



[A PAIR FROM HUNEUS VINTNERS](#)

Augustin Huneus is a name known throughout all corners of the wine world. He has spent 50 years in the wine industry, starting out in his home country of Chile. Eventually, he worked his way up to become CEO at Concha Y Toro, an unknown winery in 1971. With the political climate in his country very volatile at that time, Huneus moved to the U.S. and took a position with Seagrams. While in California he resurrected the Franciscan Estate in Napa and established Quintessa, also in Napa. Even though he achieved enormous success in California, his heart was still longing for his homeland. In the early '90s he established the Veramonte Estate in the Casablanca Valley of Chile.



Huneus enjoyed fantastic success with this value oriented brand, but envisioned that this area could reach even greater heights. This month we focus on two releases from Veramonte that takes it up a notch in quality.

2008 Primus - This red blend is comprised of Cabernet Sauvignon, Merlot, Carmenere and Syrah. It sees French and American oak of which 25% is new. Primus displays the power of a Napa Valley red with the subtlety and elegance of Bordeaux. **\$17.99**

2009 Ritual Pinot Noir - This most recent addition from the Casablanca Valley, with its proximity to the Pacific Ocean, is a perfect location for high quality Pinot Noir. Huneus brought in Californian Pinot Noir specialist Paul Hobbs to consult on this wine. The first vintage, 2008, wound up in the Wine Spectator Top 100. This 2009 picks up where that left off, achieving an 89 rating by Robert Parker. Ritual is sourced from 50 acres of high density planted, low yielding Pinot Noir that offers red raspberry and plum fruit with a silky texture. This Russian River look alike is one you will want to stock up on and enjoy over the next three years. These releases from Veramonte are just two examples that show the exceptional quality one will find from Chile at still very affordable prices. **\$18.99**



[THE BENEFITS OF A GLOBAL WINE GLUT](#)



The traditional role of a wine negociant is typically defined as a person or firm that sells and ships wine. This concept, originated by the French, would also facilitate the development and production of wines with a specific and regional distinction, which included seeking out smaller quality driven contract grape growers and larger more established wine producers that would satisfy the appetite of the international market.

Over the past twenty years, this category has expanded into the newer generation of negociants that work more as a global cooperative instead of acting exclusively to one country or region. Familiar labels like Ninety Plus Cellars and Layer Cake are but two more recent examples of these newer entrepreneurs having success of taking on a network of wines produced from all parts of the world. There are even a handful of major bulk "bag in the box" brands grouped into this category as well. All of this can be attributed simply to the world's wine glut.

You see, it is no secret that there is an overwhelming supply of producers growing grapes under vine today that far exceeds the world's demand. Add in the fact that many of the higher premium wine producers throughout the world have come to the realization that the deep global recession has had a tremendous effect on the market. One of the significant impacts has been the scores of wine producers across the globe left with little alternative but to close their doors for good. Although unfortunate for some, this bitter sweet situation has presented the wine consumer an even greater benefit of this excessive grape supply. (Continued Page 2)

In the upper premium wine level, reactive measures have been taken in numerous ways. Some producers would either declassify a portion of their own grapes by creating a variety of lower level bottlings, whether it be in their own name or marketed under a different label. Then you have others that would simply sell their wines through a multitude of private labels. Another alternative is to sell off a percentage of their higher quality grapes to well financed negociants. This can often involve contracting the use of the winery's facility and wine making expertise from the grape seller to help establish the finished product at a lower price. In all cases, the negociant does not reveal their source for the simple reason of not tarnishing the producer's upscale image.

As mentioned, most of these newer virtual type wine negociants come with strong financial backing. This gives them great leverage in sourcing some of the world's best grapes, which often equates to wines produced of higher quality with a broad consumer satisfaction in style and a genuine advantage of price to quality ratio.

One of the models of this subject comes from a strikingly impressive lineup of wines produced by Cameron Hughes. Newly released into the Connecticut market, the wines establish the next benchmark from a negociant of a higher pedigree. All of his selections are made from the cooperative form of declassified wines, that are meticulously sourced from some of California's best growers with distinctive terroirs. As you may come to find, these are wines that over deliver in quality.



2009 Cameron Hughes Lot #217 Sauvignon Blanc—This Russian River Valley Sauvignon Blanc exhibits an extraordinary toasty and citrus aroma, followed with fresh cut grass. On the palate, the wine's full and rich style is balanced with a wealth of citrus and tropical fruits, marked with excellent acidity that compliments the long and lavish finish. Remarkably well made and well priced. **\$13.99**

2009 Cameron Hughes Lot #222 Chardonnay - This Chardonnay was meticulously sourced from the cool growing region of Los Carneros, located in the southern portions of Napa Valley and Sonoma. This rich and full-bodied white gives you exceptional balance and complexity reminiscent to that of a French Meursault, yet classic Californian in style. The flavors move forward with rich, apple, citrus and tropical fruits that balances with great acidic structure. Comparable to Chardonnays double its price. **\$13.99**



2007 Cameron Hughes Lot #184 Cabernet Sauvignon—Sourced from Sonoma's esteemed Alexander Valley, this bottling puts forth a softer more elegant style of Cabernet Sauvignon. The wine displays copious blackberry and cherry fruits, balanced with a velvety tannin structure, along with providing lovely nuances of vanillin spice with a pleasantly dry and fruit forward finish. Sourced from the outstanding '07 vintage, this is a sleeper Cab not to be overlooked. **\$15.99**

2009 Cameron Hughes Lot #230 Cabernet Sauvignon - The Sonoma Valley Chalk Hill appellation is not widely known for producing large amounts of Cabernet Sauvignon. However, the ones that we do see coming from these parts are often distinct and of a higher quality. This particular wine clearly showcases just that. Compared to its previous counterpart, this Chalk Hill Cabernet Sauvignon is fuller bodied and richer. The wine reveals deep concentrated blackberry and cassis flavors showing hints of chocolate and roasted coffee bean, balanced with a sweet oaked tannin structure and a finish that is long and supple. This wonderfully well made red would fit right in with others that fetch in the upper twenties. **\$17.99**



THURSDAY OPEN HOUSE STORE TASTING

Please join us on **Thursday, September 15th** for our in-store open house tasting between **5:30—7:30** for a sampling of the **Cameron Hughes** and **Veramonte** wines. (See this month's lead articles for more info.)

MARK-DOWN MONDAY

Overstock and end of vintage. Save on a variety of randomly selected wines for \$25.00 or less every Monday, while supplies last.

 **Join us each Saturday from 2:00-6:00 as we sample a selection of wines that are sure to please. Look for an announcement every Thursday via email/facebook and twitter for specifics.**

MONTHLY SPECIALS

2010 Muga Blanco – There was a time when the white wine business was dominated by Chardonnay. Today, there are many alternatives that attract consumers who have grown tired of overly oaked, overly extracted wine. Spanish whites are just one category that has helped meet this growing demand. Muga Blanco is made from 90% Viura and 10% Malvasia. The wine is barrel fermented and aged on the lees in French oak for four months. Even though it sees some oak, it is subtle on the palate. It offers fresh, vibrant flavors of lemon, melon and pear, good crisp acidity and nice length on the finish. Robert Parker rated this intriguing white 90 pts. Enjoy this medium-bodied white with grilled chicken, pork or shrimp off the grill. **\$15.99**



Save 15% off by the bottle,
\$13.59
or
25% off by the case,
\$11.99/\$143.88
net.

2010 Flavium Godello - This deliciously well-made and affordable white comes to us from Spain's northwestern wine region of Bierzo. While the Bierzo D.O. has built its reputation based on the region's indigenous and noble Mencia red grape variety, white wine production made with the Godello grape variety continues to garner some well deserved attention of its own. Flavium's Godello serves up a lovely fresh floral aroma. The wine shows a nice crispness, balanced with well integrated flavors of ripe green apple, along with a soft creamy white peach texture on the mid-palate that rounds out with a long, medium dry finish. Best enjoyed with a wide assortment of both cold and hot hors d'oeuvres, or with fish and poultry dishes. **\$8.99**



Save 15% off by the bottle,
\$7.64
or
25% off by the case,
\$6.74/\$80.88 net.

2009 Damilano Barbera D'Asti- Damilano is one of our favorite Italian Piedmont producers for the simple fact that they take equal pride in producing their top end Barolo as they do with their more affordable wines which include this magnificent Barbera D'Asti. In Piedmont, Barbera is known as the people's wine due to its versatile style and plentiful yield. One of the most common questions asked when it comes to comparing the styles produced from the D'Asti D.O.C. versus the D'Alba D.O.C. can be summed up in a simple way. D'Astis tend to possess a more youthfully fresh style, while retaining a regional terroir balance. D'Albas tend to be a bit more rustic and fuller structured in style. What you will find in Damilano's Barbera D'Asti is a medium to full bodied red that exhibits predominant red cherry with some dark fruits mixed in. Add in the wine's subtle spice and embracing acidic structure, along with its light dusty tannins and a persistent tart like finish, and you will find what makes this Barbera an excellent food wine. Duck, lamb and pork dishes would be good choices for starters! **\$13.99**



Save 15% off by the bottle,
\$11.89
or
25% off by the case,
\$10.49/\$125.88
net.

2007 Hess Select Syrah - The 2007 vintage was truly an outstanding one for California in all aspects. Not only were the premium bottlings of the vintage exceptional, but the quality trickled down to many of the more affordable bottlings as well. Hess is a Napa winery that has made their name from Chardonnay and Cabernet Sauvignon. This offering shows their expertise is not strictly confined to those varietals. They sourced this Syrah from Mendocino, a cooler growing area, located north of Napa. This beautifully crafted wine offers a mouthful of blueberry, plum and raspberry flavors. The finish is long and balanced with hints of anise and vanilla. At four years of age, this Hess Select Syrah is drinking perfectly right now. Enjoy it over the next two years with all grilled meats, stews or game dishes. **\$13.99**



Save 15% off by the bottle,
\$11.89
or
25% off by the case,
\$10.49/\$125.88
net.

CALIFORNIAN ROAD SHOW

Join us on **Monday, September 19, 2011 at 6:30 p.m. at the Adams Mill Waverly Room** for a Californian road show featuring selections from premier wineries with Worldwide Wine Distributor's wine specialist, *Brian Mitchell*. For over twenty years, Brian has had the opportunity to see the growth and evolution of California's wine business. He has witnessed how wineries have faced changes in consumer preferences, along with the advances in technology, marketing, environmental changes and the process of simply doing business. One of the more interesting topics Brian will discuss during the event is how wineries have met these challenges, which often has had a direct impact on winemaking styles. He has visited and worked directly with a variety of producers and winemakers from the region over the years and brings his unique insight and perspective to this event. We have selected eight wines from primarily family-owned estates throughout California which best represents the broader experiences of many wineries as they have adapted to the changing market over the past two decades.

Tasting list is as follows:



Alexander Valley Vineyards Gewurztraminer	\$10.99
Honig Sauvignon Blanc Napa Valley	\$15.99
Benziger Chardonnay Carneros Sangiacomo Vineyard	\$15.99
McManis Petite Sirah	\$10.99
Pierano Zinfandel Lodi Immortal	\$11.99
Benziger Cabernet Sauvignon Sonoma	\$16.99
Balletto Pinot Noir Russian River	\$20.99
Clos du Val Cabernet Sauvignon Napa Valley	\$27.99



An admission fee of

\$6.00

per person is required to attend.

Cash or check can be presented at the door. Please reserve your seat early by **emailing us at mwl@snet.net** or calling **860-649-4750**. Only Wine Club Members listed in our database are eligible to attend, however members are able to reserve a spot for **one guest** (name of guest is needed at time of reservation). **NOTE: All profits collected from orders taken that evening will be donated to Medical Missions for Children located in Woburn, MA whose 501C-3 number is 04-3519422.**

THE • ULTIMATE • VALUE • CASE • SELECTION #4

For added savings, here's a fun and simple way to explore an affordable **twelve bottle, pre-selected, pre-packed and ready to go case** of classic worldly red or white wines from some of our top selling favorites throughout the store.

CLASSIC WORLDLY WHITES

VOLUME 4

Flavium Godello
VRAC Chardonnay
Pietra Tagliata Grillo
Mutua Sauvignon Blanc
AIA Vecchia Vermentino
Snoqualmie Select Riesling
Sycamore Lane Chardonnay
Robertson Winery Chardonnay
Chateau Chauvet Bordeaux Blanc
Pine Ridge Chenin Blanc/Viognier
La Petite Perriere Sauvignon Blanc
Bodegas Carrau Chardonnay De Reserva



\$99.00 NET



No substitutions • No exchanges

CLASSIC WORLDLY REDS

VOLUME 4

Apothic Red
Goats do Roam Red
Mirassou Pinot Noir
Cono Sur Carmenere
Primaterra Primitivo
Monte Oton Garnacha
Calina Cabernet Sauvignon
Venta Mazzaron Tempranillo
Dona Paula Los Cardos Malbec
Penfolds Koonunga Hill Shiraz/Cabernet
Fattoria Le Pupille Morellino Di Scansano
Columbia Crest Grand Estates Cabernet Sauvignon



\$99.00 NET



No substitutions • No exchanges