



Your Source of Wine for Every Occasion

Notes From The Cellar "NFTC" Newsletter

June 10, 2010

Amazing Red Wine deals from Spain

With our recent features on Summer wines including some Whites & Rose some of you die hard red wine drinkers have not been getting your share. We will more than make up for it today so here is your chance to stock up. Most of our long time readers know that I pay a lot of attention to particular vintages. While a great vintage in a region is not a guarantee that a specific wine will be better, in most cases the odds are that you will end up with pretty decent juice. Knowing the good vintages is a pretty safe bet in helping to zero in on good selections. Unfortunately, under normal circumstances it's the off vintages that end up being discounted heavily. The good vintages get hoarded, and after a little time has passed, bottles from the "excellent years" often return to the market at a premium.

Times have been anything but "Normal" and there are many forces at work. Over the last few years I have come across opportunities that were hard to believe. At a certain point you just stop wondering and go for it - most times we have to move quickly as the deals get scooped fast. Discounts on good wine don't stick around.... Which brings me to today's offers. If we look at Spain from a vintage prospective, I would say that my 2 favorite years since the famous 1994 have unquestionably been 2001 and 2004 -there are excellent wines from 2005 as well, but overall 2004 is more impressive. The 2001's are long gone -deep in collector's cellars, and the 2004 rarely show up. Traditionally the Spanish aged their wines longer which is a benefit to the wine consumer. Yet, even wineries that can sit on their top wines for extra time -giving the wine a chance to integrate and benefit from a little more bottle age, have by now moved on to more recent years. You are more likely to find 2008's and 2007's in the market, and even in case of the big boys; current releases run back to maybe 2006.

When I was presented with an opportunity to purchase some very good Spanish wines that have long been unavailable - from the excellent 2004 -well I was all over that. Especially since this time around these selections were getting literally blown out. I guess it was one of those situations where there were small amounts that may have been hoarded in the old days, but now the call from the accountants was "clear them out"....I say Let's not look the gifted horse in the mouth...but here are several wines that would have made great purchases even if they were offered at their regular price from a great vintage and considering the 6 years that have elapsed since the vintage. At deep discounts - these will be very rewarding purchases to those

of you who secure some.

\$\$\$ Today's Wine Deal \$\$\$

CASTELL REMEI ODA Catalunya Spain 2004

\$16.80/bottle, or \$16-/ bottle- with our cash discount (checks are ok)

A little history: Back in the mid 1990's several importers started blazing a trail with importation of quality wines from Spain. **Eric Salomon** is one of the most famous of those mavericks who realized early on the potential in that country. Wines that were starting to be produced in modern clean facilities but using old established vineyards, resulted in fabulous quality made available to American drinkers. Working with the producers on special wines for our market, many good examples started to arrive. By adding a little Cabernet and Merlot to a core of the traditional Tempranillo grape, resulted in a delicious yet serious wine which for a price of \$12 in those days offered unbeatable value. I am sure that many of you had this wine; it was called **Gotim Bru** (I drank over a case of each of the 99, 2000 & 2001 in my house -& in those days I wasn't even in the wine business). The Gotim Bru production was around 12000 cases. With annual scores by Parker in the 90-92 range and called "a tremendous bargain" the wines sold well. As the label became more familiar, another 2 red wines from this producer were introduced to our market: a \$45 high end wine (the 1780) and the wine we are featuring today ; the ODA.

The ODA had the same grape varietals as the Gotim Bru, only with a better selection of grapes.

The other change was that the Cab. and Merlot formed the backbone of the ODA with the Tempranillo rounding things off rather than being the main grape. **The ODA was priced to sell at around \$25-28.** Production was only a small fraction of the Gotim Bru, With premium grapes, this wine was targeting a much more select market. Offered to restaurants and small quantities for retail sale. Interestingly even at twice the price this was a very well priced wine. Considering the quality - it arguably offered even better value. After all the ODA was a more serious wine that can also be aged longer than the base cuvee.

Because this wine is mainly Cab and Merlot it actually has a very good appeal to most American wine drinkers. It is typically full of dark ripe blue and black berry flavors, medium to full bodied with a solid structure. Additional flavors you will find are a little smokiness, spice and nice mineral components on the finish. Slight decanting is recommended.



featured is a photo of the 2000

You can serve this wine against most \$40 California Cab. blends and it will hold it's own and than some. Made in a clean modern style, yet it's old world heritage comes trough especially on the finish; it makes for an excellent food accompaniment suitable to a large variety of foods, especially the kinds we all tend to grill in the summer.

The deal; well after a long run, it appears that Mr Salomon will no longer be importing the Castell Remei wines. I am not sure if the grapes will make it into other

wines or if the line will be picked up by another importer. All I know is that there was a small stash of the great 2004 ODA sitting at one of my distributors. While the wine is now at peak drinking condition the distributor will no longer carry it, so they slashed the price of the last few cases that were in the system. As a result of a deep discount **you are able to purchase this well below it's original wholesale price.** As a matter of fact the price per bottle is pretty close to what the regular Gotin Bru from current vintages is selling for these days, and we are talking about the ODA 2004 !-a wine that was theoretically "sold out" several years back. So we get the benefit of about 3 years of bonus storage at a major discount. At this price it's easy to make this premium bottle your "house wine" for the summer. This is one to purchase by the case! Quantities are limited.

HACIENDA MONASTERIO Crianza 2004 Ribera Del Duero Spain

\$39.7500/bottle, or \$38-/ bottle- with our cash discount (checks are ok)



This is one of those wines that always delivers. When considering the age worthiness of this wine and the quality, it is a perennial over achiever. It is exactly the kind of wine which makes Spanish wines at the \$45-55 compete so favorably in the international market. In most good regions there are a handful of wines that are well known to the insiders: The consistently good ones, that have earned a reputation by which others are judged. Hacienda Monasterio is just such a winery -it had consistently made great wine in the Ribera for years. Every time I have had one of their wines over many vintages, I was always happy. My only regret is that I never seemed to purchase enough. **The wines just get better and better the more they age.** I somehow always depleted my stash early. I have a few friends who are big Spanish wine fans - and without exception, this is a wine that is always a favorite amongst

this crew: served blind amongst other Ribera Del Duero wines, or even in mixed company of good wines from around the world -this is always a top dog.

The deal: Another limited close out -when this **was released at around \$50** even the deep discounters on the West Coast sold this in the low to mid 40's -and it sold out quickly. Today it is hard to find this wine from the 2004 vintage. When you do find a few bottles (mainly in wine auctions) it is already selling at a premium. **Our NFTC price is simply the best deal I have ever seen on this wine. Period.** Unfortunately quantities are again very limited.

The following reviews pretty much tell the story - If you get some of this make sure to give this a good decant. Better yet do yourself a favor and get enough to stash at least a few bottles to drink in 5-10 years from now.

Wine Advocate: 94 points "All you really need to know is that the wine is made by Peter Sisseck, the man behind Pingus. The vineyards are located half way between Pesquera del Duero (Pesquera) and Valbuena (Vega Sicilia). The 2004 Crianza is 80% Tinto Fino (Tempranillo), 10% Cabernet Sauvignon and 10% Merlot. Purple-colored, the wine has an open and expressive nose of violets, lilies, spice box, black currant, and blackberry liqueur which leaps from the glass. It has an intense entry with layers

of concentrated sweet fruit, excellent balance, and a sense of elegance. It is lacking only in complexity which is sure to follow with more time in the bottle. Drink this hedonistic effort now and over the next 20 years." Score: 94. - February 2007.

Wine Spectator : 93 points "Intense yet reticent, this alluring red hints at cassis, pomegranate, chocolate and mineral, with firm, well-integrated tannins supporting a thick yet polished texture. Harmonious, this should become more expressive with time. Drink now through 2018." Score: 93. -Thomas Matthews, December 15, 2007.

Did you know?

I always keep some crazy special bottles on hand -you never know when they may come in handy. Celebrating a last minute big business deal, A need for that special present. If you are stuck searching for something unique for **Father's day** I probably can help. June 20th is almost here.

Events:

Summer is crazy busy in Denver -and a great time of year to partake in some outdoor activities -so grab a friend or 2, a bottle of wine (or 2) and head out to have some fun -here are a couple of possibilities for this weekend.

A couple of kicking music festivals around our area this weekend

[Greely Blues Jam](#)

[Jazfest denver](#)

The 5th annual Puerto Rico festival [Puerto Rico festival](#)

The art student league of Denver has it's art show happening [Art show](#)

And a great way to close any weekend with a picnic at city park listening to cool sounds

[Music at city park](#)

Get out there and enjoy.

Thanks for all your support and referrals.
Tell your friends, share the wine, & spread the good vibe. Cheers!

Paul David, Chief Fermented Grape Taster.

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