

## The Tipp(l)ing Point...

TRENDS ARE FASCINATING THINGS; HOW AN IDEA OR A PRODUCT DEVELOPS, GROWS AND (PERHAPS) BECOMES A FULL-FLEDGED FAD IS ALWAYS AN INTERESTING STORY, EVEN WHEN WE HAVE NO REAL INTEREST IN THE PRODUCT ITSELF. SOME OF US INSTINCTIVELY REACH FOR THAT POPULAR PRODUCT, FOR OTHERS THE MERE FACT OF ITS POPULARITY REPELS US. NATURALLY, CONSUMER PRODUCT MANUFACTURERS ARE ALWAYS SEEKING THAT NEXT PRODUCT THAT WILL SKYROCKET; CONVERSELY, THE SAME OUTFIT IS LOATH TO ABANDON THE 'TRIED-AND-TRUE'.

SO WHAT DOES THIS HAVE TO DO WITH WINE? WELL, WINE IS A CONSUMER PRODUCT TOO, AND IS (OFTEN) MANUFACTURED BY SOME PRETTY BIG COMPANIES WHO WORK VERY HARD TO CONVINCING THE PUBLIC THAT THEIR PRODUCT IS UNIQUE, OR SPECIAL, OR RARE, OR DELICIOUS. THEY ALSO SPEND TIME (AND MONEY) TRYING TO CONVINCING YOU THAT THEIR WINE WILL MAKE YOU APPEAR YOUNGER, SEXIER, SMARTER, RICHER OR SAVVIER, OR ALL OF THE ABOVE. AND NOT SO SURPRISINGLY, SOME TINY AND OBSCURE OUTFITS THAT HAVE NO INTEREST IN MARKETING THEIR PRODUCTS TO THE MASSES ATTEMPT TO USE THEIR NON-USE OF A CAREFULLY CRAFTED MARKETING MESSAGE TO DO THE SAME THING. IN OVERLY BROAD TERMS, THE SMALL WINERY IS USING THEIR SCARCITY AS THEIR 'UNIQUE SALES ADVANTAGE,' OR WHAT BILL HICKS REFERED TO AS, 'ANTI-MARKETING MARKETING.' BY PURCHASING THEIR WINE (WHICH CAN'T BE FOUND BY THE MASSES), YOU'LL APPEAR YOUNGER, SEXIER, SMARTER, RICHER OR SAVVIER. OR ALL OF THE ABOVE.

BUT HERE'S THE RUB. I CAN UNDERSTAND HOW, SAY, CLOTHES CAN MAKE ONE APPEAR YOUNGER, SEXIER, SMARTER, RICHER OR SAVVIER. I CAN EVEN UNDERSTAND HOW A HAIR PRODUCT OR PERFUME OR EVEN A CAR CAN DELIVER THAT MESSAGE. BUT WINE? I'M NOT SEEING IT. I MEAN, DON'T WE DRINK WINE? WE DON'T WEAR IT OR MODEL IT. I'M GUESSING THAT WE'RE UNLIKELY TO SIT AT A TRAFFIC LIGHT REVVING UP OUR 2000 BORDEAUX, ATTEMPTING TO IMPRESS THE CUTE MEMBER OF THE OPPOSITE SEX IN THE CAR NEXT TO US. THE 'HEY, BABY, WANNA TAKE A SPIN IN MY BAROLO?' MESSAGE ISN'T WORKING SO MUCH.

THE GOOD NEWS (AS I SEE IT ANYWAY) IS THAT THE WINE CONSUMER IS PRETTY MUCH REJECTING THE 'YOUNGER, SEXIER, SMARTER, RICHER OR SAVVIER' MESSAGE. MORE AND MORE CONSUMERS ARE BUYING WINE BASED ON A DIFFERENT SET OF CRITERIA; HOW DOES IT TASTE? WHAT AM I SERVING IT WITH? AND, HOW MUCH DOES IT COST? THOSE QUESTIONS CAN'T BE ANSWERED BY A SLICKLY PACKAGED BIG DOLLAR-MARKETING PLAN OR EVEN BY A MINIMALIST, SECRETIVE, NON-MARKETING MARKETING PLAN. AND SINCE THOSE QUESTIONS AREN'T EVEN ASKED BY THE WINE PRESS, THEY CAN'T POSSIBLY COME CLOSE TO A COHERENT ANSWER. (WHAT'S THE 'SCORE' OF A RED WINE TO MATCH WITH TUNA, ANYWAY?) THE PREVAILING TREND IN THE WINE WORLD IS THE CONSUMER MAKING SMART CHOICES. ARE WINE PRODUCERS LISTENING TO THAT?



## BORDEAUX: RIGHT BANK 2003



### 2003 CH. D'AGASSAC, HAUT MEDOC

REGULAR-\$39.99 TWS PRICE-\$29.99

CONVENTIONAL WISDOM HAS IT THAT THE WINES FROM THE LEFT BANK OF THE GIRONDE RIVER (WHICH DIVIDES BORDEAUX) ARE DRIVEN BY CABERNET SAUVIGNON, WHILE THOSE FROM THE RIGHT BANK ARE MERLOT-BASED. THE FACT IS THAT THERE IS TWICE AS MUCH MERLOT PLANTED IN THE MEDOC AS CAB, SO *SOMEONE* MUST BE MAKING MERLOT BASED WINES THERE. ONE OF THOSE 'SOMEONES' IS CHATEAU D'AGASSAC. TYPICALLY, WINEMAKER JEAN LUC ZELL BLENDS EQUAL PARTS MERLOT AND CAB TO CRAFT HIS ELEGANTLY STYLED WINE AND THAT PROPORTION WAS ONLY MARGINALLY ALTERED IN 2003. RIPER THAN IT USUALLY IS (DUE TO THE INTENSE AND RARE HEAT OF THE SEASON), THE WINE REALLY SHOWS MORE LIKE A NEW WORLD BLEND THAN THE TYPICAL MEDOC. RIPE BLACK FRUITS DOMINATE, WITH EASILY DISCERNABLE OAK-DRIVEN CARAMEL AND SMOKE FLAVORS FRAMING THE FRUIT. IT'S AN EARLY DRINKER, BUT HEY, THAT'S REALLY THE STORY WITH THE '03S, REGARDLESS OF THE NONSENSE THAT THE CRITICS SPOUT. (PW)

### 2003 CH. CHAUVIN SAINT EMILION GRAND CRU CLASSÉ

REGULAR-\$39.99 TWS PRICE-\$29.99

GREAT-GRANDFATHER VICTOR ONDET BOUGHT THE ESTATE IN 1891, AND SISTERS BEATRICE AND MARIE-FRANCE HAVE BEEN CARRYING ON THE TRADITION OF QUALITY SINCE SUCCEEDING THEIR FATHER HENRI OVER A DECADE AGO. RELYING ON MOSTLY 30 YEAR OLD MERLOT AND CABERNET FRANC VINES, THE SISTERS CONSISTENTLY CRAFT MODERN STYLED WINES FROM AN OUTSTANDING SITE. VOLUPTUOUS AND RIPE, THE '03 ONCE AGAIN DELIVERS WINE WORTH

CONSUMING, NOT CELLARING. (PW)

### 2003 SANCTUS, SAINT EMILION GRAND CRU CONTROLÉE

REGULAR-\$44.99 TWS PRICE-\$34.99

THIS WINE IS AMONG THE MOST FLAMBOYANT OF THE '03S, SHOWING OVER-THE-TOP FRUIT AND OAK. THIS IS CLEARLY A WINE CRAFTED TO ILLUSTRATE THE NEW FACE OF BORDEAUX, PIONEERED BY CONSULTANT MICHEL ROLLAND AND CHAMPIONED BY CRITICS WHO THINK OAK, ALCOHOL, AND RIPE FRUIT CONSTITUTE GREAT WINE. I HAPPEN TO THINK THAT SUBTLETY, ELEGANCE AND BALANCE ARE THE HALLMARKS OF GREAT WINE, BUT DIFFERENT STROKES FOR DIFFERENT FOLKS. ALL I'M SURE ABOUT IS THAT IF YOU LIKE THIS STYLE, DRINK IT NOW, AS THAT GENEROUS AND EXUBERANT FRUIT WILL FADE WITH TIME, AND YOU'LL BE LEFT WITH AN OAKY, ALCOHOLIC SHELL. AND NO ONE LIKES THAT. (PW)

### 2003 CH. CORBIN, SAINT EMILION GRAND CRU CONTROLÉE

REGULAR-\$29.99 TWS PRICE-\$23.99

THE CLASSIFICATION SYSTEM IN ST. EMILION IS A BIT DIFFERENT THAN THE REST OF BORDEAUX. IN A NUTSHELL, THERE ARE THREE LEVELS: SAINT EMILION CONTROLÉE, SAINT EMILION GRAND CRU CONTROLÉE, AND SAINT EMILION GRAND CRU CLASSÉ, WITH THE LAST SEEN AS THE TOP DOG. STARTED IN 1955, THE DESIGNATIONS ARE RE-ASSESSED EVERY TEN YEARS BASED UPON QUALITY OF SITE, VINEYARD PRACTICES AND, OF COURSE, THE QUALITY OF WINE. CHATEAU CORBIN SITS IN THE MIDDLE OF THE PACK, BUT HAS LATELY BEEN SEEN AS AN UP-AND-COMING PROPERTY. UPFRONT AND FRUIT DRIVEN, THIS WINE IS EASY TO LIKE AND EASY TO ENJOY. MOSTLY MERLOT WITH COPIOUS, BUT NOT OVERWHELMING OAK, IT'S LUSCIOUS, RICH AND DELICIOUS. (PW)

### 2003 DAUPHINE FRONSAC

REGULAR-\$24.99 TWS PRICE-\$19.99

THE APPELLATION OF FRONSAC HAS BEEN LONG THOUGHT OF BY BORDEAUX LOVERS AS A REGION OF INCREDIBLE VALUES. BETTER STILL, THE BRILLIANT MERLOT-BASED WINES OF FRONSAC ARE CAPABLE OF BEING ENJOYED IN THEIR YOUTH. DAUPHINES 2003 OFFERING IS PACKED WITH RIPE, EXUBERANT DARK BERRY FRUIT AND ENOUGH TANNIN TO REMIND YOU YOUR DRINKING BORDEAUX. TRUE TO FORM, THIS FRONSAC IS READY TO CONSUME TODAY AND SHOULD IMPROVE OVER THE NEXT FEW YEARS. A STUNNING VALUE FROM THIS OFT-OVERLOOKED APPELLATION. (IAS)

*"EVERYTHING ENDS THIS WAY IN FRANCE - EVERYTHING. WEDDINGS, CHRISTENINGS, DUELS, BURIALS, SWINDLINGS, DIPLOMATIC AFFAIRS -EVERYTHING IS A PRETEXT FOR A GOOD DINNER."*

-JEAN ANOUILH

## Oktoberfest Beers



*"THE MALTY SWEETNESS AND SPICINESS OF THIS STYLE MAKE IT THE PERFECT ACCOMPANIMENT TO SWEETLY SPICED DISHES AND RELATIVELY SWEET-TASTING MEATS. NO BEER IS MORE SYMPATHETIC TO THE POTATO, DUMPLING AND NOODLE DISHES OF ALPINE ITALY, AUSTRIA, BAVARIA AND SWABIA, FENNEL-SPICED SAUSAGES, THE SPIT-ROAST CHICKEN OF THE GERMAN BEER FESTIVAL, OR EQUALLY SUCCULENT STEW OF PORK. UNLESS THE BREW IS OF THE VIENNA STYLE (MARZEN), THE PARTNERSHIP OF BEER AND PIZZA IS MERELY ITALIAN-AMERICAN POPULAR ROMANCE. WITH THIS SUPERBLY SUITED STYLE, IT IS A LOVE AFFAIR CONSUMMATED."*

-MICHAEL JACKSON

LIKE MANY MODERN HOLIDAYS AND FESTIVALS, OKTOBERFEST HAS ITS ORIGINS BEFORE ITS PRINCIPLE REASONING. BACK IN THE OLD DAYS BEFORE REFRIGERATION, GERMAN BREWERS HAD TO MAKE ONE LAST BIG BATCH OF BEER BEFORE THE WILD YEASTS OF SUMMER MADE BREWING DIFFICULT. THEY WOULD BREW THIS BATCH IN MARCH AND STORE IT IN A ICE CELLAR WHERE THEY WOULD FETCH SOME ON AN AS NEEDED BASIS. IT WAS USUALLY LATE SEPTEMBER OR EARLY OCTOBER BY THE TIME THE SUMMER BATCH WAS DEPLETED, AND THE AIR HAD GROWN COOL ENOUGH TO BREW WITHOUT FEAR OF SPOILING. THIS WAS REASON ENOUGH TO CELEBRATE, BUT ON OCTOBER 12, 1810 PRINCE LUDWIG OF BAVARIA, WHO WAS LATER CROWNED KING LUDWIG I, WANTED HIS PEOPLE TO SHARE IN THE CELEBRATION OF HIS MARRIAGE TO PRINCESS THERESE OF SAXONY-HILDBURGHAUSEN. 40,000 PEOPLE SHOWED AND CONSUMED RIDICULOUS AMOUNTS OF BEER, AND THE MODERN OKTOBERFEST WAS BORN. AFTER SAMPLING THROUGH THE MANY AVAILABLE OKTOBERFESTS, AUTUMN BREWS, AND RELATED PUMPKIN BEERS, WE HAVE A FEW HIGHLIGHTS TO SHARE:

### PAULANER OKTOBERFEST

MUNICH

6 PACK - \$8.99 CASE PRICE - \$31.99

THIS IS ONE OF THE CLASSIC OKTOBERFESTS FROM MUNICH, AND IT CONTINUES TO BE ONE OF OUR FAVORITES. POURS PALE GOLDEN WITH A NICE FULL HEAD. SWEET MALTY SMELL OF CARAMEL AND HONEY. THE TASTE IS SMOOTH, SWEET DOMINATED BY HONEY AND TOFFEE WITH A SLIGHT HOP CHARACTER IN THE FINISH. MEDIUM-FULL BODIED MOUTH FEEL WITH A STICKY TEXTURE AND MODERATE CARBONATION. A GREAT OKTOBERFEST. MALTY, BUT NOT TOO SWEET WITH SOME GREAT, LINGERING FLAVORS.

### CLIPPER CITY MARZHON

BALTIMORE

6 PACK - \$7.49 CASE PRICE - \$26.99

MADE WITH MUNICH AND VIENNA MALTS AND TETTANANG AND HERSBRUCKER HOPS AND COMING IN AT APPROX. 5.8% ABV, THIS CROWD FAVORITE IS A CLASSIC MARZEN STYLE LAGER, AMBER IN COLOR WITH A RICH, TOASTY MALT FLAVOR AND FINISH. WELL BALANCED AND SMOOTH.

### HARPOON OCTOBERFEST

BOSTON

6 PACK - \$6.99 CASE PRICE - \$24.99

THE BEER'S COLOR IS FROM A BLEND OF MUNICH, CHOCOLATE, AND PALE MALT. THE THICK HEAD RESULTS IN PART FROM WHEAT MALT ADDED TO THE GRIST. THE HOP AROMA OF THIS BEER IS NOT OVERPOWERING BUT IT IS PRESENT. TETTANANG HOPS ADD A SUBTLE SPICE NOSE THAT BLENDS WITH THE MALT CHARACTER. THIS BEER IS FULL-BODIED, SMOOTH, AND MALTY.

### ERDINGER OKTOBER WEIZEN

ERDING, GERMANY

6 PACK - \$8.99 CASE PRICE - \$32.99

CLEAN, SOFT AND SMOOTH, BREADY, GRAINLY MALTS GARNISHED WITH A SPRITZ OF FRESHLY PEELED ORANGE AND A TRACE OF BANANA. SURELY NOT THE SAME AS STYLE AS THE RICH MALTY OKTOBERFEST LAGER, THE QUALITY OF THIS BREW IS SO OBVIOUS, EVEN TO THE BEER ENTHUSIAST THAT DOES NOT PARTICULARLY ADORE THE WEISSBIER STYLE, ONE IS COMPELLED TO HOLD THE BEER GLASS OUT IN FRONT OF ONESELF, GAZE ADORINGLY AND REACH THE UNDENIABLE CONCLUSION "NOW THAT IS ONE NICE GLASS OF BEER". VERY WELL MADE AND PROFOUNDLY ENJOYABLE.

### SMUTTYNOSE PUMPKIN ALE

PORTSMOUTH, NH

6 PACK - \$7.49 CASE PRICE - \$26.99

RECIPES CALLING FOR THE USE OF PUMPKINS IN BEER DATE BACK TO EARLY COLONIAL TIMES, WHEN BREWERS SOUGHT TO EXTEND THEIR SUPPLY OF COSTLY IMPORTED MALT WITH LOCALLY GROWN INGREDIENTS, SUCH AS SQUASH AND "POMPIONS." COMING FROM A BUNCH OF PEOPLE WHO DO NOT ENJOY THAT MANY PUMKIN BEERS, TRUST US WHEN WE SAY THAT THIS IS A VERY GOOD, WELL MADE, STRUCTURED, AND SUBTLY DELICIOUS BEER.

## Mark Your Calendar!

### \$10 TASTING AT IGGIES

Fine Wine and Iggies gourmet  
Neapolitan-style pizza.  
Wednesday, September 20, 5 - 7 pm  
Iggies, 818 N. Calvert St.

### TWO HANDS WINE DINNER

Richard Mintz of Two Hands  
Thursday September 21, 6:30 pm  
Iggies, 818 N. Calvert St.

### FREE WINEMAKER TASTING

Guiseppr Mazzocolin of Felsina  
Thursday September 21, 5 - 7 pm  
TWS, 3601 Elm Ave.

### FREE WINE TASTING

Right Bank '03  
Friday, September 22, 4:30 - 7:30 pm  
Saturday, September 23, 1:30 - 5:30 pm  
TWS, 3601 Elm Ave.

### SAKE DINNER

Discover Sake's complexity and  
versatility with food  
Tuesday September 26, 6:30 pm  
Oceanaire, 801 Aliceanna St.

### FREE WINEMAKER TASTING

Winemaker Ralph Hochar  
of Ch. Musar  
Tuesday September 26, 5 - 7 pm  
TWS, 3601 Elm Ave.

For a complete up-to-date  
listing of our events, check our website  
at [www.the-wine-source.com](http://www.the-wine-source.com)

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## Comments from the Cheese Cave

### FRA'MANI HANDCRAFTED SALUMI FROM CHEF PAUL BERTOLLI

THE NAME PAUL BERTOLLI MIGHT RING A BELL WITH YOU FOODIE-TYPES. FOR YEARS HE RAN THE KITCHENS AT SUCH FAMOUS CALIFORNIA RESTAURANTS AS CHEZ PANISSE AND OLIVETO. DURING HIS TENURE AT OLIVETO, HE BECAME CONSUMED WITH THE MAKING OF AUTHENTIC, ITALIAN *SALUME*; SO MUCH SO THAT AN ENTIRE CORNER OF THE KITCHEN WAS DEDICATED TO SALAMI MAKING. SO POPULAR WERE HIS HOUSE-MADE SALAMI'S THAT PAUL DECIDED TO GIVE UP 20+ YEARS IN THE KITCHEN AND START HIS OWN SALAMI COMPANY. I AM SO VERY GLAD HE DID! FRA'MANI, OR "FROM THE BROTHER'S HANDS" IS THE LATEST IN A SMALL BUT GROWING NUMBER OF ARTISAN SALUMI MAKERS. THEY CRAFT TRADITIONAL MOLD-RIPENED AND NATURALLY AGED SALAMIS USING ONLY NIMAN RANCH PORK. THE RICH FLAVORS, SAVORY AROMAS AND SILKY TEXTURES OF THESE CAREFULLY MADE SALUMI WILL LEAVE YOU STUNNED! WE JUST RECEIVED ALL 5 OF PAUL'S EXPERTLY CURED SALAMI'S. COME IN AND CHECK OUT ONE MORE THING THAT AMERICANS ARE GOOD AT MAKING!

#### **SALAMETTO**

SMALL (APPROX. 1 LB.), COARSE GROUND, GARLIC-SCENTED SALAME. RICH IN COLOR, FULL FLAVORED. IDEAL SNACK AND HANDY ACCOMPANIMENT ON PICNICS AND OUTDOOR EXCURSIONS. EASILY SLICED WITH A GOOD KNIFE. **SOLD BY THE PIECE AT \$14.50 LB.**

#### **SALAME NOSTRANO**

NOSTRANO, MEANING "OUR OWN" SALAME, IS FRA' MANI'S EXPRESSION OF A CLASSIC NORTHERN ITALIAN SALAME. SEASONED SIMPLY WITH SEA SALT, CRACKED BLACK PEPPER, GARLIC AND WHITE WINE; MILDLY TANGY. TIED BY HAND IN A BASKET WEAVE PATTERN. **SOLD BY THE LB. AT \$16.50.**

#### **SALAME TOSCANO**

A LARGE SALAME CRAFTED IN THE TRADITION OF THE TUSCAN COUNTRYSIDE. MADE FROM SELECTED CUTS OF PORK FROM THE LEG AND SHOULDER. DEEP BURGUNDY COLOR; SCENTED WITH GARLIC AND WINE. EXTENDED AGEING FOR ENHANCED AROMA AND FLAVOR. IDEALLY, SLICE THIN. **SOLD BY THE POUND AT \$16.50.**

#### **SALAME GENTILE**

A TRADITIONAL SALAME WHOSE ORIGINS DATE BACK TO THE 18TH CENTURY IN THE PROVINCE OF PARMA, ITALY. THIS COARSE GROUND SALAME IS MADE FROM SELECTED CUTS OF THE LEG, SHOULDER AND BELLY AND ENCASED IN THE *BUDELLO GENTILE* FROM WHICH IT TAKES ITS NAME AND SHAPE. SEASONED SIMPLY WITH SEA SALT, CRACKED BLACK PEPPER AND WHITE WINE. MOIST, REFINED TEXTURE. CUSTOMARILY SLICED IN FAIRLY THICK PIECES ON A PRONOUNCED BIAS. **SOLD BY THE POUND AT \$16.50.**

#### **SOPPRESSATA**

MODELED AFTER THE *SOPRESSA VICENTINA* FROM THE VICENZA PROVINCE OF NORTHERN ITALY, THEIR SOPPRESSATA IS THE LARGEST DIAMETER SALAME THEY CRAFT. EACH SLICE OF THIS COARSE CHOPPED SALAME DISPLAYS A ROSY MOSAIC. GENTLY SALTED AND PERFUMED WITH CLOVE. SLICED THIN FOR BEST TEXTURE AND FULLEST AROMA. **SOLD BY THE LB. AT \$17.00.**