

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



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

Inside on Page 5
Clos Vougeot's
Great 2003s

Inside on Page 7
Müller-Catoir's
Fabulous 2004s

FEBRUARY 7, 2006

PIEDMONT

A Monument to Traditional Barolo

Mauro Mascarello's Legendary Monprivato

The more we explore wine, the more that Piedmont and Burgundy become linked in our imaginations—the progenitors of two of the world's noblest black grapes, and the producers of wines cherished not for their size and deep color, but for their ethereal nuance and supernal texture.

Both regions are also hugely important gastronomic capitals, in which food and wine are inseparable. And their viticultural landscapes are eerily similar: a series of naturally blessed sites so fractured in ownership that vineyard names often become secondary to those of the producer.

But not every vineyard in Burgundy and Piedmont conforms to this classic pattern of fragmented ownership. Today, Burgundy has more than 150 monopoles, including such legends as Romanée Conti, La Tâche and La Romanée. There are many in Piedmont as well, but fewer of such great stature. In fact, two tower above the rest: **Giacomo Conterno's Cascina Francia**—from which Conterno makes both of its transcendent Barolos—and **Giuseppe Mascarello's Monprivato**.

Monprivato

In any ranking of Barolo's finest wines, Giuseppe Mascarello's Monprivato is near the top. This is partly a reflection of the reverence with which the Mon-



Monprivato

privato site is held. In fact, in Renato Ratti's 1980s classification of Barolo vineyards, Monprivato was one of only ten in the highest class, analagous to a Burgundy *grand cru*.

Approximately 15 acres in size, and occupying a southwest-facing slope in

Castiglione Falletto, Monprivato boasts soil that is white calcareous-clay of active limestone—unpassed conditions for growing great Nebbiolo.

The site's history as a vineyard dates back to at least the 1600s, and the Mascarellos have owned vines here since 1904. But it was not until 1970 that the family broke with Langhe tradition, making one of the region's first single-*cru* Barolos from Monprivato.

Behind this innovation was Mauro Mascarello, who had taken over the winemaking duties from his father just three years earlier. Mauro recognized that Monprivato on its own was capable of producing a Barolo of prodigious richness and perfume. And it has been his life's work not only to create an astonishing legacy of Monprivato Barolos, but to bring the entire vineyard under his family's ownership—which he accomplished in the 1980s.

A Brilliant Viticulturist

Mauro Mascarello clearly enjoys his role as ►

Mauro Mascarello's Legacy

► steward of this land. His methods include severe winter pruning, removal of less-than-perfect bunches in the spring, a green harvest in the summer if necessary, and a meticulous selection at harvest, including removal of any grapes that don't meet with his approval.

Mauro's winemaking is traditional—although before returning to his roots in the 1980s, he briefly dabbled with non-traditional methods. Today, his winemaking is much like that of his father and grandfather—a lengthy maceration with the skins and aging in large Slavonian oak *botte*. And his Barolos consistently deliver a complex combination of floral red fruit, brown spices and earth, with exceptionally fine balance and structure.

Ca' d'Morissio

Having made many great Monprivatos over the years, Mauro dreamed of making a *super-riserva* Barolo from this site. So, in 1983 he began replanting a 2-acre section of Monprivato, using a Nebbiolo clone that had originally been planted by his grandfather there in 1921. Mauro theorized that this clone—of the *Michét* subvariety—had become uniquely adapted to the Monprivato *terroir*. In honor of his grandfather, he calls the wine from this planting **Ca' d'Morissio**.

Ca d'Morissio is traditionally vinified, with aging

for up to 4½ years in large oak barrels. From its first two vintages in 1993 and 1995, it was clear that Mauro had created a new Barolo of remarkable quality.

But with last year's release of the mindboggling 1997—and an amazing 1996 to be released this year—it is now apparent that Ca' d'Morissio is more than just a great Barolo: it takes its place with Monfortino and Bruno Giacosa's red label *riservas* as a *giant*.

This Offer

Mauro's current releases represent some of the finest work of his career. The 1999 and 2000 Monprivatos are both stunning in their balance and complexity, drinkable now but with the ability to age for one or two decades more.

As for the 1997 Ca d'Morissio, it is difficult to find words to describe the brilliance of this wine. Along with 1997 Monfortino, it is unquestionably the wine of the vintage—a Barolo of mammoth richness, power, depth and length. With only 200 cases made, buy it while you have the chance.

In the offer that follows, you will find not only Mauro's superb current releases, but an array of hard-to-find Monprivatos from the past. All are essential purchases for lovers of great Barolo.

1997 Ca' d'Morissio

1997 Barolo Riserva Ca' d'Morissio

\$189.95 bottle \$395.00 magnum \$825.00 3-liter



One of the great Barolos of recent decades, 1997 Ca' d'Morissio must be tasted to be believed. Yet, few will have the opportunity to do so. Just 200 cases were made. Hurry.

Daniel Thomases: “95 rating. Very potent on the nose with a full panoply of sensations ranging from anisette and smoke to roses, mint, and eucalyptus ... chewy texture ... rich and velvety finish ... the quintessence of elegant and powerful Nebbiolo.”

Piedmont Report: “95 rating ... stunning ... generous amounts of deep, dark black fruit, licorice and tar flavors that explode onto the palate, with tremendous length and structure. A truly outrageous and decadent wine”

Steve Tanzer: “94 rating. Knockout nose offers a kaleidoscope of Barolo scents ... rose petal, bergamot, white truffle, menthol, eucalyptus, tar, graphite ... explosive, extremely intense ... with lovely inner-mouth perfume and great palate coverage.”

PIEDMONT

Barolo Monprivato

1999 Barolo Monprivato
94 Piedmont Report
93+ Tanzer
\$54.95 bt. \$119.95 mag.
\$250.00 3-liter



2000 Barolo Monprivato
93 Piedmont Report
\$54.95 bt. \$119.95 mag.
\$250.00 3-liter



Piedmont Report: "A hypnotic, thrilling Barolo ... with each successive tasting the wine's true potential has gradually begun to emerge. There was no Ca' d'Morissio in 1999, the Monprivato benefits from greater richness and sweetness than is normally the case ... readers would do well to have at least a few bottles in the cellar. Take it from someone who has tasted nearly every important vintage of this wine back to 1970: you won't be sorry."

Steve Tanzer: "Complex, pure aromas of wild red berries, camphor, tar, dried rose, tobacco and nutty oak. Very sweet on entry, then silky, deep and rich in the middle, with impressive depth and breadth ... and an explosively long, ripely tannic finish."

1997 Barolo Monprivato 99.95

Tanzer: "92-94 rating. Jammy, liqueur-like perfume on the nose. Silky, highly concentrated and quite penetrating ... Boasts superb depth of fruit and inner-mouth perfume. Really builds on the back half, finishing with big, tongue-dusting tannins."

1996 Barolo Monprivato 110.00

Tanzer: "92+ rating. Classic aromas ... terrific thrust and grip. Tannins coat the gums, teeth & cheeks ... may eventually merit a score in the mid-90s."

Piedmont Report: "A superb, noble nose of sweet fruit, minerals, and menthol is followed by plenty of super-ripe flavors, with excellent richness and density on the palate while maintaining a sense of delicateness. Very pretty and seductive."

1990 Barolo Monprivato185.00

1990 Barolo Monprivato Magnum395.00

1990 Barolo Monprivato Double Magnum795.00

Piedmont Report: "94 rating ... generous and ample ... notable extract ... superb length."

Parker: "... amazingly mouthfilling ... hedonistic."

1989 Barolo Monprivato 199.95

1989 Barolo Monprivato Magnum425.00

1989 Barolo Monprivato Double Magnum850.00

Tanzer: "94+ rating ... Brooding, complex ... combines rose, truffle, prune and smoke ... Powerful, penetrating flavors ... highly concentrated Barolo ..."

Piedmont Report: "94+ rating ... Outrageously massive."

1988 Barolo Monprivato 145.00

1988 Barolo Monprivato Double Magnum* 625.00

An outstanding, rare Monprivato. Gorgeous double mags.

1974 Barolo Monprivato 3.78 Liter 1250.00

Tanzer (2001): "94 rating ... miraculously young and vibrant, with superb retention of fruit and penetrating acidity ... sharply focused and fine ... A classic, traditionally made Barolo with backbone of steel."

Piedmont Report

One year ago, we wrote about an exciting new electronic newsletter: Antonio Galloni's *Piedmont Report*. Now, 235 information-rich pages later, *Piedmont Report* is into its sixth issue, establishing itself as the world's preeminent source of advice, ratings, wisdom and facts about Barolo, Barbaresco and other important *Piemontese* wines. Subscriptions are a bargain at \$60 per year and can be purchased at www.piedmontreport.com.

More Mauro Mascarello Classics

Mauro Mascarello makes other marvelous Nebbiolos in addition to Monprivato. His Barolo Santo Stefano di Perno has a loyal following today, just as his Barbaresco Marcarini did in the 1980s.

1999 G. Mascarello Barolo Santo Stefano di Perno 45.00

Piedmont Report: "91+ rating ... stunning ... reveals a balsamic, mentholated nose and flavors of very ripe dark fruit, with excellent length and a superb, fresh finish. A wine of great class and elegance."

1982 G. Mascarello Barbaresco Marcarini135.00

A magical Barbaresco, whose lush and all-enveloping richness contrasts beautifully with the firm, masculine structures of Mascarello's noble Barolos. It's sad that Mauro didn't make this wine after the 1980's because it's a gem. From an excellent European cellar.

RIBERA DEL DUERO

A Noble Lineage *The Fabulous 1995 Pesquera Janus*

Pesquera's Alejandro Fernandez has made a number of great wines over the past thirty years, but clearly the best bear the "Janus" label. Only five times has he deemed a wine worthy of this distinction; it happened in 1982, 1986, 1991, 1994 and finally in 1995. The first four of these have become legendary wines and sought-after collectibles.



Alejandro Fernandez

As for the 1995, Fernandez kept it under his hat for an incredible eight years, but it was worth the wait. A wine of uncompromising power and opulence, it rivals each previous vintage of Janus. With a recommended retail price of \$170, we are delighted to offer this legend-in-the-making at a sensational price. We can also offer a few very rare bottles of the great 1982 and 1994 Januses.

1995 Janus
94 Parker 94 Tanzer
\$110.00 Limited



Parker: "... bouquet of barbecue spices, creamy oak, melted licorice, and copious quantities of black currant and cherry fruit ... opulent, viscous, full-bodied, lusty ... This big, solid Ribera del Duero should age effortlessly for another 15 years."

Tanzer: "... imploded nose of roasted red and black fruits, sun-dried tomato, truffle, smoked meat and coffee. Huge, rich and backward, with strong soil tones of minerals, iron and tobacco (like a rare steak) ... a texture of liquid silk ..."

1994 Janus169.95

Parker: "97 rating ... awesome in its richness, intensity, and potential complexity. It is a gentle giant, with no hard edges, and profound levels of rich, concentrated black fruits nicely meshed with smoky, spicy new oak. It ... should provide fabulous drinking for 12-15 years."

1982 Janus275.00

The coveted first vintage of Janus and a wine whose spectacular richness and rarity have made it part of Spain's wine mythology. Extremely limited.

Two More Gems from Spain

2001 Mauro
Vendimmia Seleccionada

2001 Mauro
Vendimmia Seleccionada
96 Parker
\$79.95 Limited



Parker: "... equal to a Bordeaux first growth in quality. A massive, opulent red of tremendous power as well as great elegance and nuance ... with a stunning perfume of blackberries, cassis, licorice, sweet oak, smoke, and espresso. While it reveals plenty of new oak, the fruit as well as potential complexity are impressive. Anticipated maturity: 2008-2020+."

2004 Petalos
Descendientes de Jose Palacios

2004 Petalos del Bierzo
90-93 Parker
\$16.95



Parker: "... from steep vineyards (60-100-years old) composed primarily of schist ... It is fashioned by the brilliant Spanish winemaker, Alvaro Palacios, from tiny yields of 25 hectoliters per hectare ... a lovely perfume of blueberries, flowers, and crushed stones. Soft, with ripe tannin, precise flavors, medium body, delicious fruit, and intensity as well as elegance, it should be drunk over the next 5-7 years."

BURGUNDY

Vougeot's Year

A Venerable Clos Produces Heroic Wines in 2003

With its historic warmth, the 2003 growing season was a year of extremes in Burgundy's Côte d'Or—as some sites produced wines of extraordinary power and aromatic richness, while others made wines that were unbalanced.



Clos Vougeot

Yet, nowhere were greater wines made than in the lower part of Clos Vougeot, the famous 12th-century *grand cru*. Here, three of Burgundy's pre-eminent producers—the celebrated Louis Jadot and Jacques Prieur, and the new star Thibault Liger-Belair—exploited their holdings in lower Clos Vougeot to make some of the vintage's most unforgettable wines.

Clay versus Limestone

Traditionally, the Côte d'Or's best sites are located at mid slope, where limestone predominates in the soil. In the Côte's normally cool and sometimes damp climate, the limestone reflects and retains precious heat, draining off any excess rain.

But in an extreme year like 2003, limestone was not conducive to great wine. These sites suffered intense

heat stress, in some cases resulting in the vines shutting down, blocking the fruits' maturation. Conversely, the best 2003s came from moisture-retaining clay soils, placed lower on the slope.

While clay was a key to making great Burgundy in 2003, there were other important factors as well. Pierre Rovani writes that old vines with deep roots were needed for nourishment during the torrid June through August heat wave. And while many growers shortened their vinifications and *élevages*, extended skin contact and time in barrel were further keys to quality.

This Offer

A spring frost combined with the summer's heat reduced production at many domaines in 2003. Therefore, finding the finest 2003s has been difficult.

We are pleased, therefore, to have acquired a small amount of all three of the aforementioned Clos Vougeot superstars—made by Louis Jadot, Jacques Prieur and Thibault Liger-Belair. However, quantities of these gems are very limited.

2003 Jacques Prieur Clos Vougeot 95 Rovani \$139.95

Rovani: "... 250 cases ... Its intense aromatics are reminiscent of blackberries, black cherries, spices, and chocolate. A bold, medium to full-bodied wine, it is powerful, velvety-textured, dense, and exceptionally long ... Projected maturity: 2009-2020."

2003 Domaine Louis Jadot Clos Vougeot 95 Rovani \$110.00



Rovani: "Super-spicy blackberries and black cherries make up the aromatic profile of the 2003 Clos Vougeot ... the results have been glorious. Its dense, pure personality is medium to full-bodied, chewy-textured, crammed with dark cherries, and immensely concentrated. This awesomely deep, muscular, and persistent wine is masculine and displays exceptional ripeness."

2003 Domaine Thibault Liger-Belair Clos Vougeot 94 Rovani \$195.00 magnum

Rovani: "... an unreal, fabulous nose of chocolate-covered cherries and kirsch. Chunky, massively rich, and full-bodied ... masses of tar, licorice, plums, and assorted black fruits ... hugely powerful Burgundy with tremendous upside potential."

CALIFORNIA

Vin de Terroir

"I am convinced that this is one of California's finest Cabernets." Matt Kramer

Last December in the *Wine Spectator*, Matt Kramer wrote about a virtually unknown eight-year-old Sierra Foothills Cabernet that had just been released. Kramer's text was compelling: "A surprising minerality allied with classic Cabernet scents ... I had several Napa Valley winegrowers taste the more approachable 1995 vintage of this same wine and they were awed. This '97 is greater still."

Our curiosity aroused, we checked the wine out. We already knew the wine's producer, Renaissance, from a sublime dessert Riesling we'd offered a few years back. But we knew nothing of Renaissance's top Cabernet *cuvée*, *Vin de Terroir*.

We learned that the wine is from *Slope One*, an organically farmed vineyard planted 30 years ago in granite. In outstanding vintages, the estate sets aside part of the



Renaissance's vines facing the Sierra Nevadas.

site's production to become the *Vin de Terroir*. And to bring out its intense minerality and complexity, Renaissance releases the wine *very* late.

We had a chance to try a bottle and it is remarkable—its flavor profile and structure totally different from today's Napa Cabernets. The minerality in the soil, allied to a climate featuring hot days and cool nights, produces a wine that begs for even further years in the cellar. But the payback will be a truly extraordinary drinking experience.

With its production of only 380 cases, we were lucky to grab a few cases of the 1997 Cabernet *Vin de Terroir* just in time. Very limited availability.

1997 Renaissance Cabernet Vin de Terroir 49.95

The Essence of Corton-Charlemagne

Two Magical Cuvées from Vincent Girardin

In the late 1990's, Vincent Girardin staked his claim as one of Corton-Charlemagne's elite growers—the maker of opulent examples built for aging.

But his stock soared in 2002, when he made not only a fabulous Corton-Charlemagne but a special selection

of his best barrels: *Quintessence*. Two vintages later, he seized the chance to produce a second great *Quintessence*.

We are pleased to offer both *Quintessences*, along with Girardin's superb 2002 Corton-Charlemagne, which is now also rare. Each of these wines is very limited.

2002 Corton Charlemagne
92+ Tanzer 92 Burghound
93-94 Rovani
\$69.95

Rovani: "... profound ... outstanding depth, concentration ... \$91 retail"

Tanzer: "... intensely flavored, penetrating ... Very densely packed, spicy wine"

Burghound: "... notably complex ... powerful ... fine persistence."

2002 Corton Charlemagne
"Quintessence"
95+ Tanzer
\$150.00

Tanzer: "... tangerine, orange, hazelnut, marzipan and menthol. Hugely concentrated, chewy ... A wonderfully pure wine with terrific underlying power and backbone ... This extremely impressive Corton-Charlemagne really calls for eight to ten years of cellaring."

2004 Corton Charlemagne
"Quintessence"
92-95 Tanzer
\$119.95

Tanzer: "From old vines ... leesy, ineffable aromas of pineapple, apple, flowers, minerals, nut oil and charred oak. Almost painfully intense ... a bracing mouthful of crushed stone. A wine with this kind of ripe fruity acidity could never become tiring to drink."

Müller-Catoir's Triumph

An Unknown Winemaker Delivers Some of 2004's Greatest Wines

Each year, we must accept a change in winemaker at one or more of our favorite estates. Sometimes, the change is because of death or retirement, at others it's due to conflict with the owner. But the one constant seems to be that when there's no drop in quality or shift in character, it's because an understudy or heir has taken over.

There have been exceptions, of course; but they're rare. And arguably the most striking example has occurred at Müller-Catoir in Germany's Rheinpfalz. Here, through 36 years of inspired winemaking and vineyard work, Hans-Gunter Schwarz made Müller-Catoir an icon, only to leave suddenly in 2002 with no one groomed to take over.

A Bumpy Ride

Even insiders assumed Müller-Catoir's days of glory were over, but after burning through several prospects during the first year, the Catoirs found Martin Franzen, a promising young Mosel winemaker to take over. Had Franzen merely filled Schwarz's shoes they had reason to be happy. What they didn't count on was that Franzen would quickly begin to build his own legacy, laying his cornerstone with 2004s that offer all of the preci-



The Müller-Catoir estate.

sion, richness and beauty for which Schwarz's wines were famed.

Needless to say, Franzen's triumph has generated more than its share of discussion. Who deserves most of the credit for the 2004s? Was it simply a continuation of Schwarz's brilliant work? Or was it the great vineyards (whose

potential had first been realized by Schwarz)? Or should the credit go largely to Franzen, whose methods, while seeming to mirror Schwarz's, he insists are his own?

The answer, in all likelihood, is a combination of all three. But in a sense it matters little. What's important is that Müller-Catoir's four-decade-old tradition of profound Rheinpfalz wines seems sure to continue.

This Offer

With all the press, there has been intense demand for Müller-Catoir's best 2004s—particularly those at the levels of *auslese* and above. Yet, due to tiny production, these magical *cuvées* have been extremely hard to find. So, we were elated recently to acquire the estate's three most sought-after 2004 *auslesen* in half bottles at below-market prices.

**2004 Müller-Catoir
Haardter Bürgergarten
Riesling Auslese
97 Wine Advocate
\$34.95 half bottle**

David Schildknecht in *The Wine Advocate*: "... harvested on the cusp of *Trockenbeerenauslese* must weight ... Lemon cream, toasted almond, musk, caramelized apricot, malt, mineral salts, honey ... there are around 600 liters each of the two Riesling Auslesen, wines I don't doubt will still be revealing awesome new vistas in 20 or more years."

**2004 Müller-Catoir
Mussbacher Eselshaut
Riesling Auslese
96 Wine Advocate
\$29.95 half bottle**

David Schildknecht in *The Wine Advocate*: "... smells of peach jam, plum paste and honey with smoky botrytis-typical top notes ... The balance and layered complexity of this wine is poised and elegant, a fast-flowing, incredibly deep, rich river of fruit and honey managing somehow to come off as ethereally light and delicate."

**2004 Müller-Catoir
Haardter Herzog
Rieslaner Auslese
95 Wine Advocate
\$27.95 half bottle**

David Schildknecht in *The Wine Advocate*: "... candied pineapple, brandied peach, resin, banana, honey and brown spices. On the palate ... an enervating tension of flavors in a thick, creamy matrix, like electric charges of citrus passing through a field of jellied tropical fruits. The finish displays extraordinary concentration"

Epic Syrahs

The Great 2003 Northern Rhône

The Northern Rhône enjoyed an historic vintage in 2003, achieving levels of ripeness and concentration that have seldom been seen in this region. But the great quality came at a *huge* cost: production at most domaines was down an average of 60-70%.

If you have been looking for the top 2003s, you will know just how difficult they are to find. So, we are

pleased to offer *very* well-priced, highly sought-after 2003s from three elite growers: the tiny cult **Domaine des Remizières**, whose 300 cases of L'Essential is a legend-in-the-making; **Domaine Gérin** and its mythic Grandes Places and La Landonne; and **Domaine Ogier**, whose Côte Rôtie *Cuvée Classique* has few peers in its class. But quantities are limited; so hurry.

Côte Rôtie

"Wines of extraordinary concentration." Robert Parker

**2003 Gérin
Grandes Places**
94-96 Parker
\$95.00

Parker: "... voluptuous, very opulent ... very flamboyant Côte Rôtie. Quite broad, expansive and very concentrated, with huge levels of extract and glycerin ... a stunning Côte Rôtie"

2003 Gérin La Landonne
94-96+ Parker
\$115.00

Parker: "A fabulous nose of scorched earth, bacon fat, white flowers and black fruits jumps from the glass ... brawny, dense, very full-bodied, super-concentrated ... almost the essence of the Syrah grape ... a potential legend in the making."

**2003 Ogier
Cuvée Classique**
89-92 Tanzer
\$59.95 bt. \$125.00 mag.

Tanzer: "Complex, musky aromas of raspberry, black cherry, chocolate and leather. Supple, nuanced and full, with very sweet yet youthfully shy flavors of lightly roasted red fruits, leather and game."

Hermitage

"One of the Rhône Valley's epicenters for greatness in 2003." Robert Parker

2003 Remizières L'Essential
96-98 Parker
\$149.95

Parker: "... a freakishly concentrated, dense effort ... it possesses an unctuous texture, massive concentration, and a 60-second finish ... It is an amazing effort that should age for 2-3 decades"



2003 Remizières Cuvée Emilie
92+ Tanzer
\$79.95

Tanzer: "Pure but subdued aromas of crystallized cassis, blackberry, menthol, licorice, minerals and gunflint. Rich and fat ... with nicely integrated acidity framing and intensifying the black fruit and mineral flavors."

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
email: sales@rarewineco.com

INSIDE

Giuseppe MascarelloPage 1
Pesquera JanusPage 4
MauroPage 4
2004 PetalosPage 4
2003 Clos Vougeot StarsPage 5
Renaissance Vin de Terroir Page 6
Girardin Corton-Charlemagne Page 6
2004 Müller-CatoirPage 7

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

FOOD & WINE BEST WINE
2002 AMERICAN WINE AWARDS IMPORTER

February 7, 2006
VISA MASTERCARD AMERICAN EXPRESS

**FIRST
CLASS MAIL**