

Volume 1  
Number 3

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SKU 9932

# The Grapevine

THE OFFICIAL NEWSLETTER FOR VINESSE WINE CLUB MEMBERS



## MARTIN'S JOURNAL

**American Cellars Wine Club, one of the wine clubs of today's Vinesse, was founded some 11 years ago.**

For each of the past 11 years, the overall consumption of wine by Americans has increased.

A coincidence? Well... yeah... but we like to think that ACWC, the Elevant Society, Four Seasons Wine Club, California Treasures Wine Club, The World of Wine and the Light & Sweet Wine Club have at least something to do with it.

In 2006, more than 250 million cases of wine were sold in the U.S., a 3.3% gain over the previous year. If the growth continues at the present rate, the U.S. will be the world's No. 1 consumer of wine, surpassing France and Italy.

When that happens, I expect my response will be something along the lines of: It's about time! Meanwhile, since you're a member of one of the wine clubs of Vinesse, I'd like to thank you for doing your part.

*Martin Stewart Jr.*

## More Vintners Are Taking Global Warming Seriously

By Robert Johnson

**Want to start a debate? I've got two words for you: global warming.**

It's the hot-button issue of the new millennium because there is no universal agreement in the scientific community over its existence or potential severity.

And because there's no consensus, it's an issue that's doomed to be politicized. That process already is proceeding hot and heavy.

We don't pretend to know whether global warming is fact or fiction, nor do we wish to join in the political wrangling. However, we do join a growing number of California vintners in wondering: What if it is real?

Here's why: Add just two degrees to the average temperature in Napa Valley, and most Chardonnay grown there goes away. The same increase could transform \$100 bottles of Cabernet Sauvignon into \$10 table wines. That climate is tied to wine quality is undeniable.

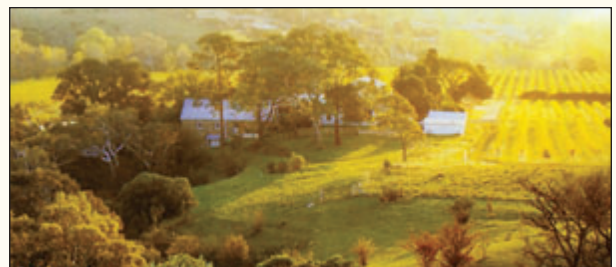
The impact of rising temperatures would be felt wherever wine grapes are grown. Already-hot areas

such as Napa could be knocked out of the premium wine market entirely. Now-cooler regions such as Santa Barbara could be forced to graft their Pinot Noir vines to warmer-weather varieties.

"It's clear that there's the potential for really substantial problems, and almost certainly there is going to be some change," Frog's Leap winemaker John Williams told the *Contra Costa Times*. And the scary part, he adds, is, "You can't prepare for it."

Vintner Michael Silacci agrees that global warming is real, but refutes Williams' fatalistic stance. "It is imperative that we begin to address the issue by defining and implementing long-term solutions," Silacci told *Decanter*. "We need to do this before we see the equivalent of shrinking snowcap on Mt. Kilimanjaro in our vineyards."

And what if global warming is not real? Well, that would be a relief to vintners everywhere.



Robert Johnson can be reached at [Robert@vinesse.com](mailto:Robert@vinesse.com).



### OUR MISSION:

To uncover and bring you wine gems from around the world, which you're not likely to discover on your own, and which enhance your wine enjoyment.

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**Martin Stewart**

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-  Random giveaways of wine and accessories
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-  Perfectly matched recipes for featured wine selections



***If a wine wins a medal in a competition, does that influence our decision to use it as a featured wine selection in our clubs?***

I get that question quite often from members, and the answer is yes... and no.

Two things typically happen when a wine garners a medal, particularly one of the gold variety: the price goes up, and the supply goes down.

According to *Wines & Vines*, a trade publication, winning a medal at the California State Fair adds \$1.89 to the bottle price, while winning one at the San Francisco International Competition

will inflate the bottle price by \$3.65.

As you might imagine, it's all about supply and demand.

When a wine wins a medal, it becomes more coveted by the public, and its supply dwindles. And when there's less of a good thing in the marketplace, its price shoots skyward.

That's why our wine finders try to procure as many selections as possible before the competition season. In all of our clubs, we do our best to offer members both quality and value.

### FOOL-PROOF? NOT YET

A recent study shows that 2.2 percent of wine bottles sealed with screw caps are affected by a process called

"reduction," which releases a rotten egg "aroma" when the cap is unsealed.

That's still a much better record than that of traditional corks, which fail at a rate of 4.4 percent. But since screw caps were supposed to eliminate tainted wines, I decided to ask one of my winemaker friends about it.

"I've heard about that," he said, "but, frankly, I think it's just propaganda that cork makers are happy to spread. In my experience, how a closure is applied is just as important as what it's made of. Most tainted bottles are at least partly the fault of the person or machine that's doing the bottling."

My friend remains a strong supporter of screw caps, but admits that we've yet to develop the perfect, fool-proof closure for wine bottles.

### CELLAR HUMOR

Here's a vinous version of an old joke that's making the rounds of California cellars, including ours. The ethnicity of one of the characters has nothing to do with the story; it's just how it was told to me...

Sally was driving home from a business trip in northern Arizona when she saw an elderly Navajo woman walking along the side of the road. Sally stopped the car and asked the woman if she'd like a ride.

With a silent nod of thanks, the woman got in the car.

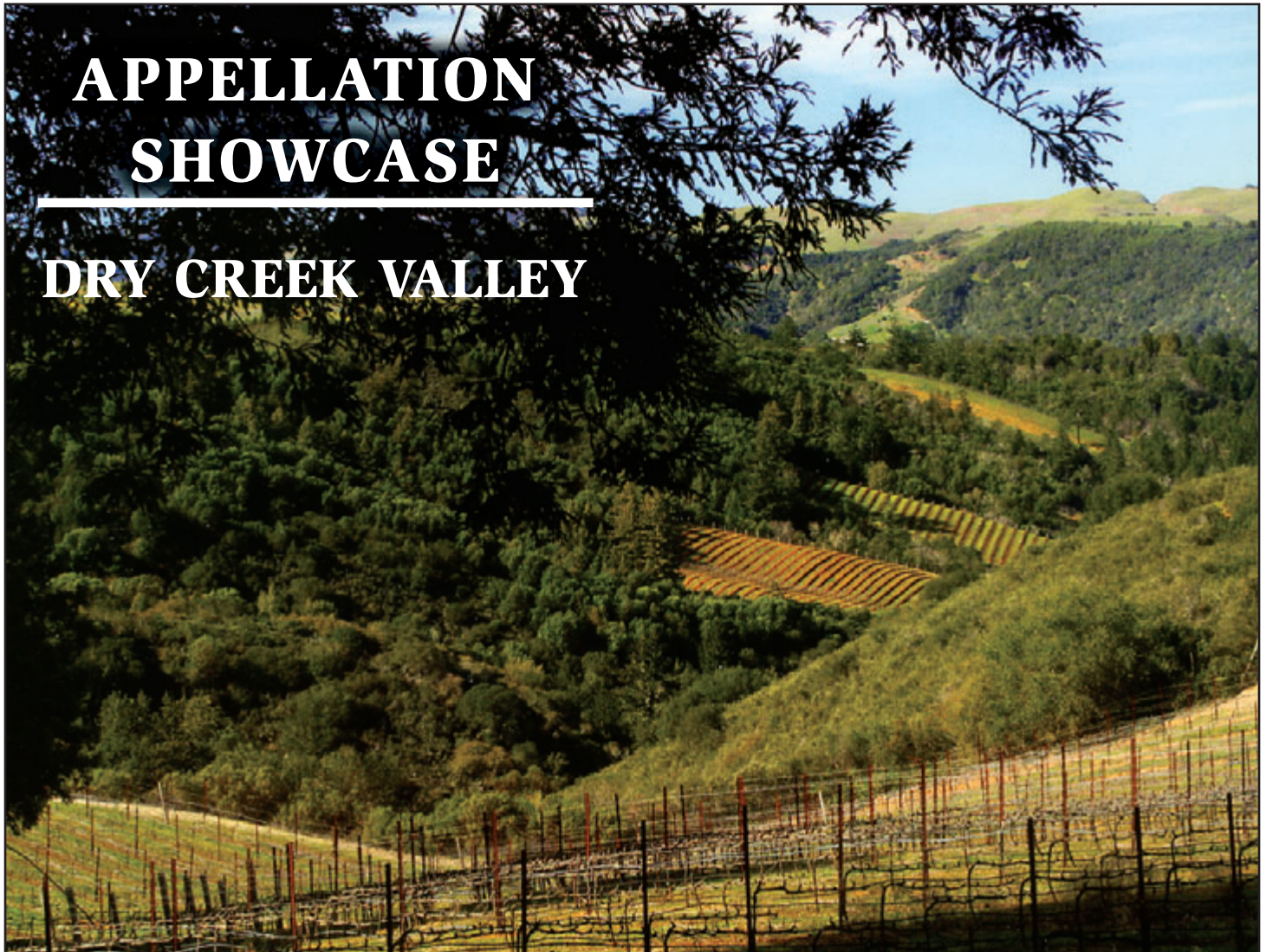
Resuming the journey, Sally tried in vain to make small talk with the woman, but the woman just sat there, not uttering a word.

Finally, the old woman noticed a brown bag between the front seats and spoke up. "What in bag?" she inquired.

Sally replied, "It's a bottle of wine. I got it for my husband."

The old woman reflected on the information for a moment. Then, with the quiet wisdom of an elder, she said, "Good trade."





# APPELLATION SHOWCASE

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## DRY CREEK VALLEY

Sonoma County's Dry Creek Valley has built its vinous reputation around fabulous bottlings of Zinfandel. But in certain areas of Dry Creek, Bordeaux varieties — in particular, Merlot — also fare quite well. An example is the 2003 Dry Creek Valley Merlot from Michel-Schlumberger, featured this month by the Elevant Society. To learn more about Michel-Schlumberger, see the "Wineries of Distinction" feature in this issue.



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**IT'S NOT FOR EVERYONE.  
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Vinesse created the Elevant Society to meet members' demands for super-premium wines. While virtually all members of the original American Cellars Wine Club were very satisfied with their monthly selections, some wanted more, and they were willing to pay for it.

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**VINESSE STYLE**

**MAYTAG BLUE CHEESE**

*Most people associate the Maytag name with soap suds and spin cycles.*

But the grandson of the famous appliance company's founder made a name for himself not in washing machines, but in cheese.

In 1919, E.H. Maytag established a herd of Holstein show cows on the family's Iowa farm. By the 1930s, the cows were faring extremely well on the show circuit, winning medals in competitions across the country.

When E.H.'s son, Fred, inherited the farm, he envisioned another use for the dairy's milk. On trips abroad, Fred had sampled and relished fine blue cheeses made from sheep's milk — cheeses that weren't being made in the United States. But how to make blue cheese out of cow's milk?

As fate would have it, researchers at nearby Iowa State University had been working on a process that broke down the fat particles in cow's milk so it behaved as sheep's milk.

Maytag licensed the process from the university, and on October 11, 1941, the first wheels of Maytag Blue were formed and put in the farm's

curing caves to age. The process is still being used today at Maytag Dairy Farms.

It's a time-consuming process that involves hand-making the cheese in small batches from fresh, sweet milk. Each batch then is aged for four to six months, monitored every step of the way. When a wheel of cheese finally attains the perfect combination of flavor, texture and creaminess, it's packaged and put on sale.

Maytag Blue has been acclaimed by cheese experts and food editors as the finest blue made in America — and among the greatest in the world.

When Whirlpool Corp. bought the Maytag appliance company in 2005, and closed Maytag's Iowa plant, some cheese devotees worried that Maytag Blue could become a thing of the past. But the Maytag family owns the dairy farm outright, and a fourth-generation family member has joined the cheese-making operation.

Members of the Light & Sweet Wine Club will be delighted to hear that Maytag Blue pairs perfectly with sweet wines, including Muscats and many Rieslings. And although it may sound contradictory, Maytag Blue also matches beautifully with big, bold red wines, such as those featured by the Elevant Society.

*Maytag Blue pairs perfectly with sweet wines such as Muscat and many Rieslings.*

**BEING GREEN**

One of the main environmental issues associated with chemicals in wineries is the use of cleaning agents. Equipment such as fermentation tanks and the piping that transfers wine or must are regularly cleaned and sanitized. In Australia, more and more wineries are abandoning the use of sodium hydroxide for cleaning, and instead are using high-pressure warm or hot water.



## Selecting a Wine to Drink With Citrus-Infused Fare

**W**ine is made from fruit, and unless its flavors are completely obliterated by oak nuances, it tastes, at least in part, like fruit.

This seemingly obvious observation is very important to remember when pairing wine with food.

“Not surprisingly,” writes author/educator Karen McNeil, “dishes with fruit in them or a fruit component to them — pork with sautéed apples, roasted chicken with apricot glaze, duck with figs, and so forth — often pair beautifully with very fruit-driven wines that have super-fruity aromas. Gewurztraminer, Muscat, Viognier and Riesling are in this camp.”

When one knows the ingredients of a specific dish, selecting a wine to drink with it is a fairly easy proposition — especially if you don’t get hung up on a bunch of other people’s rules. Generally speaking, we try to match the wine to the dominant flavor in the dish.

While McNeil likely would choose one of the aforementioned fruit-driven wines to go with chicken and apricot glaze, if you were to slice up that chicken and bake it with a thick



white sauce in a pot pie, the better wine choice would be Chardonnay.

As Asian, Latino and Mediterranean fare becomes more popular in the United States, we’re seeing lots of dishes that showcase citrus fruit flavors. Some say citrus-flavored food demands a high-acid wine, but others

opine that a buttery Chardonnay or an off-dry Riesling can enhance the overall dining experience by lending additional flavors and textures.

Dealing with citrus-infused fare is one of many topics covered in a new book called *What to*

*Drink With What You Eat*. Here are some of the specific suggestions for dishes with...

- **Grapefruit** — Champagne or sparkling wine, ice wine, Orange Muscat or Pouilly-Fume.
- **Lemon** — Sauvignon Blanc, ice wine, Late Harvest Gewurztraminer or Moscato d’Asti.
- **Lime** — Riesling, Sauvignon Blanc, Australian Verdelho, Chenin Blanc, Pinot Gris or Vouvray.
- **Orange** — German Riesling, Semillon, Champagne or sparkling wine, Orange Muscat, Sauternes or Sherry.

We should always drink what we like with any given dish, but these recommended pairings are definitely worth exploring.

### Four Seasons



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# The Madera Trail: Gorgeous Scenery, Great Wine

**N***o temple made with hands can compare to Yosemite,” wrote famed naturalist John Muir. “Every rock in its walls seems to glow with life.”*

And there is a reason for that. Millions of reasons, actually. Spy the stunning cliff formations... hike among the towering giant sequoias.... picnic in settings filled with picturesque views.

Then venture outside the park, and visit Oakhurst and Coarsegold, towns as rich in history as the gold mined throughout the region. Relax in the surroundings of scenic Bass Lake, or stroll through local specialty shops.

And don't forget to save a day or two for exploring the Madera Wine Trail.

As members of the California Treasures Wine Club have come to know, not all of California's great wines are made in the Napa Valley. Stunning elixirs also are crafted in Sonoma County, Mendocino County,



## TOURING TIPS

Livermore Valley, the Delta area, Amador County, Paso Robles, Monterey, Santa Barbara and elsewhere.

In fact, a growing cluster of family-owned wineries in Madera County are becoming favorite spots for wine connoisseurs.

While tasting rooms are open year-round (with varying hours), special wine tasting events are offered three times a year. For a modest fee, visitors purchase a souvenir glass and then travel to participating locations

on the Madera Wine Trail, where they can indulge in a wide variety of wines, scrumptious food and outstanding entertainment.

Around Valentine's Day, the vintners host a wine and chocolate weekend. Other special weekends normally are scheduled in May and November.

Here are a few recommended stops along the trail...

- **Westbrook Wine Farm** —

Located on a mountainous 40-acre parcel at 1,800 feet above sea level, near the southern end of Yosemite National Park, this winery's signature bottling is known as *Fait Accompli*. It's a Bordeaux-style field blend of Cabernet Sauvignon, Cabernet Franc, Malbec, Petit Verdot and Carmenere grapes that are all fermented together.

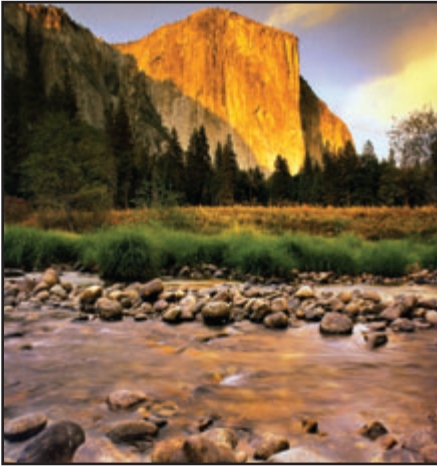
- **Chateau Lasgoity** — Owned by John Lasgoity and his sister Michele, this small winery is situated on the vineyard property that their great-grandparents purchased in 1903. A great place to see old, gnarled vines up-close.

- **Pacific Crest Vineyard & Wine Company** — Part of the historic Albonico Ranch, Pacific Crest was founded in 1998 by Martin Nonini, who embraces an "Old World" style of winemaking. In addition to the "usual suspect" varieties, Nonini produces fine renditions of Muscat and Petite Sirah.

- **Quady Winery** — Andrew and Laurel Quady make nationally acclaimed dessert wines that rival the ice wines of the world's cold climes. Orange Muscat and Black Muscat are among the unusual grape varieties embraced by the Quadys, who also make Port-style wines and a Vermouth that's full of personality.

- **Birdstone Winery** — Some wineries are specialists; others are generalists. At Birdstone, virtually every grape variety grown in the Madera area is either farmed or pur-





chased and made into wine. Standouts include a delicious Barbera and a refreshing Grenache Rosé.

• **Ficklin Vineyards** — This is the winery that has stood the test of time in the Madera region. It was founded in 1946 by David Ficklin, and today is operated by David's son, Peter, who continues to make wonderful Port-style wines utilizing traditional Portuguese varieties.

## For Further Information

**Yosemite National Park**  
*YosemiteThisYear.com*

**Madera Vintners Assn.**  
*MaderaVintners.com*

**Westbrook Wine Farm**  
O'Neals, California  
559-868-3499

**Chateau Lasgoity**  
Madera, California  
559-674-8291

**Pacific Crest Vineyard  
& Wine Company**  
Madera, California  
559-674-4996

**Quady Winery**  
Madera, California  
800-733-8068

**Birdstone Winery**  
Madera, California  
559-645-1825

**Ficklin Vineyards**  
Madera, California  
559-674-4598



## The Heart & Soul of Wine: It Comes from Soil & Vines

*The winery today known as Michel-Schlumberger lies off the beaten path in Wine Creek Canyon, a sylvan side pocket of Sonoma County's Dry Creek Valley.*

About a mile from the winery, Bradford Mountain rises above the north-west half of the valley. Michel-Schlumberger farms 20 acres of prime mountain-top vines owned by Jacques and Barbara Schlumberger. On top, as well, is the source of Wine Creek, which flows through wild ravines of redwood trees, passing the terraced upland vineyards that surround the winery.

All told, the estate has just over a hundred acres of vines, the largest parcel covering four-and-a-half acres,

and the smallest well under one. These micro-sites, tucked away from the mainstream, accommodate artisan winemaking at its finest.

Jean-Jacques Michel and Ridgely Bullock founded Domaine Michel in 1979. Jacques Schlumberger took the reins as proprietor in 1993, and the estate became known as Michel-Schlumberger. Mike Brunson came on board as assistant winemaker in 1994, and 12 years later was promoted to head winemaker.

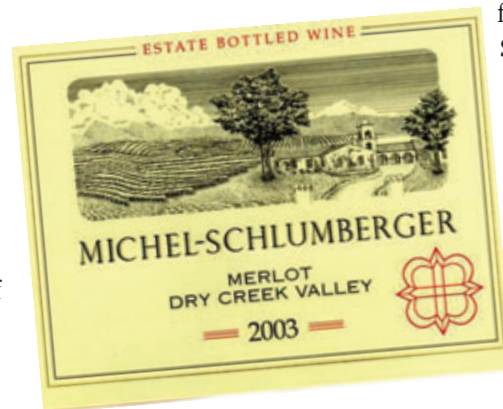
Brunson considers himself lucky to have access to such special vineyards, which are stitched across rolling foothills, benchlands, knolls and hillsides. Careful attention to clonal selection also plays a key role in the ultimate quality of the wines.

"Many of our most recently planted Merlot clones grow on Riperia Gloria rootstock," Brunson says. "Highly regarded in Bordeaux, this rootstock is quite rare in Sonoma County."

Merlot already was Michel-Schlumberger's signature wine, so with the investment in new plantings, you can see that Brunson is not one to stand on his laurels.

"Terroir, a simple concept of place, is a defining idea for Michel-Schlumberger," Brunson says. "We have matched plant material, spacing and trellising to specific locations to best take advantage of the characteristics of each site. We farm

these parcels conscientiously and ecologically in order to nourish the ground and their vines. The nuance of a great wine — its heart and soul and individuality — comes from the soil and its vines. One can nudge a wine here and there in the cellar, but the quality and personality come from the vineyard."



# Quotes Du Jour

■ *John Williams, owner and wine-maker of Frog's Leap Winery in Napa Valley, on how global warming could impact winegrowing:*

"It's clear that there's the potential for really substantial problems, and there almost certainly is going to be some change."

■ *Louis Pasteur, a man perhaps more closely associated with milk than wine:*

"The flavor of wine is like delicate poetry."

■ *Diana Hamann, owner of Wine Goddess Consulting, quoted in the Chicago Tribune:*

"Red wine drinkers will bemoan the fact that citric acid and red wine is one of the nastiest food/wine combos out there. Citric acid will kill your once-beautiful red wine, leaving it unpleasantly flat and bitter."

■ *Hilaire Belloc, on how wine gets inside you:*

"You must let wine approach you in its own way and introduce itself; for then you will find that you have entered into its company, and that is why wine is properly called a companion. The most enduring of companions; the most familiar and putting forth excellence of its own."

# Q AND A

**I got a big kick out of your articles in *The Grapevine* about the "cork ceremony" and wine "know-it-alls" because I often find myself in similar situations — especially when it comes to Shiraz. I was given a copy of the new and improved *Wall Street Journal Guide to Wine*. Chapter 33 is entitled, "Shiraz... Rhymes With Razzmatazz." Since reading this very enlightening chapter, I have taken to ordering this wine using that pronunciation. Servers seldom pass on the opportunity to correct me, saying, "You mean Shir-AHZ." As a result, I now take a copy of the chapter with me, and when I'm corrected, I just reach in my pocket and hand it to them. I know it's mean, but it sure makes the wine taste good!**

— **Mike Krewson,**  
**Valley Park, Mo.**

Dear Mike:

That *is* mean! (Just kidding.) The Shiraz pronunciation debate is very

similar to the Meritage pronunciation debate, and in the interest of consistency, we follow the same logic with each: He (or she) who comes up with the word gets to determine its pronunciation. In the case of Meritage, its "namer" morphed "merit" and heritage" to come up with a term to describe a winery's (usually) top-of-the-line blended wine. In this case, Meritage rhymes with heritage. We suspect some restaurateurs prefer the more snobbish-sounding MeriTAHJ because they somehow think it justifies their outrageous price mark-ups.

As for Shiraz — which simply is another name for Syrah — it was popularized by Australian winemakers, and we've yet to meet an Aussie who pronounced it any way other than Sure-AS, with the final S taking on a sound somewhere between an S and a Z. So, yes, a good way to remember that is to think of Shiraz as rhyming with Razzmatazz.



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### OAK BARRELS FROM AN UNEXPECTED SOURCE

Coming soon to Dusted Valley Vintners in Walla Walla, Washington: barrels made from Wisconsin oak. How will oak from the land of beer, bowling and cheese impact the flavor of wine? Vintner Corey Braunel believes it will greatly enhance certain bottlings. Braunel, whose family land in Wisconsin includes a number of oak trees, says he got the idea after working with barrels made from Minnesota oak. "We liked the larger sweet spot in the mid-palate," he explains. "It's a tremendous component to blend with." He adds that the goal is to begin using the Wisconsin barrels in conjunction with the 2008 harvest, with those wines coming to market in 2010.



### WOULD YOU LIKE THAT SUPER-SIZED?

Talk about an "international" bottle of wine: Kim Bullock, the operator of a wine shop in Albany, Australia, had a bottle made that stands 6-feet, 5-inches high, weighs 1,300 pounds, and contains the equivalent of 387 bottles of Shiraz. The wine is Australian, of course, while the bottle itself was "built" in Germany, and its cork was hand-carved from a tree in Portugal. Here's hoping the wine in this super-sized bottle doesn't need to be decanted!

### BORDEAUX GETS ITS OWN WINE CENTER

Bordeaux has never had — and some would say, never *needed* — a

U.S.-style wine center before. But it has one now. La Winery, a wine tourism complex in Arzac-en-Medoc, was scheduled to open on March 1. La Winery has exhibition areas, park and picnic land, an amphitheater, a restaurant, tasting rooms and abundant retail space. Interestingly, the retail operation is not limited to Bordeaux bottlings; it includes numerous wines from outside of that region and even outside of France. "We have seen the professional, organized operations in America," says La Winery's Yves Bontoux, "and we want to emulate this — but in our own way. We will not be offering a Las Vegas-style experience."

### DA COACH UNVEILS A 'KICK ASS' RED

Former Chicago Bears Coach-turned-broadcaster and restaurateur Mike Ditka has released his own wine. It's called Mike Ditka Kick Ass Red, and it has been an immediate hit at Ditka's namesake restaurant in the Windy City's Gold Coast neighborhood. "We have a

bone-in rib eye on our menu that we call a Kick Ass Paddle Steak," Ditka told *Wine Spectator*, "and I wanted to call the wine Kick Ass Red. I just like a wine that tastes good with a steak or a chop, and that's what this is." The wine is made from Zinfandel, Syrah and Petite Sirah grown in California's Mendocino County.

### NO SHORTAGE OF WINERIES IN U.S.

As of November 2006, the number of wineries in the United States had grown to 5,645. In 2006 alone, California added 465 new wineries — a 28 percent increase.

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## LAMB CUTLETS

Planning a party? This versatile recipe serves 10, and matches well with Cabernet Sauvignon, Syrah/Shiraz, Merlot or red blends.

### Ingredients

- 30 lamb cutlets, Frenched
- 20 slices Pancetta
- 30 mint leaves
- Currants
- Zest of 1 lemon
- 1 clove garlic, finely chopped
- 1 T fresh rosemary, finely chopped
- 100-ml. olive oil
- 1 T black pepper, freshly milled

### Preparation

(For Each Cutlet)

1. Trim cutlet of all fat, or ask your butcher to do so in advance.
2. Place cutlet between two plastic freezer bags, and flatten with a meat mallet. Trim meat into rectangular shape.

3. Place some currants at top of flattened cutlet and roll up toward bone. Unroll a piece of pancetta, place a mint leaf on top of the cutlet, and roll both in the slice of pancetta.
4. Place on a tray, and sprinkle with lemon zest, garlic, rosemary, black pepper and olive oil. Allow to marinate for 2 hours.
5. Cook in a pan or on a barbecue on medium heat for approximately 10 minutes, turning every few minutes. Rest meat for 5 minutes before serving.

## VACA FRITA

This recipe for Cuban shredded beef pairs perfectly with Cabernet Sauvignon. It makes 4 servings.

### Ingredients

- 2 lbs. sirloin roast
- 3 bay leaves
- 4 tablespoons fresh lime juice
- 4 tablespoons fresh lemon juice
- 2 cloves garlic, finely minced

- 4 tablespoons olive oil
- 1/2 large onion, thinly sliced
- Fresh parsley

### Preparation

1. Simmer roast with bay leaves in a Dutch oven on the stove until tender, about 60 to 90 minutes.
2. When beef is cool, shred and place it in a glass container.
3. Combine lime juice, lemon juice and garlic; mix into meat.
4. Season with salt and pepper, and marinate overnight.
5. The next day, remove meat from marinade, squeezing out excess liquid, and fry in a large skillet in olive oil until slightly brown, about 10 to 15 minutes.
6. Add thin onion slices and parsley, and cook for another 10 to 15 minutes, until onion is tender and meat is well-browned.
7. Squeeze more lime juice on meat, and serve over rice.

# Light & Sweet

**THE FASTEST-GROWING CLUB IN VINESSE HISTORY!**

- A club for people who enjoy a touch of sweetness in their wines.
- Wines that are lighter in style, sometimes sparkle, occasionally blush, and are simply fun to drink.
- Wines selected from top regions around the world.

### EACH SHIPMENT INCLUDES:

- 2 bottles of delicious light-and-sweet wines
- Detailed Tasting Notes for each featured wine
- Latest edition of The Grapevine newsletter

### WINE COLOR MIX:

Mostly White; Occasionally Blush/Pink or Sparkling

### FREQUENCY:

Approximately Every Other Month

### PRICE:

Only \$12 Average Per Bottle Plus Shipping

TO LEARN MORE ABOUT THIS CLUB, GO ONLINE TO [WWW.VINESSE.COM](http://WWW.VINESSE.COM) OR CALL 800 - 823 - 5527.



# CELLAR SPECIALS

## WHITE WINES Member Price

NV Il Conte d'Alba Moscato d'Asti .....	\$16.99
2005 Three Muses California White Blend .....	\$17.99
2005 Barclay Brothers Chenin Blanc .....	\$17.99
2005 Fairview "California" Chardonnay .....	\$17.99
2005 Avelina Semillion/Sauvignon Blanc .....	\$19.99
NV Veuve du Vernay Brut .....	\$21.99
2005 Guy Harvey Sauvignon Blanc .....	\$22.99
2004 Big Ass Napa Chardonnay .....	\$22.99
2005 Guy Harvey Chardonnay .....	\$22.99
2006 Le Bonheur Estate Sauvignon Blanc .....	\$22.99
2005 TuTu Pinot Grigio .....	\$25.99
N.V. Duval Leroy Brut Champagne .....	\$45.99

## RED WINES Member Price

2005 Red Rover Merlot .....	\$15.99
NV Stella Rosa Sparkling Rosso .....	\$16.99
2004 Cantine Spinelli Montepulciano d'abruzzo .....	\$17.99
2004 Bella Tereza California Syrah .....	\$17.99
2004 Big Ass Napa Zinfandel .....	\$17.99
2003 Chateau Faure-Beausejour, Fronsac Bordeaux .....	\$20.99
2005 Kali Hart Pinot Noir .....	\$21.99
2004 Guy Harvey Merlot .....	\$22.99
2003 Guy Harvey Cabernet Sauvignon .....	\$22.99
2003 Trinitas Old Vine Cuvee Zinfandel .....	\$23.99
2004 Preludio Malbec .....	\$24.99
2002 Vina Robles Estate Syrah .....	\$24.99

**TO ORDER, USE ORDER FORM ON BACK PAGE.  
MAIL TODAY, FAX TO 805-496-4311, OR CALL TOLL-FREE: 800-823-5527.  
HOURS: MONDAY-FRIDAY 8AM TO 5PM PST**

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postcards for our health.*

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What you think about our featured wine  
selections matters to us. That's why we  
include a "comment card" in every shipment.  
Fill it out and return it to us, or go online to:  
[www.vinesse.com/rateit](http://www.vinesse.com/rateit)*

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*Because your opinion counts.*



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# WINE SALE!

While supplies last...

Please fill in your choices of wines so you'll have them handy when you call. Or send them to us via mail or fax.

QUANTITY	ITEM	PRICE

Member # _____	Date _____	<b>Subtotal</b> \$ _____ <b>Sales Tax</b> \$ _____ <b>Delivery</b> \$ _____ <b>Total</b> \$ _____  <b>Delivery Charges</b> \$13.99 for each half case \$19.99 for full case  Please allow 7-10 days for delivery
Name _____	Daytime Phone Number _____	
Company (if office delivery) _____	Evening Phone _____	
Delivery Address _____		
City _____	State _____ Zip _____ E-Mail _____	
Charge my: <input type="checkbox"/> American Express <input type="checkbox"/> Visa <input type="checkbox"/> Mastercard <input type="checkbox"/> Discover <input type="checkbox"/> Card on File		
Card Number _____	Exp. Date _____	
Signature (Required) _____		
<input type="checkbox"/> Check Enclosed, Payable to: Vinesse		

### As a Member, You Can View Your Account Online

For full details about your account, including your personal shipment history, charge amounts, and more, please visit [www.Vinesse.com](http://www.Vinesse.com) and log on via the "Your Account" link at the top right.

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