

Orangewood Wines

Small Wineries, Great Wines

Volume 6 Issue 20 - - - October 27, 2019

Introduction

It was only a month ago that I was delighted to be able to open our windows at night. Now we are leaving the windows open during the day and digging out sweaters for the early mornings. This means that elsewhere in the country the snow is falling and the snowbirds are flying (or driving) south. The changing colours of the license plates is our confirmation of fall.

Exciting things this last month: two new sales people and Leslie explores the art of rambling.

New Sales Person: Jacqui Dailey

Jacqui, a native Arizonan, has been in the hospitality business for 15 years. She has found the "relationship model" of sales is a good one, which together with her endless quest for understanding wine, leads her to move to the distribution of fine wines. We welcome her to the Orangewood Wines' team. Jacqui is responsible for the Flagstaff area.

New Sales Person: Tod Solomon

Tod has been in the beverage industry for 25 years. He has worked at distributors large and small. In addition, he has represented large wineries. What is clear is that he is very much a "can do" type of person. He has an initial focus on a list of accounts that he has worked with before, as well as on the resorts of the Phoenix Metro area.

Portfolio Notes - by Leslie Zellmer

Visit to Catalunya

I had the pleasure of visiting Catalunya (the autonomous community of northeast Spain) over Fall Break with my husband, Ryan, and son, Dylan. During our stay we visited two of our Cava producers, Jané Ventura and Sebartés. Both are part of the Penedés Denominació de Origen (DO). The DO is split into three parts: Alt Penedés, Central Penedés and Baix Penedés (lower Penedés). With a coastal influence from the Mediterranean Sea and well-draining soil with oceanic deposits, Cava from this DO are fresh, intense and

extremely drinkable. Don't expect the bracing acidity you get in a Champagne. This climate is much warmer and humid, keeping acid levels more modest.



Gerard Jané (pictured with me), owner and winemaker, brought us to his vineyards in El Vendrell. We tasted Carignane, Macabeo and Malvasia from the vine. Dylan happily harvested Macabeo with pruning shears. We ate almonds from a tree (after cracking the nuts on a rock), tasted the wild fennel growing here and there and explored the pictured "barraca". Barracas are found all over this area. Gerard's family has been involved in the wine business in this region since 1914.

About 12 km away is where Sebartés is located. This is a project by the Sumarroca family focused on high quality wines and service with a great respect for the environment. Sebartés is an old palace that was built by Spanish royalty. No wine making is happening at this location, but it is surrounded by vineyards. If you look to the east, between the mountains you can see the Mediterranean Sea. We visited the wine making facility at Sumarroca and explored the caves and found cobwebs on the walls and the ceilings. In fact, these were fungi, letting us know that this cave has the optimum temperature and humidity to properly store and age these wines. As we tasted the range of Cava they produce under Sebartés and Sumarroca labels, we had a perfect view of Montserrat (Saw Mountain), the surrounding vineyards and countryside. (We did a lot more and visited several other cities, but this newsletter is about wine, not my personal travel blog!)

With the new tariffs handed down from DC on Spanish (as well as French, German and English) wines, Cava won't be affected since they are sparkling wines. Hallelujah! Drink up my friends!

Rambling

As Leslie mentions above, you have probably heard tariffs have been put on wines from England, France, Germany and Spain in retaliation for those governments subsidizing Airbus. What does this mean? Buried in a 20 page Notice in the Federal Register is a table that includes this line: "HTS Subheading 2204.21.50. Wine other than Tokay (not carbonated), not over 14% alcohol in containers not over 2 liters." It's a real page turner. This means that all sparkling wine is exempt, despite the clumsy wording, as well as wines that are over 14% alcohol. Only wines from France, Germany, Spain and England are included. Most wines that come from California are over 14%,

the reason being that the abundant sunshine there results in lots of sugar, which needs to be fermented to alcohol to have a dry wine. Not all of Europe is that sunny. So, some wines will be subject to the tariff.

Note, however, that a 25% tariff does not mean that your favourite \$100 bottle of wine will suddenly be \$25 more expensive in a restaurant. We can be sure that the wineries, importers, distributors and restaurants will tighten their belts to minimize or eliminate the impact, while hoping that the Airbus case against Boeing nullifies the tariffs or some twit removes them.

The Rambler rambles on...

Cheers,

Richard and Laurie
Orangewood Wines

Copyright © 2019. All Rights Reserved.