaker) decided in 2000 to establish their own winery, which they named Massena. The impetus for their joint venture was the discovery of a parcel of 60-year-old Shiraz at Greenock in the Barossa Valley.

The vineyard was on the verge of being uprooted, as plummeting yields were cutting into the owner's profits. Jaysen and Dan pleaded with the grower to spare at least part of the vineyard. At the eleventh hour, the grower relented, preserving a small portion of the vineyard for their use. They decided to name their wine for their brinksmanship.

As for the winery, it's named for Napoleon's field marshal André Massena, who brilliantly led French forces in Southern Spain during the Peninsula War—until Wellington got the best of the French, and Massena, in the battle of Barrosa in 1811. After the war, a few of Wellington's troops emigrated to Australia, settling in a valley that reminded them of Barrosa. They named it, of course, the Barossa Valley.



*A winery's namesake:
André Massena*

The 11th Hour Shiraz

Traditionally vinified to preserve its power and intensity, the 11th Hour Shiraz is made almost entirely from the 60-year-old Greenock vines, with a bit of Koonunga Hill Shiraz added to complement the essence-of-blueberry Greenock fruit.

The highly touted 2002 vintage of 11th Hour was released a year ago, yet it has been nearly impossible to find in the American market. Thus, we were elated a few weeks ago to be offered a few cases at an irresistible price. This could be your only chance.

2002 Massena Shiraz
"The 11th Hour"
94-97 Parker
\$59.95



Robert Parker: "A profound offering ... this spectacularly concentrated, inky/purple-colored 2002 will take tasters to the Elysian fields of Shiraz. Aromas of acacia flowers, blackberries, blueberries, cassis, and exotic Asian spices are accompanied by a ripe, full-bodied, gorgeously textured, terrifically endowed Shiraz with no hard edges. It will drink well for 10-15 years."

White Burgundy Blue Chips

2001 Henri Boillot
Le Montrachet
96 Rovani
\$295.00

Pierre Rovani: "... hugely ripe (yet balanced) and dense, this sublime spicy, refined, powerful wine explodes in the mouth with a myriad of spices, honeyed minerals, pears, and buttered toast. Fresh, intricate, and concentrated, it also offers an exceptionally long, flavor-imbued finish ... Bravo!"

2000 Bouchard Père & Fils
Chevalier-Montrachet Cabotte
94+ Tanzer
\$189.95

Steve Tanzer: "Extremely concentrated and sharply delineated, with great spine and cut. Powerfully mineral flavors of stone, chalk and spices. Impressively ripe and chewy ... with compelling density of material and a kaleidoscopic, palate-staining finish. \$270."

1996 Louis Carillon
Puligny-Montrachet Perrières
94 Tanzer
\$89.95

Steve Tanzer: "Steely, mineral, lime-scented nose. A distinct step up in intensity: citric and penetrating but with superb fat and richness. Powerfully structured for aging. Finishes very strong and long, with a suggestion of mineral dust."

MADEIRA

The New Kid

Charleston Sercial Joins The Historic Series

In 1998, we began a project to create a series of Madeiras unprecedented in the marketplace: moderately priced wines with the aromatic fingerprint and quintessential texture and flavors of far more expensive Vintage Madeiras.

It took us four years of work, but eventually we came up with our first two wines, which we named in honor of American cities with strong ties to Madeira. New York Malmsey and Boston Bual both eerily resemble Vintage Madeiras—thanks to the inclusion in the blend of wines ranging in age from 30 to 60 years old.

From the moment of their introduction last summer, they have been a smash hit. Not only have they given seasoned Madeira drinkers their long-awaited everyday wines; they have also served as a perfect initiation for those unfamiliar with Madeira's glories.



The Historic Series labels feature old engravings like that of Charleston's Customs House.

Charleston Sercial

Of course, everyone has been asking what's next? We had always planned a Sercial as the third wine in the series; so we spent much of the past year coming up with a Sercial that could hold its own against the New York and Boston wines. Our newly released Charleston Sercial does just that.

Like any great vintage Sercial, this jewel miraculously balances power and delicacy, with a roomfilling bouquet and a long, velvety palate that finishes with an ethereally dry tanginess. And we named it for Charleston, honoring that's city's enduring links to Madeira.

At \$39.95 a bottle, there isn't a Sercial on the market that can hold its own against this wine. We urge you to try it. And if you haven't yet experienced New York Malmsey and Boston Bual, be sure to grab all three at our special sampler price.

"Charleston Sercial"

**The Rare Wine Co.
Special Reserve
\$39.95**

Brilliant color—yellow-gold with a reddish-amber core—and an intensely expressive nose, delivering lemon zest, orange peel, honey, figs and apple tart, along with the toffee that marks truly old Madeira. In the mouth, it is rich and expansive, with wonderfully bracing acidity. The excitingly long finish leaves your mouth lusting for more. Must be tasted to be believed.

"Boston Bual"

**The Rare Wine Co.
Special Reserve
\$39.95**

Medium-amber in color, the nose is classic cask-aged Bual—vanilla, burnt sugar, toffee—but with exotic overtones of cinnamon and clove. The palate has excellent weight and richness, superb tangy acidity and a marvelous balance of sweetness and acidity. A beautiful mouthfeel leads to a long, refreshing finish. A very individual—yet totally classic—Bual.

"New York Malmsey"

**The Rare Wine Co.
Special Reserve
\$39.95**

A shade darker than the Bual, this Malmsey offers the chocolatey aromatic depth that makes you think of a Malmsey nearing the half-century mark. The palate is quite sweet, and very rich and lush, with just enough palate-cleansing acidity to provide focus and precision, and to balance the sweetness. Absolutely delicious and a treat for sweet wine lovers.

Historic Series Sampler



New York Malmsey



Boston Bual



Charleston Sercial

\$110.00
One Bottle of Each Wine

SPAIN

1987 Vega Sicilia Unico at a Spectacular Price

"An outstanding vintage for this legendary wine." Steve Tanzer

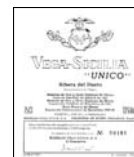
Spain's great classic, Vega Sicilia Unico has, for nearly a century, been tightly allocated. According to legend even the Spanish royal family is limited to a monthly quota. And when Buckingham Palace asked for some Unico for Prince Charles' wedding, they reportedly were told: "I can let you have two cases."

Unico deserves every bit of its reverence. It is a sensually exciting wine of great refinement, made only in great vintages. When the 1987 was released two years ago, it opened at \$250 a bottle. Today, you'll be lucky to find it even at that price.

So, we were thrilled recently to find some *pristine* cases

of 1987 Unico at an amazingly low price. Don't pass up this opportunity to buy this legend-in-the-making.

1987 Vega Sicilia Unico
94 Tanzer
\$179.95



Tanzer: "Sappy raspberry, game and spices on the nose. A wine of great verve and sweetness; lush and chewy but also urgent and sharply delineated. Bracing acids give this dense wine buns of steel. Wonderful expanding finish features strong but thoroughly ripe tannins. An outstanding vintage for this legendary wine."

New Priorat Stars: Mas Doix & Closa Batllet

The Priorat winemaking revolution has produced a number of riveting new wines, but few are more interesting than Closa Batllet and Mas Doix "Vinyes Velles."

Mas Doix "Vinyes Velles," made from century-old vines, is the work of the Doix-Llago family, who have been grapegrowers in Priorat since the mid-1800's. Astonishingly, prior to 1999 the family consigned all its fruit to the local co-operative. Now, with a 98+ rating from Robert Parker, their 2001 Vinyes Velles is one of Priorat's most sought-after wines.

Closa Batllet is another wine made from grapes that,



*Vines & almond trees shares
Priorat's spectacular hillsides*

until recently, went to the local co-op. It is made by the Ripoll family, also longtime Priorat growers blessed with very old vineyards. Closa Batllet's excellent 2001 was produced from 60% Cariñena, 25% Garnacha, 10% Cabernet and 5% Syrah, aged in both French and American oak. It is among the

stars of a great vintage.

With their small production and soaring scores from Parker, we were delighted to secure a few cases of both of these sought-after 2001's. Quantities, however, are very limited.

2001 Mas Doix
"Vinyes Velles"
98+ Parker
\$95.00



Parker: "... prodigious ... a blend of 55% Grenache (from 90+ year old vines) and 45% Carignan (from 100+ year old vines) ... sumptuous aromas of scorched earth, crème de cassis, graphite, licorice, and a hint of balsamic vinegar ... tremendously layered and nuanced ... The finish lasts for 50+ seconds"

2001 Closa Batllet
96 Parker
\$65.00



Parker: "... this wine smelled like a hypothetical blend of the famed Pomerol, Le Pin, and the two distinctive Cabernet Sauvignons from Napa Valley, Colgin and Bryant. Truly great stuff ... a gorgeous nose of blueberry liqueur intermixed with violets, licorice, toast, and crushed stones. It exhibits massive layers of fruit and body, tremendous purity and palate presence"

CALIFORNIA

The Great 2001's

"A superlative vintage across the board, 2001 appears to be the finest for Cabernet Sauvignon and Merlot since 1994 and 1991." Robert Parker

2001 Dalla Valle Cabernet Sauvignon

93 Steve Tanzer

\$110.00

Tanzer: "Highly complex, expressive nose melds blueberry liqueur, black cherry, chocolate, coffee and cola. Densely packed, juicy and nuanced on the palate, with notes of cassis, bitter chocolate, leather and mint, all lifted by violet florality. Sharply delineated and powerfully structured wine ..."

2001 Caymus Cabernet Special Selection

95 Wine Spectator

\$119.95

Wine Spectator: "Lots of aromatic complexity, with ripe plum, blackberry, mineral, slate and cedary oak flavors that are rich and concentrated, with ripe, polished tannins and a long, full-bodied finish that echoes mocha and berry flavors. Keeps revealing vivid and thick flavor nuances. Another amazing Caymus Special Selection."

2001 Philip Togni Cabernet Sauvignon

96 Parker

\$97.50

Parker: "... spectacular aromas of melted licorice intermixed with creme de cassis, acacia flowers, roasted meats, tapenade, and subtle pain grille. Opulent and voluptuous, with huge body ... It is one of Togni's great Cabernet Sauvignons ... a brilliant achievement!"

2001 Bacio Divino

Including a First-Ever Offering of Double Magnums

Since its first vintage in 1993, Claus Janzen's Bacio Divino has been acclaimed one of Napa Valley's most unique wines. A subtle marriage of Cabernet Sauvignon, Sangiovese and Syrah, it is perhaps the most idiosyncratic red wine yet admitted into California's elite inner circle.

The newly released '01 Bacio could be the best yet. Once again, the improbable grape mix reveals a remarkable alchemy, resulting in a stylish wine of unusually deep color and serious complexity.

Rare Large Formats

Of Bacio's small production, only a small amount is made available to a handful of retailers. We are always



privileged to get a nice allocation of bottles, but in 2001 we were triply blessed.

Each year, Claus makes a few hand-painted and hand-etched magnums and double magnums. Few retailers have ever been able to offer any magnums, and *no* retailer has ever had the privilege of offering double magnums. We are honored to have a small allocation of both. The big bottles are not only rare, they are spectacular. In short, they are compelling collectibles.

2001 Bacio Divino

93+ Parker

\$75.00 bot. \$175 mag. \$425 dbl. mag.

Parker: "Composed of 64% Cabernet Sauvignon, 22% Sangiovese, and 14% Syrah, it is a structured, closed, but dense, promising, rich, deep, and full-bodied effort. Aromas of black fruits, loamy soil, incense, minerals, pepper, and cedar ... this knock-out red should handsomely repay cellaring."

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TUSCANY

“The Atheist”

Ciacci's Brilliant Ateo at an Amazing Price

In Montalcino, once a bastion of traditionalism, Giuseppe Bianchini's Ciacci Piccolomini estate has led the movement towards innovation for more than fifteen years.

The change started in 1988, when the iconoclastic young winemaker Roberto Cipresso arrived. Cipresso not only created the blueprint for the great Ciacci Brunellos of the 1990's; he also encouraged Bianchini to plant Cabernet, Merlot and Syrah—something once unheard-of in Montalcino.

In 1989, the pair released their first wine from foreign varietals. In naming it “Ateo” (atheist), Bianchini and Cipresso put the local establishment on notice that traditional doctrine would play little role in their work.

Ciacci has just released the 13th vintage of Ateo, the 2001, and it is fabulous. A blend of Sangiovese, Cabernet and Merlot, it is a serious Super Tuscan and even at its regular \$33 price, it is a bargain. Yet, we are pleased to offer this sensational wine at a breathtakingly low \$22.95. Hurry!

2001 Ciacci Ateo
91 Wine Spectator
\$22.95 (reg. \$33.00)



Wine Spectator: “Loads of black licorice and berry on the nose and palate. Full bodied, with lots of chewy tannins and a long, rich finish. Serious. Sangiovese, Merlot and Cabernet.”

Super Chianti

Felsina's Chianti Riserva 'Rancia' Could be Tuscany's Best

In 1982, when Giuseppe Mazzocolin took the helm of the great Felsina estate, he decided that it needed a truly dazzling Chianti Classico Riserva as its flagship wine.



Felsina

Mazzocolin's reasoning was simple. Fabrizio Bianchi had just put Monsanto on the map with his bold “Il Poggio” Chianti Riserva; and Super Tuscans did not yet have the prestige they do today. The surest way to win acclaim for Felsina was to create a Chianti of uncommon power and richness.

And so he hired Franco Bernabei, a gifted young enologist from the Veneto. The two identified the estate's Podere di Rancia—with its fantastic exposure and intensely mineral soil—as the grape source for their “Super Chianti.” And to enhance the wine's richness, they incorporated the classic practice of *governo all'uso Toscano* (drying some of the ripest grapes prior to fermentation).

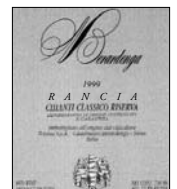
Since its first vintage in 1983, Felsina's Vigna Rancia has been a consistently majestic wine, ranked not only as one of the two or three best Chianti's, but among

the truly elite red wines of Tuscany. Even today, Felsina is best known not for its beautiful Super Tuscan Fontalloro, but for its complex, opulent Rancia.

For years, Rancia has been one of Tuscany's priciest Chianti's, selling in the \$50-60 range. However, we secured a parcel of the benchmark 1999 at a giveaway price. Don't miss it.

1999 Felsina “Rancia”
Chianti Classico Riserva
91 Parker

\$29.95 bottle \$350.00 case



Parker: “Brilliant ... revealing a deep garnet/ruby/purple color as well as a tightly-knit personality, it offers notes of leather, black cherries, currants, earth, and compost. In the mouth, there is considerable depth, medium to full body, moderately high tannin, and a firm, Bordeaux-like structure super-imposed on the wine's fruit characteristics. Anticipated maturity: 2005-2015.”

Your Early Holiday Gift

Amazing Champagnes from the '80's at Give-Away Prices

For us, drinking a perfectly cellared mature Champagne is one of the most pleasurable experiences that wine has to give. With its rich *crème brûlée* aromas, its honeyed opulence and its carpet of creamy bubbles, an old Champagne satisfies our senses in a uniquely seductive way.



Renaudin's ancient estate.

We are always on the hunt for great Champagnes that have passed the 15-year mark. Mostly, we look for those ever-vanishing bottles of classic Salon, Krug, Cristal and Clos des Goisses, but we also look for little-known, high-quality Champagnes that offer the opulence of age at a painless price. Our search becomes harder with each passing year, but we persevere.

Occasionally we hit the mother lode, as we did when

we were given access to the "library" at Renaudin—one of Champagne's most historic producers. We snagged a marvelous 1985 brut and *magnums* of a knockout 1986 rosé, both special bottlings from Renaudin's best vineyards. And the prices we paid were laughable.

Renaudin dates back to 1724, making it one of Champagne's oldest producers. Originally, it was known as the Domaine de Conardins, and it still possesses enviable vineyards on the slopes of Epernay and the Côte de Blancs. Yet, it was not until 1970 that Renaudin began to sell wines under its own label, having previously supplied *Grande Marque* houses exclusively.

Each of these two marvelous Renaudin Champagnes is a monumental bargain. Don't miss them.

**1985 Renaudin Brut
Réserve Spéciale "CD"**
\$45.00 bottle



A delicious 75/25 Chardonnay-Pinot blend produced from Renaudin's best vineyards. This special cuvée is dedicated to the estate's 18th-century owners, the Seigneurs de Conardins. When young, it won a silver medal in the 1987 Mondial du Vin in Brussels; the wine is even more impressive today, its nose exuding scents of toast, minerals and black truffle. The palate is full, round, with a creamy mousse and a long crisp finish. And it gets better when it's been open for an hour! An amazing value.

**1986 Renaudin Rosé
"L'Espiegle"**
\$75.00 magnum



An even more incredible value than the '85 Brut. A luscious blend of Pinot Noir, Pinot Meunier and Chardonnay, we were blown away when we tasted it earlier this fall. The color is a beautiful light salmon and the nose is expansive, packed with scents of nutmeg, allspice and fresh strawberries. On the palate, the texture is wonderfully crisp yet delicate; the mousse is creamy, and the fruit is vibrant, concentrated and focused. A sensational rosé at an even more sensational price. Unbelievable!

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2002 AMERICAN WINE AWARDS IMPORTER

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