

THE RARE WINE CO.
21481 EIGHTH STREET EAST
SONOMA, CA 95476
e-mail: sales@rarewineco.com



1-800-999-4342
1-707-996-4484
Fax: 1-707-996-4491
1-800-893-1501

Inside on Page 3

**Great & Rare
1902 Madeira**

APRIL 9, 2002

**Inside on Page 6
Important Offering
of Vega Sicilia**

SOUTHERN RHONE

A Bright New Star


Amazing 2000 Châteauneufs from Pierre Usseglio

The outstanding 1998, 1999 and 2000 vintages offered a perfect showcase for aspiring young winemakers in Châteauneuf du Pape. Roger Sabon, Janasse's Christophe Sabon, Ferrand's Philippe Bravay and Mordoré's Christophe Délorme are just a few of the talented young *vignerons* who have come out of nowhere to achieve worldwide fame.

But no one's rise to superstardom has been more swift than that of the Usseglio brothers, Thierry and Jean-Pierre. In their very first vintage working together, they made a set of 1998's that were among the best of that great vintage. And after excellent wines in 1999, they have repeated their '98 coup with a hat trick of monumental 2000's. No wonder, in his December *Wine Advocate*, Robert Parker called Domaine Pierre Usseglio a "superstar ... one of the most exciting estates in Châteauneuf du Pape."

Steeped in Tradition

With roots in Italy's Piedmont region a century ago, three generations of Usseglio's have been winegrowers in Châteauneuf du Pape. The first two generations continued the old Châteauneuf tradition of selling most of their wine unbottled to negociants. Though

 "One of the most exciting estates in Châteauneuf du Pape ... These offerings are among the most concentrated of the village, yet are still steeped in the traditions of the region."
Parker on Pierre Usseglio

most of the wine disappeared into the negociant's blends, the quality must have been extraordinary—judging by the number of awards lining the walls of their cellar. Yet, few outside of Châteauneuf du Pape had the chance to experience Usseglio's wine on its own.

Winds of Change

Things changed dramatically when the third generation came of age in the early 1990's. Since his father was

still entrenched at the family domaine, the older brother, Jean-Pierre, established his own domaine, with an extraordinary 16 acres he leased on the great Le Crau plateau.

In 1998, Jean-Pierre was offered the chance to buy the 16 acres. Since his father was now retiring, and his younger brother Thierry was ready to enter the business, Jean-Pierre rejoined the family domaine—bringing with him the prized acreage on Le Crau.

The timing couldn't have been better: the great 1998 harvest. In just their first vintage together, Jean-Pierre and Thierry transformed the domaine, lowering yields in the vineyard, while investing heavily in new

Continued Page 2

The Great Usseglio 2000's

Continued from Page 1

barrels and equipment. They essentially ended the practice of selling wine to the negociants. And they observed that other quality-conscious domaines were producing special cuvées from their oldest vines.

So, to their traditional *Cuvée Classique*, they added the *Cuvée Mon Aïeul* ("cuvée of my grandfather"). But while many other young producers age their special cuvées in *barrique*, Thierry and Jean-Pierre were true to tradition, aging *Mon Aïeul* in classic large oak *foudre*.

Réserve des Deux Freres

With another fine vintage in 1999, the brothers made *Mon Aïeul* again but also introduced a second special cuvée—called *Cinquantenaire*. Only 200 cases were made, and, unlike *Mon Aïeul*, a small amount of new wood was used for aging. Robert Parker called it "a

candidate for wine of the vintage."

In the great 2000 vintage, three cuvées were made again, except that *Cinquantenaire* was renamed *Réserve des Deux Freres* ("reserve of two brothers"). Just over 300 cases of this extraordinary wine were made.

This Offering

With production of *Mon Aïeul* and *Deux Freres* tiny, and demand for the top 2000's on fire, collectors are already finding Pierre Usseglio's 2000's to be hard-to-find and expensive.

Fortunately, having championed the young brothers' work since the beginning, we have received yet another nice allocation of their wines. Still, the quantities are very limited. So, hurry.

2000 "Cuvée Classique" 91-94 Tanzer

\$29.95 bot. \$350.00 case



Steve Tanzer: "Full ruby-red. Very ripe, nuanced nose combines black fruits, redcurrant, musky game and tobacco. Rich, sweet and palate-coating; superripe and velvety but with juicy framing acidity. Finishes with substantial fine tannins and a light peppery quality."



2000 "Cuvée Mon Aïeul" 94-96 Parker

\$65.00 bot. \$135.00 mag.

Parker: "The spectacular, full-bodied (15.2% alcohol) 2000 Châteauneuf du Pape Cuvée de Mon Aïeul (a blend of 95% Grenache and 5% Cinsault from 80-year old vines cropped at a microscopic 15-20 hectoliters per hectare) is breathtaking. A black/purple color is followed by an extraordinary nose of blueberry/blackberry liqueur intermixed with kirsch, minerals, and flower aromas. Extremely full-bodied, with a 45-second finish, this stunning full-throttle Châteauneuf du Pape should age for 20-25 years." ▶

2000 "Réserve des Deux Freres"

94-97 Parker

\$95.00 very limited



Parker: "... made up of equal parts Grenache and Syrah. There are approximately 4,000 bottles of this effort, the only one to see significant quantities of new oak (about 40% is aged in barrel and the rest in tank and foudre). An enormous Châteauneuf du Pape (it achieved 16% alcohol naturally), it is extremely full-bodied and strikingly pure with copious quantities of blackberry and cherry liqueur intermixed with spice, and subtle *pain grillé*. Enormously endowed, with multiple flavor dimensions, this voluptuous, prodigious effort should be at its best between 2006-2030. It possesses even more tannin than its siblings. Subscribers need to wake up as to what is going on as this is certainly one of the most exciting estates in Châteauneuf du Pape."

**Rare 3-Liter Bottles of 2000 "Mon Aïeul"
\$295.00 very limited**

MADEIRA

Century-Old Verdelho

A Madeira Family's Prized Vintage 1902

Prior to World War I, Madeira's greatest source of Verdelho was the parish of São Martinho. With their caramel and fudge flavors, and their intense, vibrant flavors, there is something magical about these old Verdelho's.

So, this winter we were thrilled to be offered a few dozen bottles of a profound 1902 São Martinho Verdelho, passed down through three generations of the same family who made the wine. The wine is glorious, revealing the kind of complexity, glorious color and brooding power, that only age can give a great Madeira.

Pico dos Barcelos

This Verdelho was produced a century ago on a property in Pico dos Barcelos—the upper hills of São Martinho. The vineyards were owned, and the wine made, by the grandfather of Ricardo Diogo de

Freitas, who today manages Vinhos Barbeito. The wine has been in Ricardo's family ever since.

The Freitas family were growers in Pico dos Barcelos for nearly a century. As was the practice throughout Madeira, they rented small parcels of land to tenant farmers, who tended the vines in exchange for half the harvest. The balance of the crop was brought to the Freitas family house in Barreiros, just outside Funchal, for pressing. Once pressed, the wine was aged in 450 liter casks in the cellar of the house.

Ricardo recalls as a boy seeing this 1902 Verdelho come up from the cellar in bottles painted with "HF" (the initials of his grandmother, Matilde Henriques de Freitas). But most of the wine never left barrel. Over time, it became increasingly concentrated, while losing a significant part of its volume through evaporation. By 1985, three 450-liter casks were combined into one cask of 550-liters (a reduction in volume of 60%).

A Profound Madeira

The wine is extraordinary: the brilliant walnut color fans out to a yellow-green rim, as great old Madeiras almost always do. The nose is classic: crème brûlée, orange peel, dried fruits and a hint of bitter chocolate. On the palate—with its 4% residual sugar but sensationally dry finish—the wine reminds us of an old Terrantez.

This great old Verdelho could serve a number of roles: an imposing aperitif, a perfect companion to the soup course, or better still, as a wine of meditation, to be sipped and savored after a great meal.

Our small allotment of this rare old Madeira arrives the last week of the month. Quantities are very limited.

1902 Verdelho "Pico dos Barcelos"
(Barbeito)175.00



We've been remiss ... **1968 D'Oliveira Bual**

We've sold more 1968 D'Oliveira Bual than any other Madeira over the past five years ... despite not having featured it in these pages since October 1996! It's just that when customers ask us to recommend a really great Madeira at a great price, it's a no-brainer.

D'Oliveira's 1968 Bual has more richness and character than any post-1960 Madeira we've ever tasted. It is packed with chocolatey, citrusy caramel flavors, has great sweetness, and its laser-guided acidity gives it amazing focus. The finish goes on and on. And because of its youth, it will continue to put on weight and richness long after it is opened. An unbelievable value.

1968 D'Oliveira Bual 69.95

RED BURGUNDY

Important Burgundies

Gros Frère et Soeur

"Magical." Wine Spectator

**1998 Gros Frère et Soeur
Clos Vougeot "Musigni"**

96 Wine Spectator

\$54.95 bt. \$650.00 cs.

Wine Spectator: "Magical. A great '98 red Burg that is fresh and lively, rocketing with the purest, cleanest flavors of wild strawberry, raspberry, blackberry, currant, mocha and smoke. Full in body yet never heavy, this elegant gem speaks volumes about the allure and complexity of Pinot Noir. Best from 2003 through 2012."

Jacques Prieur

1997 Jacques Prieur Chambertin110.00

Rovani: "94+ rating. The dark colored 1997 Chambertin was harvested at a whopping 14.5% natural alcohol ... this powerhouse explodes on the palate with untold layers of sweet cherries and blueberries ... it is stunning to drink today, and yet should evolve magnificently ..."

Vieux Donjon's Awesome 1998

One of the stars of the great 1998 Châteauneuf du Pape vintage and now virtually impossible to find.

**1998 Vieux Donjon
Châteauneuf du Pape
96 Parker
\$79.95**



Parker: "... immense, concentrated, majestic ... boasts a dense ruby-purple color in addition to a gorgeous nose of licorice, tobacco, dried herbs, smoke, blackberries, cassis, and aged beef. Sensationally rich, ripe, full-bodied, and unctuous, with high levels of tannin, this is a classic *vin de garde* ... it should keep for 20-25 years."

Robert Chevillon's Brilliant 1996's

1996 Chevillon Nuits St. Geo. "Les St. Georges" . 59.95

Tanzer: "93 rating ... Exotic, vibrant aromas of berry fruit and white pepper. Dense and sappy in the mouth, with crunchy black raspberry fruit ... The powerful berry character shows uncanny persistence on the aftertaste ..."

1996 Chevillon Nuits St. Georges "Les Cailles" ... 49.95

Rovani: "91-94 rating ... intensely ripe red and black fruit aromas that are followed by a palate-staining, full-bodied, and massively concentrated wine with enormous richness and depth ... This offering is fabulous!"

1996 Chevillon Nuits St. Georges "Vaucrains" 49.95

Rovani: "91-94 rating ... gorgeously focused, full-bodied ... should blossom magnificently."

Tanzer: "90-93 rating ... may possess the strongest sheer material of all these '96s."

Joseph Roty Mazis-Chambertin

Roty makes fewer than 75 cases of his great Mazis. Rare.

1998 Joseph Roty Mazis-Chambertin139.95

Tanzer: "92+ rating ... perfumed aromas of cherry, licorice, rose petal and meat. Powerful and penetrating ... superb flavor intensity and underlying material here."

1999 Joseph Roty Mazis-Chambertin145.00

Rovani: "92-94 rating. The dark-colored and blackberry-scented 1999 Mazis-Chambertin has extraordinary concentration ... Full-bodied and deep..."

Coveted Reds from Spain

1998 Mauro "Terreus"*95.00

Tanzer: "93 rating ... Knockout nose combines black raspberry, black cherry, Valrhona chocolate, mocha, roasted nuts and exotic spices. Hugely concentrated."

1996 Mauro "Vendimia Seleccionada"65.00

Tanzer: "94 rating ... superripe blackberry, dark chocolate, mocha, shoe polish, roasted game ... Velvety and voluptuous in the mouth ..."

1991 Muga Rioja "Prado Enea"49.95

Parker: "94 rating ... superb aromatics of jammy red fruits intertwined with minerals, herbs, oak, and spice. Expressive, with expansive flavors, this quintessential, classical, old style, fully mature Rioja ... should keep for 7-10 years."

1995 Artadi Rioja "Pagos Viejos"69.95

Parker: "96 rating ... a superb, pure nose of blackberry and cherry liqueur intertwined with pain grille, smoke, mineral, and anise aromas. Concentrated and rich, this offering represents the essence of the Tempranillo grape."

TUSCANY

Palazzi

The wines Andrea Franchetti has been making at his Trinoro estate since 1997 have been nothing less than brilliant.

Robert Parker has called them “the wines of a genius.” Last December, he named Andrea one of his Wine Personalities of the Year for 2001. And, through Andrea’s first three vintages, Parker consistently has had the most praise for his cuvée called “Palazzi.”

Cheval Blanc in the Mirror

In its conception, Palazzi is nearly a mirror image of Cheval Blanc, its 50% Cabernet Franc-50% Merlot shadowing Cheval Blanc’s 66/34 blend of the same two varietals. And Palazzi also shares Cheval’s distinctive cigar box perfume.

But in its huge body and richness, Palazzi is quite different from Cheval Blanc—and from every other red wine of Tuscany. Nestled between two mountains on the remote southern border of Tuscany, Trinoro has one of Italy’s longest growing seasons. Palazzi routine-



The Vines of Palazzi in winter.

ly achieves incredible extract and alcohol levels approaching 15%.

Little of 1999 Palazzi was produced, yet it is a wine of amazing opulence, breathtaking richness, phenomenal texture and explosive aromatics. Though deserving of long-term cellaring, it’s impossible to resist drinking it now. Prepare to be seduced.

1999 Palazzi
\$89.95



Parker: “93 rating. The 1999 Palazzi ... boasts a dense ruby/purple color in addition to a complex nose of currants, cigar box, plums, and cherry liqueur with a hint of toasty oak in the background. Full-bodied, elegant, and complex, with a savory mid-palate and sweet tannin, it will drink beautifully for 12-14 years. This wine ... was not fined, filtered, or stabilized, and essentially represents the most honest/authentic essence of their vineyard. This is the wine of a genius.”

BORDEAUX

1970 Palmer Direct from the Château

In 1970, Château Palmer made not only one of the two or three top wines of the vintage, they produced one of their finest wines since World War II. It is a quintessential Palmer: great lushness on the palate, with a compelling, exotic perfume that has as much to do with Pomerol as it does with Margaux, where the chateau is located. Once the taste and bouquet of this wine is experienced, it is not soon forgotten.

We have just purchased a small quantity of this wine that has been resting in the château’s cellars since bottling. The condition of the bottles is perfect.

1970 Ch. Palmer*
96 Parker
\$245.00



Parker: “The spectacular bouquet offers up an exotic concoction of cedar, oriental spices, vanillin oak and gobs of super-ripe black fruits. In the mouth, the wine has exceptional precision to its medium-bodied, intensely concentrated flavors. The finish is fabulous and must last for at least one minute. Anticipated maturity: Now-2010”

SPAIN

A Long Time Coming

Our First Major Vega Sicilia Offering in Four Years

In the 1990's, virtually every great vintage of Vega Sicilia was obtainable—from the great 1953 to the late-released 1968 and 1970. The wines were rare, but with the right connections, you could find them.

That was then; this is now. Since the turn of the 21st century, great Vega's have been as scarce as hens' teeth. The reason, we suspect, is that a



"One of a handful of world-class wines that transcend their regions by sheer force of personality"
Steve Tanzer

few top restaurants in Spain had been supplying much of the market for years. Eventually their cellars were depleted.

Though we've always managed to have a few key vintages on our list at below-market prices, a comprehensive offering like the following has eluded us. So, here's your chance: virtually all of the important vintages of the past 50 years at below-market prices.

Build your own Vertical ... Save an additional 5% on any 12-bottle Vega Sicilia Purchase

1953 Vega Sicilia Unico595.00

Parker: "94 rating ... silky smooth, opulently rich, expansive, generous ... capable of lasting 10-15 more years."
Tanzer: "95 rating ... knockout wine ..."

1962 Vega Sicilia Unico375.00

Parker: "95 rating ... fabulously complex ... This knockout Unico ... will last for at least 15-20 more years."
Tanzer: "95 rating ... silky-sweet, seamless and fresh, with terrific intensity of flavor ... Very long and subtle aftertaste ... impeccable balance."

1964 Vega Sicilia Unico425.00

Parker: "94 rating ... opulent ... attractive, sweet inner-core of ripe fruit...admirably balances power and finesse."
Tanzer: "94 rating. Dense and pungent in the mouth, with superb sweetness; great inner-mouth flavor."

1966 Vega Sicilia Unico395.00

Parker: "95 rating ... decadently-styled... its balance, freshness, and thrilling level of flavor extraction suggest it should easily glide through 15-20 more years."
Tanzer: "96 rating. Great sweetness and freshness ... very concentrated ... should hold for another 15-20 years."

1968 Vega Sicilia Unico595.00

Parker: "99+ rating. An awesome wine ... massively rich, and unctuous ... amazing wine!"
Tanzer: "98 rating ... This powerfully structured wine is reminiscent of a '61 Latour or La Chapelle, seemingly built to go on for decades ... A legend in the making."

1970 Vega Sicilia Unico425.00

1970 Vega Sicilia Unico Magnum950.00

Parker: "96 rating ... velvety textured, seamless, rich, profound ... a winemaking tour de force."

1976 Vega Sicilia Unico*235.00

Parker: "93 rating ... copious quantities of jammy black-cherries and sweet, toasty, vanillin oak ... lush, opulent fruit cascades across the palate ... should keep for 20+ years."

1982 Vega Sicilia Unico Magnum *425.00

Parker: "94 rating ... sweet, expansive, ripe ... an unctuous texture and an explosively rich, generous finish."
Tanzer: "95 rating. Great richness and creamy depth ... A huge wine that is already showing a dazzling personality."

1983 Vega Sicilia Unico*195.00

Parker: "93 rating ... massive flavor concentration, an expansive, sweet, jammy, blackcurrant fruitiness ..."

1990 Vega Sicilia Unico*199.95

Parker: "94 rating ... A deep opaque plum/garnet color is accompanied by noticeable sweet toasty oak in the nose along with copious quantities of black cherry and cassis fruit. Extremely youthful, vigorous ... and a full-bodied, layered, concentrated personality ... it should last for 25 years."

Vega Sicilia Reserva Especial*195.00

Parker: "93 rating ... fabulous, youthful ... Full-bodied, dense, and concentrated, with great purity in addition to stature, this Reserva Especial can be drunk now, but ... It should age for 2-3 decades."

1995 Vega Sicilia Alion*39.95

Wine Spectator: "92 rating ... there's a solid core of ripe blackberry and black cherry ... The texture is plush, but crisp acidity keeps the wine lively. It's a polished, impressive mix of suppleness and weight."

FAVORITES

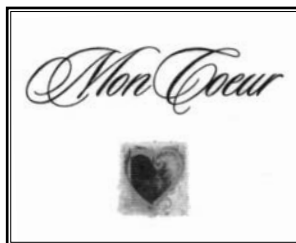
2000 Chave Mon Coeur

Since 1481, the Chave family have lived in the sleepy Northern Rhône village of Mauves. For countless generations they have grown grapes and made wine—and their holdings today comprise one of the great domaines of nearby Hermitage.

In 1999, the Chave's released a radical new wine, *Mon Coeur*, their first appellation "Côtes du Rhône" wine in their 519 years as *vignerons*. *Mon Coeur* is the creation of Jean-Louis Chave, who has recently taken over from his father as the domaine's winemaker.

Mon Coeur is a unique Chave wine not just because of the appellation, but because the grapes mostly come from Southern Rhône growers—friends of the Chaves who were chosen for their low yields

and the exceptional quality of their fruit.



The two first vintages—1998 and 1999—were both sensational. But Jean-Louis Chave feels that the 2000 is the best yet, an intensely ripe marriage of 80% Grenache and 20% Syrah. The wine is absolutely bursting with ripe raspberry fruit, with background flavors of black pepper, cassis and violets.

Once again, The Rare Wine Co. is one of only a handful of U.S. retailers to receive a direct allocation of *Mon Coeur*. Grab it while you can.

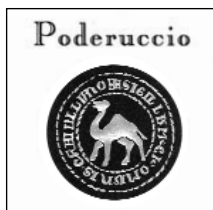
2000 Mon Coeur
Côtes du Rhône

\$19.95 bottle \$230.00 case

1999 Poderuccio

A Super Tuscan Bargain of the Vintage

The quintessential Brunello estate, Camigliano's winemaking history dates back *at least* a thousand years. Yet, like other venerable estates, Camigliano has recently experimented with Brunello-styled wines made *outside* the parameters of the Brunello rules.



Their greatest success to date has been Poderuccio, which is best described as a "Super Rosso di Montalcino." The blend is based on the exceptional Brunello grapes they get from their hillside vineyards. To this they add some lots of Cabernet and Merlot. Aging is in French barrique, and the wine is intentionally bottled far earlier than Brunello to preserve its depth and richness. Production is limited to fewer than 1,500 cases per year.

Poderuccio has evolved into one of Tuscany's great

values. Many Super Tuscans seem to have lost a sense of their Tuscan origins. Poderuccio provides ample demonstration that Tuscany can adopt foreign grape varieties and techniques and yet produce delicious wines that revel in their heritage. Unfortunately, quantities are limited.

The 1999 Poderuccio offers strong evidence for why 1999 is being touted as a close contender with 1997 for top honors in Tuscany. Amply endowed with rich, concentrated fruit, it also shows the structure for aging that is a 1999 hallmark. A must buy.

1999 Poderuccio

\$19.95 bottle \$230.00 case

VINTAGE PORT

As Good as it Gets

A Dream Come True for Lovers of Classic Ports

It wasn't that long ago when port lovers could buy cases of 1948's, 1955's and 1963's in great condition and at prices that now seem absurd.

Today, '48's and '55's have essentially vanished into history, while great bottles of the top 1963's are becoming ever more difficult to find. Getting '63's in quantity is not the problem; it's finding them in top condition.

Hence our delight last month to acquire a parcel of 1963 Fonseca **in the finest condition we have seen in five or six years:** consistently high levels, deep color, mountains of fruit and brimming with the power and complexity of this historic year. And the price is at least 20% below market.

The Avery's Connection

The wine was bottled by the 210-year-old firm, Avery's of Bristol. In the 1950's and '60's, their vintage port bottlings were not just considered the equal of Oporto bottlings, many actually preferred them (since the wine spent less time in Oporto's warmer climes).

At the time of release, 1965, Avery's sold 600 bottles

Wines may be sold and delivered only to persons who are at least 21 years old. All wines are sold in California and title passes to the buyer in California. We make no representation to the legal rights of anyone to ship or import wines into any state outside of California. We are not responsible for typographical errors. All items and prices subject to availability. An * indicates pre-arrival. Issued 16 times yearly. Copyright 2002 The Rare Wine Co.



of their '63 Fonseca to a friend of the family—who laid the wine down in the cool cellar of his large country house near Bristol. He drank all but a few cases—which we were offered in January and eagerly bought. As we signed the deal, it dawned on us that we'll probably never again see a parcel of port of such age and stature, in this kind of condition, and at a price so low.

Buy as much as you are able.

1963 Fonseca
\$245.00

Wine Spectator (James Suckling): “**98** rating. A grand slam ... intense black cherry and raspberry nose, full-bodied, with masses of fruit, full tannins and an extremely long finish. This can age indefinitely.”

Michael Broadbent's Great Vintage Wine Book: “★★★★★ From start to finish a consistently beautiful wine ... one of the best-ever FONSECAS. Still fairly deep; great classic bouquet and flavor. Perfect weight, texture. Great finesse.”

Robert Parker: “**96** rating. One of the great modern-day classics of vintage port ... an incredibly aromatic, sublime, majestic port that simply defines Fonseca's style perfectly.”

THE RARE WINE CO.

21481 EIGHTH STREET EAST
SONOMA, CA 95476

1-800-999-4342 1-707-996-4484

Fax: 1-800-893-1501 1-707-996-4491

e-mail: sales@rarewineco.com

**Call for a complete stock list,
or visit www.rarewineco.com**

Inside

Usseglio 2000's....Page 1 *Palazzi*Page 5
1902 Madeira.....Page 3 *1970 Palmer*.....Page 5
BurgundyPage 4 *Vega Sicilia*.....Page 6
'98 Vieux Donjon...Page 4 *2000 Mon Coeur* ...Page 7
Spanish GreatsPage 4 *1999 Poderuccio* ..Page 7

1st CLASS
U.S. POSTAGE
PAID
SONOMA, CA
PERMIT NO. 50

**FIRST CLASS
MAIL**

APRIL 9, 2002

VISA MASTERCARD AMERICAN EXPRESS