

Subject: Orangewood Wines Newsletter - Volume 3, Issue 37 – April 5th, 2010

Sent: Monday, April 5, 2010, 6:03 PM

Introduction

March has been a good month for sales. But as Aristotle said “One swallow does not a summer make”. However it is better than a spit in the eye.

Box Score

New Restaurants:	7
New Retail/Wine Bar Outlets	1
New Wineries	0
New Sales Consultants	0

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New Restaurants

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1541 East Baseline Road
Phoenix, AZ 85042
(602) 305-9466

[Different Pointe of View](#)

Pointe Hilton Tapatio Cliffs Resort
11111 North 7th Street,
Phoenix, AZ 85021
(602) 866-6350

[My Wine Cellar](#)

5030 East Warner Road
Phoenix, AZ 85044
(480) 598-9463

[Durant's](#)

2611 North Central Avenue
Phoenix, AZ 85004
(602) 264-5967

[Savannah's](#)

2611 West Highway 89A
Sedona, AZ 86336
(928) 282-7959

[Skye](#)

16844 North Arrowhead Fountain Center Drive
Peoria, AZ 85086
(623) 334-0010

[Wildfish Seafood Grill](#)

7135 East Camelback Road
Scottsdale, AZ 85251
(480) 994-4040

New Retail/Wine Bar Outlets

Hops and Tannins

4220 West Summit Walk Drive
Anthem, AZ 85086
(623) 551-9857

Varietal of the Month – Sauvignon Blanc

This varietal is getting some press at the moment. As the weather heats up some people think that red wines are too heavy. Sauvignon Blanc is probably the prime white wine alternative to Chardonnay (an ABC – the TLA for Anything But Chardonnay). This grape varietal originates from Bordeaux in France, which is why it has a French name. Sauvignon Blanc is one of two grapes permitted in a White Bordeaux, the other being Semillon. By the way, these are blended in one of the world's most expensive white wines, Chateau d'Yquem. Translating Sauvignon Blanc, I read in some sources that it means "White Savage". However, my review of web translators shows the French "sauvignon" translated to English "Sauvignon". So "savage" is a fun thought, but not part of the modern French vocabulary. OK, so what is this grape? It's a green skinned grape that is grown around the world – France (they call the wine Sancerre), USA and New Zealand seem to be the most common places. These grapes are fermented and aged with little, if any, oak, and are only occasionally augmented with Semillon to provide more fruit. I have not heard of any secondary fermentation of this varietal, so wine at refrigerator temperatures will be cool and crisp and even. Good with cheese, salads, lightly sauced seafood or as an aperitif. What's an aperitif? When there is nothing ready to eat yet! Spring has sprung, get a variety of SBs and see what styles you like.

A note: When Jim Wallace, our guy in Prescott, was teaching wine marketing at Santa Rosa JC he commented in a class that some day Sauvignon Blanc would rival Chardonnay in white wine sales. Consequently, a restaurateur in the class bought several acres in Dry Creek, planted it all in Sauvignon Blanc, built a winery, named the winery Alderbrook and hasn't had good things to say about Jim's business acumen since.

Orangewood carries Sauvignon Blanc of radically different styles from:

Culley Collection, Marlboro, New Zealand
Mantra Wines, Sonoma County, California
Patricia Green Cellars, Oregon

Rambling

I am standing in a pair of shorts and light t-shirt looking at the ice on top of a puddle. While it is time to break out the shorts, polo shirts and Birkenstocks in Phoenix, 13 miles from Moab Utah it's 28 degrees. Those of you who read last month's newsletter will have guessed what is going on. The Canyonlands half marathon is about to start along a canyon containing the Colorado River. The scenery is wonderful but my feet are frozen. It takes 4 miles at my 11 minutes per mile pace before the final toe thaws out. After another 4 miles I figure that my son Julian and his friends are across the finish line. I do manage to sustain the pace and finish within my hoped for time. Chip time (electronically recorded time between start and finish lines) was 2 hours 26 minutes and 10 seconds. Time for a beer...or two...Running a half marathon is more than showing up, it required quite a bit of training, loss of a stone in weight and having to find new belt holes! These holes are so far back that I had wondered "For whom the belt holes". (Sorry, I couldn't resist.)

Rambling in a more wine related way, it has been a fun month. Debby Farrell (wife of, and assistant wine maker to, Gary Farrell) visited to kick start our introduction of their new winery, Alysian Wines. These wines start with a great pedigree and do not disappoint. Todd Graff, Winemaker, and Scott Lloyd, National Sales Manager at Frank Family Vineyards, were here at the end of Spring Training and hosted several events, including the second annual Binkley's Restaurant /Frank Family Vineyards wine dinner. Kevin Binkley did a superb job of pairing the wines to a series of courses. We all had our favorites, but I, personally, will never taste the Frank Family Zinfandel again without thinking of the Marguez Sausage with roasted garlic spaetzle, English peas and horseradish that Kevin paired with it. I get goose bumps just typing about it.

The Rambler rambles on...

Cheers,

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