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JANUARY 27, 2004

CHATEAUNEUF DU PAPE


# Celestial Magnums

*Henri Bonneau's Réserve des Célestins ... for the first time in big bottles*

The heart and soul of the Southern Rhône, Henri Bonneau is one of the world's mythic winemakers. Working from ageless cellars beneath his home, he uses purely artisanal methods to produce Châteauneuf du Papes of great power, yet with infinite finesse. And Henri's greatest achievement, the painfully rare Réserve des Célestins, remains the wine by which his larger-than-life reputation is measured.

Henri has just released the 1999 vintage of Réserve des Célestins, a wine he makes only three or four times a decade. It is amazing to consider that this will only be the third Célestins released in the past nine years. In 1998, he released a tiny amount of 1992 and in 2000 only slightly more of 1995. Before that you must go back to the release of the monumental 1990 in 1992.

It's no wonder that the world is so starved for Célestins. Like his kindred spirit, the late Jacques Reynaud, Henri doesn't like to talk about how much wine he makes, but the Célestins seems to generally be in the 300- to 400-case range, guaranteeing that it will vanish from the market within weeks of arrival. It is one of those wines that one must grab on release ... if you have any access at all.

 "The wines are prodigious ... of extraordinary thickness, ripeness, and concentration."  
Robert Parker on '99 Célestins' components

## A First for Bonneau

Henri Bonneau has historically made a dozen or two magnums of Célestins to give as gifts, but these have *never* been sold. This year, however, for the release of the 1999, he allowed a few of these rarities to go on the market. And as we are always first in line to receive our small allocation of bottles, we were also first in line for a few precious magnums.

Quite possibly 1999's wine of the vintage, Henri Bonneau's Réserve des Célestins is the essence of this legendary cuvée, offering magical richness allied to seductive sensuality. It should not be missed by anyone who loves great red wine.

**1999 Réserve des Célestins\***  
**93-95 Parker**

**\$225.00 bt. \$475.00 magnum**

**special case price on bottles: \$2400**



Parker: "The top cuvées of 1999 Châteauneuf du Pape (in all likelihood Réserve des Célestins) are sensational, and quite possibly the most concentrated 1999 Châteauneuf du Papes I tasted. It would appear to be a great vintage for Henri Bonneau, with wines of extraordinary thickness, ripeness, and concentration."

# Ramey's Glorious 2001's

## *New Benchmarks for a California Giant*

Over the past quarter-century, David Ramey has emerged as one of the great winemakers of California. Yet, until the past five years, he was something of a cult figure, thanks to the fact that his name had never appeared on a bottle of wine. He had made Dominus, Rudd and Matanzas Creek, yet only other winemakers knew about his genius.

But all that changed when he launched Ramey Wine Cellars in the late 1990's. At first, he only made whites under the Ramey label (he was still under contract to make Rudd's cult reds). But that was enough to create a buzz: his Hyde and Hudson cuvées quickly became two of California's most sought-after Burgundian-styled Chardonnays.

### **Jericho Canyon**

Meanwhile, David had discovered an extraordinary vineyard at the base of Mt. St. Helena near Calistoga—planted to Cabernet Sauvignon, Merlot and Cabernet Franc. The shallow clay-loam soil over white volcanic ash provides excellent drainage and naturally limits the yields on its terraced slopes. David made his first vintage from this vineyard for Rudd in 1998, earning a 95 from Parker and establishing Jericho Canyon as an elite address for Napa Valley Cabernet and Merlot.

David continued to make Jericho Canyon for Rudd in 1999 and 2000. But with the historic 2001 vintage he won the rights to make it under his own name. The

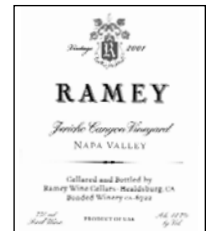
2001 Ramey Jericho Canyon is one of the most incredible California red wines we've ever tasted.

### **A Great Vintage**

As *Wine Advocate* readers know, Robert Parker has proclaimed 2001 the finest Northern California vintage since 1994 and 1991. While David Ramey made splendid 2001's throughout his portfolio, three particular cuvées stand out as legends-in-the-making: Jericho Canyon, Hyde Chardonnay and Hudson Chardonnay.

On this and the page that follows, it is a privilege to offer all three of these must-have wines. Quantities are very limited, however.

**2001 Ramey  
Proprietary Red  
"Jericho Canyon"  
97 Parker  
\$85.00**



Parker: "... boasts a saturated purple color along with an extraordinary smoky nose revealing scents of roasted coffee, melted licorice, graphite, and copious amounts of blackberry and cassis liqueur. The palate is full-bodied, with layers of flavor, tremendous purity, high tannin, and impeccable richness. For reasons that I could not fathom, this offering brought to my mind some of the legendary Mayacamas Cabernet Sauvignons (i.e., the 1968, 1970, 1973, and 1974). Anticipated maturity: 2008-2025."



*Jericho Canyon, one of Northern California's most imposing vineyards, also produces one of its most spectacular red wines.*

## CALIFORNIA

# Hudson & Hyde

## *Ramey's Spectacular 2001 Single-Vineyard Chardonnays*

*In addition to* his monumental reds, David Ramey has become revered for his rich, complex Chardonnays, made with classic Burgundian methods. His most widely available Chardonnays are the superb Carneros and Russian River Valley bottlings. But the real treasures are the cuvées he makes from Carneros' Hyde and Hudson vineyards.

Just two miles apart on the north side of Highway 121, Hyde and Hudson represent California viticulture's future. With similar southern exposures and cool microclimates, they are both farmed by legendary vineyardists—Larry Hyde and Lee Hudson—each known for an encyclopedic knowledge of clones and soils, and obsessive, low-yield vineyard practices.

David has been making Chardonnay from Hyde and Hudson since 1996 and 1997, respectively; but the

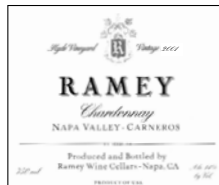


*On the left, the spectacular old vines that supply Ramey's Hyde Chardonnay, and on the right a view of the Hudson Vineyard.*

2001's could well be the finest examples of these wines yet. Reflecting the vintage, they offer phenomenal richness, but they also possess the power and refinement of *premier* and *grand cru* white Burgundy.

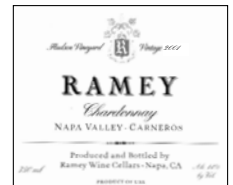
We are honored to be able to offer these two compelling wines.

**2001 Ramey Chardonnay**  
**"Hyde Vineyard"**  
**93 Tanzer**  
**\$54.95**



Tanzer: "Soil-inflected aromas of minerals, iodine and nutmeg. Offers a rare combination of texture, breadth and verve for California Chardonnay. Really expansive in the middle palate, with powerful fruit and spice character complicated by a peaty suggestion of Islay scotch. A major mouthful of Chardonnay."

**2001 Ramey Chardonnay**  
**"Hudson Vineyard"**  
**94 Tanzer**  
**\$54.95**



Tanzer: "Exotic aromas of apple, pineapple, coconut, iodine and baking spices. Powerful and penetrating, with a dusty impression of extract ... This, too, offers superb inner-palate energy and precision and an even bigger finish than the Hyde wine, with real palate-staining persistence."

## *Thanks, Paul*

Since 1992, when we put down roots in Sonoma, Paul Costigan has not only contributed immeasurably to The Rare Wine Co.'s success; he has helped to define our organization's purpose and to shape its character and personality. On December 31st, after more than 11 great years as the general manager of our Sonoma office, Paul left The Rare Wine Co. to pursue other interests.

Paul's brilliant wit, keen insights, compassion and strong character have made him one of the most respected and popular people in the American fine and

rare wine trade, with legions of fans not only among our customers but also our competitors. Over the years, he has molded a staff that has few peers in our segment of the business—known for their devoted customer service and their passion for what they do.

Having worked closely with Paul for so many years, I am deeply grateful for his incalculable contributions to our company. On behalf of the entire Rare Wine Co. family, we wish him all the best.

*Mannie Berk*

## RIBERA DEL DUERO

# Monasterio Rising

*"More than one local insider suggested to me that today's Hacienda Monasterio wines are an affordable way to enjoy the winemaking skills of Sisseck, whose cult wine, Pingus, is unaffordable and virtually unobtainable." Steve Tanzer*

Peter Sisseck, the hugely talented Danish winemaker, first made his name with the rich and powerful 1995's he made at two Ribera del Duero estates, Hacienda Monasterio and his own Dominio de Pingus.

Since that time, Peter has produced consistently dazzling wines at both properties. Pingus has never been less than mindblowing, while Monasterio is now talked about as the "insider's" wine of Ribera del Duero.

On our latest visit to Spain in September, Peter's pride in his recent work at Monasterio dominated our conversation. Having nurtured this new estate from its inception more than a decade ago, Peter not only felt that Monasterio had more than achieved his early vision, his excitement about its future had also reached a new level.

### The Superb 1999

We have just received the latest example of his



fantastic work at Monasterio: the rich, expansive 1999. With its gorgeous black cherry fruit and lavish nuances of chocolate and mint, it is the latest in a series of superb vintages that have established Monasterio as one of the greatest values

among Ribera del Duero reds.

### 1999 Hacienda Monasterio 92 Parker

**\$29.95 bot. \$340.00 case**

Parker: "A brilliant effort made by the masterful Peter Sisseck ... It possesses a character similar to Pingus ... Full-bodied and chewy, with tremendous purity, palate presence, and length, its sweet tannin and low acidity suggest drinking it now and over the next 10-12 years ... it is a blend of 70% Tinto Fino (Tempranillo), 15% Cabernet Sauvignon, and 15% Merlot."

# A Barolo Rarity

## *The Fabulous 1997 Borgogno Barolo "Liste"*

The Giacomo Borgogno family has been making Barolo since the 18th century. Though one doesn't hear the name much these days, in the '40's and '50's Borgogno made one of the great Barolos—always a blend of *crus*, as most top Barolos were in those days.

As late as the 1980's, Borgogno remained steadfast in its refusal to make a single-*cru* Barolo. But in the late 1980's it relented, introducing Barolo "Liste"—made only in great years from its most prized vineyard, a site that had been in the family for more than 200 years.

The Barolo "Liste" is not shipped to the U.S. It is sold quietly to European collectors, and even in Italy it is nearly impossible to find. However, we recently managed to unearth a small amount of the 1997—an

amazing example of this great vintage. Very limited ... so hurry.

### 1997 Giacomo Borgogno Barolo "Liste"

**97 Wine Spectator**

**\$95.00 Limited**



*Wine Spectator*: "Breathtaking red. Dense and powerful. Fabulous aromas of crushed raspberries, cinnamon and blackberries, yet it's slightly earthy. Full-bodied, with masses of fruit and big yet silky tannins. Long, long finish. Classic wine. Only made in rare, great vintages—like they made by the will of God decades ago. Not imported into the U.S. 360 cases made."

## RED BURGUNDY

# Tradition & Change

## *Philippe Roty Makes his Mark in 2001*

As we begin a Burgundy year sure to be dominated by talk of 2002's and the inflationary effect of a weak U.S. Dollar, one of the most compelling stories is Joseph Roty's remarkable 2001 vintage—where his son Philippe is bridging the domaine's glorious past and an even more exciting future.

By dramatically reducing yields, Philippe made a magical trio of 2001 Chambertin *grand crus*—wines with the depth, concentration and structure of the domaine's legendary 1993's. Yet, while the *grand crus* are predictably great, Philippe's brilliance comes most clearly into focus in Marsannay, where he promises to change the viticultural landscape of Burgundy.

### Philippe's Vision

In addition to its three prized *grand crus*, Domaine Joseph Roty has long been associated with making the finest red wines of Marsannay, a tiny appellation at the northern end of the Côte d'Or. In fact, its Marsannay "Ouzeloy," made from 80-year-old vines, could be the most moderately priced "cult" wine in all of Burgundy.

But while father Joseph was content to have Ouzeloy carry the Marsannay flag, son Philippe believed Marsannay capable of producing a number of wines of Ouzeloy's stature. And so he went on the hunt for other old parcels, coming up with two new ones in time for the 2001 vintage: Boivin and Clos de Jeu.

The star of these is Clos de Jeu, an extraordinary Pinot Noir vineyard planted about the time of World War I. Incredibly for its price, the 2001 Clos de Jeu competes head-to-head with some *grand crus* in this vintage.

### This Offer

As Roty releases its wines later than most other top producers, its 2001's are only just now arriving in the U.S. As usual, we received our hard-won allocation of the three *grand crus*. But in addition, we received equally significant allocations of the two best Marsannay cuvées, Ouzeloy and Clos de Jeu.

Bear in mind that 2001 will be the last Roty vintage purchased with a strong Dollar; the 2002's could be 40% to 50% more expensive. Buy these wines while you can.

### 2001 Charmes-Chambertin "Très Vieilles Vignes"\*

92-95 Tanzer 92-95 Burghound  
\$145.00

**Burghound:** "As big as a Chambertin with the intensity and sheer flavor authority to match." **Tanzer:** "Large-scaled, suave and sweet ... Combines great breadth and delicacy. Finishes sweet and firm, with notes of violet and licorice and very fine tannins."

2001 Mazis-Chambertin\* .....145.00

Tanzer: "91-94 rating ... Creamy-sweet and highly concentrated but also quite firm and backward, with a strong element of black licorice."

2001 Griotte-Chambertin\* .....175.00

**Burghound:** "91-94 rating ... dazzlingly complex ... stunning"  
**Tanzer:** "91-94 rating ... Supple and sweet but powerful, with very pure, strong dark berry and mineral flavors ... an almost exotic richness for this wine. Finishes very long and sweet, with a note of licorice."

### 2001 Marsannay "Clos de Jeu"\*

89-92 Tanzer  
88-92 Burghound  
\$39.95



**Burghound:** "... wonderfully powerful and precise ... this and the Ouzeloy are not to be missed as they are compelling bargains." **Tanzer:** "... like Roty's Charmes, this parcel yields tiny grapes ... Dense, sappy and vibrant, with black fruit, spice and licorice flavors. Sweetness perfectly supported by firm tannic spine. Finishes very long and juicy."

2001 Marsannay "Les Ouzeloy"\* .....37.50

**Burghound:** "88-91 rating ... delicious, round, thick flavors that offer buckets of old vine sap. This is a really impressive effort and as good a vintage for this wine as I can remember."

# Coulée de Serrant

*"The quartet of (Joly's) 1994, 1995, 1996, and 1997 vintages may have been the greatest white wines produced in France. The originality of the perfumes is absolute." Michel Bettane*

Once known as "the Montrachet of the Loire," Coulée de Serrant is as much an enigma as an icon.

Today, it is considered the greatest of all dry Chenin Blancs, but for 600 years it was the world's premier *sweet* Chenin Blanc. The turning point came in 1977, when Nicolas Joly took over the estate from his mother, instituting a stringent regime to lengthen the span of time during which his fruit ripens. His goal was not to achieve lofty residual sugar levels, but to achieve *perfect* physiological grape ripeness in a wine that is bone dry.

### A Providential Site

The vineyard has *always* been considered unique in the Loire—the only individually owned site with its own *Appellation Contrôlée*. Its natural, sloping amphitheatre offers perfect southwest exposure. And for a few hours each fall morning, the vines bathe in the Loire fog that helps to jumpstart the growth of *botrytis*.

But for the fact that he ferments his wines to dryness,



*Coulée de Serrant in the 18th century.*

Joly's harvests are much like those of the region's best dessert wine producers—lasting a month or more, with numerous passes in search of perfect grapes. The fermentations—in large oak with wild yeasts—are long and slow, finally achieving dryness by January or February.

*Botrytis* helps to define the wine's aromas, but there is much more pure Chenin—strikingly ripe and sweet, packed with honey, citrus and butter. In the mouth, the acidity reveals an almost viscous dose of minerals and liquid stone. Like great Chablis, Coulée de Serrant offers an exciting interplay of richness and dryness.

### This Offer

Coulée's reputation and small production insure the wine's scarcity. So, we are delighted to be able to offer four of Joly's best recent vintages, along with the very rare sweet *Moelleux* wines he made in 1989 and 1995. Finally, there is his famous Becherelle from the great 1997 vintage. Prices are well below market.

**2001 Coulée de Serrant**  
**93 Wine Spectator**  
**\$69.95**



*Wine Spectator:* "A wild wine, with electric gold color, piercing aromas of lemon zest, humus and chalk, and live-wire notes of citrus, mineral, spice and earth ... As distinctive as any wine being made today."

**1996 Coulée de Serrant ..... 69.95**

*Wine Spectator:* "93 rating. Zippy and bright throughout, with the flavors unfolding nicely on the finish. Great length."

**1994 Coulée de Serrant ..... 69.95**

*Wine Spectator:* "91 rating. Shows a tropical note to go with a buttery quality. Starts richly, picking up lanolin, honeysuckle and lemon notes, yet vibrant, citrusy acidity still takes over on the finish."

**1990 Coulée de Serrant ..... 89.95**

*Wine Spectator:* "94 rating. With a spicy, exotic nose and ginger and cardamom notes, this shows the richness of the vintage, with additional notes of pear, baked apple and dough ... juicy, lemony acidity."

**1997 Becherelle**  
**9.5/10 Michel Bettane**  
**\$24.95**



Michel Bettane in *Le Classement*: "9.5 (out of 10) rating. An astonishing Clos Becherelle with a sublime mineral quality." The 1997 vintage put Joly's 'Becherelle' vineyard on the map—producing a wine whose striking dry minerality is enhanced by a floral characteristic. We were thrilled to be offered a parcel of this sought-after vintage at an amazingly low price.

### **Moelleux: Glimpsing the Past**

As he has done very rarely, Joly made a tiny amount of Moelleux in 1989 and 1995. We have acquired a small amount of both wines. *1-bottle limit per customer.*

**1995 Coulée de Serrant Moelleux ..... 95.00**  
**1989 Coulée de Serrant Moelleux ..... 125.00**

## PORTUGAL

# A New Barca Velha

*The Douro Yields One of the World's Singular Red Wines*

*Barca Velha's* unique status in Portuguese society is best compared to that of Vega Sicilia Unico in Spain. From the time of its conception in 1952, it has always been Portugal's unofficial "first growth," just as Unico has historically been Spain's. And like Vega Sicilia's top wine, demand among Portugal's "old money" is so great that the wine must be tightly allocated, even to the most well-connected collectors.

But Barca Velha is even rarer and harder to come by than Unico. In a typical decade, as many as 100,000 cases of Unico are made from four to six vintages. Barca Velha, in contrast, is made half as often and in one-third the volume. Thus, the entire availability of Barca Velha over the past fifteen years has been about 12,000 cases.

### A Classic

For nearly a half-century, Barca Velha has been revered as Portugal's finest red table wine. Produced only in great vintages from grapes grown in the Douro Valley by the historic Ferreira port house, it is a wine of distinct personality, boasting intense fruit and the structure for long aging. While most observers have compared its style to Vega Sicilia, it also has some of the

*"The wines which Barca Velhas most resemble are Vega Sicilia .. or the beautiful Australian Grange Hermitage."*

*Jean Read*

*"Barca Velha has a strong affinity with Iberia's other legendary red wine, Vega Sicilia"*

*Richard Mayson*

personality of classic Barolo or Brunello. As Vega Sicilia does for Unico, Ferreira releases Barca Velha only when it feels it is ready to drink. Thus, the 1995—just the second Barca Velha made since 1985—has only now been released.

### This Offer

While Barca Velha sells for \$125-\$150 a bottle in Portugal (if you can find it at all), we have acquired a small allocation that we can offer at an extraordinarily low price. This could be your only chance to acquire this legendary wine.

**1995 Barca Velha**  
**\$79.95** *bt.* **\$950.00** *cs.*



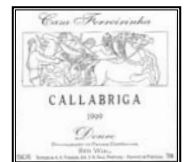
The most striking thing about the 1995 Barca Velha is its nose, a ravishing concoction of freshly crushed blackberries, vanilla, mint and chocolate. More forward than previous vintages we've tasted at the same age, there is an ample richness on the palate, and a seductive sensuality. And though it is great to drink now, the classic Barca Velha structure is all there, along with the potential for 10-20 years of aging.

## *Callabriga: The Modern Face of Barca Velha*

While some concessions to modernity have been made over the years, Barca Velha is still made much as it was fifty years ago. Ferreira takes a far different approach with Callabriga. The grapes are from similar grape sources (the '99 Callabriga came from the Douro's Quinta da Leda, as did the 1995 Barca Velha), but the vinification is more modern, with aging for one year in new French barrique. The result is a more "contemporary" wine that still has the ripeness and richness of the intense Douro sun.

Callabriga is also a stunning value; just 600 cases are made only in top years. A wine to buy by the case.

**1999 Callabriga**  
**92 Wine Spectator**  
**\$27.50** *bt.* **\$325.00** *cs.*



*Wine Spectator:* "This full-bodied red is elegant, rich and finely crafted with delicious, bright red cherry, raspberry, plum flavors that are framed by medium-weight tannins, plenty of structure and alluring notes of sandalwood and cedar. Drink now through 2007. 600 cases made."

## DESSERT NECTAR

# Rare 1949 Banyuls

*An Extraordinary 55-year-old Dessert Classic from the South of France*

With its diverse soils and topographies, the Southern coast of France is a maze of historic appellations, many dating back to the 18th century when Thomas Jefferson traveled here in search of wine. One of the most remarkable of these is Banyuls, a series of very steep slopes overlooking the Mediterranean just shy of the Spanish border. Here, local families have, for centuries, made some of the world's most interesting and long-lived red dessert wines.



*Banyuls possesses some of Europe's most amazing vineyards—so steep they can only be worked with mules.*

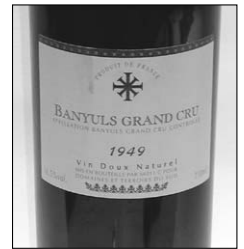
Many local families have barrels of old Banyuls slumbering peacefully in their cellars. One organization, Domaines et Terroirs du Sud, is committed to keeping alive the Banyuls tradition and has released one such Banyuls from 1949, a vintage that was great in Banyuls just as it was in the rest of France. This wine is 100% Grenache Noir from old vines, including some pre-phyloxera parcels.

We have acquired a few cases of this nectar that we can offer at an amazingly

low price. March arrival.

## 1949 Banyuls Grand Cru\*

**\$79.95** *bt.* **\$950.00** *cs.*



Banyuls' core varietal is Grenache Noir grown in schist soil. The finest wines—*grand crus*—must be at least 75% this variety. While most of Banyuls' production is aged for just a year or two and then sold, there is a tradition of aging the very best examples for decades in barrel. The results are wines of breathtaking color, great richness, intense perfume and a luscious mouthfeel. Not dissimilar to Madeira in its bouquet, Banyuls has a very different character on the palate, thanks to its lower acidity.

Beautiful, luminescent mahogany color. A powerful bouquet of smoke, grilled nuts, caramel and fruit cake; reminiscent of a Malmsey Madeira. Rich, sweet and lush on the palate with an intriguing dried fruit character and generous body. Beautifully balanced and firmly structured. The finish is long and rich, featuring an explosion of butter toffee. Sensational stuff and a spectacular value.

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