



Your Source of Wine for Every Occasion

Notes From The Cellar "NFTC" Newsletter November 04, 2009

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Chateauneuf Du Papes Madness: Barott 2007 only \$30- !

Don't miss today's event section (below) for a special discount to the Denver International Wine Festival for our readers...

We had a great run this year with wines from the Rhone region and today's offer will go down as one of the year's finest bargains. Following the buzz on the wine blogs, we pursued direct import offers on the 2007 vintage early, and aggressively. Those of you who committed to our early offers ended up with some great pricing on some amazing wines. By the time the most influential critic in the wine world, Robert Parker declared it to be the greatest vintage ever from anywhere, the wines became highly desirable, and in many cases initial inventories were cleaned out- follow up orders would have cost me more than the prices we sold the wines for, only a few months before.

If there was one region in the wine world where price increases stuck in this economy this was it. Fortunately for us there was one more Chateauneuf I ordered ages ago, and I finally got notice that it has arrived in Colorado: Today's featured Barrot Chateauneuf 2007. The last time we carried this wine, was from another great vintage the 2005. It was our most popular CNDP from that year. Here is an excerpt from what I wrote at the time:

"Long considered by those in the know to be one of the best values In CDP; Barrot is still a bit of an insider's wine. Very traditional, it will appeal especially to those who like wines with an earthy complex character. This is a mouth filling wine full of dark fruit but also roast meat, smoke as well as forest floor, tobacco and herbs the French call Garrigue. One of the few producers who still put all their harvest into a single cuvee, so the finest grapes don't get dedicated to a premium wine at 4 times the price. The other bonus is the ability of this wine to age- a recent bottle of the 1998 vintage I had from my cellar was just plain delicious -and the extra bottle time resulted in smoothing out that burly country wine style of this house....."

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

LUCIEN BARROT Chateauneuf -Du-Papes 2007

\$31.50/bottle, or \$30-/bottle- with our cash discount

While the 2006 also got the perennial 91 point rating from Wine Spectator, when I tasted a sample I did not feel that the wine was as good as in 2005, so I skipped on that vintage. (only the finest for our clients).

When I tasted a sample of the 2007 early this year I was truly impressed -the 2007 vintage (89-91 RP and 91 WS) had a superb balance to it, something I always look for in a young wine as it gives me a good insight to how it would age. But what struck me as very special was

that this was perhaps the easiest to drink young wine I have ever tasted from this producer -simply put, it was less rustic and more refined, a better made wine -not sure if this is a result of even better wine making or the quality of fruit from the vintage -perhaps both. There was freshness here and purity of fruit which just made me want to sit and enjoy this. I was thrilled and knew this would be one to go after. while the prices were still good.

Why you should get some: While many wines from this great vintage will take some time to show their finest, this is one wine that you may enjoy now without having to wait for future gratification. It is open for business. Not that this won't get better; as Barrot has proven time and time again, since the 1960's. After all this wine is made from vines averaging about 60 years of age! and the methodology in their cellar is as classic as it gets.

The deal clincher was that at the time I ordered it, I was offered almost the same price as we paid for the 05's. (at the depth of the current recession, before the big hype about the vintage and the subsequent decline of the \$....)

Since the order was placed directly with the importer, the big unknown was the arrival time. After months of waiting and seeing most 2007's increase in prices as the vintage became the darling of the wine press, I witnessed price increases across the board for the Rhone wines; Initially by about 20-25 % and then just this past week another jump as the last Parker report got released. I admit, over the past few months I wondered if this deal will actually materialize (-unfortunately as too often is the case, some wines I was hoping to get have disappeared into the big black hole that seems to suck up all great vintages).

Knowing how much we sold of the 2005 and worried about shrinking allocations I was hesitant to take pre-orders from our clients on this wine. Having tasted it and liking it so much when I did, I just ordered it, and hoped for the best... I can't tell you how thrilled I was to hear that my long awaited order finally arrived and is now safely tucked in at our warehouse.

At the suggested \$40 retail in context of the other 2007' this wine would have been a deal. I was fortunate to order this when the prices were low and now you get to share in this as well. Yes we are offering this at the same price we charged for the 2005 which also happens to be the best price on the net -this is downright silly. But hey, we got less than 3 weeks to Thanksgiving so why not start our busiest season with something really special for our clients.



Based on the demand and prices I am seeing on even the basic Rhone wines from this vintage, I strongly suspect that this will move quick -so should you.

Please note: I will be heading out to visit wineries in Washington State on Thursday but orders will be priority processed based on the time of receipt. The wine will be available for pick up early next week.

Events :

5TH ANNUAL **DENVER INTERNATIONAL WINE FESTIVAL** NOVEMBER 12 & 13, 2009

Special 20% Discount for WINEPAIRINGS NFTC readers: Coupon code: **wp9**

Mayor John Hickenlooper has officially proclaimed the week of the DIWF as "Denver Wine Week".

The DIWF showcases wineries from around the globe, Colorado's master chefs, artisan producers and fine art. The discount is good for:

The Taste of Elegance Chef's Food and Wine Competition on Thursday November 12 from 6 to 9pm.

The Grand Tasting of International Wine & Food on Friday November 13, 2009 showcasing more than 400 International wines from 18 countries! **For info and orders visit:** [:DIWF](#)

Tip-when you check out their web site pay attention to some of the special wine dinners hosted at a few of the area's restaurants.

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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