

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



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

Inside on Page 3
Atauta's 2001
Llanos del Almendro

Inside on Page 5
Holy Grail
Châteauneufs

JUNE 15, 2004

BORDEAUX

The Campaign Begins

The In's and Out's of Buying 2003 Bordeaux En Primeur

In 2003, Bordeaux experienced its hottest summer since 1893, producing great wines in the Northern Médoc and sections of the right bank. Particularly favored areas were St. Estèphe, Pauillac, St. Julien, plus the St. Emilion Côte with its moisture-retaining clay-limestone soils.

But in many other areas, the failures outnumbered the successes. Out of the many hundreds of wines that will result from the vintage, perhaps three dozen justify buying *en primeur*.

A Narrow Field

Now that the *en primeur* campaign has begun, it is clear that there will be enormous market pressure on these few wines. Compounded by a very weak dollar, even the opening prices of some wines—especially the First Growths—may leave buyers gasping. Many top prices will set new records, eclipsing even 2000 when there were far more wines to



Times have changed at Calon Segur since this photograph was taken in the 1960's. For the first time in history, its wine should pass the \$100 mark before it is even in bottle.

attract the attention of buyers.

Still, there will be some excellent values to be found ... even among the vintage's elite. This will particularly be the case in the campaign's early stages.

Our strategy will be to focus on these prizes. We also will take advantage of some of 2003's most remarkable "sleepers." This was a year in which a few lesser-known estates took full advantage of the year's great ripeness to produce extraordinary wines.

This Offer

As we close this issue on June 4th, we are still in the early days of the campaign; more offerings lie ahead. For now, we are pleased to offer a few choice early acquisitions—all of which we highly recommend for quick purchase. Supplies in all cases are very limited at these prices. Delivery is expected 2006. ►

"I believe that prices for the finest 2003s are going to be very high when first established, and then soar ... they are the wines everyone who loves great Bordeaux will want to possess ... I have no reservations about telling readers that if you don't jump in and buy them quickly, you will pay an even dearer price when they show up in bottle." Robert Parker

BORDEAUX

2003 En Primeur

Early Releases to Buy Now

2003 Ch. Leoville Barton*
93-95+ Parker
\$67.50



Parker: "One of the superstars of the vintage ... a powerfully rich, muscular offering possessing ... flavors that have profound depth as well as penetration on the palate ... should prove to be one of the longest lived wines of the vintage."

2003 Ch. Leoville Poyferré*
94-96 Parker
\$64.50



Parker: "...A huge success ... explosive aromatics, and ripe yet remarkably fresh, vibrant flavors that cascade over the palate with enormous concentration, depth, and precision ... It is reminiscent of the compelling 1990. Anticipated maturity: 2009-2025."



2003 Ch. Pavie*
96-100 Parker
\$149.95

Parker: "... a wine of sublime richness, minerality, delineation, and nobleness ... the essence of one of St.-Emilion's greatest terroirs ... it, along with Ausone and Pétrus, is one of the three greatest offerings of the right bank in 2003."



2003 Ch. Branaire Ducru*
92-94 Parker
\$34.95

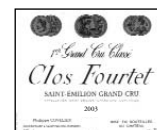
Parker: "A hugely successful effort ... Branaire's 2003 boasts a dense purple color as well as a big, sweet bouquet of plums, cassis, briary fruit, and hints of violets and minerals ... outstanding purity ... somewhat reminiscent of the property's brilliant 1982."

2003 Ch. Bellevue*
93-95 Parker
\$52.50



Parker: "The bad news is that there are only 1,500 cases. Tasted three separate times, it is a worthy rival to the profound 2000 ... it possesses a fabulous texture, full body, low acidity, and high but ripe, well-integrated tannin. A seamlessly constructed St.-Emilion of great depth, richness, and nobility ..."

2003 Ch. Clos Fourtet*
94-96 Parker
\$59.95



Parker: "Irrefutably the greatest wine I have ever tasted from Clos Fourtet ... abundant amounts of blackcurrant fruits ... Long, opulent, and full-bodied, with high glycerin, concentration, and superbly integrated tannin, this beauty is a tour de force in winemaking ..."

Two Stunning Sleepers ... Very Limited

2003 Ch. Moulin Haut-Laroque*
90-92 Parker
\$20.95

Parker: "A tremendous effort ... tremendously rich fruit in addition to big, broad, powerful flavors, surprising density, fine glycerin, and a heady finish. This top-notch sleeper of the vintage should be at its finest between 2006-2018."

2003 Ch. Bellefont-Belcier*
89-92 Parker
\$21.95

Parker: "... wonderful sweetness ... a layered mid-palate (an especially good sign in this vintage), and sweet tannin in the finish. With heady alcohol, abundant glycerin, and a substantial personality, it should be at its peak between 2006-2015."

Llanos del Almendro

Dominio de Atauta's 2001 Single-Vineyard Masterpiece

Among all the new viticultural projects of Spain, none is more profound than Dominio de Atauta. Consisting of dozens of parcels of very old Tempranillo vines—many pre-phyllloxera and ungrafted—Atauta not only boasts the rich pedigree of Ribera del Duero, it possesses terroirs not found elsewhere in the region.

In their first vintage (2000), owner Miguel Sanchez and winemaker Bertrand Sourdais produced two compelling wines. The first, an *assemblage* from dozens of old-vine parcels, was the 2000 Dominio de Atauta, boasting an Hermitage-like palate and Côte Rôtie-like complexity.

The second was the 2000 Valdegatiles, easily one of the greatest young Tempranillos we've ever tasted. Selected from a single pre-phyllloxera site, there were just four barrels (100 cases) made. In his 95-point review of the wine, Robert Parker extolled Valdegatiles' "fabulous flavor intensity."

Miguel and Bertrand repeated this line-up in the great 2001 vintage; however, in place of Valdegatiles they chose two barrels from an old-vine parcel named **Llanos del Almendro** (translated as "plains of the almond"). Even richer and more powerful than 2000 Valdegatiles, **just 50 cases were made.**

A Monumental Wine

With the 2001 Llanos del Almendro, Bertrand found

"Can anyone imagine how stupendous the 2001 might be?"

Robert Parker on 2000 Atauta Valdegatiles



Atauta's priceless old vines

a perfect contrast to 2000 Valdegatiles. While Valdegatiles came from sandy soil, with calcaire two meters below, the Llanos site has more clay, and the wine it produces is much more brooding.

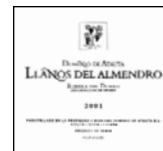
As in much of Spain, the 2001 vintage was nearly perfect, yielding fruit that was ripe, concentrated, and balanced. This fruit fills up the structure that Llanos provides, and the resulting wine offers a seamless blend of power and finesse.

Much will be said and written about Spain's 2001 vintage. Here's your chance to experience one of the truly profound wines of the vintage.

Extremely limited.

2001 Llanos del Almendro Dominio de Atauta

\$95.00 extremely limited



If Bernard Dugat of Burgundy's renowned Dugat-Py estate were making wine in Ribera, this is the wine he might produce. The concentration is phenomenal, yet it is *real* concentration—born of low-yields, not over-extraction. The depth of intense dark cherry fruit is bottomless, buttressed by ample tannin and acidity. With its uncommon thrust and delineation, this magical red will easily reward 10-20 years of cellaring.

Unlocking Atauta's Secrets

The selection process that produced Valdegatiles in 2000 and Llanos del Almendro in 2001 is an outgrowth of Bertrand Sourdais' belief that Atauta's cool microclimate—like those of Burgundy and Piedmont—tends to render differences in *terroir* in finer detail than you find in warmer zones. Consequently, Bertrand not only vinifies every site separately, he has catalogued virtually every square meter of land in the domaine for soil type and structure, mineral content, root depth and ground water—in search of the secret to variations of body, depth, perfume and weight.



Parcel-by-parcel soil samples awaiting analysis.

RED BURGUNDY

Chevillon's Superb 2002's

"Denis Chevillon characterizes 2002 as a 'grand milésime with lots of material, excellent color, relatively low yields as the severe green harvest that we did plus the drying effect of the north wind reduced our take to under 40 hl/ha' ... Indeed, as Chevillon suggests, 2002 is genuinely a magnificent vintage for what is one of the most consistent domaines in all of Burgundy. Given the relatively reasonable prices the wines sell for, they deserve a place in your cellars." *Burghound*

All quantities are very limited.

2002 Nuits St.-Georges Vieilles Vignes*39.95

Burghound: "... rich, expressive and ripe aromas and dense, sweet and ripe flavors that possess fine length and first rate flavor authority. There isn't necessarily great complexity but the detail and harmony are impressive at this level."

2002 Nuits St.-Georges "Les Chaignots"*49.95

Burghound: "89-92 rating ... a blend of 60 and 40 year old vines ... earth, leather and iron quality dominates the expressive black fruit nose and rich, slightly rustic, superbly intense flavors that both coat and stain the palate with buckets of sappy extract ... a wine of outstanding potential."

2002 Nuits St.-Georges "Les Perrieres"*54.95

Burghound: "89-92 rating ... 40 year old vines ... incredibly expressive with an explosive red fruit nose and a pungent mineral quality ... and a detailed, fine, precise finish. The near perfect balance will permit this to age for a long time."

2002 Nuits St.-Georges "Les Roncières"*59.95

Burghound: "90-92 rating ... 45 year old vines ... Drop dead gorgeous red pinot fruit aromas and this too drenches the palate with extract and completely buffers the structure ... The intensity here is stunning yet this remains harmonious and possesses dazzling length."

2002 Nuits St.-Georges "Les Vaucrains"*75.00

Burghound: "92-95 rating ... incredibly powerful, deep, broad, muscular and robust flavors that are vigorously structured, culminating in a chewy, long, almost implausibly complex finish. This is a stunning wine, combining breathtaking power, complexity and length into a harmonious whole. A great, great Vaucrains."

2002 Nuits St.-Georges "Les St.-Georges"*79.95

Burghound: "92-94 rating ... from 75 year old vines ... discreet black fruit aromas and subtle game, leather and earth nuances followed by sappy, long, precise and focused flavors of indescribable complexity .. Understated and supremely classy juice and this too is indisputably of reference standard quality."

... and 1988-1995 Burgundy Classics at Great Prices

All quantities are very limited.

1994 Dom. Leroy Savigny-les-Beaune "Narbontons" 45.00

A great bargain.

1993 Henri Gouges NSG "Vaucrains"59.95

Tanzer: "Intensely flavored with plenty of inner-mouth black fruit and licorice flavor."

1993 Denis Mortet Gevrey-Chambertin "Au Vellé" ..79.95

This was Mortet's break-through vintage ... "the year that propels Mortet from Double-A to the Big Show" according to Tanzer. The marvelous '93 Au Velle shows why.

1993 Serafin Gevrey Chambertin "Fontenys"79.95

Tanzer: "Perfumed cherry and smoke nose, with an enticing stony quality. Wonderful silky texture envelops a solid, tight kernel of kirsch-flavored fruit. Strong, subtle finish."

1990 Gros Frere et Soeur Clos Vougeot "Musigni" 110.00

Parker: "93 rating ... an exquisite wine ... super-crammed, fabulously rich palate ... the makings of Burgundy legends ... super-rich, hedonistic wine."

1995 Roumier Bonnes Mares235.00

Tanzer: "94+ rating. Reticent spicy, floral, iron-scented nose. Extremely dense and powerful; as folded in on itself as a black hole. But the great concentration and wonderful sweetness are easy to see."

1988 DRC Grands Echezeaux325.00

Parker: "95 rating ... fabulous ... decadently rich and spicy with an extraordinary perfume of violets, gamey, plum-like fruit ... and a finish that must last several minutes."



*Robert Arnoux
Mature Rarities
Pristine bottles from
the domaine's library*

1991 Arnoux Vosne Romanée "Chaumes" 79.95

1991 Arnoux Nuits St. Georges "Corvées Paget" 79.95

Tanzer: "a strong set of '91's ... sugar levels were virtually as high in '91 as in '90."

1993 Arnoux Echezeaux 125.00

Parker: "Vibrant and pure, with a sweet, long finish ... finely crafted ... Drink it between 1998-2008."

SOUTHERN RHONE

Major League Wines

2000 & 2001 Châteauneuf-du-Papes for the Ages

Between 1998 and 2001, there was probably more great Châteauneuf du Pape produced than in any previous decade.

But even with this abundance of marvelous wine, a few Châteauneufs from this period have emerged as

“holy grail” wines. Each of them was made in very small quantities from ancient vines—and was scarce from the day it was released.

We are pleased to offer four of these monumental wines at prices that are simply too good to pass up.

Janasse Vieilles Vignes & Chaupin

Since the mid-1990's, Aimé and Christophe Sabon have combined to produce some of Châteauneuf du Pape's most compelling wines. Though the Sabons have parcels of very old vines in a number of locations, the heart of the domaine is near Beaucastel.



With their old vines and low yields, Janasse produces a range of Châteauneuf du Papes, but the crown jewels are the Chaupin and Vieilles Vignes, made from vines 60 and 80 years old, respectively. They are both amazing wines.

2000 Janasse “Vieilles Vignes”

99 Parker

(in the Hedonist Gazette)

\$95.00 bt. **\$195.00** mag.

Parker: “The limited production Cuvée Vieilles Vignes ... was rocking when I tasted it ... represents the essence of kirsch liqueur intermixed with pepper. Sexy, full-bodied, layered, and multidimensional, it exhibits great intensity ... a flawless as well as seamless blockbuster”

2001 Janasse “Vieilles Vignes”

98 Parker

\$99.95

Parker: “... one of the monumental Châteauneuf du Papes of the vintage ... combines freshness, power, elegance, and great intensity, all wrapped into a full-bodied, concentrated personality with phenomenal persistence on the palate. Remarkably pure, but neither over-done nor over-ripe ... a brilliant tour de force!”

2001 Janasse “Chaupin”

95 Parker

\$59.95

Parker: “Made from 60-year old vines planted in one of the region's coolest terroirs ... a big, sweet bouquet of raspberries, black kirsch liqueur, and a hint of white flowers. Chewy and full-bodied ... it could easily be mistaken for a top grand cru red Burgundy from a great vintage.”

Mourre de Tendre

Among the rarest 2000 Châteauneuf du Papes ... not released until this year. Robert Parker calls Mourre de Tendre “full, throttle, powerful, muscular Châteauneuf du Pape made in the image of Henri Bonneau's Reserve de Célestins.” Extremely limited.

2000 Mourre de Tendre
94-96 Parker
\$69.95



Parker: “Once the 2000 is released, Châteauneuf du Pape lovers will agree it was worth the wait. This opaque plum-colored, gargantuan-styled offering exhibits full body, immense extract and mouthsearing levels of tannin in a heavy, full-throttle style. A blockbuster that requires patience, it will easily last for 2-3 decades.”

A Rite of Summer

“... *light-bodied, gorgeously fruity, pure ... brilliant ...*” Robert Parker

Piedmont's Moscato is the perfect wine for summer, with its wonderful lightness, luscious sweetness, extraordinary perfume, and the masses of tiny bubbles that lift and carry the wine to a refreshing finish.

Young Stefano Perrone is a master of Moscato, as anyone knows who has quaffed his luscious standard Moscato—called **Sourgal**—or his even more gorgeous late-release Moscato called **Clarté**. In Italy, Clarté is widely considered one of Piedmont's three or four finest Moscato's.

As you'd expect given such a ripe year, the 2003 Clarté is the richest in memory. Our shipment for the year has just arrived and will go fast. Don't miss it.

**2003 Elio Perrone
Moscato "Clarté"**
\$15.95 *bt.* \$8.95 *half bt.*



Made from Perrone's best lots, 2003 Clarté was bottled in April and then immediately shipped to the U.S. in a temperature-controlled container. Robert Parker has called Clarté “reminiscent of a spring flower garden with honeyed apricot/peachy fruit characteristics.” It is the perfect summer sipper—ideal for picnics or as a light dessert wine, and perfect with pears and strawberries, or with melon and prosciutto.

Skyscraper Magnums

2003 Elio Perrone Moscato "Clarté" Magnum35.95

This year, as in most years past, a limited number of spectacular-looking Clarté magnums were produced; they are about the tallest magnums we've ever seen. These sell out quickly.

Sweet & Rare

Philippe Delesvaux's Astonishing 1999's & 2000's

Over the past five years, Philippe Delesvaux has emerged as one of the Loire's great dessert wine makers. Several years ago, our offering of his awesome 1996's and 1997's sold out quickly. And this spring we had the good fortune to pick up a few cases of his already-rare 1999's and 2000's. Don't miss these.

**1999 Selection
des Grains Nobles**
99 Wine Spectator
\$59.95 500 ml

Wine Spectator: “So lush, so creamy, so dense, you almost lose track of the fig, almond, quince, persimmon, green tea, mineral and spice flavors here. Incredible length on the finish, with the flavors lingering effortlessly. An absolutely stunning wine. Drink now through 2025. 500 cases made.”

**2000 Selection
des Grains Nobles**
98 Wine Spectator
\$59.95 500 ml

Wine Spectator: “This is special. The mango, orange and fig fruit is both dry and juicy at the same time, while the clove, ginger, earth, oolong tea and mineral nuances build and build in intensity on the finish, which glides despite obvious power. Loaded to the gills ... 30 cases imported.”

**2000 Côteaux du Layon
St. Aubin**
92 Wine Spectator
\$19.95 500 ml

Wine Spectator: “Wins on just power right now, with dried apricot, mango, honey and spice notes. Thick and concentrated, this is impressive ... Best from 2004 through 2008. 50 cases imported.”

WHITE BURGUNDY

Terres Noires

Old Vines and “Black Earth” Yield a Remarkable Wine

For ten years we have featured the Domaine des Deux Roches, winning a legion of followers for its extraordinary white Burgundies. These wines have been winners year after year, thanks to their remarkable quality and bargain prices.

Three wines have been regular features for us: the Meursault-like St. Véran Vieilles Vignes, the aristocratic St. Véran Les Cras and the elegant Pouilly Fuissé La Roche Vieilles Vignes. But Deux Roches has yet another magical cuvée in its cellar: the St. Véran Terres Noires. And like its siblings, the wine is all about *terroir*.

Like the other top Deux Roches cuvées below, the Terres Noires is produced from a single site, located on the back (south) side of the mountain as pictured on the old post card above. The site is covered by a layer of



The best old vineyards of Deux Roches are on the slopes of the famed La Roche de Solutré, pictured on this early 20th-century postcard.

broken limestone, but underneath is black soil, derived from a high proportion of humus. Half the vines are 50 to 60 years of age, and the site tilts full south, receiving maximum sunshine.

Aged in a mixture of stainless steel and barrique (only a few of which are new each year), Terres Noires reveals every nuance of its origins, lavishing the palate with flavors of citrus, floral notes and a wonderful minerality. It is one of the great values of white Burgundy.

2002 St. Véran “Terres Noires”

\$16.95 bot. \$199.00 case



2002 St. Véran “Vieilles Vignes”

\$18.95 bot. \$225.00 case

With its striking resemblance to a Meursault, this is an opulent white Burgundy that tastes twice as expensive as it is. The vines are more than 50 years old—naturally farmed on a south-facing plateau. The wine is fermented in 50% new barrique. Michel Bettane has written: “vinified in new oak, it is a great white Burgundy of concentration and power.”

2002 Pouilly-Fuissé “La Roche Vieilles Vignes”

\$19.95 bot. \$239.00 case

The “La Roche Vieilles Vignes” comes from a remarkable *terroir*, on top of the massive limestone La Roche de Solutré. It’s a tiny section of very old vines, south-facing, from which just 500 cases are made a year. This wine offers loads of racy, juicy, mineral fruit, with crisp acidity and a touch of oak. Delicious now, this cuvée has shown itself capable of developing for a number of years.

2002 St. Véran “Les Cras”

\$26.95 limited

“Les Cras” is littered with pure limestone rocks, covering a “soil” which is itself almost entirely stone. All this rock not only gives the wine great minerality, it also reduces yields dramatically. And it stores up heat during the day, keeping the vines toasty throughout the night. Fermented in barrique, 1/3 of it new, Les Cras has wonderfully crisp, stony fruit, and loads of opulent, toasty richness.

Four Extraordinary Vineyards — Old Vines in Unique Soils



Terres Noires



St. Véran Vieilles Vignes



Pouilly-Fuissé La Roche



Les Cras

UMBRIA

Villa Fidelia

The 2001 is the Finest Vintage Yet

In our last issue, we featured the pioneering work of Umbria's Marco Caprai. Caprai is not, however, Umbria's only superstar winemaker these days.



The Sportoletti winery and vineyards

Located just 20 miles from Caprai, Ernesto and Remo Sportoletti have quietly been making wine history for the better part of a decade. Scions of an old farming family, they decided 25 years ago to make wine. But it was not until they met Ricardo Cotarella in the 1990's that the brothers hit their stride.

While Marco Caprai's main claim to fame is his work with the indigenous Sagrantino grape, the Sportoletti's, under Cotarella's influence, have made their mark with their Bordeaux blend, Villa Fidelia. Robert Parker has always been a huge fan of the wine, and now Daniel Thomases has revealed his admiration as well. In fact, in the current *Wine Advocate*, Thomases calls the 2001 Villa Fidelia "simply superlative, with only the 1999 among the past vintages arriving close to its level." (Parker had rated the 1999 at 96 points.)

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 2004 The Rare Wine Co.

The Sportoletti estate is in the hills of Assisi and Spello, in the shadow of Monte Subasio. The family has about 50 acres of vineyards in total—of which 15 acres are planted to the Cabernet Sauvignon, Merlot and Cabernet Franc that produce Villa Fidelia.

Villa Fidelia (Sportoletti's top wine) is a classic Cotarella red, aged 12 months in French barrique. It is a wine of lavish complexity and richness.

We are pleased to offer the 2001 Villa Fidelia at a spectacularly low price.

**2001 Sportoletti
Villa Fidelia***
95 Wine Advocate
\$45.00 bt. \$525.00 cs.



Daniel Thomases in *The Wine Advocate*: "... simply superlative, with only the 1999 red among the past vintages arriving close to its level. A deep, glowing ruby red, its superbly ripe nose of blackcurrants and raspberries, graphite, tar and licorice is supported by a dense, sensual, caressing palate, deep and velvety, outstanding in its definition, focus, and balance ... It will provide immense pleasure between 2005 and 2020."

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

FOOD & WINE BEST WINE
2002 AMERICAN WINE AWARDS IMPORTER

INSIDE

2003 BordeauxPage 1 Holy Grail Châteauneufs Page 5
Llanos del AlmendroPage 3 Perrone Moscato Clarté .Page 6
Chevillon 2002'sPage 4 Delesvaux RaritiesPage 6
Classic Red Burgundies .Page 4 Domaine Deux Roches .Page 7

June 15, 2004

VISA MASTERCARD AMERICAN EXPRESS

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

**FIRST
CLASS MAIL**