

Drangewood Wines

Small Wineries, Great Wines

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Introduction

It is the beginning of October, and fall has officially (Equinox is behind us) and actually (windows open overnight) arrived. This year we have been working hard in several facets of the business: adding sales people, expanding the warehouse and selecting key wineries that cover important wine regions. Five of these wineries are described below, representing Santa Maria Valley, California, Umpqua Valley, Oregon, Piedmont and Veneto, Italy and Portugal.

New Winery - Bien Nacido and Soloman Hills Vineyards

If you do a web search for "Bien Nacido" you will find vineyard designated wines from many prestigious wineries. (I counted 30, but I cheated by looking at their [client list](#)). This vineyard, in Santa Maria Valley, was planted in the early 1970's by the Miller family, who had the foresight to recognize the growing demand for grapes and the site as a prime place to produce some. In the late 1990's they planted the Solomon Hills Vineyard, which is 20 miles closer to the ocean. The differences in soil and climate are highlighted nicely by the wines they make. The wine making for the grapes from both vineyards is identical. It's very interesting.

New Winery - Brandborg Vineyard & Winery

After searching up and down California for a place to start a winery, Terry and Sue Brandborg stumbled upon the Umpqua Valley in Oregon. The location is much closer to the Pacific Ocean than most of Willamette Valley (the dominant Oregon wine growing region) and so has a cooler climate. While Terry started making wine in his garage in 1975, this winery was founded in 2002. It's subtitle is "Coolest, Cool Climate Varietals". So far we have brought one of their Pinot Noir bottlings, together

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New Customers

[EVO](#)

4175 North Goldwater
Boulevard
Scottsdale, AZ 85251
(480) 265-9814

[Market Street Kitchen](#)

20825 North Pima Road
Scottsdale, AZ 85255
(480) 278-7044

[Sazerac](#)

4340 North Campbell Avenue
Tucson, AZ 85718
(520) 389-8156

with Gewürztraminer and Riesling into Arizona.

New Importer - Elixir Wine Group

Elixir Wine Group has been importing fine wines from Argentina, Chile, Uruguay, and Baja California as Southern Wine Group for nearly two decades. In 2012, they began extending this reputation by building a select portfolio from Oregon, Spain, Portugal, France and Italy. Their focus is to represent wines from some of the finest family-owned producers in the world. While their Southern wines are already represented in Arizona, we are taking advantage of their Old World offerings from Italy and Portugal.

Enzo Boglietti

Piedmont is in the Northwest of Italy, extending into the foothills of the Alps. Barbera is the region's claim to fame, but Dolcetto and Nebbiolo are also well known. Barolo, made from the Nebbiolo grape, also comes from this region. Enzo established his winery in 1991. His holdings include 50 acres of single vineyards. Enzo is quite innovative, always searching for new ways to improve his wines.

Guerrieri Rizzardi

Veneto is the region that includes Venice - at the North end of the Adriatic Sea. Guerrieri-Rizzardi dates back to the unification of two ancient estates in 1913, when Carlo Rizzardi from Valpolicella, married Giuseppina Guerrieri of Bardolino. From the 1950's, Antonio Rizzardi managed and developed the estates. They produce well regarded Soave Classico and Valpolicella. This latter grape is also the basis for their Ripasso.

Menéres

Portugal, on the west-side of the Iberian peninsula, has long been recognized as the pre-eminent producer of Port. Fernando van Zeller's family comes from 14 uninterrupted generations in the Port trade. Menéres is named after family ancestor Arnaldo Menéres. Their wines are classic in style, as are the hand stenciled bottles.

Rambling

Fred Hoyle was a famous astrophysicist around the time that the Big Bang theory was emerging. While he died in 2001 as Sir Fred, there is a story about him that suggested that given two unrelated facts, he could form a theory connecting them.

I was recently reading an article by the president of Southern Wine and Spirits in which he suggested that

certain big box stores were able to circumvent legal constraints that his company was under. The big box stores provide prominent display space and sales assistance to push wines with better profit margins - wines exclusively carried by the big box stores. The President of Southern asserted that if he tried to get preferential display treatment it would be viewed as illegal in most states.

Amazon recently completed the purchase of Whole Foods providing it with a large number of stores across the USA, a boost to its warehouse and retail foot prints. On day one, Amazon reduced prices on many items - a significant change in course for this high end supplier. I speculate that Jeff Bezos will use Whole Foods as a springboard to shake up wine distribution.

Big box stores meet Amazon. Fred Hoyle, your theory on the outcome, please. I have my Ouija board ready.

The Rambler rambles on...

Cheers,

Richard (newsletter writer) and Laurie (editor)
Orangewood Wines

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