

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  
Fax: 1-800-893-1501

**Inside on Page 3**  
**Hot 2000**  
**Chablis**

AUGUST 13, 2002

**Inside on Page 5**  
**Rostaing & Related**  
**Rarities: A Côte Rôtie**  
**Retrospective**

TUSCANY

# The Next Wave

## *Big Scores for Scarce 1997 Brunellos*

*The well-informed shopping lists* for 1997 Brunello continue to lengthen—reflecting the growing body of critical praise for the vintage and its top wines.

At the beginning of the year just a handful of wines were in the hunt—those reviewed in Robert Parker's October 2001 issue. By June, the slate of sought-after wines increased dramatically, as the *Wine Spectator's* James Suckling reviewed more than 100 '97 Brunellos, giving sixteen wines ratings of 95 or higher.

### Turning Up the Heat

Finally, in early July, we heard from Steve Tanzer's *International Wine Cellar*, with a comprehensive report by his colleague Ed Beltrami. Out of 84 wines reviewed, 18 were rated 95 points or higher.

The picture that is forming is one of a monumental vintage, surpassing 1990 as the greatest yet for this area. So far, 32 estates have received scores of 95 or higher from one of the three major journals. This is

an extraordinarily high number considering that, according to Beltrami, only 134 producers bottle their own wine.

### Rising Stars

As a group, the Beltrami-Tanzer high scorers are particularly intriguing, since so many are little-known properties with such small production. Estates like La Fiorita, La Fornace, Le Gode and La Campana are virtually unknown to most collectors, and many of these producers weren't even around for the last great vintage, 1990. Their success in 1997 bodes well not only for their futures, but for the future of Brunello in general.

Gathering together these stars has presented a particular challenge, given their small production and limited distribution. But we have succeeded in rounding up most of the hardest-to-find, highest-scoring wines. For many of these Brunellos, this may be your only chance to buy them. Quantities are limited. ☛



*The sensuous hills of Montalcino.*



**Do we have your email address? Take advantage of special time-sensitive offers.**

## TUSCANY

# 1997 Brunello: The Next Wave

### 1997 La Fornace Brunello\* 97 IWC

**\$65.00** *bt.* **\$135.00** *mag.*



*The International Wine Cellar:* “Explosive aromas of violets, mint, mocha and marzipan. Vibrant, intense blackberry fruit in the mouth, complicated by notes of sweet tobacco and vanilla. Smooth, full, rich and focused, with satiny, mouthcoating tannins. The lingering finish conjures up mineral and dark berries. A luscious and profound Brunello.”



### 1997 La Campana Brunello\* 95 IWC **\$48.50**

*The International Wine Cellar:* “Beautifully delineated dark berry and cinnamon scents engage the nose, followed by wonderfully fresh and pure flavors of ripe plum, cherry, and anise in the mouth. A kirsch-like nuance adds to the wine’s appeal. Quite lush, layered and complex, with ripe, smooth tannins and a long, sweet finish. A deeply satisfying wine.”

### 1997 Banfi Brunello\* 97 IWC **\$47.50**



*The International Wine Cellar:* “Penetrating aromas of underbrush, sweet tobacco and wild mushroom ... sumptuous and deep, with rich flavors of mocha, espresso and anise over a firm mineral backbone. ... The long close features glossy tannins and a flavor of cassis. At once, powerful and elegant ....”



### 1997 Valdicava Brunello\* 96 IWC **\$65.00**

*The International Wine Cellar:* “Intensely perfumed ... Deep raspberry and kirsch flavors coat the mouth, along with a complicating licorice nuance. Full-bodied and plush, with mouthcoating but pliant tannins. High-toned, silky, and pure, with a sweet lingering finish that evokes powdered cocoa. Luscious wine.”

### 1997 Le Gode Brunello\* 97 IWC

**\$65.00**



*The International Wine Cellar:* “Gorgeous aromas of violet, wild strawberry, cinnamon and clove, with a whiff of incense. Deep dark chocolate flavor bolstered by anise and white pepper. Vibrant and powerfully extracted, with a velvety core and mouthcoating, soft tannins. The long, creamy finish is laced with a strong undercurrent of minerals. Multilayered and harmonious, a truly outstanding wine.”



### 1997 La Fiorita Brunello\* 97 IWC **\$95.00**

*The International Wine Cellar:* “Explosive aromas of underbrush, tobacco, tar and black pepper. A flavor of blackberry fruit mingles with a pungent dose of porcini mushroom and roasted coffee beans. Lushly textured and dense but also fresh and focused, with full but pliant tannins ... A compelling, polished, multidimensional wine, with loads of extract.”

### 1997 G. Brunelli Brunello\* 97 IWC **\$69.95**



*The International Wine Cellar:* “Seductive perfume of incense, sweet tobacco, violets and lavender on the nose ... The mouth feel is lush and the tannins are caressing. Very vibrant and fresh, this suave, eloquently proportioned, generously endowed wine closes with a sustained finish... A multi-layered and compelling wine.”



### 1997 Argiano Brunello\* 96 IWC **\$45.00**

*The International Wine Cellar:* “Heady sottobosco aroma reminiscent of sweet pipe tobacco laced with the perfumed scent of violets ... superb sense of depth and harmony ... The long, silky finish is graced by an undercurrent of anise. Generous, suave, and delicious.”

## WHITE BURGUNDY

# 2000 Chablis Standouts

*"... a vintage that by most accounts ranks as one of the top Chablis successes of the past 20 years ... most growers rate it with 1996 and 1990 as the best recent vintages for the Chablis region." Steve Tanzer*

### **Rene & Vincent Dauvissat**

#### **2000 R. & V. Dauvissat Chablis Grand Cru "Les Clos"\***

**95+ Tanzer**

**\$59.95**

Tanzer: "... soil-driven nose hints at pineapple and sweet spices; a pure expression of this great site. Like liquid silk on the palate: enters velvety-smooth, then expands to the point where it's virtually too big for the mouth. A wine of great purity and breed ... There was literally more taste and texture in my mouth after I spit this wine."

#### **2000 R. & V. Dauvissat Chablis 1er Cru "La Forest"\***

**93+ Tanzer**

**\$39.95 bt. \$22.50 half bt.**

Tanzer: "... ripe and highly nuanced nose combines peach, nectarine, lime, lemon skin, nuts ... already rich and mouthfilling, with the ripe fruit notes perfectly supported by a flavor of liquid stone. A wine of great energy, finishing with explosive length and powerful minerality. Grand cru size and cut."

### **William Fevre**

#### *A New Chablis Star on the Rise*

Under new ownership, William Fevre has suddenly become a *very* serious estate. The winemaking today is impeccable, and the property is finally taking advantage of their amazing vineyards. Tanzer writes: "In terms of vineyard holdings, William Fevre is as choice a property as there is in Chablis ... The estate owns a high percentage of old vines, and yields are among the lowest in the region ..."

#### **2000 William Fevre Chablis Grand Cru "Les Clos"\***

**95 Tanzer**

**\$45.00 bt. \$24.50 half bt.**

Tanzer: "Brisk, subtle aromas of white grapefruit, green apple, wet stone and mint. Wonderfully ripe and spicy in the mouth, with highly concentrated flavors of citrus fruits, spices and wet stone. In texture, the wine is still reserved and a bit tight, but it's already wonderfully perfumed in the mouth and on the kaleidoscopic finish. A very broad, suave wine with great verve and lightness of touch."

## *Top-Rated 2000 Meursaults*

#### **2000 Girardin Meursault "Poruzots-Dessus V.V."\***

**95 Wine Spectator**

**\$39.95 bt. \$475.00 cs.**

*Wine Spectator:* "Classy wine, made from vines that average 50 years in age, it is packed with ripe fruit in a balanced, silky package that soars with lively acidity ... Despite its power, it caresses the palate with its honey-lemon-pear tropical flavors."

#### **2000 Bouchard Pere et Fils Meursault-Perrieres\***

**95 Wine Spectator**

**\$49.95**

*Wine Spectator:* "... simply gorgeous, and it tastes supple yet lively and fresh, with a great mineral grip and lots of ripe fruit. Long finish with smoky, toasted notes that linger forever."

## BORDEAUX

# The Only Cult in Town

*While the market for 2001 Bordeaux sleeps ... three wines are on fire*

*Like many of you*, we chose to sit out the 2001 red Bordeaux campaign. We made an exception for three wines, however: Bellevue-Mondotte, Pavie and La Clusiere. You may want to follow our lead.

These wines are all the work of Gerard Perse, who gained fame in the late 1980's by making Ch. Pavie and Ch. Monbousquet superstars known for their outlandishly sexy wines.

But Perse wasn't done. With the 2001 vintage, he turned two totally obscure little St. Emilion vineyards—Bellevue-Mondotte and La Clusiere—into perhaps the most sought-after wines of the vintage. He accom-

plished this by harvesting at Pingus-like yields, and by pulling out every stop in the cellar. But it came at a price: there are only 375 cases of 2001 Bellevue-Mondotte and less than 200 cases of La Clusiere.

While most 2001's are going begging, these two wines have essentially vanished from the market. We can offer small quantities of both wines at prices that will look very low a year or two from now. We are also pleased to offer Parker's wine of the vintage, 2001 Pavie, at a below-market price.

**2001 Ch. Bellevue-Mondotte\* .....149.95**

Parker: "94-95+ rating ... This is extreme wine! Cropped at 15 hectoliters per hectare ... this tiny cuvée of 4,500 bottles will undoubtedly fetch an astronomical price ... port-like, blackberry, licorice, and cassis aromas ... like an out of control Rabelaisian smorgasbord ... thrilling tour de force in winemaking ...."

**2001 Ch. Clusiere\* .....135.00**

Parker: "93-95 rating ... a 100% Merlot cuvée cropped at astronomically low yields of 15 hectoliters per hectare ... a blockbuster powerhouse with an extraordinary velvety texture, remarkable sweet blackberry and cherry fruit, and density as well as extract ...." Extremely limited.

**2001 Ch. Pavie\* .....135.00**

Parker: "94-96 rating ... boasts sensational aromatics of sweet, pure, macerated black fruits intermixed with smoke, licorice, iron, and toasty oak ....The wine of the vintage? The terroir's nobility screams through all the extract in this amazing effort"

### *Finally: 2001 Ch. Coutet*



Of course, the other bright spot in Bordeaux in 2001 was Sauternes—enjoying its finest vintage since 1990. Here's our first offering of Ch. Coutet at the opening price in *very* desirable half bottles.

**2001 Ch. Coutet half bottle \* .....24.95**

*Wine Spectator*: "95-100 rating. Subtle, yet powerful. Class in a glass. Superclean and lively, with honey, maple syrup and apricot character. Full-bodied and oily, with medium to full sweetness and a spicy finish. Very, very spicy."

## 2000 Quinta do Noval

**O**ur June newsletter's offering of top 2000 Vintage Ports lacked one key property: Quinta do Noval. Given its 95-100 score from James Suckling of the *Wine Spectator*, it was proving to be extremely elusive in the marketplace.

We can now offer this important wine in both bottles and half bottles.

For Noval, the 2000 vintage looks to be a repeat of 1997, when the estate slashed its yields to make a monumental port. In the earlier vintage, a perfect rating from Parker pushed the wine's price up to \$200 a bottle. We wouldn't be surprised to see the same thing happen for the 2000. Extremely limited. Arrives early 2003.

**2000 Quinta do Noval\***  
**95-100 Wine Spectator**  
**\$89.95 bt. \$47.50 half bt.**

James Suckling: "This young Vintage Port shows wonderful focus, with laserguided aromas of violets, berries and anise. Full-bodied, with ultrafine tannins and a long, long finish. Very, very fine. Noval does it again."

# Gentaz-Rostaing-Dervieux

*An Axis of Great Côte Rôties, 1985-1999*

*Apart from Guigal*, today's greatest Côte Rôtie domaine is René Rostaing's. Rostaing began with just an acre of vines in 1971. But when his uncle Marius Gentaz-Dervieux and his father-in-law Albert Dervieux retired in the early '90's, he added ten acres of very old vines in the best sites in Côte Rôtie.

Rostaing is one of our favorite producers *anywhere*. His wines are the purest expression of Côte Rôtie,

with the extraordinary perfume and delicate balance of power and finesse that are its essence.

Several offerings of Rostaing Côte Rôties have appeared in these pages, but never side by side with the legacy wines of Gentaz and Dervieux. Don't miss this opportunity to savor the glories of three great Côte Rôtie producers, united not only by blood and marriage, but by the soil.

**1999 René Rostaing Côte Rôtie "Côte Blonde" ..... 295.00**

Parker: "100 rating ... one of the most profound and seductive Cote Roties I have ever tasted."

**1999 René Rostaing Côte Rôtie "La Landonne" ..... 189.95**

Parker: "98 rating ... awesome concentration."

**1999 René Rostaing Côte Rôtie "Cuvée Classique"\* ... 59.95**

Parker: "92 rating ... brilliant ... sexy ... exotic ..."

**1998 René Rostaing Côte Rôtie "Côte Blonde"\* ..... 189.95**

Parker: "98 rating ... velvety-textured and full, with layers of glycerin, extract, and concentrated fruit, superb richness, impressive purity ..."

**1998 René Rostaing Côte Rôtie "La Landonne" ....110.00**

Parker: "93 rating ... spectacular ... Superb aromatics jump from the glass ... On the palate, it is deep and dense ... thrilling to taste ..."

**1998 René Rostaing Côte Rôtie "Cuvée Classique"\* ... 49.95**

Parker: "90-92 rating ... gorgeous levels of creamy black fruits, subtle smoke and toast, a voluptuous texture ... Concentrated, sensual, and velvety-textured ..."

**1995 René Rostaing Côte Rôtie "Côte Blonde"\* .... 110.00**

Parker: "95 rating ... awesome, mindboggling ... a tour de force ..."

**1995 René Rostaing Côte Rôtie "La Landonne"\* .... 79.95**

Parker: "92 rating ... rich, with a chocolaty, smoky, black-currant/cassis-scented nose ... powerful, impenetrable ..."

**1995 René Rostaing Côte Rôtie "Cuvée Classique"\* 45.00**

Parker: "... a black-raspberry and violet-scented nose, a fabulous saturated ruby/purple color, excellent ripeness, and density ..."

**1994 René Rostaing Côte Rôtie "Côte Blonde" ..... 95.00**

Parker: "94 rating ... sweet, expansive, penetratingly fragrant ... an opulent texture, gorgeously unctuous, thick flavors, and a fabulous finish ... a seductive Côte Rôtie ..."

**1994 René Rostaing Côte Rôtie "Classique" Mag.\*. 75.00**

Parker: "The dark ruby-colored 1994 Côte Rôtie Cuvée Classique is all finesse and elegance in its Musigny-like bouquet ..."

**1991 René Rostaing Côte Rôtie "Côte Blonde"\* .... 110.00**

Parker: "92 rating ... sweet and expansive ... a seductive, generous mouthful of wine ..."

**1991 René Rostaing Côte Rôtie "Vialliere"\* ..... 89.95**

Parker: "92 rating ... fabulous ... 80-year-old vines ... The nearly black color is followed by huge aromas ... this voluptuous, exquisite Cote Rotie should drink well for 15 or more years."

**1991 René Rostaing Côte Rôtie "Cuvée Classique"\* 69.95**

Parker: "... rich, full-bodied ... gobs of rich Syrah fruit with that tell-tale smoky, bacon fat-scented nose, as well as luscious black fruit character."

**1988 René Rostaing Côte Rôtie "La Landonne" .....115.00**

Parker: "... a fabulously compelling bouquet ... The wine's rich, full bodied, impeccably balanced flavors marry power with finesse."

**1991 Gentaz-Dervieux Côte Rôtie "Côte Brune" .... 110.00**

Tanzer: "94+ rating ... Has a truly noble rusticity. The tannins are extremely fine ...classic ..."

**1989 Gentaz-Dervieux Côte Rôtie "Côte Brune" ..... 89.95**

Parker: "91 rating ... pure finesse and seduction ..."  
Tanzer: "92+ rating ... concentrated, rich ... a long-lived classic."

**1988 Gentaz-Dervieux Côte Rôtie "Côte Brune" ..... 99.95**

Parker: "94 rating ... spectacularly rich, concentrated wine with superb depth and intensity ... In the mouth there is astonishing concentration ... a dazzling Cote Rotie ...:

**1985 Gentaz-Dervieux Côte Rôtie "Côte Brune" .... 125.00**

Parker: "95 rating. An exceptional wine in all respects ... with a flamboyant, intensely perfumed bouquet ... this wine is seductive, hedonistic and a joy to drink."

**1985 Dervieux-Thaize Côte Rôtie "La Garde"\* ..... 65.00**

Parker: "90 rating ... supple, velvety ... it has layers of raspberry/cassis fruit, excellent intensity, a dark ruby color and ripe, round tannins."

## SOUTHERN RHONE

# Saintly Bargains

## *The Marvelous 2000's of Domaine Sainte-Anne*

“One of the best estates in the entire Rhône Valley. Domaine Ste. Anne, the 64-acre estate of Guy Steinmaier, is superbly located on a hill-top with a vast view of the southern Rhône River basin. The thin, balding Steinmaier is an innovative as well as serious winemaker; his description of his wine as ‘an intermediary wine between Gigondas and Châteauneuf-du-Pape’ hardly does it justice.” **Robert Parker**

*It is often said* that Sainte-Anne is the Rhône's best-kept secret. Located outside the limelight in sleepy St. Gervais, Sainte-Anne is known to insiders for a series of five red cuvées, including three that are simply extraordinary: Notre Dame des Cellettes, St. Gervais and Cuvée Syrah. Even in average years, these three wines offer a level of richness and complexity that can be found only in the best Châteauneuf du Papes. In outstanding years—like 2000—they are truly remarkable, and capable of aging for one to two decades. Their low prices

### **Ste. Anne's Viognier**

*“Should you find a bottle of Ste. Anne's Viognier ... it is stunning, not only the most successful Viognier made in the southern Rhône, but similar to a very fine Condrieu.” Robert Parker*

One of the glories of Guy Steinmaier's winemaking is his Viognier. It is made from some of the oldest Viognier vines outside the Northern Rhône. The domaine's very fine soil and cool microclimate make for a very rich wine, highly perfumed, and with astonishing length. It shares Condrieu's explosively rich fruit and incredible perfume, but with a firmer texture and good, refreshing acidity that is absent from all but the finest Condrieus.

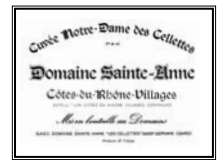
**2000 Domaine Ste. Anne Viognier ..15.95**

**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.

make them stunning bargains.

We have just received our allocation of the excellent 2000 Notre Dame des Cellettes and St. Gervais, and a tiny bit of the superb micro-production 1997 Cuvée Syrah. (This cuvée is always released 3-4 years after the other Ste. Anne cuvées.) We are pleased to make this limited offering. All are highly recommended.

**2000 Ste. Anne**  
**“Notre Dame des Cellettes”**  
**\$15.95 bottle \$185.00 case**



From a 25-year-old vineyard of Grenache, Syrah and Mourvèdre—including a hefty dose of 30% Syrah. Monumentally rich and concentrated, this wine is loaded with red and black berries, cassis and truffles, and will drink beautifully well into this century's *second* decade.



**2000 Ste. Anne**  
**“Cuvée St. Gervais”**  
**\$18.95 Limited**

Also from a single vineyard, this one planted one-half to 30-year-old Mourvèdre, the other half to 30-year-old Syrah and Grenache. The soil in this vineyard is considered by Steinmaier to be his best. Is this Ste. Anne's greatest wine, or is it the Cuvée Syrah? While it's hard to ignore the richness of the Syrah, St. Gervais often gets our nod for its complexity. One of the truly unique wines of the Southern Rhône.

### **1997 Cuvée Syrah**

Steinmaier's 100% Syrah cuvée is legendary, the finest Syrah of the Southern Rhône along with Fonsalette's Cuvée Syrah. The wine will wear a new label from now on: “Les Mourillons.” The newly released 1997 is amazing, already showing a seductive richness on the palate and remarkable complexity. This is the most limited of Steinmaier's cuvées, and we only get a few cases. Hurry.

**1997 Les Mourillons**  
**(100% Syrah)**  
**\$19.95 Limited**



## PIEDMONT

# Rivetti's Pin

## *The Essence of Piedmont's New Wave*

Prior to 1990, the Rivetti family—and their La Spinetta estate—were associated strictly with Moscato. But Giuseppe Rivetti was nearing retirement, and he had three ambitious sons: Giorgio, Bruno and Carlo.

Over the next decade, Giuseppe's sons, led by Giorgio, were to take La Spinetta into a different realm, becoming a leader in Piedmont's "New Wave." They expanded the estate seven-fold, acquiring prized sites in both Barolo and Barbaresco.

By the 1995 vintage, the "new" La Spinetta had gotten the attention of both Robert Parker and *Gambero Rosso*, particularly for the revolutionary wine called "Pin" (a nickname for Giuseppe). Pin was a marriage of Barbera and Nebbiolo, the latter from outstanding sites in Barolo and Barbaresco. Aging was in highest quality new French barriques. In each of the vintages between 1995 and 1998, Pin won *Gambero Rosso's* coveted *Tre Bicchieri*.

But the brothers' real breakthrough came with the 1999 vintage—with Pin earning a lofty 95 points from Parker. Today, the Rivetti's are international superstars, and Pin is their flagship wine.

At \$39.95 a bottle, this is one of the great values of Italian wine. Don't miss it.

**1999 Pin**

**95 Parker**

**\$39.95 bottle \$460.00 case**



Parker: "... exotic, ripe, luxuriously intense ... It is voluptuously-textured with intense aromas of red and black fruits, smoke, and new oak ... Nebbiolo gives the wine a finesse and complexity not found in most new breed wines. Its texture, richness, and thickness are a total turn-on ... it is impossible to resist at present. My instincts suggest drinking it over the next 7-8 years, but it may be uncommonly long-lived."

## CHAMPAGNE

# *Brilliant New Releases from Gosset*



Champagne's oldest house (founded 1584), Gosset is famous for the rich, powerful style of their wines. In part this is due to their extensive holdings of grand cru Pinot Noir vineyards in Aÿ. But it is also due to their traditional vinification, including the use of oak barrels for much of their fermentation.

Gosset's latest releases are all stunning, but we're particularly impressed with the Brut Excellence, a sensational multi-vintage cuvée, and the profound 1996 Brut Millésime. This wine marks our first glimpse of 1996, a year being touted as one of the great Champagne vintages.

Our prices for these extraordinary Champagnes are well below market.

### **Gosset Brut Excellence\***

**39.95 bt. 85.00 mag. 22.50 half bt.**

Tanzer: "93 rating. Perfumed aromas of rose petal, violet, mango and pineapple. Intensely flavored and penetrating; as vibrant and focused as this is, it's also wonderfully creamy in the middle palate, with a complete absence of rough edges. Compelling flavors of exotic fruits, toast and spices ... Very long and concentrated on the back end. An outstanding, utterly harmonious blend. \$59"

### **1996 Gosset Brut Millésime\***

**49.95 bt. 99.95 mag.**

Tanzer: "93+ rating. Cool, youthful aromas of wet stone, cinnamon bread, lime, tangerine and menthol. Deep, chewy and rich, with bright acids throwing the spicy cinnamon toast and mineral flavors into sharp relief ... truly three-dimensional texture and superb thrust ... should evolve in bottle for years. \$79"

### **1995 Gosset Celebris\* — 89.95 bt.**

Tanzer: "92+ rating. Deep, creamy aromas of yeast autolysis, ginger and mace, with a distinct element of oak spice. Quite fine and intensely flavored; a penetrating, stylish wine with firm but ripe acidity and a brisk, long after-taste. Should make the perfect aperitif. \$129"

## RED BURGUNDY

# An Emerging Great

*A reverent following builds for Comtes Lafon's Volnay Santenots-du-Milieu*

In the pantheon of great Burgundy, red wine makers sit on one side and white wine makers occupy the other. Almost uniquely, Dominic Lafon has a spot on both. He is, as Pierre Rovani has written in *The Wine Advocate*, "one of the rare winemakers in Burgundy, indeed in the world, who is equally talented at producing first rate red and white wines."

Lafon produces several noteworthy red wines, but the jewel in his crown is his Volnay Santenots-du-Milieu, from a special parcel of vines deified in Laval's 1855 Burgundy treatise as *tête de cuvée*. Lafon's vines are more than 40 years old, and Dominic consistently harvests them at some of the lowest yields in Burgundy.

Since the late '80's, Dominic has made his Santenots-du-Milieu one of the elite reds of Burgundy—packed with fresh, pure fruit, but with superb structure and a lush, velvety palate. The perfume can be overwhelming.

This wine has acquired a following similar to the cult that worships the great Lafon Meursaults. Production is small, and much of the wine is pre-committed to top restaurants in France. The amount left for the rest of the world can't come close to meeting the demand.

We are pleased to offer five great vintages. Quantities are extremely limited, however.



**... and a great price for**  
**1999 Comtes Lafon**  
**Meursault\***  
**\$95.00**

**1999 Comtes Lafon**  
**Volnay Santenots-du-Milieu\***  
**94 Tanzer**  
**\$79.95**



Tanzer: "Explosive, profound aromas of redcurrant, cherry and dark chocolate, complicated by enticing oak tones of smoke and exotic spices. Superripe but not roasted; superrich but impeccably balanced and lively. Red fruit flavors nicely accented by chocolate and minerals. Finishes with terrific persistence ... Perhaps the most complete red wine made to date by Lafon."

**1996 Comtes Lafon Volnay Santenots-du-Milieu ....89.95**

Tanzer: "92 rating ... captivating aromas of bitter cherry, black raspberry and smoky, spicy oak. Expansive but graceful, with lovely chocolatey richness and a fleshy mouth feel. Really quite seamless. Finishes very long and ripe ..."

**1995 Comtes Lafon Volnay Santenots-du-Milieu\* ..79.95**

Tanzer: "Perfumed, floral aromas of cherry, currant, rose petal, black pepper, and spicy oak. Rich and very concentrated, with a marzipan-like sweetness in the middle palate ... Finishes gently oaky, with substantial dusty tannins."

**1993 Comtes Lafon Volnay Santenots-du-Milieu\* ..79.95**

Parker: "Lafon's finest 1993 red Burgundy ... This rich beauty, which reached 13% alcohol naturally, offers layers of sweet, physiologically mature black-cherry fruit ... outstanding concentration ..."

**1990 Comtes Lafon Volnay Santenots-du-Milieu ..115.00**

Parker: "94 rating ... spectacular ... stunning aromatics of cherry liqueur, minerals, spice box, and vanillin. Fleshy, full-bodied, muscular, youthful, and vigorous ... exuberant, stunningly proportioned and concentrated ...." *1-bottle limit*

### 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

### Inside

1997 Brunello .....Page 1 Côte Rôtie Legends ..Page 5

2000 White Burgundy Page 3 Domaine Ste. Anne ..Page 6

2001 Bordeaux Stars Page 4 1999 Rivetti Pin .....Page 7

2000 Noval .....Page 4 Gosset Champagne ..Page 7

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

VISA MASTERCARD AMERICAN EXPRESS

AUGUST 13, 2002

FIRST CLASS MAIL