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Great 1954
Madeira

FEBRUARY 24, 2004

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2000 Reserve
Clos du Caillou

A New Aristocracy

Messorio & Scrio Chart Tuscany's Future

From the time he was a boy, Mario Incisa della Rocchetta had been fascinated with the great wines of Bordeaux. So in 1942, curious to know if the Tuscan coast could replicate Bordeaux's magic, he planted 1000 Cabernet vines on his estate in Bolgheri.

Incisa's innovation spawned a revolution. His wine, Sassicaia, not only proved that Bordeaux varietals could flourish in Bolgheri, it revealed a larger truth: that on the Tuscan coast, French varietals had greater promise than the traditional Sangiovese.

Building on Sassicaia's success, the past twenty years has seen a proliferation of Merlot, Cabernet, and Syrah in and around Bolgheri. Famous families like Incisa, Antinori and Gaja have been behind most of this activity. However, it was a previously unknown local



Mario Incisa was not the first of his family drawn to French grapes. At Rocchetta in the 1850's, his great-grandfather filled his nursery with scores of varieties, but stopped short of planting vineyards.

"It can compete with the finest wines being made on the Pomerol plateau."

Parker on Messorio

"The most profound Syrah made in Italy."

Parker on Scrio

grower, Eugenio Campolmi at Le Macchiole, who achieved perhaps the greatest success.

Campolmi took Incisa's revolution to a new level: the production of great mono-varietal cuvées. While Incisa's vision was born of Bordeaux, where varieties are typically blended, Campolmi sought to achieve the purest expression of individual varieties. Thus, in 1995 he created the 100% Merlot Messorio and the 100% Syrah Scrio.

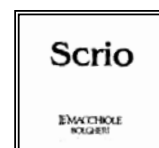
With less than 400 cases made, both wines have become intensely sought-after. Messorio consistently fetches prices above \$300, while Scrio costs about \$200 a bottle ... if you can find them.

Thanks to our longstanding relationship with the Campolmi's, we are pleased to offer both of these rarities at truly exceptional prices. Don't miss out.

1999 Messorio
98 Parker
\$225.00



1999 Scrio
93 Parker
\$110.00



Parker: "... awesome ... aromas of cola, coffee, blackberries, and intense black cherry jam interspersed with mocha, licorice, and pain grillé characteristics are followed by a massive wine with great precision, purity, concentration, and length ... a riveting example of what can be achieved on the Tuscan coastline."

Parker: "... classic Syrah characteristics ... With phenomenally high extract as well as tannin, massive body, and a long, pure, concentrated finish, this unfiltered beauty's dry extract numbers are nearly off the charts ... It represents Italy's most compelling example of Syrah!"

WHITE BURGUNDY

Girardin's Great 2002's

Our First Offer from An Eagerly Anticipated Vintage

The top 2002 White Burgundies promise to be some of 2004's most sought-after wines ... and Vincent Girardin looks to be one of the stars of the vintage. We are pleased to offer three of Girardin's highest-rated 2002's at fantastic prices.

2002 V. Girardin Puligny-Montrachet Pucelles* 59.95

Tanzer: "92-95 rating. White peach, apricot and nut oils along with a more exotic note of quince on the nose. Then chewy, concentrated and rich, with superb acids giving it terrific inner-mouth lift. This boasts impressive precision and elegance for a wine with so much volume. Very long and tactile on the end. One to buy."

2002 V. Girardin Puligny-Montrachet Cailleret* 59.95

Tanzer: "92-95 rating. Strong earth tones of minerals, cinnamon and nut oils. Peachy sweetness framed by minerality and strong acidity. Offers impressive inner-mouth lift and energy ... with a very strong, soil-inflected finish."

2002 Vincent Girardin Corton-Charlemagne* 92-95 Tanzer \$69.95



Steve Tanzer: "Pure, stony aromas of citrus fruits and hazelnut. Dense and powerful, with a tight core of thoroughly ripe fruit. Quite suave for Corton-Charlemagne but not particularly steely and not at all hard. Impressively thick but lively. Builds slowly and impressively on the powerful, very ripe back end. The only one of these 2002s to be aging in all new barrels — 'because of its powerful minerality,' noted Girardin, who kept more of the lees and was still stirring them every ten days."

Bargains from Le Macchiole

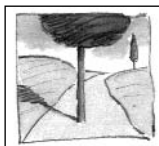
On Page one, we wrote about Le Macchiole as the producer of two of Tuscany's rarest and most sought-after wines—Messorio and Scrio.

But Le Macchiole is also the source of two of Tuscany's best values. It has often been said that the best place to look for inexpensive wines is in the portfolios of elite winemakers. Not only are such winemakers the most skilled, but they often lavish much of the same care and expense on their less costly wines as they do on their top cuvées.

2000 Macchiole Rosso

90 Parker

\$29.95 *bt.* \$340.00 *cs.*



Parker: "A dense ruby/purple color is accompanied by complex aromas of melted chocolate, espresso, leather, black cherries, currants, and licorice. There is considerable volume, all the Tuscan typicity one would want, superb ripeness, and a layered, concentrated finish. It should drink well for 8-10 years."

Le Macchiole is a case in point. Each year they produce Macchiole Rosso, a blend of Sangiovese, Cabernet and Merlot that has much of the richness of their top wines at a bargain price. They also make about 500 cases of one of Tuscany's best dry white wines: Paleo Bianco, a barrique-aged blend of Chardonnay and Sauvignon Blanc.

Both wines are remarkable bargains, given their price and quality. Assort these two gems for the special \$340.00 case price.

2000 Paleo Bianco

90 Daniel Thomases

\$29.95 *bt.* \$340.00 *cs.*



Le Macchiole has planted a small part of its Bolgheri vineyards to Chardonnay and Sauvignon Blanc, with sensational results. England's *Decanter* magazine has compared Paleo Bianco to a barrel-fermented Meursault at half the price. It is a delicious, subtle marriage of apple, pear, gardenia and toasty oak.

SPECIAL DATES

You Say It's Your Birthday

Great Wines to Celebrate 2004's Milestones

Barbeito's Fabulous 1954 Malvasia

Since we first offered it for sale in 1995, Barbeito's 1954 Malvasia has represented for us the perfect introduction to the glories of Madeira. Thick and velvety on the palate, bursting with sweet, luscious chocolate and butter-scotch flavors, it has always been both intellectually compelling and irresistibly hedonistic.

But as time has gone on, this wine has gotten even better. Barbeito has kept its remaining stock of the wines stored, still in barrel, in their lodge on Funchal's Estrada Monumental. Because of the building's warm summer temperatures, the wine has continued to evaporate, increasing its concentration and sweetness. As wonderful as the wine was a decade ago, it is even better now.

Anticipating the demand for '54's in 2004, we asked Barbeito last year to allocate as much as they could from their remaining barrels. They were more than



generous, giving us nearly 20% of the wine they had left. However, knowing the demand we will have from both our private and trade customers, even this won't go very far.

We shipped the first part of our allocation in January, with the balance due to arrive in April. Regardless of when your special event will be, we urge you to buy the wine now.

**1954 Barbeito Malvasia
\$149.95**

Nineteen fifty-four is famous for its Malmseys, and this is one of the best. The aromas of chocolate and toffee are nothing short of hypnotic. The fat, lush, rich and concentrated palate is seductive and long, finishing with a citrusy tang that leaves the mouth refreshed. Whether savored on its own, or with a dessert of chocolate and nuts, this wine is a total joy.

A Very Rare 1944

Because European wine production was crippled by World War II, finding 1944's this year will be a challenge. Thankfully, in 1979 Barbeito purchased two barrels of a wonderful 1944 Malvasia from the Quinta da Piedade on Madeira's south coast.

Barbeito moved the barrels to its cellars in Funchal, where they remained a further 20 years. The evapo-

ration that occurred over a half century in cask added to the wine's intensity and concentration. It also endowed the wine with intriguing flavors and aromatics of vanilla, orange zest and coffee. It is a beautiful and complex after-dinner wine and a perfect way to toast a 60th birthday.

1944 Barbeito Malvasia "Quinta da Piedade"* 159.95

Awesome 1954 & 1964 Gran Reservas from Lopez de Heredia

Majestic bottles just shipped from the bodega's library. Great examples of traditional Rioja. Extremely limited.

| | |
|--|---------------|
| 1954 Viña Tondonia Gran Reserva Red | 179.95 |
| 1954 Viña Bosconia Gran Reserva Red | 179.95 |
| 1964 Viña Tondonia Gran Reserva Red | 145.00 |
| 1964 Viña Bosconia Gran Reserva Red | 145.00 |
| 1964 Viña Tondonia Gran Reserva White | 135.00 |

More Great Anniversary Wines

| | |
|---|---------------|
| 1924 Barbeito Sercial* | 159.95 |
| 1929 Barbeito Verdelho | 149.95 |
| 1934 Henriques & Henriques Verdelho | 225.00 |
| 1949 Barbeito Malvasia | 149.95 |
| 1959 Ch. Lynch Bages Parker 94 | 395.00 |
| 1959 Huet Vouvray Le Haut Lieu 1ere Trie Moelleux .. | 185.00 |
| Recently shipped from the domaine. | |
| 1964 Vega Sicilia Unico Parker 94 | 425.00 |

The Rioja-Bordeaux Nexus

Hubert de Bouard's Fantastic "Gloria de Ostatu"

Were it not for Bordeaux, Rioja as we know it would not exist. Rioja was a viticultural backwater until the Marques de Murrieta went to study winemaking in Bordeaux in 1850. In 1862 the provincial government brought in the owner of Ch. Lanessan to teach local growers how to make wine. And, the arrival in Bordeaux of Phylloxera in 1867 changed the course of Rioja's history.



The old vines of Gloria de Ostatu.

Many Bordelais growers and negociants believed that the Pyrenees Mountains protected Spain from Phylloxera; so they went *en masse* to Rioja, buying vineyards and building bodegas. By 1890, the Phylloxera problem in Bordeaux had been solved, and the Bordelais went home, but not before they had launched CUNE, Lopez de Heredia, Montecillo, Berberana, La Rioja Alta and countless other houses.

Hubert de Bouard

But with its physical proximity and its many old vineyards, the allure of Rioja has remained strong for many in Bordeaux. Hubert de Bouard, owner of St. Emilion's Ch. L'Angelus, is a case in point. He has long been attracted to the possibility of making wine in Rioja and was introduced in 1999 to Gonzalo Saenz the dynamic young owner of Ostatu, a small estate in Rioja Alavesa.

Saenz and de Bouard agreed on a joint venture: de Bouard would select three parcels among Ostatu's 28 hectares of old vineyards, and the wine would be made in Ostatu's cellars, but under de Bouard's total control.

The parcels de Bouard selected are all between 60 and 100 years old. And he insisted on personally selecting barriques, which he had imported from Bordeaux's best *tonnelerie*, including Darnajou.

The final production was about 400 cases of extremely rich, opulent Rioja, packed with the character of old Tempranillo, but with the stylishness of a top flight red from Bordeaux's Right Bank.

A mere 25 cases of this fascinating wine were allocated to the U.S. Quantities are extremely limited.

2000 Gloria de Ostatu
\$59.95 very limited



Deep ruby/black color; the nose is rich and powerful, brimming with scents of blackberries, anise, earth, mocha and chocolate. The palate is deep, voluptuous and concentrated, with fabulous texture and a good underpinning of acidity and round tannins. Though this wine would be difficult to resist drinking now, there is plenty in reserve for a decade or more of aging.

Allegrini: Including Magnums of the Rare 1990 Amarone

In the 1970's, the Veneto's two best winemakers were thought to be the traditionalist, Giuseppe Quintarelli, and the modernist, Giovanni Allegrini. After Giovanni's death in 1983, his sons Walter and Franco continued his quest for innovation; today, they lead the modernist movement in the Veneto, in the same way that Altare and Sandrone do in Piedmont.

Allegrini's greatest achievements have been Amarones made in top vintages like 1985, 1988, 1990, 1997 and 1998. But while bottles of recent vintages can be acquired with some searching, larger formats are diffi-

cult, and earlier vintages are nearly impossible to find. All of which makes the following *very* interesting.

1990 Allegrini Amarone Magnum145.00

Gambero Rosso: "Tre Bicchieri ... has the force of the vintage ... powerful with precise scents of black cherries and spice. The taste is velvety, vibrant"

1998 Allegrini Amarone54.95

1998 Allegrini Amarone Double Magnum225.00

Parker: "95 rating ... intense aromas of pepper, black cherries, blackberries, asphalt, and truffles. Extremely full-bodied, with lavish concentration, great stuffing ... reminiscent of a modern-styled Henri Bonneau Châteauneuf du Pape."

CHATEAUNEUF DU PAPE

Clos du Caillou Reserve

A "Holy Grail" Wine at a Compelling Price

Over the past decade, the Clos du Caillou has emerged from obscurity into superstardom. The turning point for the estate came in 1996, when Jean-Denis Vacheron took over the vinification from his father-in-law Claude Pouizin. With the 1998 vintage, Jean-Denis began to separate his production into multiple cuvées, the best of which was the "Reserve." Immediately, Robert Parker took note, anointing the Clos du Caillou Reserve one of the great wines of Châteauneuf.



Most of Clos du Caillou's vineyards are covered with Châteauneuf's classic large round stones (*galets rous*) with sand underneath. Steve Tanzer not only compares the soil to Château Rayas; he writes that Clos du Caillou wines "share with Rayas an extraordinary sappiness of red fruit flavors."

While Clos du Caillou has produced a number of magnificent wines under Vacheron, the two most sought-after have been the 1998 and 2000 Reserves. We don't know of a single U.S. retailer offering the 1998. And we know of only one store you can go to find the 2000, and the price there is \$239.95.

This Offer

A while back, we snagged a few cases of the great 2000 Clos du Caillou Reserve at an amazingly low price. The wine has now arrived. We are pleased to offer it, along with our small remaining stock of the 1998 and 1999. All are must buys.

2000 Clos du Caillou Reserve Châteauneuf du Pape 99 Parker \$159.95

Parker: "Possibly the wine of the vintage ... A wealth of fruit, power, and balance, amazing purity, and a sumptuous, 65-second finish are the stuff of legends ... This is an enormous, well-delineated, superb wine. Anticipated maturity: now-2020+."

1999 Clos du Caillou Ch'neuf Reserve69.95

Parker: "94 rating ... boasts a saturated black/purple color as well as an exquisite nose of blackberry liqueur, minerals and smoke. Medium to full bodied and elegant, with layers of concentration, this intensely rich wine has a rare elegance and purity that must be tasted to be believed."

1998 Clos du Caillou Ch'neuf Reserve225.00

Parker: "99+ rating ... phenomenal ... offers scents of violets, creme de cassis, minerals, and spice. Aromatically, it is reminiscent of a great Musigny from Comte de Vogüé ... Enormously-endowed, with a multilayered, prodigious mid-section ... A magnificent achievement ..."

Wine Into Words

Personally Inscribed Copies of an Important New Bibliography

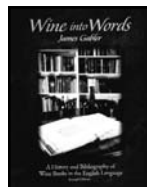
For nearly twenty years, Jim Gabler's *Wine Into Words* has been the standard reference work on English-language wine books. Yet, since its publication in 1985, thousands of new titles have been published, and hundreds more rare older works have come to light. Thus, *Wine Into Words* begged to be updated in a greatly expanded second edition.

The second edition has just been published, and it's two and a half times the size of the first. There are nearly 8,000 entries, many of which are annotated. If you want to know something about any wine book ever published in English, you're likely to find it here.

The first copies came off the press on February 15th. Jim Gabler has set aside a few dozen of these for Rare Wine Co. customers. He has also offered to inscribe each copy with a personal message of your choice.

A unique and essential addition to any wine library—as well as a great gift.

**James Gabler,
Wine Into Words
(second edition)
\$75.00**



RIBERA DEL DUERO

Vega Sicilia Values

Two Spectacular Buys from a Spanish Giant

With the price of Vega Sicilia's flagship wine, Unico, scaling new heights, we are delighted to offer special buys from this legendary producer. Valbuena is Vega's second label and has a suggested retail price over \$100. Alión is a more modern-styled red, first made in 1991. Both wines are highly recommended for Ribera del Duero fans.

1998 Alión

\$39.95 *bt.* \$450.00 *case*



Steve Tanzer: "91 rating. Superripe, slightly roasted aromas of currant, dark chocolate and exotic baking spices. Sweet, dense and supple; compared to Vega Sicilia, this has a suaver, more French texture. Really fills and coats the mouth. But still quite youthfully unevolved in the middle. Finishes with chewy, ripe tannins and powerful fruit."

1996 Valbuena

\$69.95 *limited*



Steve Tanzer: "Dark ruby-red. Spicier, fresher aromas of slightly roasted plum, redcurrant, smoky oak, iron and beefsteak tomato. Dense and quite oak-spicy in the mouth, with a lusher texture than the '95 as well as a more solid spine of acidity. Also much longer on the finish, which features palate-caressing, fine tannins."

Quinta do Dorado

Spain's Most Famous White Grape Finds its Paradise

For many, Rias Baixas' Albariño is Spain's greatest white grape. Grown on the north bank of the Miño River, it produces a wine of compelling fruit, but with remarkable freshness and fragrance.

So, it is ironic that perhaps the finest Albariño of all is being made not in Spain, but just across the border in Portugal. And it is being made by Marcial Dorado, a Spaniard.

A decade ago, Marcial discovered a 70-year-old Albariño vineyard overlooking the town of Melgaço, just across the Miño in Portugal. The soil structure and climate were identical to vineyards on the Spanish side; but the age of the vines—70 years old—made it unique.

Marcial purchased the vineyard, naming it Quinta do Dorado. And to aid him in his work, he hired the famed enologist Marcos Lojo Abal. Abal is best known for having created what is perhaps Rias Baixas' greatest wine, Gran Baizan Ambar.

Improving on Nature

Marcial's first Dorado vintage, 2000, was sensational—the low yields of the old vines reflected in the wine's unusual concentration. Marcial enhanced the



Quinta do Dorado

wine's complexity by adopting a technique common in white Burgundy: extensive stirring of the lees. It's no wonder that many tasters proclaimed the 2000 Dorado the finest Albariño yet made.

Marcial's second vintage, the 2001, recently arrived in the U.S. It shows even more ripeness than the 2000, but with the beautiful balance of the earlier vintage. The total U.S. allocation was a mere 250 cases, virtually unheard-of for a wine in this price range.

2001 Quinta do Dorado Alvarinho "Seleção"

\$17.95 *bt.* \$210.00 *cs.*



A spectacular value. The 2001 Dorado has the compelling qualities of the best Rias Baixas Albariños—the intense floral aromatics, the vivid flavors of pear and quince, and the bright, exuberant, juicy palate. But thanks to the lees stirring regime, and the old vines, it offers a more concentrated mouthfeel and greater complexity. While it can be enjoyed well-chilled, serving it at cellar temperature will allow you to fully appreciate its complex richness.

PIEDMONT

Mongovone

A 70-year-old Vineyard Produces Another Stunning Barbera

In *Piedmont* over the past decade, the resurgence of interest in Barbera has encouraged producers to scout out forgotten old vineyards in the same way that a *trifolau* searches for precious white truffles. With the concentration and depth of flavor these vines produce, they are worth their weight in gold.

Stefano Perrone—the superb Moscato producer—made one such score in 2000, when he acquired a 1.3-hectare Barbera vineyard in Isole d’Asti planted in 1932. With a very steep southwest-facing slope, Mongovone not only offers very old vines, but *perfect* drainage and exposure.

An Amazing New Wine

When he first harvested Mongovone in 2000, Stefano could tell that the vineyard produced something special: an extraordinary perfume of cherry, with a hint of the roses that distinguish the region’s great Barolos. There was also immense concentration and richness. When the wine finally finished fermenting, it measured a walloping 15.2% alcohol,



but with stunning balance and texture.

But while the 2000 Mongovone was amazing, it remained to be seen if the quality was the result of the year or the vineyard. The 2001 vintage proved that it was the vineyard. This time, the wine settled in at 15.4% alcohol, and the concentration and color were even more intense. Just 400 cases were made.

This is one of the most exciting new wines of Piedmont. Don’t miss it.

2001 Perrone Barbera d’Asti "Mongovone"

\$27.50 750ml \$299.00 case

Even richer and more sumptuous than the 2000 that Robert Parker called “spectacular.” The 2001 Mongovone has it all: a deep ruby-purple color; an explosive nose of smoky black cherry, and tar; and a packed, concentrated, long, velvety palate. A fantastic wine and a truly phenomenal value.

A Dessert Wine Legend

An Incredible Offer: Full bottles for about the price of halves

“A whoppingly rich, full-bodied Château d’Yquem look-alike ... the pinnacle of sweet winemaking in Italy.” Robert Parker

Fausto Maculan’s Acininobili is most often compared to Ch. d’Yquem, not only because of its richness, but because it, too, results from numerous passes through the vineyard in search of perfectly botrytised grapes. The wine is also aged, à la Yquem, in new French barrique.

The monumental 1999 Acininobili sells for \$85 per half bottle. However, we have purchased some that we can offer at \$89.95 per full bottle. Don’t miss out.

1999 Maculan Acininobili 95 Parker

\$89.95 750ml bottle



Parker: “... profound ... A staggering bouquet of crème brûlée mixed with aromas of honeyed pineapple, peaches, and acacia flowers is accompanied by a medium gold-colored, full-bodied wine with great richness, fabulous purity, and outstanding precision given the good acidity. The alcohol is 14.2% and the residual sugar is 210 grams per liter, so this is a whoppingly rich, full-bodied Château d’Yquem look-alike from northeastern Italy. It should drink well for two decades or more. **\$85.00 per half bottle.**”

PIEDMONT

The Heart of Rabajà

Bruno Rocca's Fabulous 2000 Cru Barbaresco

Rabajà is one of the great vineyards of Barbaresco. It occupies the easternmost flank on Barbaresco's Côte d'Or: a spectacular, undulating hillside that includes not only Rabajà, but also Asili, Pora, Faset and Martinenga.

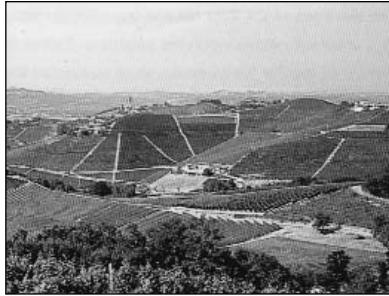
Rabajà is becoming famous today—thanks to Bruno Giacosa, who bought part of the vineyard in the mid-1990's. But Rabajà was well-known to insiders even in the early 1980's, when two of the Langhe's elite dining spots—Guido and Giardino da Felicin—cornered the market on the legendary 1978 Produttori Rabajà Riserva, winning this noble vineyard a legion of fans (including ourselves).

Bruno Rocca's Rabajà

Today, Rabajà is still 40% owned by Produttori members, with the balance of the 24 acres divided among the likes of Giacosa, Michele Chiarlo, Giuseppe Cortese and Bruno Rocca. But the prize parcel is Rocca's venerable Cascina Rabajà—eight superb acres of Nebbiolo planted in chalky clay soil.

With one of the Langhe's most historic holdings, Rocca is not only a guardian of Barbaresco's past; he

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Rabajà occupies the right flank in this photo, with Asili to its left.

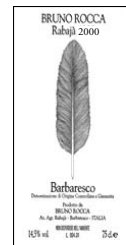
represents its future. He took over his family's domaine in 1978 and within a decade was leading Barbaresco's renaissance, turning out superb wines in 1988, 1989, 1990 and 1993, combining traditional and modern methods.

But as fine as Rocca's 1988-1993 Rabajà's were, the wines made since 1996 have been even more exciting,

reflecting a growing understanding of the potential of this important *terroir*. His work has reached a culmination in the spectacular 2000—possibly the finest wine yet made by this important winemaker.

We are pleased to offer this highly sought-after wine—at a price that's \$20-\$30 below other U.S. sources.

**2000 Bruno Rocca
Barbaresco "Rabajà"***
97 Wine Spectator
\$65.00 bt. \$750.00 cs.



Wine Spectator: "Unbelievable aromas, with rich, ripe plum but also mineral, tobacco and cedar undertones. Full-bodied, with lovely ripe tannins and a unctuous combination of ripe fruit and light toasty oak. Goes on and on. Fabulous. Greatest wine ever from Bruno Rocca. \$85 retail."

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FOOD & WINE BEST WINE
2002 AMERICAN WINE AWARDS IMPORTER

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