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## Notes From The Cellar "NFTC" Newsletter

July 8, 2010

### **Annual Germany & Austria Terry Theise DI offer and how we got to raid the cellar of one of Germany's top wine makers...**

One of my personal favorite tastings of the year is always the new offerings from importer Terry Theise. The wines he imports from Austria and Germany are some of the most complex, interesting food friendly wines you can get from anywhere. World class wines that sell for a song.

We have cultivated quite a following for these wines amongst our clients over the years, and today I am happy to offer our annual Direct Import special pre arrival pricing. For those of you who are new to this newsletter you may want to check out the "**Did you know**" section at the bottom of the newsletter.

All of today's wines are DI - This is your chance to order some of these wines directly from Europe at the lowest prices. The wines should get here in the fall just in time for the Fall Holidays at which point we will contact you for delivery and payment. **Don't miss today's "Cellar Selection" for something really special.** After tasting dozens of wines I am glad to offer you my top picks - what I believe to be a small selection of the very top wines from the DI tasting in both quality and value. Happy Hunting

#### **From Austria :**

##### **Hiedler Gruner Veltliner Loess 2009**

**Special DI pricing: \$17 -/bottle**

**Take advantage of our cash discount (cks. OK) at  
\$16/bottle**

A great intro to this wonderfully diversified dry white grape -A wonderful alternative to Sauvignon Blanc or Pinot Gris -more complex and stylish. Easy drinking, balanced, with key lime & lemon aromatics and nice hint of white pepper on the finish.

##### **Willi Brundlmayer Gruner Veltliner Kamptaler Terrassen 2009**

**Special DI pricing: \$23.50/bottle**

**Take advantage of our cash discount (cks. OK) at**

**\$22-/bottle**

From one of the undisputed masters of Austrian wine making comes this wonderful GV. The complexity and intensity could easily fool you into thinking you are drinking something at twice the price. Kafir Lime Stone fruit and a complex backbone of mineral intensity this is a beauty not to be missed.

**Willi Brundlmayer Riesling Steinmassel 2009**

**Special DI pricing: \$28-/bottle**

**Take advantage of our cash discount (cks. OK) at**

**\$26-/bottle**

For those of you who enjoy dry Riesling this is a bewitching example. While the base level German dry Rieslings can appear austere, in order to get a well balanced good example you often have to shell out \$ 50 or much more. Brundlmayer also makes some of Austria's top Rieslings and they are as pricey as the Germans but boy are they amazing. Yet one can not just produce expensive juice and stay in business. Enter the "mid level" priced Steinmassel -the best of both worlds; the quality is simply amazing, aromatics of golden yellow apples, wet slate, and a hint of lime on a racy elegant dry Riesling that features a nice and long finish- often only found in much more expensive wines. Truly world class juice at what amounts to an absolute bargain price.

**From Germany:**

Note if you like dry Riesling -try the Brundlmayer above from Austria

**J& H Selbach Zeller Schwarze Katz Riesling 2009**

**Special pricing: \$14-/bottle**

**Take advantage of our cash discount (cks. OK) at**

**\$13-/bottle**

Easy going, crisp refreshing well made and the price is a joke made by Selbach Oster with the same attention to detail and quality as their premium wines -a wonderful everyday sipper for a very affordable tariff

**Kabinett from Spreitzer Ostericher lenchen Riesling (Rheingau) 2008**

**Special DI pricing: \$23.50/bottle**

**Take advantage of our cash discount (cks. OK) at**

**\$22-/bottle**

Fresh and delicate aromatics yet this packs a whopping amount of juicy tropical fruit all in a well balanced package that explodes on the palate. Already hard to resist this very tasty wine -a fabulous pairing for eastern oriental food. Get enough to age a few as this will be hard to resist opening once you crack a bottle. Once again one of my favorite producers for incredible value delivers in a big way.

**Kabinett from Willi Schaefer Graacher Domprobst Riesling (Mosel) 2008**

**Special pricing: \$26-/bottle**

**Take advantage of our cash discount (cks. OK) at**

## **Take advantage of our cash discount (cks. OK) at \$24-/bottle**

Classic Kabinett on the traditional side of the spectrum: clean still a little astringent at the moment but this is a wine that will continue to improve for a dozen years at least. There is a lot of hidden power here, laden with exotic fruit and a nice long finish and that stony mineral the Mosel is famous for - from one of the best producers in Germany and one of his best vineyards -this baby stood out - a special wine easy to drink but if you pay attention, you will scratch your head in amazement.

**Auslese level;**

**Selbach -Oster Zeltinger Sonnenuhr Riesling "Rotlay" 2009 375ml**

Special pricing: \$26-/bottle

**Take advantage of our cash discount (cks. OK) at  
\$24-/bottle**

**Selbach -Oster Zeltinger Schlossberg Riesling "Schmitt" 2009 375 ml**

Special pricing: \$28-/bottle

**Take advantage of our cash discount (cks. OK) at  
\$26-/bottle**

Over the past few years these special bottles, from very **select plots in the top vineyards** have garnered top scores from the critics, and developed a cult following. Only 90 and 110 cases of this nectar were produced in this exceptional vintage. According to Johannes; these may be **the finest wines he ever coaxed out of these sites**. These wines will be long sold out on pre- arrival. They also represent some of the most reasonable priced examples of the style. We are talking about wines that got scores of 96 and 97 points in Parker's wine advocate over previous recent vintages. Once scores come out on these rare gems they just seem to evaporate -these wines are also available in full bottles (please ask if interested) but considering the intensity and richness I would recommend the half bottle formats. Do not miss !

### **Cellar Selection:**

**Selbach -Oster Zeltinger Schlossberg Riesling Spatlese 2007 -One Star designation (Mosel)**

**\$28/bottle -Or: Take advantage of our cash discount (checks are OK ) \$26-**

**Direct from the estate -a very special offer for our clients at an incredible price -read on:**

Every year A group of wine makers try & make it over from Europe to pour their wines at the Industry Tasting. Unfortunately probably due to the slow economy, this year they only made it to a few select cities. The major markets of NY Chicago and St Francisco. But one of my favorite producers **Johannes Selbach** from Selbach -Oster decided to come to Denver as his last stop before returning to Germany. It was great to see him again and I got to taste many of his wines in an intimate setting at his local distributor.

**The only problem was, that this wine was not supposed to be part of the DI**

**tasting!** It seems that someone at the winery mistakenly put in this sample bottle. While there were several vintages of the regular Spatlese Zeltiger Schlossberg being poured: all which were quite good, the bottle that really stood out was the 2007 one star. Since I couldn't find it on the price sheets I asked Johannes about it and found out that it was inserted by mistake. The star indicates that this is a particularly good batch that the wine maker thought was so unique that he decided to bottle a small quantity separately. While there are 60 cases of the regular Spatlese left at the winery, there are only a few cases left of the special one star -a wine that carried a suggested retail price tag of \$39 and is officially sold out. Johannes agreed to sell me a small stash as a reward for our support of his wines over the years. While some discounter's sold this wine in the US in the low 30's the price he offered me allows me to offer this wine today at the astounding price of \$26!

I am not sure how much of this I can get my hands on, so please give me your indication of interest and when the wine comes in I will allocate it amongst all of those who express interest up to the maximum that you request. Might as well toss your hat into the rink....

**My notes say:** Beautifully balanced, already easy to drink. Delicate yet packs plenty of power with a great finish. The finest of all the Spatlese tasted this afternoon -a must purchase!

### **Did you know?**

**Direct Import:** Most of these wines will not be carried by retailers -they are produced in tiny quantities and the Distributors don't want to carry multiple small amounts that their sales force are not familiar with. You just can't make the big \$ selling these wines. They are generally being ordered by specialty retailers and high end restaurants. If you are a knowledgeable wine drinker you quickly realize that this is a way to get your hands on some amazing wines for a song. Here is how it works : We get a chance to taste samples and order wines directly from the wineries via the national importer. Since we are committing to purchasing the wines early we get very favorable pricing which we pass on to you. The wines are expected in the fall.(late October) Order now -**unlike many other stores we do not charge you in advance**- you pay when the wine is here. It's a lot of work and we need to be patient, but we get rewarded every time we remove a cork from one of these wonderful wines. Call if you have questions or need more info.

**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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