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Madeira's hallowed Fajã dos Padres, idolized, for over 400 years, as the island's greatest vineyard. See page 3.

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THE RARE WINE CO.

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Obsession's Reward

The Painfully Scarce & Sought-After Wines of Ganevat

"Wines mind-boggling in both diversity and quality." The Wine Advocate



Jean-François Ganevat

As an antidote to sameness, there is a growing fascination with Old World regions whose methods and varieties are, let us say, idiosyncratic.

Of these, France's Jura region has led all contenders— as urban sommeliers and hipsters, from Paris to New York to Tokyo, passionately extol the virtues of its uniquely compelling wines.

Reds and whites are made in this remote Alpine valley near the Swiss border. But it's the whites that have commanded the most attention. The reasons vary, but usually it has to do with the wines' ancient pedigrees, distinctive flavors and what Eric Asimov terms their "intrinsic brilliance They are so pure, so delicious and go so well with food that they are worth getting to know, even if your first reaction is, "What the heck is this?"

The Jura's Benchmark

And for those with the desire and connections to begin at the top, the usual starting point is the wines of Jean-François Ganevat (pronounced *Gahn-vah*), the Jura grower most often compared to the likes of Coche, Mayer and Dagueneau. But actually *finding* Ganevat's best wines—especially at the right prices—is

another matter. Given their scarcity, you can consider our offer on page two to be among the most important to land in your inbox or mailbox this year.

Keys to Greatness

No grower becomes an icon like Coche, Mayer, Dagueneau or Ganevat without great holdings, often of ancient vines, and a love for the never-ending hard work of tending them. And regardless of the greatness they've achieved, they're never satisfied with their work.

Ganevat is a perfect example. The purity and elegance of his wines is astonishing, but even more startling is how consistent they are over a range of more than forty different cuvées—an achievement explained only by the lengths to which he's willing to go.

A Master's Obsession

What other grower destems individual grapes by hand with scissors, to make certain that each berry is intact? Who else farms forty distinct plots spread over only 8.5 hectares and then vinifies them separately, giving each their own highly individualized *élevage*?

It doesn't end there. To fully express each *terroir*, Jean-François has planted 45 different ancient indigenous grapes among the appellation-approved varieties. And he uses eight people including himself—one person per hectare—to ensure that the labor-intensive biodynamic farming of each site is done perfectly.

As Ganevat considers his viticulture by far the most important aspect of his work, he keeps his vinification and aging simple, but with no less an attention to detail: a long fermentation, with indigenous yeasts in old *demi-muids*, and 2+ years aging in the same casks for the whites, with little or no sulfur added. ►

Jean-François Ganevat

► And unlike many others in the Jura, he keeps the barrels for most cuvées carefully topped up to avoid oxidation, as he believes that gives the purest expression of his numerous *terroirs*.

Steeped in Burgundy

Jean-François is the 14th generation to work his family's land at La Combe in the southernmost part of the Côtes du Jura, and he learned at his father's side from 1982 until 1989.

But it was in Burgundy that he gained a formal wine education, first at the oenology school in Beaune and then as cellar master at one of Chassagne-Montrachet's finest domaines, Jean-Marc Morey.

Jean-François was therefore uniquely equipped when he took charge of the domaine in 1998. The singularity of his white wines is exemplified by the Chardonnays, which showcase an elegantly Burgundian character—reflecting not only his training but also the fact that his vines are geographically as close to

Beaune as they are to Arbois, the “capital” of Jura winemaking.

But, while his Chardonnays have a Burgundian finesse, their personalities are quintessentially Jura. Thanks to a high average vine age, differences in soil and Jean-François' tailoring of *élevage* to each site, these are Chardonnays like no others.

This Offer

Though we've long collected Jean-François' wines, it was not until this year that a newsletter feature was possible. Assembling this offer also required tough choices: six wines out of the dozens we own. But the six we chose were those we feel best sum up his genius.

As for the wines we did not include, look for some to appear on our website stocklist in the coming months, hopefully along with further Ganevat acquisitions.

Finally, you should bear in mind that these are important wines you are not likely to find elsewhere (and certainly not at prices like ours). You'll want to hurry.

2010 Chardonnay Chamois du Paradis

\$49.95 bottle



With its excellent mid-palate intensity—and crisp, lingering finish—the sheer energy of this wine is impressive. David Schildknecht writes in *The Wine Advocate*: “... a largely very tiny-berried selection ... apple and white peach fruit allied to piquant peach kernel and toasted hickory as well as a smoky, peat-like pungency. This fans out into a finish of formidable persistence yet subtle intrigue.”

2010 Chardonnay Cuvée Florine.....42.95

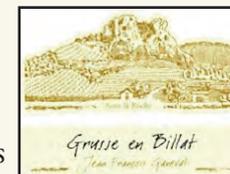
The easiest and earliest drinking of Ganevat's Chardonnays, Florine is zesty, floral, and enticing. Schildknecht: “Smells of fresh lime, iris, and herbs ... both silken-textured and bright ... this is astonishingly captivating and long-finishing”

2009 Chardonnay Grandes Teppes V.V.*69.95

Rich and full, but with excellent balancing finishing cut, from vines approaching their 100th birthday. A monumental example of Ganevat's craft, the 2009 was not reviewed by Schildknecht. But the 2010 was, at 94-95+. One for the cellar.

2010 Chardonnay Grusse en Billat

\$49.95 bottle



From a combination of plateau and steep-slope vines, this is perhaps the most serious wine of the lineup. It is saline, beautifully focused and mineral in its crushed-stone texture. Golden in sensibility with lip-smacking green apple and lemon that's balanced by a very generous *rondeur*. The *Grand Cru* Chablis of the Jura? David Schildknecht writes: “This will be exciting to follow for at least a half dozen years.”

2010 Chardonnay Chalasses Vieilles Vignes*54.95

Thanks to vines planted in 1902, there's a distinct creaminess in texture. But it's offset by a finely and densely coiled crispness and a sense that it's only beginning to show its best stuff. Cellaring will be rewarded as floral and herbal components emerge.

2007 Savagnin Sous Voile*54.95

Not *ouillé* Chardonnay, but oxidative Savagnin he decided not to age further to become *Vin Jaune*. It has all the latter's herbaceous intensity, but with far greater brightness. Schildknecht revels in its “virtual whirlwind of interactive complexity” and “intensely saliva-inducing salinity.”

A Voice from the Past

Rarest of the Rare: The First Fajã dos Padres Malvasia in Nearly a Century

Among Madeira experts and collectors, the Fajã dos Padres is hallowed ground—for more than 400 years it has been idolized as the island's greatest vineyard.

Hidden beneath a towering cliff and, until thirty years ago only accessible by boat, the Fajã is a spit of volcanic soil jutting into the sea from Madeira's south coast. Its natural gifts made it the source of a Malvasia that was said to be the finest of all Madeira wines.

According to Madeira author Alex Liddell, Fajã dos Padres was “constantly praised for the quality of its Malvasia—the finest on the island—by all commentators from the seventeenth century to the nineteenth. It is not only the most famous of Madeira's vineyards, it is the only famous one, equivalent in Madeira terms to Château d'Yquem in Sauternes.”



“Fajã dos Padres” on a 17th-century map drawn by the Italian Coronelli.

And Noël Cossart wrote of the Fajã in *Madeira The Island Vineyard*, “The grapes there were baked to raisins before they were picked and produced about 20 pipes of the most exquisite Malmsey.”

Endangered Legacy

Astonishingly, this legendary vineyard's Malvasia vines nearly became extinct following the devastation of first oïdium and then phylloxera, as bananas and other more reliable fruit crops were planted in their place.

By the time the ancestors of the current owner, Mário Jardim Fernandes, acquired the Fajã in 1921, there were thought to be no Malvasia vines left. But in the late 1970s, Mário discovered a single ancient vine in a remote part of the property.

Fernandes consulted the Madeira Wine Institute, which identified it as an original Malvasia Cândida planting, brought to the island from Crete by Prince

“The Fajã dos Padres is without doubt the most celebrated of all the vineyards in Madeira.”

Alex Liddell

—
“The best Malvasia used to come from Fajã dos Padres.” Noël Cossart

Henry the Navigator in the 15th century. Well aware of the history of the property and its reputation for great Malvasia, he had the material cloned and planted Malvasia vines in the 1980s.

A Blessed Site

It is difficult to imagine a more perfect site on the island for Malvasia than Fajã dos Padres. According to Alex Liddell, Malvasia “thrives only at very low altitudes and in microclimates that provide sunny, sheltered locations.”

The Fajã matches that description perfectly. It faces full-south, is at sea level and is sheltered by a 900-foot cliff. Here, the vines bask in sunlight and heat—both direct from the sun and as reflected from the ocean and the cliff face.

Return of a Legend

There have been no commercial bottlings of Fajã dos Padres Malvasia since 1921. But recently Barbeito's Ricardo Freitas persuaded Mário Fernandes to let him have a small amount of a 1986 Fajã dos Padres Malvasia (aged by the *canteiro* method at the Fajã) for a limited bottling of only 654 bottles, each individually numbered.

The 1986 Barbeito Fajã dos Padres Malvasia's immense richness and concentration, courtesy of its unique *terroir* and ancient genetic material, are on full display in this magical wine. As Niklas Jorgensen wrote on his Mad About Madeira website: “For a short second I'm fantasizing that this resembles an old Fajã dos Padres, the ones produced 200 years ago.”

We are honored to offer this wonderful Malvasia, both as a fine Madeira and as the continuation of the legacy of a legendary vineyard and varietal.

1986 Barbeito Malvasia Fajã dos Padres

\$225.00 bottle

The Vallana Legend

A New Chapter in the Legacy of a Nebbiolo Master

Fifty years ago, the wines of Antonio Vallana were coveted by American collectors as monumental examples of Piemontese Nebbiolo.

The wines didn't bear the usual names of Barolo or Barbaresco; instead they wore lavish labels with the word "Spanna"—the local dialect for Nebbiolo—appended to mysterious names like Cantina Camino, Campi Raudii and Cinque Castilli. Their quality stood up to the greatest Barolos.

Back from Obscurity

For nearly four decades, however, the Vallana name became largely forgotten—except for occasional sightings in RWC newsletters, where Vallana wines from the 1950s and 1960s were offered.

As it turns out, Vallana's winemaking story didn't end in the 1970s. The family continued to make profound wines from their vineyards in Alto Piemonte, about 100 miles northeast of the Langhe.

And now that Antonio Vallana's great-grandchildren have taken over, Vallana is well on its way to again being one of the blue chip names of Piedmont.

Vallana's Coming Out Parties

In May, at dinners in New York and San Francisco, we and a few lucky guests had the chance to experience the sweep of Vallana's legacy—by tasting the family's wines from six different decades.

By the end of the evening, there could be little doubt that today's wines are cut from the same cloth as the greats of the 1950s and 1960s—no surprise since the methods, and even the ancient equipment, are largely unchanged.

1989: "Intense, traditionally-made wines that ooze with character." Robert Parker

2013: "The young wines, which are such an amazing value ... you just have the feeling they're going to age the way the older wines did." Alice Feiring

As writer Alice Feiring commented after the dinner: "You just have the feeling they're going to age the way the older wines did." And just as the early Vallana wines were astonishing bargains in their day, so are today's Vallana wines.

This Offer

Last fall, Marina and Francis Vallana appointed us the family's first-ever California importer—quite a thrill for us, since Vallana was one of our early wine idols. And they launched our new relationship with a selection of five of their finest and hardest-to-come-by wines of the four decades.

The Great 2010 Spanna "Cuvée Bernardo Vallana"

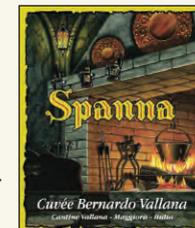


This special selection of the most concentrated lots of 2010 Nebbiolo was dedicated to Bernardo Vallana (*pictured at left*). Vinified and aged longer than the regular '10 Spanna (*see next page*), it will be a very long-lived wine in the mold of the great Vallana Spannas of the past. The label is based on the legendary Spanna del Camino of the 1950s.

2010 Spanna "Cuvée Bernardo Vallana"

\$24.95 *bt.* **\$275** *12-bt. cs.*

This promises to be the greatest wine yet made in the new era—and the one you can bet the ranch to become a classic along the lines of the great Spannas of the '50s and '60s. Tom Maresca and Ken Vastola were lucky enough to taste it pre-release. Tom: "Great drinking now, but with the structure to grow for decades." Ken: "More smoke ... more structured, more tarry ... a more serious wine (than the regular 2010 Spanna). 92 rating."



To learn more about Vallana's history, methods and philosophy, visit www.rarewineco.com/producer/vallana

Updating Vallana, 1975-2010

1996 Boca

Vallana's history in the Boca subzone goes back generations. In fact, their famous Montalbano and Traver-sagna vines were in Boca. But it wasn't until 1969 that Boca was entitled to its own DOC.

There may be no greater Boca than Vallana's 1996. That was the year when Marina and Francis' father Guy died suddenly just after the harvest. Despite her grief, and her young children, his wife Giuseppina heroically made the wines of a lifetime.

1996 Boca **\$69.95** *very limited*

The '96 Boca boasts fabulous concentration and texture, revealing the power of the great '96 vintage. It is a wine we'd happily put away for 30 years and watch it evolve along classic lines. Alice Feiring: "The 1996 was Guy's last vintage and Francis' come to Jesus wine, his benchmark ... fleshy with a handful of Indian spices."



2004 and 1975 Gattinaras

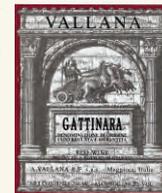
The Vallanas own an incredible sixty hectares of land in Gattinara, but only one hectare is still planted to vines—hence their tiny Gattinara production.

For this offer, Marina and Francis kindly sent us the spectacular 2004—and a small amount of the mythic 1975. Each is 100% Nebbiolo (aka Spanna) and a classic example of Vallana winemaking.

2004 Gattinara **\$29.95** *bt.* **\$330.00** *12-bt. cs.*

This superb Gattinara explodes with complexity on the cusp of maturity. Deep, firmly structured and stunningly perfumed, it will age for decades with ease.

Ken Vastola: "94 rating ... Quite complex and ready to drink. A beautiful wine that drinks well now, but should hold up at least 2 decades."



2010 Spanna

This beautiful, and very young, Spanna is from 2010, a year of monumental balance in Alto Piemonte, as it was in the Langhe.

2010 Spanna **\$16.95** *bt.* **\$195.00** *12-bt. cs.*

A classic rendering of Alto Piemonte *terroir*, it provides the hallmark violet and rose bouquet and is elegantly structured for a long, graceful evolution in bottle.

Incredible Pinot Noir Buy from Mount Eden

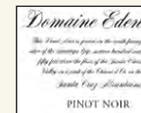
Since the 1940s, Mount Eden has been the source of some of California's most profound Pinot Noirs.

Since 1981, Jeffrey Patterson has followed in the footsteps of Martin Ray to capture the character of the cool, poor Franciscan slate soil. Like Ray's, Patterson's wines offer intense minerality and restrained alcohol.

One of Jeffrey's top recent wines is his **2010 Domaine Eden Pinot Noir**, from a mountaintop vineyard planted to the historic Mount Eden, Swan and Calera clones. The wine is unbelievable, and so is the price.

2010 Domaine Eden Pinot Noir

\$34.95 *bt.* **\$199.00** *6-pack*



Antonio Galloni: "93 rating ... flat-out beautiful in the way it captures the essence of the Santa Cruz Mountains and the house style. Sweet dark cherries, flowers, mint and herbs caress the palate. There is a purity of fruit that is stunning in its beauty ... ultimately the Domaine Eden bottling is all about class."

Rare, Mature Lenoble from an English Collector

“Wines of intensity and vinosity.” Peter Liem on Lenoble



A.R. Lenoble

With demand for older Champagne continuing to rise, we were thrilled two months ago to get a call from a friend in England. He let us know about an amazing acquisition he'd just made: a few unbroached cases of 1988 and 1990 Lenoble Champagne from an exceptional UK cellar.

It was the kind of phone call we received regularly 20 years ago. But in recent years, such calls have become less and less frequent, as the owners of old Champagne have figured out the gold mine they're sitting on. This is particularly the case in England, which has the greatest tradition for aging Champagne.

Two Great Years

We will get to what makes Lenoble special in a moment, but first a word about the vintages. Both 1988 and 1990 are regarded by the Champagne cognoscenti as classics: '88 for its knife-edge balance, developing spectacular complexity in bottle, while 1990 is honeyed and vibrant, due to its exceptional richness allied with equally high acidity. Needless to say, well-cellared '88s and '90s are becoming scarcer by the year.

Not only do these beautiful Champagnes offer strikingly pure expressions of their respective vintages and terroirs, they do so in the sensuously opulent style that comes from perfect aging.

A Fascinating Producer

Like Jacquesson before it was rediscovered in the 2000s, A.R. Lenoble is one of

those old, small houses that is often overlooked. Both a grower *and* a house, Lenoble was founded in 1920 by A.R. Graser, who'd fled German occupation of Alsace in World War I.

With the help of Jacquesson's Leon de Tassigny, he settled in Damery and soon acquired important nearby holdings in the Côte des Blancs and Montagne de Reims.

The '88 and '90 in this offer were meticulously made by Graser's grandson Jean-Marie Malassagne: traditional Coquard-pressed, partially barrel-fermented with native yeasts, aged on the lees in bottle for at least six years and very lightly dosed at disgorgement.

The fruit for both cuvées comes exclusively from Lenoble's own vines—Chouilly *grand cru* for Chardonnay and Bisseuil on the Montagne de Reims for Pinot Noir. These *terroirs*, combined with their artisan methods, give Lenoble's Champagnes what Peter Liem calls “a strongly pronounced character—these are hardly innocuous sipping Champagnes, but rather wines of intensity and vinosity.”

Perfectly Aged

Deep, texturally creamy, yet light on their feet—Lenoble Champagnes are perfect candidates for long aging. And slow, even aging has brought both of these vintages to a perfect point of maturity. These Champagnes will enjoy a long window of enjoyment—particularly the 1988 Grand Cru Millésime, from a classically structured year that will live for decades. And their prices are remarkably low, considering their pedigree and provenance. If you love fine, aged Champagne, you won't want to miss these.

1988 A.R. Lenoble Grand Cru Millésime

\$129.95 *bt.* **\$265.00** *mag.*

Ambrosial mature Champagne from one of the great vintages of our time. Classic *crème brûlée* nose, wonderfully rich, creamy palate, and vibrant mousse. Has plenty in reserve for the long haul ... especially in magnum!



1990 A.R. Lenoble Grand Cru Blanc de Blancs

\$139.95 *bottle*

Richard Juhlin: "A very delicate and unexpectedly reserved, elegant Champagne with well-preserved floweriness and lightly toasted aromas of coffee and brioche as appetisers. Can certainly continue to be stored with success."



Domaine de la Vougeraie's Brilliant 2010s

"This is a stunning set of wines." Antonio Galloni

The last few decades have seen a rare phenomenon in Burgundy: new domaines quickly becoming superstars—by securing holdings in the best sites and then expressing their brilliance through expert farming and winemaking.

Prominent among these are Dujac and Domaine Leroy, each of which exploded on the Burgundy scene when they acquired underachieving estates blessed with a wealth of ancient vines in great *terroirs*.

Domaine de la Vougeraie is cut from the same cloth. Jean-Claude Boisset founded it in 1998 by gathering together the cream of four great old domaines. In one stroke, Vougeraie became one of the Côte d'Or's most richly endowed properties.

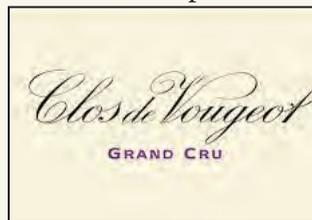
To make his wine, Boisset recruited Pascal Marchand—architect of Comte Armand's resurgence. And since 2006, Pierre Vincent has brought Vougeraie to even greater heights.

An Extraordinary Year

In 2010, Vincent fashioned Vougeraie's best wines yet. He exploited the year's extremely low yields, due to rain at flowering, as well as the age of the domaine's vines—their Charmes-Chambertin "Les Mazoyères" vines were planted in 1902. The result was fruit of riveting complexity and concentration.

To get the purest expression from this fantastic raw material, Vincent adjusted his approach to each parcel's fruit. The percentage of whole clusters, frequency of punchdowns and percentage of new oak were all tailored to the individual *terroir*.

In just over a decade, Domaine de la Vougeraie has proven itself among the Côte d'Or's elite. The three 2010s offered here provide compelling evidence of that. But, as is so often the case, quantities of these fine Burgundies are small, making quick action imperative if you'd like to secure some.



2010 Clos Vougeot \$139.95

Antonio Galloni: "93-95 rating ... stunning textural depth and richness. Layers of dark red fruit, smoke, licorice and sweet spices are woven together beautifully in the glass. The energy and wiriness of Vougeot is palpable ... another fabulous effort."

Burghound: "92-95 rating ... plenty of verve and power to the brooding, dense and well-muscled flavors that possess ripe and very firm supporting tannins and outstanding length ... the most promising example that I have tasted at this address."

2010 Charmes-Chambertin Les Mazoyères \$189.95

Antonio Galloni: "95-97 rating ... a kaleidoscopic wine ... Dark red fruit, smoke, incense and white flowers are all woven together in a fabric of nearly indescribable elegance ... great intensity and fabulous balance ... an utterly breathtaking effort."

Burghound: "92-95 rating ... intensely earthy, fresh, cool and agreeably pure aromas of wild red berries to shine ... excellent power and mid-palate concentration before terminating in a driving finish that delivers outstanding length ... an absolute knockout and the old vines really show."

2010 Gevrey-Chambertin Les Evocelles \$49.95

Burghound: "89-92 rating ... refined nose speaks of airy scents that included high-toned red pinot fruit, floral and stone nuances with undertones of warm earth and iron ... a really attractive sense of energy and even more minerality on the precise, dusty, focused and impressively intense medium weight flavors that possess outstanding complexity and terrific length ... a knockout for its level."

Mega-Bargain in Magnum

An Etna Star in Rare Large Formats at an Unbelievable Price

Amidst the tumult of Mount Etna's wine boom, Calabretta has been one of the few traditionalists—dedicated to keeping alive the volcano's rich, ancient winemaking culture.

Slow Food says Calabretta's style is "a thousand miles away" from other Italian wine, but the gap might be better measured in time, since the estate seems stuck somewhere in the 19th century.

In fact, Calabretta's most distinguishing feature is its dedication to long macerations—two months or more!—and 6 to 7 years aging in massive, neutral Slavonian oak *botti*. In other words they make wine just as was done in Barolo and Montalcino 50 years ago.

Considering such traditional approaches—and their 70- to 80-year-old ungrafted Nerello Mascalese and Nerello Cappuccio vines—it's no surprise that Calabretta's wines are so reminiscent of great traditional Barolo and Brunello.

This Offer

This, our third offer of Calabretta's flagship Etna Rosso, follows offerings of the 2000 and 2001 vintages. Like its pred-

Eric Asimov's Highest-Rated Etna Red (NY Times 5/26/12): "★★★ Lively, energetic and pure, with deep, rich fruit & mineral flavors, mellowed by age."



Massimiliano & Massimo Calabretta

ecessors, the 2002 is a time machine that takes us back not only a decade to its making, but also to a century earlier, when Etna's flourishing vineyards routinely made wine like this.

For us, it's a privilege to not only represent Calabretta, but to experience wine of such character and beauty at a price this low.

**2002 Calabretta
Etna Rosso
93 John Gilman**

\$45.00 MAGNUM \$125 3-pack



John Gilman: "... one of the superstars on the island of Sicily ... The 2002 is a stunning wine, offering up a deep, complex and still fairly youthful nose of cherries, orange peel, roasted game, coffee, fresh herb tones, a stony base of soil nuances and a nice topnote of exotic spices. On the palate the wine is deep, full-bodied and very well-balanced, with a rock solid core of fruit ... and a very long, complex and classy finish ... a broad-shouldered and truly superb bottle of Etna Rosso."

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