



Manchester Discount Liquors I & II

W•i•n•e C•l•u•b N•e•w•s L•e•t•t•e•r

1032 Tolland Tpke. • 397 Broad St. (Broad St. Plaza) • Manchester, CT 06040 649-4750 • 649-3579 February 1999

February 1999

The Millennium Effect

As the new year approaches, the champagne/sparkling wine market is being turned upside down. In what had been a stagnant category, champagne sales went crazy this past holiday season. With the millenium approaching, most suppliers are forecasting continued strong demand, and a supply shortage.

The hype surrounding champagne for the year 2000 began about a year ago. It originated with the release of the highly acclaimed 1989 vintage. Certain producers, looking ahead, realized that when the year 2000 rolled around, champagne would be in the midst of some mediocre vintages. At the time this theory had little impact. As 1998 progressed though, the idea of this champagne shortage started to get some attention. When the 1990 vintage was released this past holiday, it was snapped up very quickly. Now most suppliers are expecting supply problems even with non-vintage champagnes, and other sparkling wines as well. This incredible surge in champagne sales is one of the most shocking developments in this industry since the red wine surge from 60 Minutes. We plan to take the necessary measures to meet all your champagne/sparkling wine needs for 1999. At this point, it is difficult to get information from our suppliers for the coming year. Many champagne houses may still be trying to figure out what to do since they have never been in this situation before. One thing is clear, prices will only rise as the year goes on. How much? We don't know.

Our strategy is to promote champagne all year long, starting now. In February, we will have sale prices on four of the top champagne houses. We urge you to take advantage of this opportunity to stock up on these top producers. As we have stated, their availability and pricing is very unclear going for-

ward. These sale prices are guaranteed for at least February, beyond that we just don't know.

Moet - The top selling champagne house. Lighter styled, we have two offerings from Moet. The White Star, an extra dry, is perfect for those of you who don't like bone dry bubbly. The Brut Imperial is fuller bodied. A bit drier and more substantial. N.V. White Star **\$26.99/btl. net**
N.V. Brut Imperial **\$31.99/btl. net**

Veuve Clicquot - The #2 selling house and fastest growing. Clicquot is the "chic" champagne. Clicquot is the bubbly of choice among the "in" crowd, it is also very good. Very full bodied in style, powerful, toasty. N.V. Brut **\$32.99/btl. net**.

Louis Roederer - The best non-vintage champagne? Many believe so. Like Clicquot, it is also made in a full bodied style, great balance, and fine length on the finish. Throw some salmon on the grill and serve Roederer Brut. N.V. Brut **\$29.99/btl. net**.

Taittinger - One of our personal favorites. Taittinger is made in the more elegant mode. By using more Chardonnay than Pinot Noir in their blend, Taittinger achieves this fine, delicate stylish version of Champagne, yet not at all lacking in flavor intensity. N.V. Brut **\$28.99/btl. net**.

Please inquire about other houses or bottlings not listed above. Still a little tapped from the holidays? Don't worry, we have your favorite domestic bubbly on sale this month also. Many of the French champagne houses have California operations usually set up in Carneros or Mendocino. We have an extensive selection of all the top properties, look for these in February.

	<u>Sale Price</u>
Domaine Ste. Michelle	9.99 net
Domaine Carneros	16.99 net
Mumms Cuvee Napa	16.99 net
Gloria Ferrer	14.99 net
Roederer Estates	17.99 net

O.K., you love champagne and domestic bubbly, but you need an everyday sparkler for weekend entertaining, celebrations, or just to turn an ordinary day into something more. Our choice is Segura Viudas Brut Reserva. This Spanish Cava is an amazing value. Very clean, pure fruit, good weight, fresh acidity and a long lingering finish describe Segura Viudas. In a recent Wine Spectator feature, it was rated the top sparkling wine for under \$15.00. Our sale price, only **\$7.99/btl.** net.

Last but not least, don't forget about the Tete De Cuvees, Dom Perignon, Cristal, Perrier Jouet Floral. It will certainly be these bottlings that will be in the shortest supply this year. We have all of the above in stock, plus more. Please inquire for pricing. Some special gift sets, including these, available as well.

1998 Roundup

Although it is always difficult to assess a vintage just months after it has ended, we do have some early indicators. 1998 appears to be a good, but not great vintage, in most parts of the world. With wild weather swings marking the growing seasons, many regions had last second alterations. California and Burgundy avoided disasters with some last second warm weather. Bordeaux and Chianti saw what looked to be great vintages diminished by harvest rains. The standouts of '98 look to be Piedmont, Southern France and the Rhone. All in all, '98 looks to be good, but not great, only time will tell.

Store Tasting

On **Monday, February 15th at 6:30 p.m.** in our back stock room, we will be featuring the wines of McGuigan Vineyard's of Australia. On hand to speak before us that evening will be *Mr. Bruce Cunningham, Winery Representative.* Australia is the third largest wine importer into the U.S. next to France and Italy. It is not hard to figure out why. They offer stylistic similarities to California by producing full up front fruity oaked flavored wines. And like California, they label their wines by varietal type making it easy for consumers to under-

stand. But most of all, Australia built a solid reputation in producing good quality, straight forward wine at very reasonable prices.

McGuigan is one of the fastest growing wineries producing over 425,000 cases per year, and is one of only a few family controlled wineries in Australia. By owning over 2,000 acres under vine, mostly located in the Hunter Valley and some in other areas, allows them tremendous flexibility in producing their own particular wine styles. And with the belief that controlling the grape yields from their vineyards contributes to pure grape quality. So again, we hope to see you on **February 15th at 6:30 p.m.** for a taste of McGuigan, from down under. Tasting list is as follows:

1997 McGuigan Chardonnay Bin 7000	8.99
1997 McGuigan Merlot Bin 3000	8.99
1997 McGuigan Cabernet Sauvignon Bin 4000	9.99
1997 McGuigan Shiraz Gin 2000 Millenium	9.99
1996 McGuigan Chardonnay Reserve	19.99
1996 McGuigan Shiraz Reserve	19.99

MONTHLY CLUB SPECIALS

1996 Ch. La Barrone Corbieres - The sun drenched South of France is a haven for fine red wine bargains. Areas like Minervois, Provence and the Southern Rhone have long been areas we search out for these inexpensive robust reds. La Baronne comes to us from Louis Dressner Imports, a French specialist who seeks out these properties. This unfiltered Syrah, Grenache blend combines spicy black pepper and raspberry flavors, a robust texture, and a long smokey finish. A nice feature about these wines is that they have great flavor intensity, but are not too heavy. This makes them very food friendly with roasts, game or stews. Rated an 88 by Stephen Tanzer, La Baronne is truly a stellar value. **Regular price \$8.99/btl., this month get 15% off by the bottle and 25% off by the case.**

1997 Stonleigh Chardonnay - We had more success with New Zealand wines last year than ever before. We plan on continuing to look to this Southern hemisphere country for intense crisp whites. Although Sauvignon is what they are most known, Chardonnay thrives as well. This stainless steel fermented Chardonnay balances a soft creamy texture, apple and pear fruit, and refreshing racy acidity. This un-oaked style of Chardonnay compares favorably to what you would find from the French Macon for the same price. Stonleigh, located in Marlborough, has established itself as New Zealand's value leader. **Regular price \$9.99/btl. This month 15% off by the bottle and 25% off by the case.**

1995 Agramant Crianza - Navarra is one of Spains newest and up in coming wine growing areas. Not until the early '80's this region was taken seriously. By adopting a very aggressive replanting program of importing French vines of Cabernet Sauvignon, Merlot and Chardonnay, coupled with some of their native grape varietals, and by adding a handful of fully committed and innovated private producers, is helping to carve a distinctive niche for Navarra's future. This Crianza is a blend of Cabernet Sauvignon and Tempranillo. It was aged 12 months in American and Allier French oak casks, and 12 months in the bottle prior to release. This wine exhibits a handsomely dark ruby red color. Aromas of ripe plum, sweet vanilla that is influenced by the well integrated oak. Elegant flavors, with concentrated mouth filling black raspberry fruit, soft tannins with a well balanced finish. Pair this red up to lamb or duck. **Regular price only \$9.99/btl. This month get 15% off by the bottle and 25% off by the case.**

1996 Chateau Cap de Merle - Here is just another terrific find from the wines of Russell Herman Selections. The Lussac area is one of four sub-appellations just outside Saint Emilion itself. This '96 vintage is very approachable now, yet will cellar well for several more years. Cap de Merle is a soft medium bodied Bordeaux that is blended with 60% Merlot and 40% Cabernet Franc. This wine has been vinified with no wood influence, therefore allowing for pure, rich and spicy ripe flavors of black fruits and sweet plum, with a hint of cocoa, having soft, velvety Merlot textures and supple tannins. This excellent Bordeaux value will sure to be a crowd pleaser, especially if you enjoy a wine with a generous plush Merlot style. Matches well to pork roast, filet mignon and roasted leg of lamb. **Regular price \$11.99. This month get 15% off by the bottle and 25% off by the case.**

Try a mixed case of monthly club specials

- 3-btls 1996 Ch. La Baronne Corbieres
- 3-btls 1997 Stonleigh Chardonnay
- 3-btls 1995 Agramant Crianza
- 3-btls 1996 Chateau Cap de Merle

For Only



All four monthly specials are open for tasting all month long except for the day of the backroom tasting. Just ask for Joey or Jimmy and we will be more than happy to help assist you in sampling the monthly specials.

MONTHLY TWO BOTTLE SAMPLER PACK

The South of France is typically a good direction to head when you are searching for great wine bargains in this price level. We start with the **1997 Domaine LaLande Sauvignon Blanc**. Produced from the appellation of Cotes de Gascone that is found in the region of Armagnac, it is renowned for producing great Armagnac brandies and offers delicious light, dry, clean crisp styled whites. This Sauvignon echoes just that. It exhibits flavors of citrus and melon with a slight richness combined with an underlying layer of acidity makes this a well balanced wine. Some of you may remember in last month's backroom tasting, their Chardonnay counterpart was received well from the crowd that night. **Regular price only \$8.99**, great as an aperitif.

Next we bring back an old friend, the **1996 Chateau de Paraza Minervois**. This wine has always been one of our favorites simply because it defines this area well. Minervois is an appellation within the Languedoc-Roussillon region, which covers a good part of Frances Mediterranean coast. Minervois itself is located in the interior part. The grapes of Minervois thrives well in this very warm climate. Primarily comprised of Grenache and Syrah, this red offers a medium bodied, chewy texture. Flavors of ripe, lush red and blackberry fruits with a dose of herbal spice and soft finish. Goes well with many grilled meats. **Regular price only \$6.99**. Both wines represent outstanding value and both have been frequently cited by Robert Parker of the Wine Advocate as some of his greatest values from these areas.

- 1-btl. 1997 Domaine LaLande Sauvignon Blanc
- 1-btl. 1996 Chateau de Paraza Minervois

Buy One of Each for Only



a savings of 3.00 or 18.7%

