

# THE BRESCOME BARTON WINE NEWSLETTER

MARCH 2010 - Order # (Local) 239-4621 • (Toll Free) 1- 800-922-6525

## NEW ITEMS TO THE BRESCOME BARTON PORTFOLIO



VILLA MARIA  
ESTATE

### 2008 VILLA MARIA 'Private Bin' SAUVIGNON BLANC

#### VINEYARD DESCRIPTION

Fruit for this wine was sourced from vineyards across the Marlborough region. A blend of fruit grown in the Wairau and Awatere Valleys spanning a range of different meso-climates were incorporated. Careful attention was paid to vine health to give the vine the best chance to optimise the season and develop strong, clean flavours.

#### WINEMAKER'S COMMENT

This vibrant Sauvignon Blanc is bursting with a fruit-salad-bowl of flavours including ripe gooseberry, passionfruit, fresh citrus lime and exotic herbaceous aromas. The wine has an exciting palate with layers of juicy flavours, intensity and fullness, finishing with a refreshing crisp, clean and racy acidity. Enjoy this exuberant and delightful wine.

Item#	Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
58437	26.92	128.00	10.67	12.99	12.99	2.32	18%	19.49
					14.99	4.32	29%	
					15.99	5.32	33%	



### DOWN UNDER SHIRAZ

1.5L

Item#	Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
51407	11.50	35.96	6.00	7.99	7.99	1.99	25%	11.99
					8.99	2.99	33%	
					9.99	3.99	40%	

# NEW ITEMS THIS MONTH



## FRONTERA

### PINOT GRIGIO 750ml

Item #	Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
55634	20.00	38.92	3.24	4.99	4.99	1.75	35%	7.49
					5.49	2.25	41%	
					5.99	2.75	46%	

### PINOT GRIGIO 1.5L

Item #	Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
55624	12.00	35.46	5.91	7.99	7.99	2.08	26%	11.99
					8.99	3.08	34%	
					9.99	4.08	41%	

## NEW FROM FOLONARI

BAG IN A BOX Pinot Grigio and Pinot Noir...Great Values!



### PINOT GRIGIO 3.0L (Item #30844)

*Pale yellow color. Fragrant and fresh bouquet. Dry and crisp with an elegant background of green apples and a clean finish.*

**Food Match:** Shellfish, Salads, Fish, Asian cuisine, Antipasto.



### PINOT NOIR 3.0L (Item #31977)

*The wine shows very penetrating aromas of blackcurrants, with notes of forest undergrowth and spices. On the palate, are attractive dry, savoury and balanced red fruit flavors, with traces of blackberry conserve and toasted hazelnuts.*

**Food Match:** White Meats, Turkey, Pheasant, Hard Cheeses, Game, Fowl, Duck, Chicken.

Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
18.00	49.64	12.41	16.99	16.99	4.58	27%	25.49
				17.99	5.58	31%	
				18.99	6.58	35%	

**PLEASE CHECK OUT OUR KOSHER SECTION IN  
THE BEVERAGE JOURNAL**

On page 71a for California Kosher Wines &  
page 72a for our Intentional Kosher Wine Selections for Passover,  
which is on MARCH 29<sup>th</sup> and 30<sup>th</sup>.



**DEEP POST OFF FOR SANTA MARGHERITA**

CHIANTI (Item # 06992) ~ PINOT GRIGIO (Item #04367)

Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
60.00	202.92	16.91	19.99	20.99	4.08	19%	29.99
				21.99	5.08	23%	
				23.99	7.08	30%	



Monkey Bay

2008  
SAUVIGNON BLANC  
**NEW** Lower Front Line (106.92)  
**NEW** Minimum Bottle (8.99)  
Deeper Post Off

**Wine Spectator**

**86** POINTS

Relatively soft and generous, offering pear and herb flavors, plus a moderate dose of grapefruit as the finish hovers nicely. Drink now.

MARCH 31, 2009

**90 Day Post Off - MARCH / APRIL / MAY**

Item #	Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
63959	28.00	78.92	6.58	8.99	8.99	2.41	27%	13.49
					9.99	3.41	34%	

deep post offs in MARCH

# ERATH

WINERY



ONE OF THE PREMIERE OREGON WINERIES ~ 120 Day Buy!

WINE	Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
Pinot Blanc 2008 Item #26866 87 POINTS - Wine Spectator	24.00	106.92	8.91	10.99	10.99	2.08	19%	16.49
					11.99	3.08	26%	
					12.99	4.08	31%	
PINOT GRIS 2008 Item #93797 89 POINTS - Wine Spectator	18.00	118.92	9.41	10.99	11.99	2.58	22%	16.49
					12.99	3.58	28%	
					13.99	4.58	33%	
PINOT NOIR 2008 Item #92353	36.00	154.92	12.91	15.99	16.99	4.08	24%	23.99
					17.99	5.08	28%	
					18.99	6.08	32%	
PINOT NOIR Dundee Hills 2006 Item #61366 91 POINTS - Wine Spectator	36.00	107.46 (6 pack)	17.91	17.99	21.99	4.08	19%	26.99
					23.99	6.08	25%	
					25.99	8.08	31%	

"More than 100 years ago Don Melchor de Concha y Toro reserved for himself an exclusive batch of the best wines he produced. And, to keep strangers away from his private reserve, he spread the rumor that the Devil lived in that place. Hence the name, Casillero del Diablo or Cellar of the Devil."



## Casillero del Diablo

Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
30.00	78.12	6.51	9.99	9.99	3.48	35%	14.99
				10.99	4.48	41%	
				11.99	5.48	46%	

90 DAY BUYDEEP POSTOFF



# deep post offs in MARCH



## CLOS DU BOIS

### 2008 CHARDONNAY 1.5L (Item #93197)

*Brilliant straw in color, the 2008 Chardonnay is full-bodied and offers up layered aromas of red and green apple, pear, vanilla bean, blossoms and lemon meringue. Balanced structure and a palate-cleansing acidity alongside bright fruit flavors backed by intense notes of caramel, toffee, spice and toasty oak.*

### 2008 SAUVIGNON BLANC 1.5L (Item #77697)

*Pretty, assertive aromas are a hallmark of Sauvignon Blanc, and this one has them in spades. Primary aromas of lime blossom, lemongrass, white grapefruit and honeysuckle are backed by charming nuances of white peach and minerals.*

Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
29.46	90.00	15.00	19.99	19.99	4.99	25%	29.99
				20.99	5.99	29%	
				21.99	6.99	32%	

## Appellation Series

### 2008 CHARDONNAY 'Russian River' (Item #01127)

*Following a gentle, whole cluster press, the juice was barrel fermented in new French and Hungarian oak, and matured in barrel for 10 months. Malolactic fermentation was introduced to soften the wine's acidity and impart a smooth mouthfeel to its crisp, bright flavors.*

#### ONE MONTH ONLY!

Deeper than Normal Post with Lower Minimum Bottle

Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
53.00	113.92	9.49	10.99	10.99	1.50	14%	16.49
				12.99	3.50	27%	
				13.99	4.50	32%	



## VERAMONTE

### 2009 SAUVIGNON BLANC (Item #34973) ~ 2007 CABERNET SAUVIGNON (Item #34934)

Deeper Post Off with Lower Minimum Bottle

Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
36.00	72.12	6.01	7.99	7.99	1.98	25%	14.99
				8.99	2.98	33%	

# Estancia

GREAT PROFIT AT MINIMUM BOTTLE!

2008 PINOT GRIGIO (Item #76633) 2006 SAUVIGNON BLANC (Item #57256)  
 2008 RIESLING (Item #57587) 2005 SHIRAZ (Item #78415) & 2004 ZINFANDEL (Item #96195)

Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
36.00	94.92	7.91	10.99	10.99	3.08	28%	16.49
				11.99	4.08	34%	

2007 CABERNET SAUVIGNON (Item #43433)  
 & 2008 PINOT NOIR (Item #93325)

48.00	118.92	9.91	13.99	13.99	4.08	29%	20.99
				14.99	5.08	34%	

Since  1876

# SIMI

2008 CHARDONNAY (Item #86912) Lower min bottle in March  
 Repeats in July & November

Post Off	Posted Case	Unit Cost	Min Bottle	Feature Price	Profit	G.P.	Sugg
48.00	130.92	10.91	14.99	14.99	4.08	27%	22.49
				15.99	5.08	32%	

2008 SAUVIGNON BLANC (Item #79381)

Repeats in July & November

24.00	106.92	8.91	10.99	11.99	3.08	26%	16.49
				12.99	4.08	31	

2006 CABERNET SAUVIGNON (Item #17882)

Repeats in July & November

50.00	176.92	14.74	18.99	18.99	4.25	22%	28.49
				19.99	5.25	26%	
				21.99	7.25	33%	



**KUNDE**  
FAMILY ESTATE

**Kunde Family Estate - About Us**

**The First 100 Years**

Family owned and operated, Kunde Family Estate produces ultra-premium, estate-grown, and sustainably farmed wines in the finest traditions of the renowned Sonoma Valley. Our founder, Louis Kunde, who emigrated from Germany, acquired the Wildwood Vineyards ranch with its acclaimed iron-rich, ancient red volcanic soils in 1904. These vineyards were first planted in 1879 by pioneer John Drummond with imported cuttings from Chateaux Margaux and Lafite Rothschild. Upon Louis' death in 1922, the winery and vineyards were taken over by his son, Arthur "Big Boy" Kunde. Big Boy kept the winery open during the difficult times of Prohibition by selling "sacramental" wines, and though he continued to grow grapes through World War II, he was forced to close the winery doors when his sons were drafted into service. Throughout the 1960's and '70's, two of Big Boy's sons, Bob and Fred, greatly expanded the Kunde Estate, adding the esteemed Kinneybrook Ranch in 1977. Planting hundreds of acres to prime varieties, their hard work and savvy business decisions laid the groundwork for building the Kunde Family Estate Winery and aging caves in the early 1990's.

In October 2004, three-generations of the Kunde family gathered with friends to celebrate our 100th harvest, and to honor all the hard work and dedication that came through us and before us. As we enter the next century of winegrowing, the fourth and fifth generation family members remain hands-on proprietors. We now oversee an operation comprised of our state-of-the-art winemaking facility and 1,850 contiguous acres, of which 700 acres are planted to more than twenty different varieties of wine grapes.

**Wine Spectator**  
MAY 11, 2009

**Kunde Family Estate**  
**2008 Sauvignon Blanc**  
**Magnolia Lane**  
**Sonoma Valley**

**88** POINTS

"Tangy lemon-lime flavors are focused and direct, with a terrific refreshing acidity and hints of spice and herbs to keep this light on its feet. Drink now."

- MaryAnn Worobiec



**KUNDE**  
ESTATE  
WINERY & VINEYARDS

2007  
ESTATE CHARDONNAY

**89** POINTS

**year's best / BEST BUY**

"There's meatiness in the flavors of this wine, a savory character to balance the sweeter peppermint notes. Chill it for a salad of smoked turkey and avocado."

**Wine & Spirits**  
OCTOBER 2009

# Reviews . Reviews . Reviews . Reviews . Reviews



**ANTINORI**  
2006  
Bolgheri Superiore Tenuta Guado all Tasso

**95**

This is racy and refined red shows intense aromas of blackberry, currant and dried flowers that follow through to a full body, with sleek, minerally undertones and superpolished tannins. Made for aging. A more refined new style of Guado. Best after 2012.

**Wine Spectator**  
Oct 2, 2008

Item #60235 Min Btl. \$79.99  
Case Cost \$420.00



*Renzo Masci*  
2006  
Toscana Erta e China

**90**

Dark chocolate, berry, mineral and strawberry aromas follow through to a full body, with soft tannins and a long, caressing finish. Sangiovese and Cabernet Sauvignon. Drink now.

**Wine Spectator**  
Oct 2, 2008

Item #99747 Min Btl. \$10.99  
Case Cost \$116.92 Post \$14.00



**ERATH**  
WINERY  
2006 Pinot Noir  
Dundee Hills Estate Selection

**91**

Polished, focused and expressive with red berry, cherry and floral aromas and flavors that pick up hints of roasted beet and a meaty note as the finish persists against refined tannins. Beautifully made and distinctive.

**Wine Spectator**  
July 31, 2008

Item #61366 Min Btl. \$17.99  
Case Cost \$107.46 Post \$36.00



*Terrunyo*  
2005 Carmenere  
Carmin de Peumo, Peumo Vineyard

**97**

...opulent, extraordinary rich, nearly over the top, sumptuous wine with deeply hidden structure, exceptional balance, and which manages to remain light on its feet despite its immense power. It is a tour de force!

*The Wine Advocate*  
October, 2006

Item #42956 Min Btl. \$27.99  
Case Cost \$155.46 Post \$12.00



## Wine Manager's Office Hours

Victoria Augustine ext. 675  
Lisa Panteleakos ext 673  
Dee Blackmer ext. 671  
Michael Murphy ext. 672

Monday  
Monday  
Tuesday  
Tuesday

Michael Huber ext. 638  
Peter Lasse ext. 633  
Elod Adam ext. 699  
All Managers

Wednesday  
Wednesday  
Thursday  
Friday

Director of Wine  
Daniel Kemp ext. 676 M,T,W,Th, F

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