



Manchester Wine & Liquors

W i n e * C l u b * N e w s L e t t e r

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FOCUS ON LAUREL GLEN

If you have been reading the wine press lately at all, you have seen California come under fire like never before. The main criticism of the California wine industry pertains to pricing, many wines have risen far too high in recent years. With the economy slowing, the stock market tanking, and all sorts of added competition in this market, California wines have been taking it on the chin lately. Luckily, not all California producers have overreacted to their popularity in the mid '90's. This month, we would like to focus on one. Laurel Glen Vineyards has continued to maintain a reasonable approach, churning out distinctive wines at fair prices for over twenty years now.

Founded in 1977 by Patrick Campbell, Laurel Glen began by selling off their production to other vintners. Kenwood and Chateau St. Jean were among some of the producers who purchased fruit from Laurel Glen. Starting in 1981, Campbell began bottling his own Cabernet instead of selling it off. Throughout the '80's, Campbell began to develop an outstanding reputation for Cabernet from his 40 acre vineyard on Sonoma Mountain. As Campbell's reputation for Cabernet grew, he started to direct his focus to some other projects. Over the next decade, Laurel Glen grew to include several other delicious inexpensive bottlings. This month, we will take a look at some current releases from this top notch Sonoma winery.

2000 Reds - Laurel Glen has always been about great wines at affordable prices. While top notch Sonoma Cabernet may not quite be affordable enough to drink every day, this tasty field blend certainly is. Reds is a blend of mainly Zinfandel with some Syrah, Grenache, Petite Sirah and Barbera. The vines average over 60 years of age, with some over 100 years old. This juicy, rich "wine for the people", as Campbell likes to call it, makes for a perfect house red. The jammy raspberry flavors go with pasta, burgers, pizza or anything off the grill.

Price

\$8.99

2000 Terra Rosa Cabernet Sauvignon - In the early '90's, California's north coast had plenty of high quality, affordable Cabernet juice available. Around this time, Campbell sought to make a delicious everyday \$10.00 Cab, Terra Rosa was born. Beginning with the '95 vintage, Campbell started to source fruit from Chile and Argentina in order to maintain the quality and \$10 price tag. This 2000 release came from prime winemaking sources in Mendoza, Argentina. These hillside vineyards range up to 80 years in age, yielding only two tons per acre. Compare that to the average 6 - 7 tons per acre in California. You would be hard pressed to find a more delicious bottle of \$10 Cabernet in the world. Lovely concentrated flavors of berry and cassis stand out in Terra Rosa. Don't miss this old vine, hand-crafted Cab at a bargain price.

Price

\$9.99

2000 Za Zin - In searching out sources for the Reds bottling, Campbell stumbled across some small patches of very old Zinfandel vines in Lodi. These vines, planted in the 1890's, produced such intense fruit, Campbell felt their yield should be bottled on its own. Za Zin is an incredibly intense wine, showing cassis, licorice, raspberry and blackberry fruit. Despite its incredible concentration, it does not come off as too big or Port-like, retaining good balance and structure. An amazing bargain, considering only 1,200 cases are produced. Enjoy with a juicy steak, or stash a bottle or two for Thanksgiving.

Price

\$16.99

1999 Counterpoint Cabernet Sauvignon - Although Campbell has diversified to include some other wines, make no mistake about it, Cabernet put Laurel Glen on the map. In making Laurel Glen's top Cabernet bottling, Campbell makes a rigorous selection from his vineyard. As the vineyard has matured, he felt the fruit that was not quite making it into the primary label was too good to keep selling off. Counterpoint became a second label for Campbell, utilizing the fruit that did not make it into the top bottling. '99 was a wonderful vintage for Counterpoint, showing deep, rich, black cherry and currant fruit, soft tannins, a round, smooth texture and a complex finish. Enjoy this sophisticated Cab now or let it develop for another three to five years.

Price

\$26.99

Three Pack Special

1 btl. 2000 Laurel Glen Reds	8.99
1 btl. 2000 Laurel Glen Terra Rosa Cabernet Sauvignon	9.99
1 btl. 2000 Laurel Glen Za Zin	16.99



a savings of 18%

Four Pack Special

1 btl. 2000 Laurel Glen Reds	8.99
1 btl. 2000 Laurel Glen Terra Rosa Cabernet Sauvignon	9.99
1 btl. 2000 Laurel Glen Za Zin	16.99
1 btl. 1999 Laurel Glen Counterpoint Cabernet Sauvignon	26.99



a savings of 19%

FIFTEEN YEARS - HOW WE'VE GROWN

Fifteen years ago, Manchester Wine and Liquors opened up the doors for the first time as Manchester Discount Liquors. Our goal, from day one, has always been to provide a full service liquor store that paid special attention to the wine end of the trade. One of our initial goals was to set up a Wine Club offering discounts, tastings and a monthly newsletter. After three months of signing people up, we had a mailing list of about 55 homes. Our first newsletter went out in January 1988. Fifteen years later, we send out our monthly mailer to over 1,500 households. Our first in-store tasting was in February of 1988 featuring Australian wines. We attracted about 15 people. Now we require reservations to attend our tastings and routinely draw over 100 people. Another significant development was the construction of our fine wine room, providing an adequate storage area for our collectibles and rarities. Fifteen years later, wine plays an even more significant role in our stores than we could have ever imagined. We only have you to thank for your patronage and support over our first fifteen years. Without you, our customers, we would have never been able to accomplish all that we have since 1987. From all of us at Manchester Wine and Liquors, **THANK YOU.**

MONTHLY SPECIALS

2000 Fassati Selciaia Rosso Di Montepulciano - To help clear away any confusion, Montepulciano is a red grape widely known out of central Italy's Abruzzo. It is also the name of a township in Tuscany called Montepulciano, the home of Vino Nobile. This estate bottled Rosso Di Montepulciano is declassified Vino Nobile. This appellation gives producers a chance to produce a classified Vino Nobile into a lighter red to drink young at a more affordable price. It is made of 85% Sangiovese, 10% Canaiolo Nero and 5% Mammalo grapes. Some of you may remember a couple of months ago when we featured another delicious Rosso Di Montepulciano from Avignonesi. It was so well received, we decided to give Fassati an opportunity to showcase its style. Compared to Avignonesi, Fassati is a bit softer and more polished. However, they do show some similarities. Fassati shows full aromas of black and red fruits with hints of oak and vanilla. Softly textured on the mid-palate with bright fruity flavors. The finish is captivated by its sweet youthful tannins. This Rosso shows examples of the diverse style of Tuscany. A perfect companion to grilled fish, roasts or any red sauced Italian dishes. **Regular price \$11.99/btl. This month get 15% off by the bottle, \$10.19 and 25% off by the case, \$8.99 or \$107.88 by the case net.**

2000 Castelmaure Corbieres Col De Vents - Southern France's hot, sun-drenched Languedoc-Roussillon wine region is a treasure trove for incredible values. Col de Vents, refers to the Mediterranean influences. Castelmaure expresses the true style of what you'll find from Corbieres. A blend of Syrah, Grenache with a touch of Carignan, this red exhibits wonderful scents of black cherry, violets and nutmeg. The flavors show plenty of intense, spicy black cherry and plummy fruits. It is medium bodied with soft tannins. The supple oak compliments the long sweet spicy finish. Col de Vents is a very compatible red which makes it ideal with grilled fish, poultry, spicy ribs and pizza with your favorite toppings. **Regular price \$7.99/btl. This month 15% off by the bottle, \$6.79 and 25% off by the case, \$5.99 or \$71.88 by the case net.**

2001 Echelon Pinot Noir - Echelon is a label created by the Chalone Wine Group about five year's ago. The Chalone group encompasses such prestigious names as Acacia, Edna Valley, Carmenet and Chalone. With the Echelon label, they sought to offer wines that were affordable, yet still represented the Chalone style. All the wineries in the group have always made elegant, complex, balanced wines, focusing on style rather than power. This 2001 Echelon Pinot Noir is a delicious, complex Pinot at a price that you rarely see for Pinots of this quality. Drinking well right now, Echelon leans towards cherry, plum and strawberry flavors, with a touch of earth, followed up by a lingering finish. This smooth, aromatic, easy drinking Pinot will enhance lamb, turkey or salmon and tuna. Drink now to 2004. **Regular price \$12.99/btl. This month get 15% off by the bottle, \$11.04 and 25% off by the case, \$9.74 or \$116.88 by the case net.**

2001 Librandi Critone Chardonnay - Librandi is a leading producer in the southern Italian region of Calabria. This area once produced rustic, overripe, earthy wines that offered little for the American palate. As winemaking advances have spread throughout Italy, this area now offers very interesting possibilities. Librandi's workhorse Red is Ciro, made from Gaglioppo. However, about twenty years ago,

they experimented with some “international” varieties like Cabernet, Chardonnay and Sauvignon Blanc. These grapes were all planted in one vineyard named Critone This wine comes entirely from this one vineyard and is made of 90% Chardonnay and 10% Sauvignon Blanc. Although the wine sees no oak, it does have extended lees contact, giving it a rich, toasty mouth feel. The grapes are harvested in early August to ensure proper acidity. Critone deftly balances a crisp, fresh texture with surprising depth and concentration, a Chardonnay we doubt you will tire of. Try Critone with a cream sauce dish or any rich seafood dish. **Regular price only \$11.99/btl. This month 15% off by the bottle, \$10.19 and 25% off by the case, \$8.99 or \$107.88 by the case net.**

*** All Four Are Available For Tasting ***

MIXED CASES DUE APPLY TOWARDS 25% SAVINGS

TWO BOTTLE SAMPLER PACK

For close to ten years, South Africa has been showing the world that this premium wine country made up of thirteen main wine growing areas, with nearly 300 wineries, can compare to most others. In fact, South Africa has become the eighth largest wine producing country in the world. They have been exporting huge amounts of high quality wine at very reasonable price levels into the United States. These delicious wines have garnered well deserved attention by consumers. They deliver a style that can be defined between old world, European and new world, western style. This combination can have its advantages. These two wines exhibit just that..

The **2001 Fleur du Cap Chardonnay** was matured in both new oak and varying ages of older casks. The new oak gives the vanilla component and the old helps give its full-bodied, creamy backbone structure. It has nice toasty, buttery aromas. The fruity flavors show plenty of fresh citrus, with a hint of lime that blend well with the spicy, creamy textures. With its firm acidity and skillfully well integrated fruit and oak, make this a Chard with great balance. It does lean more California in style. Rich cream sauce dishes would make an ideal companion. For only **\$8.99**, this is a whole lot of Chardonnay

The **2001 Goats do Roam** is an interesting little red. This label depicts a goat with the words Goats do Roam. It is a take on the French Cotes du Rhone. Besides being known as a premium wine producer, Charles Backs’ Fairview Farm is also known for its cheese as well. Having up to 600 milking goats on the property, thus the name Goats do Roam. The story may be humorous, but the quality is serious. It is made up largely of Pinotage and Shiraz, with bits of Mourvedre, Grenache, Carignan and Gamay Noir. It offers scents of lush ripe berries and spice, that invite you into its juicy, concentrated black raspberry and cherry fruit flavors. The tannins are soft, but there is plenty of supple spice in the finish. This easy drinking Rhone style red would fit nicely with almost any food occasion. **Price \$9.99.**

**Buy One Each
Of The Two**

For Only



a savings of an additional 3.50 or 18.5%

SATURDAY OPEN HOUSE TASTING

On **Saturday, October 12th from 12:00-5:00p.m.**, taste through all of the four featured Laurel Glen reds (refer to lead article for more information).

MONTHLY BACKROOM TASTING

On **Monday, October 14th at 6:30p.m.** in our back stockroom, we will be tasting a lineup of all reds from one of Napa Valley’s most recognized premium producers, Sterling. Winery representative *Jorges Hernandez* will guide us through a two flight format, that will consist of a varietal vertical of Sterling’s superb Merlots and Cabernet Sauvignons. The excellent ‘99 vintage will be mostly represented, however, Sterling’s new addition out of Central Coast Vintners Select will be 2000. The Sterling Winery was established in 1964 with 50 acres under vine, 1969 was their first vintage. In fact, Sterling was the very first to release a vintage dated Merlot labeled Napa Valley appellation. Today, they have 1200 prime acres of Napa vineyards. The Sterling Winery is a very popular landmark that can be seen off the right side of Route 29 heading north, located just south of Calistoga. It is also a favorite destination among tourists. The Aerial tramway leads you up the hill where the winery sits overlooking the picturesque beauty of Napa Valley. This tasting will offer you a nice opportunity to taste through the distinct flavors and quality at each level. Seating is limited, so **reserve your seat by calling 649-4750 (no emails please).**

SPECIAL NOTE: Recently we have had people not honoring their seating reservation (not cancelling). As a friendly reminder, we please ask that if you are not able to attend, even if it is the day of the tasting, please notify us. We do have a secondary list of people who would like a fair opportunity to participate in these events. Thank you for your much needed cooperation.

Tasting List Is As Follows:

2000 Sterling Vintners Merlot	12.99	2000 Sterling Vintners Cabernet Sauvignon	12.99
1999 Sterling Napa Merlot	21.99	1999 Sterling Napa Cabernet Sauvignon	21.99
1999 Sterling Napa Reserve Merlot	63.99	1999 Sterling Napa Reserve Cabernet Sauvignon	76.99

2000 BORDEAUX

Some time back, we brought you an offering on many of the classified growths and highly rated 2000 Bordeaux. We received an amazing response to these wines and interest has remained high since. Now we can come to you with some of the first wines from this highly touted vintage as they have begun to arrive. After getting a quick look at these wines upon arrival, they are every bit as good, if not better, than advertised. These wines are darkly colored, rich, concentrated with velvety, plush textures. This month, we take a look at four wines from this vintage which will help give you your first impression of these 2000 Bordeaux.

Even before the grapes were harvested, the excitement surrounding this millennium vintage was high. People began to place orders for wines before futures pricing was even established. Of course, the initial interest was due to the turn of the century. Soon after the harvest though, reports of amazing quality began to circulate through the press. It is customary for the first tastings of a new Bordeaux vintage to be conducted the following spring. In early 2001, writers began to confirm initial reports of greatness for 2000 Bordeaux. Robert Parker wrote "a phenomenal year that might turn out to be one of the greatest Bordeaux has ever produced given the number of outstanding **90** point or higher wines". The Wine Spectator claimed "the 2000 vintage will match other historically significant pinnacle-quality years for Bordeaux, such as 1900 and 1945. Its quality also matches or exceeds that of heralded modern vintages such as '96, '95, '88, '86, '85, and '82". Stepen Tanzer wrote "in terms of quality across all the major appellations of the region, and of the number of potentially excellent to outstanding red wines produced, 2000 appears to be the strongest Bordeaux vintage since 1990". With words like these, it is easy to see why so much excitement was generated by 2000. So let's take a look at some wines that have actually already arrived.

While we are content to let the wine press argue about whether 2000 is better than '82, '61, '45 or 1900, we see tremendous value in what has already arrived from this vintage. The pricing on the classified wines can be jaw-dropping in certain cases, yet plenty of excellent affordable wines are available too. In our opinion, the inexpensive wines of the 2000 Bordeaux vintage are among the finest values in the wine world today. It may seem unusual to speak of Bordeaux in these terms, but once you taste some of these wines, you will see the tremendous value they offer. Only time will tell how this vintage stacks up against other great vintages from the past, but we cannot recall a Bordeaux vintage that looked this impressive at the low end of the price spectrum. The wines we are bringing you this month have the depth, richness and concentration you expect to find in wines that sell for twice what these go for. Stock up on these exceptional bargains, the likes of which we haven't seen from Bordeaux in some time.

Chateau Saint Yves - A new label that we had not seen before, simply an amazing wine at this price. Full of juicy berry and cassis fruit, with a hint of cedar and smokey notes. If there is one wine that typifies the amazing wines that can be found in this vintage, this is it. Drink now and to 2005.

Price  **\$6.99**

Chateau La Rose D'arthus - We featured this wine back in the '98 vintage and it was very well received. If by chance you might still have a bottle around, it would make for an interesting comparison. As nice as the '98 was, the 2000 is so much darker, richer and more concentrated. It is packed with spicy black fruits, followed by soft tannins on a long, lingering finish. Drink now to 2008.

Price  **\$11.99**

Chateau Labory - This label is another you may be familiar with, it has graced our pages as a Monthly Special before too. This wine hails from Fronsac, a region just outside St. Emilion that often produces excellent values. This wine is brought to us from Fred Eck of Classic Wines in Boston. Fred has been specializing in Bordeaux for many years and his knowledge of the area is vast. Labory is a full bodied, powerful Bordeaux that will improve over the next two to three years and keep for five.

Price  **\$7.99**

Chateau Bellegrave - This fine little Medoc comes to us off Bordeaux's left bank. It's comprised of 65% Cabernet Sauvignon, 35% Merlot and 5% Petit Verdot. It is supple and stylish. The aromas show layers of cedar, tobacco and ripe black fruits. It is full-bodied and is packed with rich cassis and black currant. The Cabernet Sauvignon portion holds up its young, tight structures from beginning to end. Bellegrave is just another reminder of the good things coming out of this monumental 2000 vintage. This is a wine we strongly consider buying by the case. It should cellar well over the next 6-8 years.

Price  **\$10.99**

**Buy One Each
of All Four**

For Only

 **\$30.99**
net