

J. Emerson, Inc.

FINE WINES & CHEESE

5716 Grove Avenue • Richmond, VA. 23226 • (804) 285-8011

website - www.jemersonfinewine.com / Twitter: <http://bit.ly/atAEL4> / Facebook: <http://bit.ly/br4kEz>

STORE HOURS: Mon. 10:00 am to 8:00pm, Tues through Sat.: 9:00am to 8:00pm and:

HAPPY NEW YEAR - NOW OPEN SUNDAY 12noon to 6pm.

JANUARY 2018 NEWSLETTER

We're keeping it close to home this month with 2 staff driven tastings:

SATURDAY, JANUARY 13th - 2:00 to 5:00 pm

On Saturday 1/13 our "whatever we feel like opening tasting" will turn a bit more serious when we open selected

Wines of Burgundy

A few reds, maybe a white, maybe something from the cellar.

AND

THURSDAY, JANUARY 25th - 5:30 to 7:30 pm

A Winter Staff Selections Tasting:

GO RED or GO HOME

We'll taste 5 of the Staff's favorite, hefty, winter weight red wines regardless (almost) of the cost.

Discounts will be offered on all wines tasted during these tastings.

WINE TASTING EVERY SATURDAY 2:00pm-7:00pm

'Whatever we feel like opening'

Emerson Wine Club SPECIALS [Prices valid through 1/31/18.]

	<u>JAN.18</u>	<u>USUAL</u>	<u>CASE</u>	<u>(cs.btl.cost)</u>
*2016 Grilos Branco, Dao, Portugal	\$ 7.99	\$ 9.99	\$84	(\$7.00)
*2016 DeAngelis Falerio Bianco, Le Marche, Italy	\$ 7.99	\$ 9.99	\$84	(\$7.00)
*2016 Moulin de Gassac Guilhem Rouge, Pays d'Herault, France	\$ 8.99	\$11.99	\$96	(\$8.00)
*2015 San Vito Chianti, Tuscany, Italy	\$ 9.99	\$11.99	\$96	(\$8.00)
2016 Yalumba Viognier "Y Series", South Australia	\$10.99	\$14.99	\$120	(\$10.00)
2016 Netzl Gruner Veltliner, Carnutum, Austria	\$11.99	\$14.99	\$132	(\$11.00)
2015 Casal de Arman Ribeiro Tinto "Eira dos Mouros", Galicia, Sp.	\$12.99	\$14.99	\$144	(\$12.00)
2015 Casa Silva Carmenere, Valle del Colchagua, Chile	\$12.99	\$16.99	\$144	(\$12.00)

A NOTE ABOUT OUR CASE OF THE MONTH: - *Our case of the month is an excellent way to get real value for your wine dollar and drink wines from around the world, carefully selected by J. Emerson staff.*

No need to join an Internet wine club with their mystery wines and made up labels – Our case is infinitely more interesting and a better value! The discounted price of the JANUARY case-of-the-month is

\$104.99; the regular price would be \$150, a savings of almost 30%! *(Are we crazy or what??)*

Here is the line-up and as always, there are 2 each of the first four wines () and 1 each of the last four wines.*

***2016 Grilos Branco, Dao, Portugal** - "This attractive blend showcases Encruzado and Cerceal. A perfumed wine, it offers a light honeyed character as well as clean green fruits and citrus acidity. The wine is ready to drink." (WE 10/17 BEST BUY)

***2016 DeAngelis Falerio Bianco, Le Marche, Italy** - A blend of Passerina, Pecorino and Trebbiano. Aromas of pear, peach and lime with salty seaside notes in the background. A riper style with peaches, apples, pears, nectarines and a big spritz of green lemon and lime on the finish. Pair with all sorts of seafood.

***2016 Moulin de Gassac Guilhem Rouge, Pays d'Herault, France** – (40% Syrah, 25% Grenache, 20% Mourvedre, 15% Carignan) Mas de Daumas Gassac has consistently been the Languedoc gold standard for over 30 years. The organically-farmed estate enjoys a temperate microclimate as a result of altitude, which gives the wines a lovely deftness of touch. An easy drinking, French bistro Syrah-blend, with a slightly, earthy nose of black fruit & herbs and a fresh, supple palate of baked blackberry pie, nutmeg & cedar.

***2015 San Vito Chianti, Tuscany, Italy** -“Made entirely from organically grown Sangiovese, this opens with earthy red berry, underbrush and tilled soil aromas. The palate is lively and filigreed with smooth tannins, delivering fresh raspberry, cinnamon and clove flavors. Enjoy soon.” (WE4/17 BEST BUY)

2016 Yalumba Viognier "Y Series", South Australia –“Vividly floral, with peach blossom aromas & a juicy core of stone fruit & melon flavors. Tangy on the finish. Drink now. 1,000 cases imported.” (WS web ‘18)

2016 Netzl Gruner Veltliner, Carnutum, Austria –“Grapefruit spiciness and a touch of yeast show on the nose of this wine. The palate revolves around zesty grapefruit flavors, its concentration and juiciness leading to a tingling, refreshing finish that's wonderfully clean.” (WE 7/17)

2015 Casal de Arman Ribeiro Tinto "Eira dos Mouros", Galicia, Sp. - Here is something a bit different. A blend of Bencellao, Caiño and Sousón grape varieties from 20 hectares of vines planted in steep terraces along the winding banks of the Miño River in the Ribeiro do Avia region in Spain’s northwestern Galicia province. This is a medium bodied red with plenty of fresh, stone fruit aromas. There are balsamic notes, a touch of smoke and dry stone with supple tannins on the fresh finish.

2015 Casa Silva Carmenere, Valle del Colchagua, Chile –“Sixty percent of the volume of the 2015 Cuvée Colchagua Carmenere matured in oak barrels while the rest was kept in stainless steel. The wine blends Carmenere grapes from Los Lingues in the Andes part and Lolol in the Costa. It has a straight nose of black fruit, some herbal undertones and roasted notes. The palate is medium-bodied, with good freshness and acidity, ending slightly bitter. A straight Carmenere.’ (WA #230)

USE YOUR 6 BOTTLE WINE BAGS FROM OTHER STORES AND SAVE 10% (on six bottles)

We want to remind our customers to use wine bags that other stores continue to push on you. Remember they are made from oil and you must use each of those bags 9 times before it equals one paper bag.

January “SHORT SIPS” CLASS – BLIND TASTING OLD WORLD Rhone vs NEW WORLD “Rhone Blends”

Blind tastings are always our most popular event. We’ll discuss the differences between New World and Old world climates soils and wine making techniques and taste some examples in a single blind tasting.

A one hour educational program, limited to eight people and held in our fine wine room. Because the demand has been so great we are doing the class twice in JANUARY – **FRIDAY & SATURDAY, JANUARY 19th and 20th from 6:00 to 7:00pm** — **There is a \$7 per person class fee** and availability is on a first come first serve basis but you can call & reserve spaces at any time. (A great idea for your group as a prelude to dinner.)

The Last Saturday Wine School THEME: Chianti/Tuscan Basics Chianti Classico ...Chianti Rùfina. IGT Tuscany, What does it all mean?

The last Saturday of the month changes from a “whatever we feel like drinking” tasting event to a mini wine school tasting. We’ll pick a topic, theme, etc. and taste with a purpose! The wines we taste will be offered as a package with a discount. This is very informal with no scheduled start or finish time. Each session will be about 10 minutes! Come anytime between 2 and 5 pm on Saturday, 1/27.

JANUARY SPECIAL OFFERS

A SPECIAL OFFER: 2015 Arnot-Roberts Chardonnay Trout Gulch Vineyards, Santa Cruz Mountains AVA, CA -Arnot-Roberts was founded in 2001 in Healdsburg, California by childhood friends Duncan Arnot Meyers and Nathan Lee Roberts. They are passionate about site specific wines which has given them a cult like following of dedicated Arnot-Roberts fans. Total production of Arnot-Roberts is around 2,000 cases per year with thirteen individual wines. Both primary and secondary fermentations are carried out utilizing native yeast. White wines are whole cluster pressed and stainless steel fermented with native yeast, then aged in neutral French oak barrels. The Trout Gulch vineyard sits at 800’ above the tiny town of Aptos, about 4 miles from the ocean in Santa Cruz County. The site was planted in 1980 to the old Wente clone of Chardonnay which is considered by many to be the heritage selection of Chardonnay in California. The soils in this cool climate site are sandy loam and the vines are carefully tended by Richard Alfaro. Harvest often stretches until mid-October and the resulting wines are high in natural acidity with a notable salinity that can be attributed to the vineyard location. The 2015 is a riper style that make for an intense and delicious wine.

Regular price: \$47.99, On sale in January: \$38.99 (no further discounts)

From a family that has been making wine since 1895 a Classic California Red Blend:

A SPECIAL OFFER: 2015 Seghesio Family Vineyards “Defiant” Red Wine, CA – “A blend of 43% Zinfandel, 30% Cabernet Sauvignon, 10% Alicante, 9% Barbera and 8% Syrah, the 2015 Defiant has a deep garnet color and aromas of cherry pie, dried mulberries and dusty earth with hints of tobacco and sautéed herbs. Medium-bodied, soft, spicy and with plenty of freshness, it finishes with a gentle earthiness. Drink Date 2017 – 2019” (WA #230) **Regular price: \$45.99, On sale in January: \$35.99 (no further discounts)**

With this offer, now is the time to try Tablas Creek, a partnership of Chateau de Beaucastel and Robert Haas, producing estate grown Rhone varietal wines and blends in Paso Robles.

A SPECIAL OFFER: 2014 Tablas Creek Patelin de Tablas, Paso Robles, Ca- “Brilliant red. High-pitched aromas of ripe red berries, cherry and fresh flowers; bright mineral and peppery spice scents build in the glass. Energetic and appealingly sweet, offering intense raspberry and lavender pastille flavors that are sharpened and lifted by tangy acidity. Silky tannins give shape to the clinging finish, which leaves notes of allspice and minerals behind. There's fabulous value here. 2018 – 2023” (Vinous 9/16)

Regular price: \$32.99, On sale in January: \$25.99 (no further discounts)

NEW ARRIVALS

2014 Dom Henri Gouges Nuits-Saint-Georges Les Chênes Carteaux 1er Cru Burgundy, Fr. “Reduced aromas of black cherry, raspberry, mint & menthol. A step up in sweetness & suppleness from the Chaignots; at once more velvety and more facile than that wine. Gouges describes this rather suave wine as the estate's "entry-level premier cru of Nuits-Saint-Georges." More red fruits than black.” (Vinous 1/16) **\$64.99**

A Barolo to drink now, albeit with a touch of decanting.

Alessandro Veglio – Cravanzola Barolo Gattera, Piedmont, Italy- “The 2009 Barolo Gattera has a little more depth and richness than the straight Barolo. Dark red cherries, plums, smoke, licorice and spices flesh out in this radiant, expressive wine. This is a fabulous effort from Alessandro Veglio that points to a promising future. 2013-2021” (Vinous AG 5/13) **\$69.99**

All we are saying is give Riesling a chance. These are some of the most interesting wines in the world. Dry or with a bit of sugar they are easy to drink, have lower alcohol and always have the acidity to stand up to a wide variety of foods.

2016 Muller-Catoir Haardt, Trocken Riesling, Pfalz, Germany - From the village vineyards of Haardt in the Pfalz, this is a mineral Riesling with a distinctive body and typical yellow fruit notes, such as apricots and ripe peaches with a crispy dry finish as one would expect from a trocken (dry) wine. **\$34.99**

2016 Dönnhoff Kreuznacher Krötenpfuhl Riesling Kabinett, Nahe, Germany – The Krötenpfuhl vineyard (VDP Grosse Lage) is considered among the very best in the Nahe wine growing region. This is beautifully tense young wine trying to establish a balance between fruit and acid. Wait two years and it will be spectacular. **\$29.99**

EMERSON’S DELIVERS!

Consult with us on wines for your party or event and we will deliver directly to your home or office. Our regular deliveries will be made on Friday afternoons. There is no minimum order but there will be a delivery charge of \$10. Our regular service areas are zip codes 23226, 23229 and 23221

RETURN POLICY

J. Emerson, Inc. guarantees that each bottle of wine we sell is in good condition. If you purchase a bad bottle of wine from us, please bring the bottle (with wine) back promptly. We will taste the wine with you to try and ascertain what has gone wrong and we will replace the bad bottle with a good bottle of the same wine. We are not responsible for any damage that occurs after the wine has left the store. This is especially true in the summer. PLEASE do not leave your wine in your car or trunk. It takes less than two hours in 80-90 degree sun to “pop” a cork. We will NOT accept any returns of warm or hot bottles. Returns should come back to us at about the same temperature as our store.

OUR PROTOCOL FOR USING WINE REVIEWS

Throughout our newsletter you will find profiles of wine tastes and flavors written by professional wine reviewers. We use these reviews, when they align with our own tasting notes, because, frankly, these

reviewers use descriptors and adjectives that are more interesting and often more on point than what we would write. When we use a reviewer's notes we will always use quotes and we will always show attribution, i.e.: WA – Wine Advocate, WS- Wine Spectator, BH – Burghound and Vinous for...Vinous. Three of these review sources are reader subscription only and carry no advertising and they are: WA, WS and BH, and thus those are primary review sources. Each review source also has reviewers that are better in some specialty than others. For example, Antonio Galoni has a wonderful sense of Italian wines and Allen Meadows of Burghound is a definitive source for the wines of Burgundy. The other key is that these reviews need to align with our tasting notes and if there is a huge discrepancy we will defer to our notes, which may be less interesting in terms of descriptors, but more in harmony with the wine profile. Our tasting notes would be any review without quotation marks.

OUR WINE ENVIRONMENT

If you shop here you already know that we take the condition of the wine environment in the store very seriously. Wines are on their side, we monitor humidity and the temperature on the main floor never rises about 63 degrees. (In the winter we strive for 60.) We use no fluorescent lighting in the wine areas – **THE WORST POSSIBLE LIGHTING CONDITION** due to the high UV content. Instead we have been using indirect incandescent lighting. Now we are in the process of converting our lighting to LED, a source that produces **NO UV** light rays! Does your wine retailer care enough to take these quality control steps? Ask questions next time you are in a big box retailer.