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Champagne Giants

OCTOBER 25, 2005

PIEDMONT

Barolo as Art

The Mythic Wines of Teobaldo Cappellano

Barolo is an area where fiercely independent people make extraordinary wines. Yet, even in such company, Teobaldo Cappellano stands out for both his unique philosophy and the profound character of his wines.



An old painting of Cappellano's famous 19th-century label & Teobaldo Cappellano today.

well-seasoned *botti* for at least three years. His tiny production quickly disappears into collectors' cellars in Italy, Switzerland, Austria and Germany. As Antonio Galloni reported in issue 3 of the *Piedmont Report*, "Cappellano's wines are impossibly hard to find, even in neighboring Alba."

A legend in Barolo—and among artisanal growers throughout Italy—Cappellano is one of the last of the region's great traditionalists ... and one of Barolo's most compelling personalities. In 1983 he banished all journalists from his cellar, unless they agreed to review his wines without scores. (He sees ratings as divisive among growers.) And he could be the only person today producing a Barolo from ungrafted vines.

The near-universal admiration accorded Cappellano is striking, given that his attitudes may often be controversial. He is variously described as a "wine artist," a "professional polemist," and a "poet, philosopher and winemaker in his spare time." Frequently, he is compared to Bartolo Mascarello, both as a beloved figure and in the depth of his views. And his Barolos are today just as firmly rooted in local traditions as were the late Mascarello.

Phantoms in the Marketplace

Teobaldo Cappellano makes fewer than 800 cases of Barolo per year, all vinified traditionally: a fermentation of 14 to 21 days with indigenous yeasts and aging in

The wines are classic "old-style" Barolo, marked by a haunting scent of dried roses and a hint of truffle. He makes two Barolos—both from the mythic Gabutti vineyard on Serralunga's best slope. (A few years ago, he removed the Gabutti designation from his labels to protest the expansion of the appellation to include inferior sites.)

About two-thirds of his Barolo production is his Barolo "Rupestris," from a parcel planted on grafted rootstock in the 1940s. The grapes from this parcel produce a Barolo of superb depth of color and remarkable richness and length.

The other third of his output is the Barolo "Franco"—from a parcel planted on its own roots with Nebbiolo's "Michet" clone in 1989. This highly distinctive wine tends to be more delicate than the Rupestris—so much so that Cappellano wonders if it tells us what Barolo tasted like before Phylloxera.

In part because of his stance on ratings, Cappellano's wines have rarely been reviewed in the U.S. (The ►

Barolo & Truffles
A Magical Marriage
See Page 4

PIEDMONT

Cappellano's Fabled Barolos

► article in issue 3 of *Piedmont Report* could be the first in-depth look at this winemaker ever in an American journal.) And, consequently, he is virtually unknown except to hard-core Barolo enthusiasts.

For Cappellano, winemaking is an art. As he



Cappellano's treasure: rare ungrafted Nebbiolo vines

told Maurizio Rosso in *The Mystique of Barolo* "Making Barolo is hedonism, it is art. Wine is hedonism. But wine, too, needs identity: I need to be able to say 'This is Barolo ...'"

It is an honor to offer the compelling Barolos of a Piedmont legend, Teobaldo Cappellano.

2000



2000 Barolo Piè Rupestris*

\$54.95 *bt.* **\$120.00** *mag.*

Piedmont Report: "Dark red. Nose of sweet ripe fruit, tar and minerals. Rounder and softer than the Piè Franco Barolo, with noticeably darker, richer fruit"

2000 Barolo Piè Franco*

\$59.95 *bt.* **\$130.00** *mag.*



Piedmont Report: "Medium red. Gorgeous nose of roses, tar, licorice and minerals. This delicate, medium-bodied Barolo shows flavors of spices and stewed prunes on the palate, with superb length and a very long finish. An exquisite wine of great personality that embodies the best qualities of Serralunga Barolos."

1999



1999 Barolo Piè Rupestris

\$54.95 *bt.* **\$120.00** *mag.*

Excellent red color, an exotic nose of flowers, spices and truffles. The palate is quite concentrated and chewy, with outstanding sweetness and flavor persistence. The tannins are there, but buried, foretelling a decade or more of development.



1999 Barolo Piè Franco

\$59.95 *bt.* **\$130.00** *mag.*

The nose here is more classic tar and truffles, and on the palate the tannins are, at the moment, more noticeable. But the finish is sweet, dense and long. We had the chance to taste a bottle that had been open for four days that was still amazingly fresh, the tannins still sweet. It should have superb aging potential.

Last Call for the Beautiful 2004 Tuscan Olive Oils

The 2004 Tuscan olive harvest was a benchmark for quality, producing the region's finest oils since 1999. It's too early to know the quality of the 2005 oils, as most growers won't begin picking until November 1st. But in the mean-



Century-old olive trees

time—in response to a flood of requests—we've managed to get a small additional amount of four of 2004's finest Tuscan oils. Each is intensely flavored and perfumed and sure to be in its luxurious prime for the next year or two.

2004 Il Poggione 1-Liter 25.95

This *olio* has it all: a pretty pale green color; the scent of ripe olives and freshly cut grass on the nose; artichokes and almonds on the palate. The texture is fabulous: soft, creamy but concentrated ... real presence. Truly sensational.

2004 Prunatelli 500 ml 19.95

Once again, a candidate for Tuscan oil of the year, Prunatelli boasts a beautiful green color, a distinctive artichoke perfume, wonderful texture on the palate and moderate pepperness at the end. Offers amazing richness and length.

2004 Vetrice 500 ml 19.95

Vetrice is consistently one of the most powerful Tuscan oils, and the '04 is no exception. Luminously colored, the bouquet exudes artichoke, and the palate shows great weight and grip (a characteristic of Vetrice). A quintessential Rufina oil.

2004 Monte 500 ml 19.95

As in years past, Monte boasts incredible grace and great richness. The perfume of green tea, lavender and artichoke is ethereal; the palate is voluptuous and long. Plays Margaux to Vetrice's Latour. A fabulous Monte.

SAUTERNES

Epic Siblings

2001 Ch. d'Yquem & de Fargues in prized half bottles

Two-thousand one was a towering Sauternes vintage—perhaps the greatest in our lifetime. And it goes without saying that the ultimate 2001 Sauternes is Ch. d'Yquem.



Ch. d'Yquem.

In fact, Parker's 100-point rating makes it only the third Yquem ever to receive a perfect score. (The others are 1811 and 1847.) And so speculation about this wine has been intense since word of its potential greatness leaked out in early 2002.

But it wasn't until late last month that Yquem's 2001 was offered for sale. Its first *tranche* price (the lowest at which it will be sold) was 20% higher than expected, but so little wine was released that there was a feeding frenzy. The situation was made worse by the Château's second release a week later at 80 euros a bottle higher!

Because we do considerable business with Yquem, we have been rewarded with an envious first *tranche* allocation of coveted half bottles. We've also been treated to a few cases of the highly prized 2001 Ch. de Fargues in half bottles.

De Fargues is, of course, Yquem's sister estate and the source of a Sauternes which, in great vintages, mirrors Yquem. We quote Robert Parker: "It receives virtually the identical winemaking care that Yquem does ... when it is tasted blind, many tasters, including most experts, usually judge it to be Yquem." Production is a fraction of Yquem's output, hence its rarity.

We are pleased to offer both of these legends-in-the-making in half bottles at well-below market prices.

2001 Ch. d'Yquem*

100 Parker

\$195.00 half bottle



Robert Parker: "... honeyed tropical fruit, orange marmalade, pineapple, sweet creme brulée, and buttered nut-like scents. In the mouth, it is full-bodied with gorgeously refreshing acidity as well as massive concentration and unctuousity ... This large-scaled, youthful Yquem appears set to take its place among the most legendary vintages of the past ... Anticipated maturity: 2010-2100+."

2001 Ch. de Fargues*

94-96 Parker

\$56.50 half bottle



Robert Parker: "... this Château d'Yquem look-alike exhibits powerful *crème brulée* characteristics ... huge, full-bodied, unctuously textured flavors, ample intensity as well as purity, and caramelized tropical fruits. This brawny heavyweight requires 5-6 years of bottle age, and should evolve for three decades."

The Sublime 2003 Domaine de Chevalier Blanc

Domaine de Chevalier is on a roll. Alongside Haut Brion and Laville Haut Brion, it has long been one of the three greatest sources of white Graves. Yet, until 2001 it was far less well known than its illustrious neighbors.

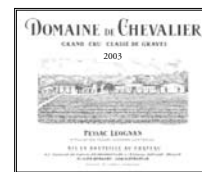
That started to change in Graves' great 2001 vintage, when *Domaine de Chevalier Blanc* was acclaimed the wine of the vintage, surpassing even Haut Brion Blanc.

In 2003, *Domaine de Chevalier* has again produced one of Graves' elite whites. We are pleased to offer this prize at a fantastic price.

2003 Domaine de Chevalier Blanc*

95-100 Wine Spectator

\$65.00 bt. \$775.00 cs.



Wine Spectator: "Starts off slowly on the palate then develops into a blast of mineral, apple, honey, pineapple and light vanilla on the nose and palate. Full-bodied, with wonderful freshness and an extremely long after-taste. I still remember this wonderful wine's finish."

A Feast for Truffle Lovers

Five Ambrosial Ways to Savor Alba's White Truffles in America

Since the dawn of culinary history, the white truffles of Alba have been revered by royalty, chefs and gourmets as possibly the greatest of all foods. They may also be the most expensive, rivaled only by beluga caviar and saffron.

Today, as 1,000 years ago, the intense perfume of white truffles is considered erotic. Yet, the glory is fleeting; a truffle's scent begins to fade within hours of being unearthed and is largely gone within a few days.

To experience Alba's white truffles at their most intense you must be in Italy in the fall when the freshly unearthed truffles are rushed to the best local restaurants. Exporters send them around the world by air, but the experience, while wonderful, seldom compares to the one you'll have in Piedmont.

Recreating the Magic

Many autumn travellers to Piedmont return home aching to recreate the truffle experience. For years, we searched for the closest approximation to fresh white truffles, but mostly we found imitation truffle oils, often at high prices, that quickly went rancid.

Then, in 2003 we decided to get serious, and started visiting the handful of family-owned firms that not only supply fresh truffles to Alba's restaurants daily, but also preserve part of their harvest to make creams, oils, butters and even truffle-flavored pasta.

We found one product that knocked us out: Tartuf-



1950's Truffle hunters with their prize

Langhe's truffle purée, almost 100% white truffles unearthed on TartufLanghe's woodlands outside Alba. We shipped as much as we could that year. And if you were lucky enough to try it on egg pasta, with a bottle of Barolo or Barbaresco, you had the next best thing to being in Alba in November.

A Year Off

But our access to this wonderful purée was short-lived; 2003's poor truffle harvest halted production. It was only when white truffles began to be harvested again in the fall of 2004 that we could reserve more.

We pounced, buying as many jars as we could. But we also decided to resume our wider search for great truffle products—our goal to create a pantry full of the best white truffle products made. We even set our sites on finding a great egg *tagliolini*, the finely cut egg pasta that is the classic vehicle for white truffles.

Our search led us back to TartufLanghe, but also to Inaudi, whose *tagliolini* is legendary. After extensive tasting, we selected a number of products with which to experiment over the winter. We ultimately chose four standouts: a truffle purée, a truffle caviar, an awesome truffle butter and what could be the finest truffle oil made. We also snagged the finest egg *tagliolini* we've tasted this side of Alba.

So, here they are: five products that capture the essence of Piedmont's white truffle experience, along with two gift sets that will wow any food and wine lover. □

Holiday Gift Sets

Share the experience. Each set includes a booklet of recipes & product information. Available for shipment Nov. 14- Dec. 19

Truffle Fest75.00

- 1 — 100ml bottle *L'Oro in Cucina* truffle oil
- 1 — 75g jar TartufLanghe truffle butter
- 1 — 30g jar Inaudi truffle caviar
- 2 — 250g boxes Tagliolini all'Uovo egg pasta

Truffles & Barolo135.00

The above assortment plus one bottle of the great 2000 Giacomo Conterno Barolo *Cascina Francia*, at a fantastic price.



PIEDMONT

Truffle Caviar

Each autumn, Clemente Inaudi sets aside part of their white truffle harvest to produce this unique caviar. In contrast to the creamy consistency of TartufLanghe's purée, Inaudi's caviar is milled into thousands of tiny pieces of truffle, in a base of fine Ligurian olive oil. Offering an exciting visual accent to pasta or eggs, it works superbly on its own, or in combination with TartufLanghe's truffle butter.

Inaudi Truffle Caviar

\$29.95 30g jar



Truffle Butter

For sheer versatility and value, TartufLanghe's Burro con Tartufo is a must-buy. Containing 91% butter and 8% summer black truffle, these large 11½ ounce cans should be a staple in your kitchen, just as they are in ours. Refrigerated, an opened can will keep indefinitely. (We've kept them in the fridge for up to two months with little loss in freshness or flavor.) Fantastic on meat, eggs, potatoes or pasta.

TartufLanghe Truffle Butter

\$25.95 300g resealable can



Truffle Purée

Two years ago, we enriched the gastronomic lives of many customers by making available TartufLanghe's incredible truffle purée. We are pleased to report that this culinary treasure is back, thanks to 2004's fine harvest. It is as rich and truffly as ever: this year's lot is an amazing 99% pure white Alba truffle. Spread on toast, it's sublime. But it's highest calling is on rich egg pasta with melted butter—the closest you'll get to eating *tajarin al tartufi* in Alba in November.

TartufLanghe Truffle Purée

\$39.95 30g jar



Truffle Oil

In principal, truffle oil is a dream food: inexpensive and unlimited in its uses. But we were always skeptics, having never found one we liked. That was until we tried TartufLanghe's *L'Oro in Cucina*—the white truffle oil a major German food magazine judged to be Alba's finest. With fine Lake Garda olive oil as its base, it is easily the finest truffle oil we've ever tasted ... possibly the best ever made. It beats the pants off any \$30 truffle oil available in America.

TartufLanghe "L'Oro in Cucina"

**White Truffle Oil
\$19.50** 100ml



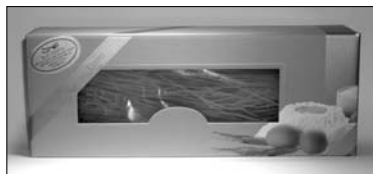
Tagliolini all'Uovo

This is the real deal. From the family-owned firm of Clemente Inaudi we've sourced the finest prepared pasta we've tasted. Artisanally made in small lots with 6 egg yolks per kilo of flour, the feeling in the mouth comes closer to freshly made pasta than anything we've ever gotten in a box. And perhaps it's the deep yellow-yolked Piemontese eggs, but the flavor also reaches a new level. Finely cut to 1/16" width, it is incredible coated with butter and truffles—but is also superb with fresh olive oil-based or cream-based sauces. And it's so rich that one box produces three to four ample servings.

Inaudi Tagliolini all'Uovo

Finely cut egg pasta

\$6.95 250g box



A Recipe Made in Heaven

An incredibly rich, yet shockingly affordable, way to create a classic truffle coating for *Tagliolini all'Uovo* (or any other egg pasta):

- 1 250g box Tagliolini all'Uovo**
- 1 stick melted butter**
- 15 grams truffle caviar**
- 2 tbsp. truffle butter**
- 4 to 6 drops of truffle oil if desired**
- salt to taste**

CHAMPAGNE

The Great Years

Now, the Fabulous 1989s & 1990s

In our last issue, we featured two consecutive superb Champagne vintages, 1995 and 1996. As we observed, great vintages often come in pairs, and 1995 and 1996 were certainly not the first.



Krug's Clos du Mesnil

Just six years earlier, we experienced another great duo, 1989 and 1990. This pair started in the same fashion, with a historically ripe year. In fact, 1989 possesses characteristics similar to such epic vintages as 1947, 1959 and 1976: big, rich and intensely aromatic

Champagnes with broad windows of drinkability.

In 1990, the grapes were also very ripe, but the wines began life with more in reserve. Early on, Richard Juhlin

noted their "dense and impressive structure allied to magnificent aromas. The wines are so rich in aromatic essences that you can almost chew them."

We are pleased to offer six great examples of these superlative vintages ... all at *very* attractive prices.

1990

**1990 Krug
97+ Tanzer
98 W. Spectator**



\$189.95 bt. \$435.00 mag.

Tanzer: "Dense, full, chewy and rich; an extraordinarily solid Champagne ... Broadens toward the back and goes on and on ... rich, mellow notes of toffee, brown butter and marrow."

Wine Spectator: "A profound wine of great depth and complexity."

**1990 Philipponnat
"Clos des Goisses"
96 Juhlin 95 W. Spectator**

\$175.00 bt. \$350.00 mag.

Wine Spectator: "A brooding young Champagne, with plenty in reserve. Rich, floral and biscuitlike Pinot Noir flavors unfold on the dense, full-bodied structure. It picks up a walnut note on the finish. This will reward the patient."

**1990 Billecart
Salmon
"Grand Cuvée"***



**95 Tanzer
\$119.95 bt.**

Steve Tanzer: "Extraordinary, infefable nose of baked bread, oatmeal, toast, game, quinine, roasted nuts ... thick and utterly seamless ... slowly expanding finish throws off notes of pepper, ginger and nutmeg. \$185"

1989

**1989 Taittinger
"Comtes de
Champagne"
93 Richard Juhlin
\$139.95 bottle**

Richard Juhlin: "A charmer with nice, intact acidity. Incredibly beautiful pearl necklace mousse. Classically creamy and rich, with a distinct note of oak. Long, sweet aftertaste of butter toffee."

**1989 Pommery
"Cuvée Louise"
95 Richard Juhlin
95 Wine Spectator
\$159.95 MAGNUM**



Richard Juhlin: "Impressive and rich as can be. A real food Champagne with big, overloaded fruit and a powerful oxidative character of nut chocolate, raisin, fig, date, and honey. Dry, fine finish. **The high points only pertain to a magnum**, where a toasted refinement is fabulously beautiful."

**1989 Krug
"Clos du Mesnil"
98 Richard Juhlin
\$345.00 bottle**

Richard Juhlin: "Is there a better wine in this world than Clos du Mesnil? I doubt it. The '89 is one of the richest and most delicious vintages ever. At the same time, the vineyard's elegant expression shines thorough clearly."

RIBERA DEL DUERO

2003 Atauta

A Stunning Ribera del Duero from Ancient Vines

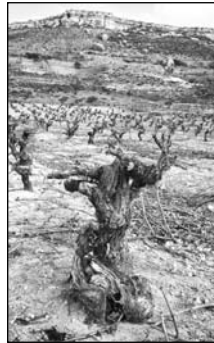
Among all the new viticultural projects of Spain, none is proving more profound than Dominio de Atauta. Consisting of dozens of parcels of very old Tempranillo vines—many pre-phylloxera and ungrafted—Atauta reflects the rich pedigree of Ribera del Duero, while possessing *terroirs* not found elsewhere in the region.

Atauta's 2003s have now been released and, as you'd expect, they are spectacular. They boast not only Atauta's breathtaking minerality and perfume, but also unprecedented richness thanks to the year's historic weather.

Winemaker Bertrand Sourdais produced four stellar *cuvées* in 2003. Three are the mythic single-cru wines of **La Mala**, **Valdegatiles** and **Llanos del Almendro**. With U.S. allocations ranging from 7 to 14 cases, these legends-in-the-making will be painfully scarce when offered a few months from now.

A First Taste of Greatness

But you won't have to wait to experience the domaine's



Atauta's ancient ungrafted vines.

magical 2003 vintage: the flagship wine, **Atauta**, is available *now*. This mosaic from ungrafted 80-160 year-old vineyards is aged in 250-liter and 500-liter barrels, of which only 20% are new. It is easily the most powerful Atauta yet made, boasting an Hermitage-like palate and Côte Rôtie-like complexity. One of the great wines of this vintage, it should not be missed.

2003 Atauta
92 Parker

\$35.95 bt. \$425.00 cs.



Parker: "French winemaker Bertrand Sourdais is fashioning fabulous wines at this extraordinary estate ... The 2003 Atauta, which comes from primarily ungrafted vines that exceed 60 years of age, boasts ... a sumptuous bouquet of espresso roast, crème de cassis, licorice, tar, and spice box. Rich and full-bodied, with remarkable style, grace, and elegance, and plenty of finesse and precision in the finish ..."

Amazing Prices for Chapoutier's Best

The Legendary '95 Le Pavillon

1995 Ermitage Rouge
"Le Pavillon"
99+ Parker
\$169.95



Parker: "... magnificent ... layers of cassis fruit, smoky, roasted meat, and mineral characteristics ... gorgeously proportioned, and dazzlingly well-defined. A monster Hermitage of immense proportions ... It should age well through the first half of the next century."

2000 Ermitage Blanc "Le Meal"159.95

Parker: "97 rating ... a singular expression of white Hermitage ... huge in the mouth, very buttery and a total hedonistic turn-on ... should keep for 40-50 years. **\$220**"

Big Bottles at Small Prices

In 1993 and 1994 Chapoutier produced stellar examples of their Ermitage Blanc de L'Orée. We have snagged some big bottles of both wines that we can offer at truly amazing prices. Do the math on the 1993: it's the equivalent of \$75 a bottle!

1993 Ermitage Blanc "de L'Orée" 3-liter 295.00
1993 Ermitage Blanc "de L'Orée" 6-liter 595.00

Parker: "94 rating ... liquid granitelike aromas combined with honey, smoke, and flowery scents ... great fruit, a layered, viscous texture ... a blockbuster finish ... an utterly massive example of white Hermitage ..."

1994 Ermitage Blanc "de L'Orée" 3-liter 540.00

Parker: "99 rating ... Montrachet-like ... boasts a huge, flowery, super rich nose that is almost the essence of minerals and ripe fruit ... his staggeringly great white Hermitage should last for 30-50 + years."

CALIFORNIA

2003 Jericho Canyon

David Ramey's Majestic New Cabernet-Merlot

Long an icon for his great Chardonnays, David Ramey is now equally famous for the monumentally rich red wines he makes from Napa Valley's Jericho Canyon Vineyard.



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

This reputation was built in just two vintages: 2001 and 2002. In each of these years, Ramey made a Jericho Canyon wine of otherworldly richness and power. Now, with the release of the volcanic 2003, Ramey's Jericho Canyon *cuvée* will be firmly established as one of the singularly great reds of California.

Jericho Canyon

Among Napa Valley's most providential sites, Jericho Canyon lies at the base of Mt. St. Helena. The vineyard is marked by shallow clay-loam soil over white volcanic ash—providing excellent drainage and naturally limiting the yields on its terraced slopes. As expressed by David Ramey, Jericho Canyon's *cépage* of Cabernet Sauvignon, Cabernet Franc and Merlot produces red wines of staggering opulence.

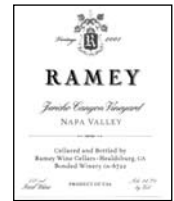
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The 2003 vintage is only the third for Jericho Canyon under the Ramey label, but its history actually dates back to 1998. That was the year David earned acclaim for the first Jericho Canyon he made as the winemaker at Rudd. But in 2001, David won the rights to produce Jericho Canyon under his own label. The rest is history.

We are pleased to offer David Ramey's next great Jericho Canyon—not only in bottles, but in rare magnums and ultra-rare gold-etched double magnums. Snooze, you lose.

2003 Ramey "Jericho Canyon" 93-96 Tanzer

\$89.95 *bt.* **\$189.00** *mag.*
\$525.00 *etched double magnum*



Tanzer: "Full ruby. Inviting aromas of blackberry and licorice. Offers an exhilarating sweetness in the mouth, with powerful dark fruit flavors lifted and complicated by mineral and floral elements. Magically fresh and light on its feet for such a large-scaled wine, thanks to perfectly integrated acidity. Finishes extremely long, with noble tannins and superb grip. One of the best barrel samples I tasted in March from this vintage. Offers great potential."

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