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MARCH 21, 2006

MADEIRA

The Jesuits' Gift

Madeira's Most Famous Vineyard Yields a Beautiful Terrantez

For more than 400 years, wine lovers have idolized the Fajã dos Padres—a spit of volcanic, vine-growing earth that juts into the sea from Madeira's south coast.

Hidden beneath a towering cliff, the Fajã is famed for its Malvasias. But over time other vines have flourished—including a small plot of Terrantez that once yielded its tiny production to Cossart and Blandy.

Today, those ancient Terrantez vines have long since vanished. But a small amount of the plot's 1950 vintage survived in barrel in the care of the vines' owners, the Fernandes family. In 2002, Barbeito succeeded in purchasing this rare Madeira. Once bottled, Barbeito shared a few precious cases with us.

Early Reverence

Made famous by its owners the Jesuits (1595-1759), Fajã dos Padres has long been regarded a viticultural treasure. Edward Bowditch, who visited Madeira in 1825, was one of many early writers to describe it:

"A fall of water, of one shallow, and two deep stages, descends the whole depth of the western end of the cliff, which adjoins the Fazenda dos Padres (sic), perhaps the finest malmsey plantation in the island, and created entirely by an avalanche of tufa, which, falling from a height of upwards of 1200 feet, has lodged and spread at the bottom of the cliff. The vineyards are



The Fajã dos Padres

"The Fajã dos Padres is without doubt the most celebrated of all the vineyards in Madeira"

Alex Liddell

only accessible by water, to those who shudder, as most persons do, at the daring route of the labourers, who ascend and descend the cliff by a succession of simple stakes driven into, and projecting from it."

The only Madeira vineyard at sea level, the sunlight reflected between ocean and rock creates a unique microclimate for vines. So, by the time of Bowditch's visit, the Fajã dos Padres' fame was worldwide.

Born of a unique grape variety and a special place, it was inevitable that this 1950 Terrantez would—after more than a half century in barrel—achieve a majestic elegance. And it has. *Extremely limited.*

1950 Terrantez Fajã dos Padres
\$195.00

A rare and compelling glimpse of one of the very few Terrantezes that survived in the decades following Phylloxera. The color is a beautifully pale, luminescent amber. The nose, while initially closed, opens with airing to deliver classic Terrantez scents of fudge and grilled nuts. The sleekly proportioned palate demands patience to reveal its full depth, but the beautiful balance between sweetness (3% residual sugar) and powerful, lemony acidity is immediately evident. The finish is long, dry and exhilarating. A rare and seductive Madeira.

CHAMPAGNE

Billecart-Salmon

The Rare Prestige Cuvées

Most Grand Marques derive their fame from their prestige cuvées. However, the star of Billecart-Salmon has always shone only as brightly as its non-vintage rosé, of which the world can not seem to get enough.

Undeniably delicious year in and year out, it is a staple at most top restaurants, who value its seductive appeal and fabulous froth of fine bubbles.

Hidden Gems

But Billecart's real jewels are the rare prestige cuvées, seldom seen in the U.S.: **Cuvée Nicolas Francois**, **Cuvée Blanc de Blancs**, and the incredibly rare **Le Clos Ste. Hilaire**—Billecart's answer to Bollinger's *Vignes Francaises* and Krug's *Clos de Mesnil*.

These are the wines that demonstrate the transcendence of Billecart's style. As Richard Juhlin has written: "The house's refreshing, fruity, and elegant style led me for many years to believe that Billecart's



Champagnes should be consumed young. However, their greatness lies in the fact that, despite their early and direct charm, they develop in an incomparably beautiful way in the cellar."

A Family's Dedication

Founded in 1818, the house is today run by the seventh generation of Billecarts. Production is small and the winemaking exacting. Most of the house's wines are subject to a very cold, very long fermentation—a method pioneered by Billecart, which amplifies the aromatics and gives Billecart's wine their unmistakable refinement. In recent years, oak has been introduced, allowing the top wines to ferment in small used Burgundy barrels for added richness and depth.

In the triumphant 1995 and 1996 vintages, Billecart reached new heights with its rare and elusive prestige cuvées. It's a privilege to offer limited quantities of each of these great Champagnes.

Cuvée Nicolas Francois

A magical blend of *grand cru* Pinot Noir (60%) and Chardonnay, created in 1964 in honor of the founder. According to *The Wine Advocate*, the suggested retail is \$150.

**1996 Billecart-Salmon
Cuvée Nicolas Francois
95 Juhlin 95 Tanzer
\$89.95**

Juhlin: "... the wealth of tastes is fantastic... Notes of vanilla, winter apples, plum compote and redcurrants ... exuding greatness and French bakery smells."

Tanzer: "Fabulous nose combines lemon, orange zest, quinine and steely minerality with suggestions of toffee and brown spices. Wonderfully precise and vivid ... outstanding concentration and grip"

Cuvée Blanc de Blancs

A Champagne of stunning opulence, made from *grand cru* Chardonnay of Cramant, Avize and Mesnil-sur-Oger.



**1996 Billecart-Salmon
Blanc de Blancs
96 Juhlin
\$110.00**

Juhlin: "... has everything needed for a really great Blanc de Blancs. When freshly poured there are notes of egg toddy, but they are quickly transformed when aired, winding up closer to Sabayon, with roasted almonds and lemon cream supported by, naturally, a blast-wave of white flowers."

Le Clos Sainte-Hilaire

Produced for the first time in 1995, Billecart-Salmon pits its \$300+ *Le Clos Sainte-Hilaire* against Champagne's two most coveted and expensive wines: Bollinger's *Vignes Francaises* and Krug's *Clos de Mesnil*.

Made entirely from 40-year-old Pinot Noir from the family's *clos* in Mareuil-sur-Ay. Fermented in barrels previously used for Montrachet. No dosage. *Extremely* limited.

**1995 Billecart-Salmon
Le Clos Sainte-Hilaire*
96 Juhlin
\$259.95**

Juhlin: "The character ... lies somewhere between its neighbor, Clos des Goisses, and Bollinger Vignes Francais ... will soon become a cult item much in demand."

RHONE VALLEY

History in the Making

The Great 2003 Hermitage "La Chapelle"

If there was ever a "gold standard" in Hermitage, it was the La Chapelles made by Paul Jaboulet Aîné throughout most of the 20th century. Wines of ethereal perfume and a sumptuous elegance, the great years had as much in common with First Growth Bordeaux as they did with Northern Rhône Syrah.



Named for the chapel at left, La Chapelle is blended from the finest lieux dits on the Hermitage hill at right.

Chapelle that offers all of the purity and beauty for which this cuvée is famed, but with historic power and richness.

Listed at \$155 a bottle, we are delighted to offer this legend-in-the-making at an incredibly low price.

Though mythic wines were made before World War II, La Chapelle's high point was arguably the 1961—possibly the most coveted wine ever made in the Rhône Valley. If you could find a bottle today, it would probably set you back more than \$5,000.

More recently, great La Chapelles were made in 1978, 1989 and 1990. But since 1991, no wine wearing the La Chapelle label has quite lived up to the wine's venerable reputation.

A Return to Form

Until now. In the just-released 2003 La Chapelle, we finally have a wine from Jaboulet that, in the bottle, lives up to what it promised in barrel. We are also witnessing the birth of a wine that, with a decade or two of aging, should evolve into one of the all-time greats.

Harvested at a painfully low 16 hectoliters per hectare, the 2003 was made from the same kind of low yields that made the early La Chapelles so compelling. And to find grapes as ripe as those in 2003, you would need to go back a century or more. The result is a La

2003 Hermitage "La Chapelle"*

95+ Parker 96 Wine Spectator

\$99.95 bottle \$245.00 magnum

\$495.00 double magnum



Parker: "The finest example of this cuvée since 1990, the 2003 Hermitage La Chapelle (50,000 bottles rather than the normal 96,000+ were produced) possesses an inky/purple color as well as a tremendous bouquet of creme de cassis, crushed flowers, truffles, and licorice. Full-bodied and powerful (15% natural alcohol) ... this big, rich, dense, reassuringly great La Chapelle should be cellared for 5-8 years, and drunk over the following 20-25."

Wine Spectator: "Deceptively graceful at first, with Burgundy-like perfume, this quickly delivers a torrent of fruit—blackberry, boysenberry and black currant—that cascades over itself, pushed from behind by flavors of mocha, mineral, tar and violets. Long, sweet and pure through a densely structured finish. Best from 2008 through 2030."

*The
Legendary
1990
Hermitage
La Chapelle*

1990 Hermitage "La Chapelle"

100 Parker

\$360.00 bottle \$750.00 magnum



Parker: "The modern day equivalent of the 1961, it deserves all the attention it has garnered ... Spectacular aromatics offer up aromas of incense, smoke, blackberry fruit, cassis, barbecue spice, coffee, and a touch of chocolate ... There is extraordinary freshness for such a mammoth wine in addition to abundant tannin, an amazing 60-second finish, and a level of glycerin and thick, fleshy texture that have to be tasted to be believed." *Extremely limited.*

Not Just Another L.A. Story

Elusive Syrahs from an Emerging Star

"I walked to the window and pulled back a thin, tobacco-stained curtain. What passed for a breeze from the street below was hot and close and remorseless. Then a west-bound Red Car trolley lumbered by, filled with people. For a fleeting moment, I imagined I was in the Red Car, heading to the beach, where the air was fresh and clean and cool. Riding the Red Car to the edge of the continent, to the edge of everything."

2000 Red Car Syrah Back Label

In 2000, when Mark Estrin and Carroll Kemp made their first vintage of Red Car Syrah in Carroll's Beverly Hills driveway, they could not have known that Red Car, with its evocative Film Noir labels, would become a cult sensation—and that they would soon quit their day jobs as screenwriter and movie producer.

Nor could they know that their story would have a

tragic ending: in May, 2005, Mark died from cancer. But Red Car—the wines with the compelling richness and fabulous labels—survived. Carroll, working with Sashi Moorman (consulting winemaker) and Chris King (formerly of Lewis Cellars), saw to that. And, according to Carroll, Mark's presence lives on in the standards he set for the company and the wines.

Red Car: The Wine

The first three Red Car vintages sold out quickly to an oversubscribed mailing list and high-profile restaurants like The French Laundry and Valentino. It was not until this year that we, and a few other hand-chosen retailers, could obtain any for our customers.

Our allocation was a particular prize: Red Car's two most sought-after cuvées, "**The Fight**" Syrah and **Trolley Series "Red Wind"**. With only 260 cases of The Fight and 358 cases of Red Wind made, you'll want to move quickly.

2003 Red Car Syrah

"The Fight"

93 Parker

\$59.95

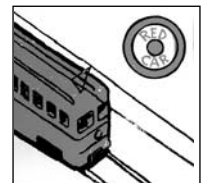


Parker: "The rich 2003 Syrah The Fight comes from the Richard Perry Vineyard. It reveals creosote, damp earth, and road tar-like characteristics in its blackberry, creme de cassis, licorice, and peppery-scented bouquet. Thick and juicy with ... a long, layered, voluptuously-textured finish"

2004 Red Car Syrah **"Red Wind" Trolley Series**

90-94 Parker

\$56.95



Parker: "A barrel sample of the 2004 Trolley, a Syrah-based offering from such vineyards as Shadow Canyon, Latitia, and Thompson, boasts an inky/purple color along with a sweet blackberry liqueur, smoke, earth, and barbecue spice-scented perfume. Possessing superb concentration, intensity, acidity"

A Chablis Bargain

Founded in 1923, La Chablisienne controls much of Chablis' 1er Cru and Grand Cru acreage, from which they produce classic wines of style and grace. In Chablis' great 2002 vintage, they made this marvelous Mont de Milieu, which we are pleased to offer at a sensational price in bottles, half bottles and rare 3-liters.

2002 La Chablisienne Chablis **1er Cru Mont de Milieu**

93 Wine Spectator

\$27.95 bottle \$14.95 half bottle \$149.50 3-liter



Wine Spectator: "Compact, yet dense and powerful, exhibiting honey, mineral and lemon aromas and flavors, all balanced with a vibrant structure and supple texture. Fine length, but needs time. Should age well over the next decade."

A Condrieu for Côte-Rôtie Lovers

Rostaing's Fabulous 2004 Condrieu "La Bonnette"

The Viognier grapes' Garden of Eden is in Condrieu—a small stretch of earth just below Côte Rôtie. In this providential setting, Viognier produces some of the richest, most opulent and aromatic white wines on earth.



Condrieu

But not all Condrieus are created equal. For us, René Rostaing's examples come as close to perfection as any we've found. The key is not only Rostaing's brilliant winemaking, with little use of new oak. It's also his ownership of vines on the Côte Bonnette.

Here, very near to Côte Rôtie itself, the soil represents a transition between Condrieu's granite and Côte Rôtie's limestone. From such soil, Rostaing makes a Condrieu that is not only dazzlingly rich—Andrew Jeffords calls it "shimmering with honeysuckle scent;" it also has superb balance and delineation. And its

aging potential is extraordinary for Condrieu. Rostaing's 2004 is stunning for its aromatic complexity, as well as for its balance. But as always, only a tiny amount was allocated to the U.S. Hurry.

**2004 Rostaing Condrieu
"La Bonnette"
95 Parker
\$59.95**



Parker: "One of Rostaing's offerings that tends to be overlooked is his Condrieu la Bonnette. Fashioned from grapes grown in decomposed granite soils, the 2004 exhibits a liqueur of stone-like character along with notes of litchi nuts and tropical fruits in a full-bodied, well-delineated, mineral and floral style."

Villa Fidelia

Sportoletti's Amazing 2003 Rivals the Superb 2001

Umbria's two most acclaimed winemaking families are undoubtedly the Caprais and Sportoletti.

But while Marco Caprai has made his name by working with the ancient local Sagrantino grape, Ernesto and Remo Sportoletti have taken a completely different path to glory. Their great wine, Villa Fidelia, is a classic Bordeaux blend of Cabernet Sauvignon, Merlot and Cabernet Franc.

Having made wine for a quarter-century, Ernesto and Remo met superstar enologist Ricardo Cotarella in the 1990s, and it was Cotarella who created Villa Fidelia as we know it today—aged 12 months in French barrique. In the early 1990s, Villa Fidelia showed great promise, but the wine has since gone from strength to strength, becoming more complex and nuanced.

The turning points were undoubtedly the 1999 and



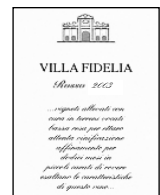
The Sportoletti winery and vineyards

2001—rated 96 and 95 points, respectively in *The Wine Advocate*.

The 2003 Villa Fidelia could be the finest yet—certainly it's the richest. Recently rated at 95 points by Daniel Thomases in Italy's *Veronelli Guide*, we have yet to see any reviews published in the U.S.

In the meantime, we are pleased to offer the 2003 Villa Fidelia at a spectacularly low price.

**2003 Sportoletti
Villa Fidelia
95 Daniel Thomases
\$39.95 bt. \$475.00 cs.**



Daniel Thomases in *Veronelli*: "Which is best: this year or the unforgettable 2001 (also rated 95 points)? I hope to have many occasions to compare the two." Suggested retail \$55.

RED BURGUNDY

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Domaine Pousse d'Or Reclaims its Past Glory

For more than three decades, Gérard Potel's name was inextricably linked with that of Pousse d'Or—the legendary Volnay domaine famed for its two *premier cru* monopoles: Clos de la Bousse d'Or and Clos des 60 Ouvrées.



Domaine Pousse d'Or's glorious history dates to the 11th century. In fact, until the late 1800's, the domaine encompassed both Romanée Conti and Clos de Tart. Pictured above is the Clos de la Bousse d'Or with its imposing chateau, in the 1880's and today.

As Pousse d'Or's winemaker from 1964, Potel turned out a series of Volnays that, for many, are the appellation's quintessence. Robert Parker once wrote that these wines "defined what elegant, seductive, round and immensely charming red burgundy should be all about."

But Potel's death in October 1997 resulted in the property being sold to Patrick Landanger, who promised even better times ahead.

And so there were. Landanger brought with him a perfectionist's mentality and the resources to take Pousse d'Or to a higher level. He quickly created a sensation selling off both the 1997 and 1998 vintages because they didn't satisfy his exacting standards. And

in 2001 he made a similar move, declassifying his coveted Volnay *premier crus* to Volnay villages.

By 1999, Landanger had earned the admiration of critics like Steve Tanzer and *Burghound's* Allen Meadows. But his wines were only to get better, reaching a plateau

with 2002's that Meadows called "an outstanding set of wines that has Pousse d'Or once again rejoining the elite."

This Offer

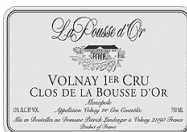
As any Pousse d'Or lover knows, the two wines to buy have always been Clos de la Bousse d'Or and Caillerets Clos de 60 Ouvrées. Both are walled vineyards about 5 acres in size with a large percentage of old vines. Throughout history, they have been regarded among Volnay's most nearly perfect *terroirs*, achieving particular renown under first Potel, and now Landanger.

We are pleased to offer a remarkable range of these two superb wines, dating back to the great 1990 vintage.

2002 Clos de la Bousse d'Or

92-93 Rovani

\$75.00 bt. \$150.00 mag.



Rovani: "... intense waves of velvety black cherries. This wine displays great concentration, balance, and an admirably long, seamless finish."

Burghound: "... a positively gorgeous wine that is a classic Volnay in character and balance."

1999 Clos de la Bousse d'Or..... 69.95

Burghound: "Wonderfully spicy and complex ... rich, velvety, very refined flavors ... The length is exceptional and overall, this offers fine potential."

1993 Clos de la Bousse d'Or 85.00

1993 Clos de la Bousse d'Or Magnum175.00

Tanzer: "Silky-sweet and layered in the mouth; quite expressive early on. Strong but subtle finishing flavor. Lots of aging potential."

1990 Clos de la Bousse d'Or 1-bottle limit135.00

Tanzer: "Quite rich and expressive on the palate ... Very long, ripely tannic aftertaste. Outstanding potential"

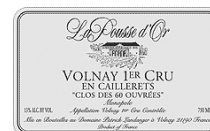
2002 Caillerets

"Clos de 60 Ouvrées"

92-94 Rovani

95 Executive Wine Seminars

\$75.00 bt. \$150.00 mag.



Rovani: "... this muscular wine boasts immense concentration and length."

Executive Wine Seminars: "... rich, complex ripe fruit, with terrific mouth feel and attack. Big, sweet, ripe, with excellent acidity to carry it along ... elegant, youthful, sexy, finesseful wine offers an extra long finish ... this wine really rocks!"

1999 Caillerets "Clos des 60 Ouvrées" 69.95

Tanzer: "Captivating aromas of red fruits, iron, leather and minerals. Fat but vinous and sharply detailed. A large-scaled, concentrated wine with lovely inner-mouth aromatics. Finishes with ripe, building tannins and excellent length."

SOUTHERN RHONE

Brilliant 2004's

Dom. Sainte-Anne's '04's are Sensational in a Near-Perfect Vintage

We began buying wine from the Steinmaier family of Domaine Sainte-Anne in the late 1980s, and have long considered their property one of France's hidden jewels. Yet, like so many other Southern Rhône estates, Sainte-Anne's wines have reached a new level in recent vintages.



Ste. Anne's old Mourvèdre.

Unlike so many other estates, however, the rise in quality has been just that: *not* a change in style. The wines still have the purity and balance that long-time Sainte-Anne fans have come to admire. Only the richness of the wines has increased, owing to the fabulous recent

weather. New wood is still kept to a minimum, allowing Sainte-Anne's noble *terroirs* and old vines to express themselves fully.

The Great 2004s

Following 2003's freakish ripeness, the 2004 growing season was nearly perfect, as elsewhere in the Southern Rhône. Very warm days balanced by cool nights, with an ideal amount of rain, have produced a breathtaking range of wines, showing incredible fruit, balanced by superb structure. Delicious to drink today, the reds should age with grace for a decade or more.

2004 "Notre Dame des Cellettes"

From a single vineyard—with vines ranging in age from 30 to 50 years—this stunning 2004 is 60% Grenache, 30% Syrah, and 10% Mourvèdre/Cinsault. Always hedonistic, in 2004 this *cuvée* is irresistible.

2004 "Notre Dame des Cellettes"

\$15.95 bottle \$179.95 case

A wine of brilliant color, complex aromas and outstanding balance, this 2004 offers an incredible amount of wine for the money. The nose offers smoked meat, white flowers, strawberry and forest floor aromas, while the palate is full, ripe and quite long. Delicious now, it will become even more impressive with a few years in the cellar.

2004 Viognier

"Not only the most successful Viognier made in the southern Rhône, but similar to a very fine Condrieu."

Robert Parker on Ste.-Anne's Viognier

With very fine soil, a cool microclimate and some of the oldest Viognier vines outside the Northern Rhône, Steinmaier produced a characteristically rich and highly perfumed Viognier in 2004.

2004 Domaine Sainte-Anne Viognier15.95

This rich, glyceric Viognier features an enticing bouquet of honeysuckle, minerals, white pepper and stone fruit. Very good acidity balances the palate's weight beautifully, while the finish is long and perfumed.

2001 "Les Mourillons" (100% Syrah)

Jean Steinmaier's 100% Syrah Cuvée Les Mourillons is legendary. Made from old vines, the wine offers both the style and the nuance of Northern Rhône Syrah, with up to two decades aging potential.

2001 "Les Mourillons"

\$21.95 Limited



The 2001 Mourillons is *very* French Syrah, boasting an intense nose of smoked meat, cumin, licorice and earth. The palate is broad, lush and beautifully integrated—thanks to the superb acidity—and the finish is impressively long. The most limited of Steinmaier's *cuvées*—we only get a few cases. So, hurry.

2001 "Cuvée St. Gervais"

St. Gervais is also made from a single vineyard, this one planted half to old-vine Mourvèdre and the other half to Grenache and Syrah. The soil in this vineyard is considered by Steinmaier to be his best.



2004 "Cuvée St. Gervais"

\$18.95 Limited

Always Ste.-Anne's most complete red, the 2004 is even more impressive than usual, thanks to the year's superb Mourvèdre. Brooding yet bursting with potential, it is packed with dark fruits, mineral, tar, violets, truffle and Mediterranean herbs. Promises to rival the legendary 1989 and 1990.

PIEDMONT

1998 Monfortino

An Important Contribution to Giovanni Conterno's Legacy

For 45 years, until his death in 2004, Giovanni Conterno forged a reputation as perhaps the greatest of all Barolo producers, irrespective of style. The wines he made were the quintessence of "old style" Barolo: rich, powerful, massively structured, and capable of long development in bottle.



"The wines produced by Giovanni Conterno are monuments to Nebbiolo as well as to the glory of Piedmont." Robert Parker

"If I was given a choice of one bottle of Barolo before I die, I would choose Monfortino." Nicolas Belfrage

For many, his mythic Monfortino—the product of wild temperature swings during fermentation and 6 to 8 years in barrel—is the most perfect expression of the Nebbiolo grape. And he made many great Monfortinos over the decades, among them the monumental 1971, 1978, 1985, 1990, 1996 and 1997. With the release of the incredible 1998, we have yet another great Monfortino to add to the list.

The Wine of the Vintage

To many Barolo insiders, there is little question that Giovanni made the wine of the vintage in 1998, just as he did a number of times during a career that began in 1959. The latter was the year he took over from his father Giacomo Conterno, the leading Langhe winemaker of his day. Though these were large shoes for Giovanni to fill, with time he established himself as *at*

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least as great a winemaker—while never straying from his traditionalist roots.

With his passing, Giovanni left his legacy in the hands of his son Roberto, who has already shown that he shares his father's and grandfather's genius. In a few years we will be able to savor the first great Monfortinos of Roberto's era. But for now, we can experience his father's last Monfortinos—each a wine to be

cherished by lovers of great Barolo.

1998 Barolo "Monfortino"
97 Piedmont Report
\$225.00 bt. \$460.00 mag.



Antonio Galloni in *Piedmont Report*: "Dark red. The 1998 Monfortino is a monumental effort. It opens with a huge nose of licorice, roses and cocoa, then flows onto the palate with masses of sweet concentrated dark fruit that go on forever. Notes of mineral and leather gradually develop in the glass, adding further complexity as this great wine begins to reveal its expansive and profound personality. The 1998 is unusually open right now. As was the case with the 1997 at this stage, it should offer a brief drinking window over the next 6-9 months before shutting down for what is likely to be an extended period prior to awakening in the glorious prime of its life."

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