

# Orangewood Wines

*Small Wineries, Great Wines*

## Orangewood Wines' Newsletter

Volume 4 Issue 28 April 21, 2013

### Introduction

It's half past April already and we are seeing signs of the Arizona summer drop off in sales. Of course with all of our history at our disposal, we are able to talk about seasonal adjustments with the best of them. We continue to be doing well on that basis. We are trying, once again, to convince Arizonans that Rosé wines are real wines. They have elegant noses, wonderful tastes and no sugar. A perfect wine to help write a newsletter – for example.

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### New Restaurants

#### [Cucina Rustica](#)

7000 State Route 179  
Sedona, AZ 86351  
(928) 284-3010

#### [Dahl & Di Luca Ristorante Italiano](#)

2321 West State Route 89A  
Sedona, Arizona 86336  
(928) 282-5219

### New Wineries/Importers

#### [Bello Family Vineyards](#)

In 2000, after a lifetime in the construction industry, Michael Bello purchased property in the Rutherford Bench area of Napa Valley. He assembled a world class team to plant and manage the vineyard, as well as to make wine from the resulting grapes. David Abreu is the vineyard manager; Aaron Pott is the winemaker. The wines are quite remarkable. In 2012 a tasting room was opened in St Helena, and in 2013, they asked Orangewood Wines to represent their wines in Arizona.

## **New Sales People**

**Mandy Jordan** was born in Canada but soon moved. She grew up and lives in Mesa. She has a well-rounded career including tax advisor, business administrator and service industry positions at several of the area's wine serious establishments. It is when the subject of wine comes up that her passion ignites. She will be focusing on the East Valley, including Tempe, Mesa, Chandler, Gilbert and parts of Phoenix.

**Paul Oltrogge** grew up at the Grand Canyon and in Flagstaff. He is currently with the Flagstaff Fire Department and works 48 hours on and 96 hours off (read for Orangewood Wines). Previously he was a hot shot and on one of the teams fighting the Cave Creek Complex fire. A partially reformed beer drinker, who has recently become a wine enthusiast, he is excited about serving the Flagstaff market for us.

## **Wine Topic of the Month: Corkscrews**

Jim Wallace suggested that corkscrews and their use could be a good topic for a newsletter. As there are lots of websites that overwhelm you with choices, Jim is right that we can provide some insight and guidance. Between us we have opened many bottles of wine, and we have watched other people open lots of bottles, too. There are corkscrews of many types, and corkscrew/wine paraphernalia manufacturers are trying to invent more every day to entice us to part with small or large sums of money. Some of them are quite effective – the table mounted jobby that can pull corks at a rate of 1 every 2 seconds makes sense in banquet halls, and the portable version with a vice grip for the neck of the bottle and a second lever that spins and inserts the screw and extracts the cork is also very efficient – but they don't fit in your pocket very well. Neither do the electric ones. Perhaps I'll start using them when I am weak, but I suspect my taste buds will have fallen off by then, too. What I am thinking about is the one that most professional wine people carry. It has a folding screw, a small blade for removing foil and a hinged thingamabob that rests on the top edge of the bottle to provide leverage to pull out hard to budge corks. This thingamabob on my preferred corkscrews has two steps – providing leverage for the first half of the extraction and then for the second half. There has been some support for the non-blade foil cutter since the Transportation Safety Authority banned even tiny blades from being carried on board an airplane. Now that the TSA has more corkscrews than it knows what to do with, they have relented and the regular blade foil cutter will be preferred for travelers again. I tend to carry one of these corkscrews with me at all times – the foil cutter works well for cutting baling twine, opening parcels that arrive from Amazon, and cleaning my nails.

Now we have our corkscrew of choice - how do we get corks out? Most wine bottles have foil on them. Originally there to keep the mice away from the cork, foil still provides what we now call a "tamper evident" seal. I have seen several approaches to its removal. One is to grasp the foil with your hand and pull it off. Jim Gullett of Vino Noceto showed me this. It works if foil is a serious tin foil as opposed to a plastic one. If you have seen this done and want to try it, I suggest a surreptitious twist and pull to see if there is any give. If none, choose another method. Another method is to use the foil cutter to slice vertically up the

side of the foil allowing it to be ripped without further delay. Quick, effective – I see Tom behind the bar at the Hillstone Restaurant in Phoenix demonstrating this every few minutes. What works best for me is to run the blade around the collar of the bottle. It is better if you push the blade around rather than pulling, as it avoids the blade slipping and puncturing your thumb. After the top of the foil is cut it will pop off, giving a cute disc that can act as a cork cushion, (but that's too cute) and the rest of the foil intact continuing to enhance the appearance of the bottle. Now, all we need to do is remove the cork. Fold out the screw, push the point of it into the centre of the cork and screw it in. Then position the lower step on the thingamabob in the glass adjacent to the cork and lever the handle to pull the cork partway out. Switch to the higher step to complete the removal and feel like a professional!

## Rambling

When I was taught to write letters in school, the preferred salutations were “Yours Sincerely”, or for those who couldn't spell “sincere”, “Yours Faithfully”. With the advent of email, both of these were a little stiff, and the corporate informal standard was “Best Regards”. After escaping the corporate world, I received an email from an Australian Winery owner (yes you, Mark) whose sign off was “Cheers”. I thought that so appropriate for the wine business, I adopted it and have used it ever since. Our new sales people have their own personalities exposed a little with their choice of ending. Mandy, who is very iPhone oriented, has adapted her phone's standard ending to “From my happy iPhone”. This immediately caused a flurry of responses from the Orangewood sales team. One question was how do you know your iPhone is happy? Paul, on the other hand, has the comment “No bad days”. I like these positive attitudes because they will fit right in with the rest of the team.

Cheers,

Richard

The Rambler happily rambles on...

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