

TERROIR NATURAL WINE MERCHANT
Newsletter--Summer 2008

America's first wine merchant devoted exclusively to natural and organically produced wines.

At TERROIR we believe that wine is at its best when it is produced according to traditional methods and reflects a specific sense of place. Almost every wine we offer is made by hand, from organic grapes, without the use of adjuncts, additives or chemicals. Our selection features wines from France, Italy, Austria, Germany, Spain, and more. In addition, we offer a tasting bar where about a dozen selections are available by the glass every day, and everything we have in stock is available by the bottle. Artisan cheeses and charcuterie are available to accompany your tasting. Cool music, too.

Drop by for a visit. We are ready to share our enthusiasm and knowledge of natural, hand crafted wines to help you find something to suit your tastes.

THE RIOJAS OF LOPEZ DE HEREDIA

Little about López de Heredia has changed since its founding over 130 years ago and, unlike most other estates in its region, it remains owned and operated by the descendants of its founders. The López family adheres to winemaking traditions dating back to the 1880s, making wine only from their own vineyards, hand harvesting, using natural yeasts, aging in old wood, and not filtering at bottling. If you haven't tasted traditional Rioja--no chemicals, no pesticides, no chaptalization, no machines, no overt new-oak influences--López de Heredia should be at the top of your list.

	Per Btl. Price	w/10% discount*
2002 Viña Cubillo Crianza	\$27.50	\$24.75

A Spring frost reduced yields by 50%, though careful selection in the vineyard resulted in healthy fruit at harvest time. Today, the wine is evolving nicely and shows a ripeness and elegance that complements tapas, cheeses, and charcuterie.

1999 Viña Bosconia	\$36.50	\$32.85
---------------------------------	----------------	----------------

Tondonia and Bosconia refer to single-vineyard sites. Aged in *old* wood barrels, this wine shows a deep ruby color, persistent nose, and full bodied flavors dominated by the Tempranillo grape. Its taste is round, smooth, and fresh. Genuine, impressive Old World-style wine.

1999 Viña Tondonia Riserva	\$46.00	\$41.40
---	----------------	----------------

Aged five-and-a-half years in barrel. The blend does not vary much from year to year: Tondonia reds are a blend of mostly Tempranillo, with Grenache, Graciano, and Manzueta (the first two provide the wine with backbone and aging capability, while the latter two contribute color and the balancing acidity for which these wines are justly renowned). Color: Vibrant red leading slightly towards amber. Nose: Light fresh texture with notes of vanilla and dried berry aromas. Taste: Rich, very dry, smooth, developed. Firm tannins and balance.

1989 Viña Tondonia Riserva Bianco	\$45.50	\$40.95
--	----------------	----------------

That's right, a 19 year-old white wine. A complex blend of local varietals Viura (90%) and Malvasia. Aged six years in barrel. An ideal accompaniment to grilled seafood.

1997 Viña Tondonia Riserva Rosado	\$28.00	\$25.20
--	----------------	----------------

Rosado = Pink. *Eleven year-old rosé?* Peach skin color; still fresh and smooth with body and a complexity that can only come from the extended barrel aging accorded this blend of Grenache, Tempranillo, and Viura. This versatile wine will complement many dishes, especially in summertime due to its freshness. It goes very well with spicy and hot food. Perfect with top-quality grilled sausages, it also combines with Indian, Mexican and Chinese style foods.

AUSTRIAN WHITE WINES

Natural winemaking is alive and well in Germanic countries, too. In the case of Austria, many people are not sure what to expect and for that reason are reluctant to try the wines. Will they be sweet, like some German wines? What kind of grapes are they made from? Will I be able to pronounce the name of the winemaker if I try to ask for a bottle?

Good news: the wines described below are dry, food friendly, and we can't pronounce their names perfectly either, so who cares if you can't! Austrian wines really aren't, for the most part, all that similar to German wines. They don't have

the levels of residual sugar that many German wines do, though they do have crisp acidities in common. The regal varietal for which Austria is perhaps best known is Riesling, and again it is vinified in a drier style than might be the case in Germany.

WEINGUT PRAGER

Winemaker Toni Bodenstein (son-in-law of winery namesake Franz Prager) has been responsible for the estate's quality since the early 1990s. His philosophy: each wine should reflect the unique characteristics of the vineyard site that produced it. Bodenstein's efforts are therefore geared to let the diversity found in factors such as unique soil formations, subtle microclimates, and indigenous yeasts, express themselves in each finished wine. All work in the vineyard and cellar is performed according to traditional methods.

	Per Btl. Price	w/10% discount
2005 Riesling Smaragd "Kaiserberg"	\$32.00	\$28.80
Taut, with peach and white fruit; austere, at first, and built to age.		

2005 Riesling Smaragd "Klaus"	\$34.00	\$30.60
Perfectly poised, racy fruit and concentrated flavors makes this a wine of undisputed quality. The Wachau's steep terraces are home to some of the world's greatest dry Rieslings. Intense and mineral, this wine is as complex as a fine white Burgundy.		

2005 Riesling Smaragd "Steinriegl"	\$46.00	\$41.40
Uncompromising wine with a truly marked terroir character, great purity, finesse, and concentration. Floral and peachy notes; stoniness and minerals.		

2006 Riesling Smaragd "Hollerin"	\$51.00	\$45.90
In his book <i>Le Vin et le Pouvoir</i> , released last year, Jonathan Nossiter (of <i>Mondovino</i> fame) calls Prager's wines the qualitative equivalents of some of France's greatest white wines. We'd have to concur.		

2006 Riesling Smaragd "Achleiten"	\$59.00	\$53.10
From the dramatically precipitous slopes of the Wachau, perched over the Danube, Weingut Prager makes some of the most satisfying Riesling in the world. Taut, with flinty, green apple notes, and hints of white pepper, the wine will, over the next few years open out, revealing a richness and length that make it a perfect match for shell fish or sushi.		

FRED LOIMER

Loimer's wines convey a youthful zest, pure drinking pleasure and uncomplicated amusement. Ultimately they represent Loimer's credo: "My wines are to give people pleasure, not a headache." At the same time, Loimer's wines are structured and layered, offering both subtlety and depth that, sip by sip, are gradually revealed.

2006 Grüner Veltliner Kamptal.....	\$22.50	\$20.25
Grüner Veltliner, grown widely in Austria and still one of the least-known great European grapes, produces a wine that has more in common with the crisp, dry Loire Valley white wines of France. It's unique, adaptable at the dinner table, and, in the hands of a great producer like Loimer, truly delicious.		

2006 Riesling Kamptal.....	\$22.50	\$20.25
A subtle Riesling with aromas of lime, green apple, apricot and undertones of fine blossoms. The palate reveals delicate, juicy fruitiness. A distinct play between sweetness and acidity lends finesse and lightness to the wine. A classic, refreshing Riesling.		

SWEET AND STICKY

Is it honey? Is it syrup? No, but it's a great way to end a meal. Everybody's heard of dessert wines like Port and Sauternes, but comparatively few indulge themselves in their pleasures. Sweet wines are made in just about every place that produces dry wines, and from many different types of grapes. We've found a few to love, made with the same care and respect for natural winemaking methods as our other selections.

	Per Btl. Price	w/10% discount
2007 Bruno Verdi Oltrepò Pavese Sangue di Giuda Paradiso.....	\$18.00	\$16.20
A sparkling wine of dark ruby color, it pours with a quick fizz and bubbles that cling to the glass. With plum and spicy fruit aromas the flavor is gently sweet. Quite quaffable with low alcohol and a touch of bitterness in the finish.		

2006 Clos Uroulat Jurançon.....\$17.50 \$15.75
 100% Petit Manseng from the Southwest of France, late-harvested at small yields in October and November. This cuvée spends up to eleven months in barrel, the proportion of new wood ranging up to 25%. Golden in color, racy, moderately sweet, with abundant freshness and class.

1999 Cru Barréjats Sauternes.....\$79.00 \$71.10
 Candied aromas of lemon, apricot, figs, and grapefruit. Lively and very fresh on the palate due to an abundance of acidity to balance the residual sugar. Crafted for aging, this wine is ready to be enjoyed.

Quinta do Infantado Ruby Port.....\$17.00 \$15.30
Quinta do Infantado Tawny Port\$17.00 \$15.30
 These Ruby and Tawny Ports are outstanding examples of elegance and richness. The wines are normally from a blend of 2-3 vintages, with the Tawny aged in casks and small *toneis* (slightly smaller than Bordeaux barriques). The Ruby is dark, rich and plummy with excellent balance of fruit, acid, and tannins without an overwhelming sugary or jammy flavor. The Tawny is lighter, but still expressive of fruit with coffee and toffee. Both are superb.

2005 Domaine Huet Vouvray Moelleux Première Trie 'Clos du Bourg'.....\$87.00 \$78.30
 A stunning wine now in its infancy.
The Clos du Bourg Première Trie is clearly on its way to being one of the defining wines of this great vintage, as it offers up a depth, purity and flavor authority on the palate that is simply stunning. The bouquet is still closed and primary, but amazingly deep, as it delivers a mélange of wet stone, apple, pineapple, great minerality, bee pollen and youthful notes of chalk dust. On the palate the wine is full-bodied, pure and extremely soil-driven, with a rock solid core, perfect focus and balance, and very snappy acids giving the wine an almost electric impression on the very long, profound finish. Humbling juice in the making. --John Gilman, View From the Cellar

WINES UNDER \$20

Opening a bottle of wine midweek or during a relaxing Sunday afternoon shouldn't require a great deal of thought or a major investment, but should certainly reward the effort. Looking for delicious wines made traditionally that don't cost an arm and a leg? They are being made and we are pleased to offer as many as we can find, including the following.

	Per Btl. Price	w/10% discount
2007 Christian Chaussard "You Are So Nice".....	\$19.50	\$17.55

This blend of 50% Gamay and 50% Côt is much more than nice--it's wonderful. We had the good fortune to meet the Chaussards, the couple that makes this wine, earlier this year and we affirm that they are passionate about their work. Their dedication shows in this dark, chewy, berry-licious elixir that shouts its Loire Valley origins. We've found ourselves popping cork after cork of this one.

2004 Alquézar Moristel.....\$14.50 \$13.05
 This wine will never win a complexity contest but it sure is delicious. Goes down like Kool Aid®. Moristel is the varietal, and it comes direct from the heart of the Pyrénées. More than one person has described it as gulpable. An ideal lightweight summertime red wine.

2005 Domaine des Tours Vin de Pays de Vaucluse.....\$16.50 \$14.85
 Made by Emmanuel Reynaud of Chateau Rayas fame, this blend of mostly Grenache, Cunoise, Syrah, and Cinsault from a mighty fine vintage is already delicious but shows signs of being able to round out with a bit more bottle age.

Rosé des 2 Anes.....\$15.50 \$13.95
 Named for the two pet donkeys for which these winemakers have an evident affection this thirst-quenching pink wine is comprised of Grenache, Syrah, Carignan, Mouvèdre, and Cinsault. A Summer without rosé is...well, a bummer.

2007 Domaine de la Pépière Muscadet de Sèvre et Maine Sur Lie.....\$16.00 NET
 Fresh, bracing, minerally white wine from from one of the most serious, conscientious growers in the Western portion of the Loire Valley. Vigneron Marc Ollivier takes his time. He hand harvests (a rarity in the region), uses natural yeasts, waits for the wine to finish, and bottles with a very light filtration. The vineyards are in old vines (40 years and older) with a particularly good exposition on a plateau overlooking the river Sèvre.

ITALY: TRIUMPH OF TRADITION

GIUSEPPE QUINTARELLI

Master of the Veneto Giuseppe Quintarelli makes some of the world’s most sought-after wines. His limited production Amarones, Reciotos, and Valpolicellas are the epitome of their respective appellations. Their greatness stems from the inherent quality of their terroirs and the natural talents of this master winemaker. Quintarelli releases his wines only when he deems them ready, keeping them in the cellar for as long as he feels necessary until the right moment arrives.

	Per Bil. Price	w/10% discount
1998 Quintarelli Valpolicella.....	\$79.00	NET
1998 Quintarelli Ca' del Merlo.....	\$81.00	NET

These wines are identical in grape composition and are made through the *ripasso* method, whereby a portion of the harvest's grapes are dried on mats, and then fermented to yield a more concentrated wine that often tastes of prune, earth, and roasted berries. The Ca' del Merlo (not to be confused with Merlot) is aged longer in large wood vessels and comes from a single hilltop vineyard, named after a local bluebird. These are special occasion wines, possessing an astonishing depth and complexity.

THE BAROLOS OF GIUSEPPE RINALDI

With old vines in several coveted vineyards, the Barolos of Giuseppe Rinaldi are made according to traditions handed down to him from his father, Battista, a former mayor of Barolo.

1996 Rinaldi Barolo Brunate/Le Coste.....	\$150.00	NET
1999 Rinaldi Barolo Brunate/Le Coste.....	\$145.00	NET
2001 Rinaldi Barolo Cannubi S. Lorenzo/Ravera.....	\$110.00	NET

Since 1993, Rinaldi has bottled two different pairs of blends, all sourced from the same estate vineyards: one cuvée of Brunate and Le Coste (10,000 bottles), the other, no less impressive, of Cannubi San Lorenzo and Ravera (3,500 bottles). Vinification is classic and identical, with lengthy macerations on the skins and maturation in the large Slavonian oak *botti* dear to Barolo tradition and to the character of authentic Barolo (the possibility of using small new-oak barrels being something that would never even occur to Rinaldi). These are not wines to be enjoyed in their youth: all of their personality traits, their tannic structure, their acidity and verve, their elegant aromatics, are designed for long cellaring. Those who appreciate traditionally made wines will not want to miss these outstanding efforts, each of which will age gracefully for several decades.

WINE STORAGE

Natural wines can be delicate and, just like beer, milk, or orange juice, benefit from proper storage conditions. We take our obligation to deliver wine to you in superior condition very seriously and store our wines onsite in light- and temperature-controlled vaults. We recommend that your wine be stored properly once you take it home. Don't leave that case sitting in the trunk of the car on a hot day.

TERROIR NATURAL WINE MERCHANT

***Wines receive a 10% case discount (mix and match)**

Find us:

We are located at 1116 Folsom Street, near the corner of Seventh Street, in San Francisco's SOMA neighborhood. Street parking only. We are a three-block walk from the Civic Center BART station.

Visit us:

Monday through Thursday: 10:00 a.m. until midnight

Friday and Saturday: 10:00 a.m. until 2:00 a.m.

Sunday: 11:00 a.m. until 7:00 p.m.

Call us:

(415) 558.9946

Surf us:

terroirsf.com (watch for special in-store events and tastings)