

**Subject:** *Orangewood Wines Newsletter - Volume 3, Issue 30 – August 23rd, 2009*  
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## **Introduction**

August is nearly over, schools are starting their autumn term, and nights are often cool (65F) here in Cave Creek. Restaurants that have been getting by with no stock of some of our wine are getting embarrassed by its absence. Business is showing signs of life. Phew! It is, however, still silly season in Arizona. Among the rumours of restaurants closing and distributors merging came one that said Orangewood was out of business. As Mark Twain said, the reports of our demise are greatly exaggerated. We are definitely alive and kicking.

## **Box Score**

New Restaurants:	1
New Retail/Wine Bar Outlets:	1
New Sales People:	1
New Wineries	1

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## **New Restaurants**

[Satara Thai Cuisine/Boutique Wine Lounge](#)  
8350 West Paradise Lane  
Peoria, AZ 85382  
(623) 979-9696

## **Retail/Wine Bar Outlets**

[Cork 'n' Bottle](#)  
824 North Beaver Street,  
Flagstaff, AZ 86001  
(928) 774-8502

## **New Sales People – Lisa Salazar**

Lisa is a wine enthusiast and has been working the retail side of the business for several years. She has worked at Bacchus, AJ's and a premium Safeway store. Lisa takes on Orangewood sales responsibility for the west side of the Metro Phoenix area, bounded roughly by the Interstate 17 alignment.

## **New Wineries**

[Bourassa Vineyards](#)  
Bourassa Vineyards was conceived in 1999 based on Vic Bourassa's success as an amateur wine maker. The first vintage was a 2001 Cabernet Sauvignon. With carefully selected Napa Valley vineyards supplying fruit, Bourassa Vineyards now makes a total of 5,000 cases a year of Cabernet Sauvignon, a Bordeaux blend, Zinfandel, Syrah, Sauvignon Blanc and Port.

## **Wine Varietal of the Month – Petit Verdot**

“Petit Verdot – what’s that?” was the question raised by several participants at a tasting this past week. This was a special tasting in which we were blending the wine ourselves. Bourassa Vineyards, the new winery mentioned above, has a wine blending kit and Vic Bourassa goes around the country using it as a tool for wine education (and sales of his wine). We held one of these tastings this week with three varietals: Cabernet Sauvignon, Merlot and Petit Verdot – which is why the question came up. Petit Verdot is not a well known varietal, which is why some of you may not have heard of it. I looked in the self proclaimed “Most Comprehensive Wine Dictionary” which told me that “Petit Verdot” is a Bordeaux grape used for blending with Cabernet Sauvignon and Merlot, and to see also “Verdot” which told me to see also “Petit Verdot”. We can do better than that!

There are tons of different types of grape, only some of which you have heard of. Thompson Seedless, Merlot, Chardonnay are all single varietals. Petit Verdot is another. It is also classified as one of the six Bordeaux Varietals along with Cabernet Sauvignon, Merlot, Cabernet Franc, Malbec and Carménère. (Carménère, another scarce Bordeaux grape, almost disappeared completely with the phylloxera epidemic.) Because of its French origins, Petit Verdot is pronounced with the ending “t’s” silent – Pet-ee ver-doh. Usually Petit Verdot is blended with one or more of the other Bordeaux varietals to augment their flavour. Apparently it fell out of favour with the French winemakers because it was slow to ripen and so disrupted the winemaking schedule. Occasionally Petit Verdot is bottled as a single varietal, but its primary use is for blending. The wine that we tried was a dense, deep purple/black colour that is typical of an intense Bordeaux. We found violet, black pepper, hints of liquorice and pomegranate notes on the palate and a strong dark finish.

Orangewood represents the following wines that include some Petit Verdot:

**Barlow Vineyards**, in Napa Valley, has a blend called Barrouge that, from vintage 2005 onward, includes Cabernet Sauvignon, Merlot, Cabernet Franc and Petite Verdot.

**Blackjack Ranch** in Santa Barbara County has a blend called Harmonie that includes Cabernet Sauvignon, Cabernet Franc, Merlot and Petit Verdot.

**Frank Family Vineyards**, in Napa Valley, includes a skosh of Petit Verdot in their 2005 Cabernet Sauvignon, both the Napa Valley and Rutherford Reserve.

## **Rambling**

Recently we passed the 8 year anniversary of selling our first bottle of wine. Actually it was two bottles of wine. The wine sat on the shelf for a long time. We did try to jump start the sales by inviting some friends, buying some food and buying some wine. Back then we also asked our friends what we might do to help with sales. You should have a newsletter they told us. So it began. You can view that first [newsletter](#) on our website. With suggestions from all of you over the years it has evolved to what it is today. Thank you for your help.

In the last eight years technology has also evolved and we have been encouraged to be on Facebook. So now from, Richard’s pen, is coming a Facebook page called “Orangewood Wines”. You can be a fan! We are figuring out what to do on this page, so feel free to help us with its evolution. (By the way, Richard can be seen in his pen most mornings between 8 a.m. – 10 a.m.)

The Rambler rambles on...

From all of us at Orangewood Wines,

Richard (newsletter writer), Laurie (editor) and Jim Wallace (varietal contributor)  
Orangewood Wines