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CORRECTIONS

In July's issue, we incorrectly identified a photo of Mike McSorley, Dented Brick's Master Distiller. We regret the error.



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UPFRONT

Fourth-generation vintner August Sebastiani is the owner of 3 Badge Beverage, which has expanded to include a well-regarded portfolio of spirits like Pasote Tequila.



**AUGUST SEBASTIANI OF 3 BADGE
BEVERAGE DISCUSSES THE CRAFT
BEHIND PORTFOLIO BRANDS LIKE
PASOTE**

FORGING AN

Identity

by Michelle Ball / photos by Jeremy Ball

When fourth-generation vintner August Sebastiani set out to purchase a former firehouse in his hometown of Sonoma, California, in 2014, he was unaware its existence was already woven into his family's legacy.

He envisioned the building as the future home for a beverage company, but as Sebastiani dug through old newspaper archives to learn more about the property during the escrow process, he located a 1945 advertisement advocating for "Props 1 and 2" to construct a new firehouse. The announcement was sponsored by the Sonoma Volunteer Fire Department and listed the crew's names—one of whom was Sebastiani's grandfather, August. After Sebastiani shared this unexpected find with his family, his aunt revealed she still had his grandfather's three service badges, and the company's rebranding effort was quickly resolved with the launch of 3 Badge Beverage Corporation.

For Sebastiani, the badges serve as a symbol of his family's public service and longtime commitment to the Sonoma community: His father, Don, volunteered at that same firehouse in addition to serving three terms in the California State Legislature. "3 Badge gives us the chance to tell our story through local philanthropy," says Sebastiani, who served on the Sonoma City Council from 2006 to 2010.

3 Badge initially launched as a premier négociant and has since expanded to include spirits: Sebastiani reinforces that the company wears this label with pride as it continues to seek out expert artisans to create new and distinctive products. "We like to travel the world and find choice lots to the extent that they're aged," Sebastiani says in reference to the company's Kirk and Sweeney 12 Year Old Rum. Other portfolio members



"There are bubbles and imperfections and we love that. It's all part of the character," Sebastiani says of the Pasote bottles, which are made with handblown glass.

like Uncle Val's Botanical Gin are crafted from original recipes, and although these brands may be new to the spirits world, each successfully reflects the highly personal experience of their distillers.

The Authentic Art of Tequila

One of 3 Badge's more recent endeavors includes Pasote, a new line of tequilas crafted by third-generation Master Distiller Felipe Camarena. The word "pasote" translates to an exaggeration or a leap of faith, but Sebastiani was sold on the name when he stumbled upon a definition on the website Urban Dictionary: "one badass [expletive]." The packaging depicts the tribal markings of an Aztec warrior screenprinted on a handblown glass bottle; the bottleneck labels, meanwhile, are also applied by hand and proudly boast the master distiller's name, as well as the town of inception, the ingredients, and details of the aging process.

"I want to do what I can to fan the flames and stir creative juices, but it's ultimately up to [the designers]," Sebastiani says of lending his own

inspiration to the process. Having grown up in this industry, he understands firsthand the importance of first impressions: "We like to think that our product will stand up against anyone's, and the packaging is what tips the scale for that first buy," Sebastiani explains.

Of the Master Distiller's approach to producing Pasote in the Jalisco highlands, Sebastiani says "he's very much an artist" who cultivates blue agave on his family's estate property in the mountain town of Jesús María, located at an elevation of 6,079 feet above sea level. Come harvest, he prefers the sugars of the *piña* to concentrate closer to 30 Brix to allow for more fermentable sugars.

After the hearts are closely shaved, they're roasted in a custom *horno* oven with a dual heat source that allows the agaves to cook evenly. The baked *piñas* are then crushed using a giant stainless-steel studded *tahona*, dubbed "Frankenstein." And while shredded agave typically undergoes fermentation with a common commercial yeast strain, the distiller employs a wild yeast his grandfather isolated from the property decades ago.

Water sourcing is another important element of the fermentation process. Pasote utilizes what Sebastiani calls "a unique blend of spring water and rainwater," as mineral content and pH can influence the mouthfeel of a spirit. The fermented agave juice, or *mosto*, is then distilled in custom copper stills before the Pasote Reposado and Añejo age in American oak barrels. No glycerin, chemicals, or flavors are added.

Because all spirits in the 3 Badge portfolio are "batch-made," Sebastiani says the company "celebrates that there might be some variation" while still focusing on its mission of maintaining a lineup of authentic products. Pasote Añejo, for example, is paler in color than other añejo tequilas on the market with the same aging. "We're not adding any color and we're not adding any flavors," Sebastiani says. "The way it's barreled is temperature controlled so that the angel's share is kept to a minimum. That way, we don't have to add anything or blend it down. We really do shoot for purity and that authenticity of the process." ■■



Tasting Through the Pasote Lineup

Pasote Blanco An aromatic adventure of celery root, salt, and lime, the latter of which perks up the nose immediately. Slick on the palate, the salinity morphs into more of a savory white-pepper note with clean, ripe tones of agave, jicama, and citrus. The prickly finish on the tongue is sensational. **93** — *Meridith May*

Pasote Reposado The delicate, fragrant nature of honey-kissed white flowers is a seductive introduction to the pinch of white-peppered pineapple and pink grapefruit at first sip. The finish is silky and the perfume lingers. **92** — *M.M.*

Pasote Añejo The common thread of salty-peppery aromas combines with sandalwood and cigar leaf for a heady experience before you even taste the spirit. The deep and unctuous flavor profile billows texturally with a lightness on the palate. Pungent and unmasked, the agave shines with a slightly austere edge on the finish. **94** — *M.M.*

During the renovation of 3 Badge's headquarters, Sebastiani says they learned of a Portland lumberyard selling redwood fermentation tanks which happened to be from the old family winery. Sebastiani and his design team incorporated the reclaimed wood into the interior space through accents and furniture like the conference table below.



“The fermented agave juice, or mosto, is distilled in custom copper stills before the Pasote Reposado and Añejo age in American oak barrels. No glycerin, chemicals, or flavors are added.”

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John Legend and Vintner Jean-Charles Boisset Launch the “Summer of LVE” with New LVE Rosé at Pop-Up Tasting Experience

On June 21, Legend Vineyard Exclusives (LVE) partnered with Grammy-, Golden Globe-, Tony-, and Academy Award-winning singer-songwriter and philanthropist John Legend to kick off the first-ever “Summer of LVE.” Legend and Raymond Vineyards proprietor Jean-Charles Boisset chose the summer solstice to announce the release of LVE Côtes de Provence Rosé with an intimate performance from Legend in conjunction with Airbnb Concerts, as well as a pop-up tasting experience, at Héritage Fine Wines in Beverly Hills, California.

Though the 2018 LVE Rosé—a blend of 60% Grenache, 25% Cinsault, and 15% Syrah grown in the Montagne Sainte-Victoire region of Provence—is not available via national distribution until 2019, it can be purchased online, in person at Héritage, or by joining the LVE Collective wine club.

“I’ve been excited to develop the LVE Rosé for quite a while,” Legend says. “I feel so fortunate to be able to bring my passions to life with the help of Jean-Charles Boisset and the Raymond Vineyards’ team and look forward to celebrating the ‘Summer of LVE’ with my family, friends, and fans everywhere!”

All proceeds from the event benefited FREEAMERICA, a nonprofit founded by Legend to push for criminal justice reform in the United States.

For more information on LVE wines, the membership-only LVE Collective, and the Summer of LVE, visit lve wines.com.

Vintner Jean-Charles Boisset and singer-songwriter John Legend share a toast to the “Summer of LVE.”



PHOTO: LAUREN KALLEN

E. & J. Gallo Winery Launches KUBE, a Project Focused on Consumer Trends

E. & J. Gallo Winery (Gallo) is leading the industry with its latest project focused on understanding consumers and shoppers: Knowledge Unearthed for Business Expansion (KUBE). With more than 23,000 survey respondents exploring nearly 100,000 usage and purchase occasions, KUBE is the largest study of its kind to explore the alcoholic beverage space.

KUBE found that while premium wine drinkers are more exploratory in their consumption than those favoring lower price points, new interest in fine wine is generally driven by the consumer having an “aha moment” or being introduced to a new brand or bottling by a friend.

KUBE also found that 66 percent of consumers change their drink of choice depending on where they are and what they’re doing. Wine in cans, Tetra packs, and single-serve formats are helping expand wine occasions to include situations like outdoor gatherings where wine may not be the leading option. “Taking what we’ve learned from KUBE is helping us to partner with our internal teams, as well as our customers, to innovate for the future,” said Vice President of Marketing Stephanie Gallo.

Stemmari Introduces Hedonis Riserva

Sicilian producer Stemmari will introduce a new wine to its portfolio next month: The Hedonis Riserva (\$50), which exemplifies the rich history of Sicily’s signature grape, Nero d’Avola, will debut nationwide.

“Hedonis Riserva represents the passion and dedication Sicily has for its premier grape,” says Stemmari Winemaker Lucio Matricardi, Ph.D. “The wine we have crafted is very different than the Nero d’Avola found elsewhere on the island. We spent the last 15 years studying the varietal and discovering different growing and fermentation methods to create the most expressive wine possible.”



Sagamore Spirit to Donate to Maryland Flood Relief

Baltimore-based Sagamore Spirit will donate all proceeds from its newest limited release, Cognac Finish Rye Whiskey, to Ellicott City Partnership’s (ECP) flood relief and rebuilding efforts. Located roughly 10 miles southwest of Baltimore, Ellicott City experienced catastrophic flash floods this spring that devastated the area for the second time in two years. The whiskey, produced in a batch of roughly 1,000 bottles, will be available for purchase for \$70 only at the Baltimore distillery.

“We want our friends and neighbors in Ellicott City to know that we stand with them,” said Sagamore Spirit President Brian Treacy. “We’ve witnessed their strength and perseverance firsthand and wanted to help the best way we know how.”

The 105-proof Cognac Finish is the latest release from the award-winning distillery, which is currently working to restore Maryland’s rightful place in America’s rich whiskey heritage.

For more information, visit sagamorespirit.com. To donate to Ellicott City Partnership’s flood relief efforts, visit visitoldellicottcity.com.



PHOTO COURTESY OF SAGAMORE SPIRIT



Spencer Jensen Joins Jordan Vineyard & Winery as Western Regional Sales Director

Jordan Vineyard & Winery, a family-owned producer of French-inspired Chardonnay and Cabernet Sauvignon in California's Alexander Valley, announced the appointment of Spencer Jensen as its new Regional Sales Director for the western U.S. in July. Jensen, succeeding Nick Holmes, brings more than ten years of experience in luxury wine and spirits sales to the position.

"Spencer's experience with luxury wines and natural talent for forming strong relationships make him a perfect fit for the Jordan team," says National Sales Director Brad Butcher. "We look forward to seeing his skills continue to grow the quality of distribution in the West."



Southern Glazer's Wine & Spirits Appoints Patrick Cassidy to Executive Vice President and General Manager of Florida



Southern Glazer's Wine & Spirits has appointed Patrick Cassidy to the position of Executive Vice President and General Manager of Florida effective July 1. In this role, Cassidy will oversee the company's performance in the Sunshine State.

Cassidy replaces Gene Sullivan, who was recently promoted to President-East Region for Southern Glazer's. "I can't think of anyone better suited for this role," said Sullivan. "Patrick is a proven leader with more than two decades of experience at Southern Glazer's. I am confident that he

will do a great job of building upon our success in Florida."

Glen Ivy Hot Springs in Corona, CA, Promotes Gaby Gooding

Gaby Gooding has been promoted to Beverage Manager for Glen Ivy Hot Springs in Corona, California.

Gooding previously held the position of Assistant Cafe Manager at Ivy Kitchen on the property. ■■



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Jinya Ramen Bar DTLA Expands Its Menu with Sake Options

Jinya Ramen Bar operates locations all over the country, but the popular franchise's newest restaurant in Downtown Los Angeles forges into new territory with an extensive list of Japanese sake. We visited the recently opened location for a pairing dinner with World Sake Imports' Kerry Tamura, who discussed the various sake-production regions as well as rice preparation methods and pairing tips. As a sake amateur, I was fascinated to learn about the nuances between styles of sake and the range of flavors detectable in a single sip.

The restaurant paired delightfully fresh salmon cilantro sashimi with Masumi Yumedono's Mansion of Dreams, a floral and fruity sake, while Jinya's signature tonkotsu black ramen was matched with Masumi Nanago's Seventh Heaven to complement the abundant spice in the dish. For those new to sake, Jinya is a fitting place to start your education.

—Jesse Hom-Dawson



The abundant spice in Jinya Ramen Bar's tonkotsu black ramen makes the dish an excellent match for Masumi Nanago's Seventh Heaven sake.

Tuck Hotel's Bar Garcia Reinvents Itself as an Evening Dining Spot

Bar Garcia owner Juan Pablo Torre draws inspiration from around the world for dishes like a whole branzino with black soybean ramen and jicama and papaya salad.



Since Downtown Los Angeles' boutique Tuck Hotel opened in late 2016 with just 14 rooms, its adjoining restaurant has transitioned from bar to brunch spot to yet another new iteration: a romantic, cozy restaurant and cocktail bar open for dinner.

Chef and owner Juan Pablo Torre maintains a lively presence at the restaurant, overseeing a constantly changing menu that draws influence from many kinds of international cuisine. This approach manifests in dishes like saffron croquettes, brandada with egg yolk and black truffles, a whole branzino served with black soybean ramen, and jicama and papaya salad.

Expect something new and exciting each time you visit, though Torre does keep some items—like the brisket spring roll—on the menu by popular demand. With a wine list full of French and Italian selections and a bar menu featuring cocktails like the Range Life with mezcal, Cointreau, grapefruit juice, ginger syrup, and lime, Bar Garcia is a hidden gem that will take you around the world in a single meal.

—Jesse Hom-Dawson



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Los Angeles' New Amalfi Coast-Inspired Eatery Cal Mare Unveils Its Sunday Brunch Menu

Located in L.A.'s Beverly Center shopping complex, Cal Mare transports you to the coast of Italy with its indulgent cuisine and regionally sourced ingredients. With brightly colored decor, draping bougainvillea plants, and a relaxed ambiance, Cal Mare serves as a Mediterranean escape in the heart of Southern California that's well suited to a summery Sunday brunch.

Headed up by chefs Adam Sobel and Michael Mina, the restaurant opened in November as one of the first additions to the recently renovated center. *Top Chef* alumni Joseph Sasto III now runs the show as Executive Chef, focusing on an array of Amalfi Coast-inspired Italian cuisine through the restaurant's newly crafted brunch selection. Guests can whet their appetites before their meal with the menu's cocktail selection: Choose from a trio of Bloody Mary cocktails, including the Giardino with tomatillo, apple, celery, and melon, or dive into the bottomless Aperol Spritz.

One of the focal points at Cal Mare, the raw bar, includes an array of fresh, sustainably sourced fish and shellfish, but those harboring more of a sweet tooth for brunch can opt for the warm, cinnamon sugar-coated *bomboloni* (Italian doughnuts with vanilla custard, apricot jam, and elderflower honey) or the tiramisu toast with vanilla mascarpone, candied hazelnut, and espresso syrup.

Brunch is available at Cal Mare on Sundays from 10 a.m. to 2 p.m.

—Madelyn Gagnon



The tiramisu toast at Cal Mare comes decadently topped with vanilla mascarpone, candied hazelnuts, and espresso syrup.

New Look, New Happy Hour at Castaway in Burbank



Castaway in Burbank recently unveiled the results of its renovation.

After a complete revamp of both its restaurant and beverage program, hillside Burbank hideaway Castaway has reopened for business. With a beverage overhaul conducted by Master Sommelier candidate Paul Coker, the bar now features an extensive wine list of 150-plus offerings, an assortment of local craft beers, specialty cocktails that riff on the classics, a Hemingway Daiquiri, and two housemade punches.

Along with its new digs, Castaway has introduced a "Tappy Hour" menu featuring \$3 off all beverages on tap from 4–6 p.m. Monday through Friday. The bar offers ten tap beers, eight wines, two punches, and two tap cocktails: a Margarita and an award-winning Moscow Mule. ■■

—Madelyn Gagnon



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Hot-Weather Reds to Enjoy in Late Summer

story and photos by David Ransom



Neil McGuigan with his The Plan wines.

In spite of the late-summer heat, I can almost hear you lamenting the non-stop buying, selling, and drinking of crisp whites and rosés. Fortunately, and oddly enough, the dog days of the season are a fitting time to bring a focus back to red wine.

There are, of course, a few caveats: They should be softer, less-tannic selections that pair well with lighter, ingredient-driven fare, as these particularly appeal to customers in the warm-weather months. Earlier this summer, I struck the perfect balance with the help of two wine producers making stellar red wines from Pinot Noir and Shiraz.

First, at New York's Irvington in the W Hotel Union Square, I became acquainted with the wonderful Pinot Noirs of Etude Winery in Napa, where Winemaker Jon Priest crafts excellent wines from heirloom clones grown on Etude's Los Carneros properties, including Grace Benoist Ranch. Atypical for Carneros, these vineyards primarily consist of volcanic soils rather than the uplifted clay prevalent in the region, making for some of Carneros' most dynamic and interesting Pinot Noirs.

A Pinot Noir specialist, Priest runs a very ambitious program at Etude, which produces excellent bottlings made with fruit sourced from the Willamette Valley, Santa Rita Hills, Sonoma Coast, and even New Zealand's Central Otago in addition to multiple Carneros offerings. I found the whole range to be outstanding.

Next, during a very entertaining lunch at Covina, it was off to Australia—at least virtually—to try the wines from Neil McGuigan, four-time International Wine & Spirit Competition International Winemaker of the Year (and quite the colorful storyteller). The McGuigan family has been making wines in the Hunter Valley for more than 100 years and boasts Australia's top-selling Shiraz. Their new The Plan line (\$12/bottle) is perfect for everyday drinking or by-the-glass programs, but they also pair perfectly with meals straight off the barbie.

Neil's cellar-worthy Hand Made Shiraz line (\$45), meanwhile, comes from vineyards just outside Langhorne Creek on South Australia's Fleurieu Peninsula. These powerful yet elegant wines serve as the epitome of Aussie Shiraz production. ■■



Etude Winemaker Jon Priest.

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At Your Service

AUSTIN-BASED COCKTAIL CONSULTANT JUSTIN ELLIOTT HELPS ELEVATE TEXAS BARS TO THEIR PEAK POTENTIAL

story and photo by Lori Moffatt

A musician and bar-operations veteran who helped bring national attention to sophisticated Austin watering holes such as Midnight Cowboy, The Townsend, Qui, and Juniper, beverage consultant Justin Elliott, official Texas Mixologist for Southern Glazer's Wine & Spirits, now serves as a cocktail free agent of sorts.

"I kind of serve at the pleasure of central Texas," says Elliott with a good-natured laugh. "What's neat about my position is that I go to such widely different establishments to offer my services. Sometimes it's a new place, so I'll put together a menu tailored to the space, the anticipated clientele, the price point, the whole cloth. Or sometimes I'll go into critically acclaimed places—bars that maybe don't need my help, but they recognize that feedback is always important and it's my job to provide that service. It's not exactly like I'm donning a cape or doing any real hero's work, but where people need me, I show up."

Those needs can span from learning the proper use of basic bar tools to taking broader approaches to training and skill-building. "If someone has never used a jigger, you might have to show them some technique for that, which improves standards and consistency," he says. "But more importantly, I try to help the staff feel like they can be proud of their work. They might not necessarily start snapping their suspenders or waxing their mustaches, but they can realize that making a well-balanced drink gives more meaning to their vocation than a slapdash well spirit with some sour mix."

While earning a bachelor's degree in theater from the University of Texas,



An enthusiast of Japanese whisky, high-acid Zinfandel, and buttery Chardonnay, beverage consultant Justin Elliott, official Texas Mixologist for Southern Glazer's Wine & Spirits, recently refreshed the cocktail menu of poolside oasis Kitty Cohen's in Austin, TX.

Elliott joined the service industry and, in 2001, landed his first bartending gig at The Tavern, a venerable sports bar and restaurant that opened in Austin in 1933. "I know bartenders who came into the field because they thought cocktails were cool, but I was never that guy," he says. "I love creating drinks so delicious they blow someone's hair back, but I'm more interested in creating a space where people can interact, a place where humanity can happen."

Of his progression from theater to music to bartending, Elliott observes that all three mediums "speak increas-

ingly to basic human needs." "Bars and restaurants are spaces where people can just *be*, to really interact with each other," he adds. "That's as essential as any other artistic experience." ■■■

Freelance writer and agave lover Lori Moffatt covered Texas travel topics for more than two decades at Texas Highways, the state's award-winning monthly travel magazine. When she's not writing about cocktails, wine, art, and pop culture from her home in Austin, she's traveling, making art, and practicing Spanish.



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Fresh Starts and New Tastes

by Ian Buxton

In a point of clarification to last month's column, **Macallan's** creative director reached out to stress there was no overspend on the company's \$185-million distillery and visitor project and that it was completed "on budget." The distillery's original briefing suggested a budget of "over £100 million" (about \$138 million), but I'm happy to clear up this \$47-million misunderstanding.

In an entirely unrelated move, Macallan parent Edrington has announced plans to sell its **Cutty Sark** blended Scotch brand and the **Glenturret** single malt distillery to focus on "the long-term prospects from premium spirits." Once the best-selling Scotch in the U.S., Cutty Sark has proved difficult for Edrington to successfully reposition. Glenturret, one of the smallest distilleries in Scotland, features a successful visitor operation—no doubt both will prosper under new ownership.

Last month I also mentioned how I'd hoped to taste the new **Port Charlotte** 10 Year Old expression (50% ABV; \$65)



from Bruichladdich. I'm ready to report back as promised: Front and center, the packaging features the words "Heavily Peated," and it most certainly is! However, time has calmed the fiery smoke, allowing a note of mellow oak to emerge alongside citrus, fruit, and vanilla. Islay enthusiasts will surely flock to this signature release.

Coming to the U.S. for the very first time are four single malts from the **GlenAllachie** distillery. Previously owned by Chivas Brothers, it was purchased in 2017 by industry veteran Billy Walker. Having now checked close to 50,000 casks, Walker has created a lineup of naturally coloured, non-chill-filtered malts bottled at a minimum of 46% ABV. Comprising 10-, 12-, 18-, and 25-year-old spirits, the line is positioned for a September 1 launch through The Winebow Group: Suggested prices range from \$80 for the higher strength (57.1% ABV) 10-year-old to \$400 for the 25-year-old granddaddy of the range. The 12- and 18-year-old styles are \$60 and \$150, respectively.

With Walker's track record and industry experience, we can expect exceptional quality across the range. "The first release of our GlenAllachie core range has been a culmination of months of hard work and a passion to turn GlenAllachie into a very popular

and much sought-after single malt whisky," he said of the launch. "It is an honour to be its custodian and to develop this range of single malts."

Meanwhile, there's word of a new release from Welsh whisky distillers **Penderyn**: a Madeira finish at 46% ABV that harkens back to the distillery's original launch style (\$70; distribution is via ImpEx Beverages). Boutique bottler **Compass Box**, meanwhile, has also reached into its archives to commemorate the 25th anniversary of legendary Chicago whisk(e)y bar **Delilah's**, creating a limited-edition

Scotch whisky (46% ABV; \$100) in collaboration with bar owner and whisky enthusiast Mike Miller.

The recipe for this second homage to Delilah's centers around a small parcel of the original Compass Box Delilah's blend released in 2013. The luscious, American oak-aged whisky, which rested in cask for a further five years, now sees the addition of malt whisky aged in Spanish Sherry casks also made of American oak. I expect keen fans will break down the door for a taste! ■■



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The RAMMY Awards celebrate the best of the Washington, D.C. food and beverage scene.

Tastes, Trends, and Top Honors

by Kelly Magyarics, DWS

IPAs took a welcome backseat to gooses on June 1 and 2, when small and independent brewers from around the country took a break from out-hopping one another to show off their best suds at SAVOR: An American Craft Beer Food Experience. Held at the National Building Museum, the event paired more than 181 pours with creative small bites. Food-friendly mouthwatering sours were everywhere, proving bitter isn't always better.

Representing the local market, DC Brau's bright and contemporary Rosé du Gosé was paired with fresh snow peas, stracciatella, and black olives, while Northern Virginia-based Beltway Brewing Company's Hansel Sour IPA met its match in acidity through the accompanying poached swordfish with lime, cabbage, and jalapeno. Other participants included the Choptank Oyster Company crew, who shucked bivalves all night, and the cured meat-slicing staff of Neighborhood Restaurant Group's Red Apron Butcher.

Just days later on June 10, everyone who was anyone in D.C.'s restaurant and bar scene donned gowns and tuxes to convene at the Washington Convention Center for the annual RAMMY Awards, which celebrate top talent in local food and drink. After sipping spirits and beer from producers like MurLarkey Distilled Spirits and Port City Brewing Company during the reception, we headed into the theater for the awards ceremony, where Owen's Ordinary in North Bethesda, Maryland, took home the title of Beer Program of the Year. Overseen by brewing extraordinaire Greg Engert, who curates the rotation of 50 drafts and 150 bottles, Owen's Ordinary touts a focus on local and Mid-Atlantic options served in a wide selection of glassware.

On the spirits side, the innovative mezcal libations of Espita Mezcaleria owner Josh Phillips and Beverage Director Megan Barnes earned the restaurant a win for Cocktail Program of the Year (I can never get enough of the Mayahuel, its signature mezcal Margarita garnished with *sal de gusano*).

Wine Program of the Year, meanwhile, went to sommelier Winn Robertson and company at Bourbon Steak. You might think it's easy for a high-end steakhouse to stock its wine list with the usual suspects of pricey elegant wines, but the team at Michael Mina's D.C. outpost doesn't take the easy way out. A "Secrets of the Sommelier" section lists some pretty exciting bottles, including Santorini Assyrtiko, Marche Verdicchio, Pfalz Pinot Noir, and a Bekaa Valley red blend. They're pretty affordable, relatively speaking, which means you can feel less guilty about splurging on that buttery, sous vide-prepared wagyu bone-in ribeye. ■■

Kelly Magyarics, DWS, is a wine, spirits, and lifestyle writer and wine educator in the Washington, D.C. area. She can be reached through her website, kellymagyarics.com, or on Twitter and Instagram @kmagyarics.



The SAVOR beer festival was held June 1–2 at the National Building Museum.

PHOTO: KELLY MAGYARICS



The mezcal-based Mayahuel Margarita at Espita is rimmed with *sal de gusano*.

PHOTO COURTESY OF ESPITA MEZCALERIA

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ForceBrands is the leading recruiting and staffing firm for the beverage, food, and beauty industries. We offer executive recruiting services, board of director assembly, and industry-specific job boards including BevForce—which connects global beverage companies with future leaders.

Tom Schoelkopf has been named Senior Sales Director East at **California Cider Company**. He had been Sales Director Mid-Atlantic at Pabst Brewing Company.

Ali Huleisy has been named Regional Sales Manager at **Mark Anthony Crafted Spirits**. He had been Illinois Market Manager – On Premise at Infinium Spirits, Inc.

William Kosch has been named Marketing Analyst at **Campari Group**. He had been Associate Client Manager at Nielsen.

Alex Rodriguez has been named Head Brewer at **Fermented Sciences Brewing**. He had been Senior Brewer at Stone Brewing.

CAREER CORNER

Four Tips for Writing the Perfect Cover Letter

Recruiters and hiring managers will be the first to tell you a cover letter matters when it comes to applying for a role. In addition to proving you've put in the extra effort, these letters can articulately speak to your accomplishments while effectively conveying your interest in a given position.

Read on for some writing tips that will make your candidacy stand out among the competition.

- 1. SHOWCASE YOUR VALUE PROPOSITION:** Your cover letter provides an opportunity for you to go beyond your resume and showcase why your experience and skills make you the ideal candidate for a job. What can you offer the company, and what will you be able to accomplish given your unique skill set? If you cover these topics adequately, your cover letter should make a solid case for your hiring.
- 2. MAKE EVERY WORD COUNT:** The best cover letters are succinct and to the point, so skip the fluff and make every sentence count. If a phrase or section doesn't add value or help tell your story, nix it: You can always add the missing details to your resume.
- 3. PROOFREAD:** While this seems like an obvious tip, you might be surprised to learn how many candidates submit cover letters riddled with grammatical errors and spelling mistakes. Avoid this by having more than one pair of eyes proofread your cover letter.
- 4. PERSONALIZE YOUR LETTER:** This highly effective tip often gets overlooked, especially when job searchers apply to a high number of positions in a short time period. Remember to not only address your letter to the appropriate hiring manager, but to tailor the letter specifically to the role and the company. ■■

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A Q&A with Paul Puhalla,

DIRECTOR OF BUSINESS DEVELOPMENT AT
CONNECTICUT DISTRIBUTORS, INC.



ForceBrands: What do you find most rewarding about the work you're doing at Connecticut Distributors, Inc. (CDI)?

Paul Puhalla: As the Director of Business Development at CDI, the most rewarding part of my role is being able to work together with our employees, customers, and suppliers to think creatively and find more efficient ways of doing business. I'm fortunate to work with a tremendous team where we regularly challenge one another to think differently and find a better way.

FB: Do you have any industry mentors who have helped guide you in your career?

PP: I've been incredibly lucky to have had tremendous bosses, each with their own management style, throughout my career. Every experience was unique and I've learned things from all of them that have shaped my leadership journey.

FB: What excites you most about working in the beverage industry?

PP: The dynamic nature of the industry is very exciting. Working in conjunction with my team, retailers, restaurateurs, and suppliers to capitalize on growth trends ensures no two days are ever the same.

FB: What are some of the biggest trends you foresee taking shape in the alcoholic beverage world in the near future?

PP: In a world increasingly driven by convenience, it's no secret that alternative packaging—cans, boxes, PET, et cetera—is gaining tremendous momentum and will continue to do so. Small sizes continue to outpace growth rates in their respective categories, as well.

FB: And lastly, just for fun, if you could be doing anything else professionally, what would it be?

PP: I'd be leading travel groups on historical and cultural tours around the world. The more we open our minds to learn about people, from the person in the next office to the person halfway across the globe, the better we'll relate to one another. ■■

I'm fortunate to work with a tremendous team where we regularly challenge one another to think differently and find a better way."

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The Hypocrisy of Noodles

by Jesse Hom-Dawson

At some recent point in time, we as a society—and by society, I mean food lovers in Los Angeles, New York, San Francisco, or any city with a number of highly rated restaurants—decided we were fine paying \$30 for a bowl of pasta.

I'm OK with this, as I understand the razor-thin margins restaurants work with (fresh pasta topped with salty Parmesan Reggiano also happens to be one of the most sublime things in existence). What I'm not OK with, though, is that the same deference is often not applied to Asian noodle dishes.

The same people who will fork over an entire meal's worth of cash for one plate of cacio e pepe will complain about any bowl of ramen or pho costing more than \$10, no matter how time- and ingredient-intensive the dashi, tare, stock, and hand-pulled noodles are. Krishendu Ray, an associate professor of food studies at New York University, has his own hypothesis regarding this hypocrisy: "The shortest

answer would be cultural prestige, [or] some notion of an evaluation of another culture's reputation."

A lot of this reticence toward paying higher prices for Asian food outside of sushi and other Japanese cuisine comes from its reputation as take-out or "strip-mall" food. Katy Noochlaor, co-owner of the recently revamped restaurant Chao Krung Fairfax in Los Angeles, describes how Thai immigrants brought their regional cuisine to the city: "When Thai people came over, they were not a wealthy population," she explains. "They tried to keep the same prices they had in Thailand, but when you're using the same produce and same products as everyone else and they have higher prices, it doesn't balance. Asian food suffers under this misunderstanding that it has been priced lower because that's all the consumer knows."

Noochlaor and her sister Amanda Kunttee faced some pushback from regulars when they took over their

family restaurant, transforming the Americanized Thai food to a celebration of more traditional regional dishes. Despite the initial qualms, Noochlaor says people have come around to the higher prices and the new menu, which features dishes like charcoal-grilled Crying Tiger beef made with New York steak or a whole fish stir-fry with garlic and black pepper. "We hear people saying, 'This is tasting better and fresher,'" Noochlaor adds. "We didn't go to culinary school, but we cook with passion and we make everything from scratch from our curry paste to our sausages, and I think it shows."

As chefs and restaurateurs aspire to give Asian food a more elevated spotlight at long last, customers will hopefully recognize the range of prices and quality Indian, Thai, Vietnamese, Indonesia, Chinese, and other cuisines of the continent offer. I'm starting to see more contemporary Asian restaurants opening, like the wonderful Kasih, a hip Indonesian eatery in L.A.'s Little Tokyo district, or modern Korean restaurant Noted Tribeca in New York. It builds hope for a future in which Asian noodles finally get the respect they deserve.

I could also vent my frustration on how an entire continent's cuisine gets lumped into one category, but I unfortunately don't have space for an entire novel here. Fortunately, we'll be able to dive a little deeper into the topic in next month's issue with help from Chef Angela Hernandez of Fine China in Dallas. Until then, respect your ramen! ■■

Sisters Katy Noochlaor and Amanda Kunttee revamped their family's L.A. Thai restaurant, Chao Krung Fairfax, to feature fresh, traditional dishes like *pad gra tiem*: whole fish stir-fried with garlic and black pepper.



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Shakers on the Move

MEET THE “BOYS OF SUMMER” STEPPING UP AND MAKING WAVES ACROSS LAS VEGAS

by Xania V. Woodman



Cody Fredrickson recently joined Station Casino as Scotch Master at Scotch 80 Prime.

Las Vegas’ Palms Casino Resort remained open during the first phase of its \$620-million, property-wide renovation, which brings multiple exciting new bars, clubs, and restaurants to the Sin City institution.

Recently opened steakhouse Scotch 80 Prime, named for the city’s tony Scotch 80s neighborhood, maintains a whiskey focus along with a comprehensive cocktail program. Scotch 80 joins two new nightlife concepts at the Palms: Camden Cocktail Lounge and Apex Social Club, both of which opened over Memorial Day weekend (read more on these venues on page 108).

Scotch 80 Prime’s formidable whiskey selection rests in the hands of **Cody Fredrickson**, who joins Station Casinos as Scotch Master following his tenure as Bar Manager at Sparrow + Wolf in Chinatown and Lead Bartender at Bound by Salvatore Calabrese in The Cromwell.

“Scotch Master is a role that is living and breathing at this point; it’s constantly evolving,” Fredrickson says. “As Scotch 80 Prime’s whiskey sommelier and specialist, I’m working nightly on the floor, assisting with food pairings, suggestions, and tableside cart service. My main objective is to have a whiskey program that is approachable to everyone. This isn’t just your granddaddy’s spirit anymore, and I have a dram for anyone who walks in the door.”

Looking beyond the Palms, Bacardi USA scored big when Senior Portfolio Ambassador–National Accounts **Chris Hopkins** (formerly of Wynn Resorts and The Cosmopolitan of Las Vegas) lured **Mike Doyle** away from Breakthru Beverage Nevada, where Doyle had been the Beverage Development Manager and Brown-Forman Whiskey Specialist. In his new role as National Accounts Portfolio Ambassador, Doyle supports Bacardi’s on-premises team with innovative cocktail and menu development, as well as brand/category education. “These accounts range anywhere from Soho House and Hilton Worldwide to Buffalo Wild Wings,” Doyle explains.

Beyond having the privilege of working with his favorite spirit portfolio, Doyle says he especially cherishes his team interactions. “To be involved in a brainstorming session with people like [Chris] Hopkins, Heidi Hinkle Vargas, and [Bacardi Ambassador] Gary Hayward, to name a few, is mind-boggling to me,” he adds. “The only thing that surpasses everyone’s work ethic and knowledge is their willingness to keep pushing themselves to be better.”

Another new member of the Bacardi USA team, **Julian Luna**, has jumped out from behind the bar to become Bacardi’s man on the ground in Las Vegas as a Brand Activation Manager. Formerly Lead Bartender at Vesper in The Cosmopolitan, Luna now creates cocktail menus for numerous bars in addition to hosting events citywide, including Bombay Sapphire’s Most Imaginative Bartender competition. “I think this role gives back to our community because it brings a lot of education and support to the industry,” Luna says. “I’m looking forward to using this position to help our up-and-coming bartenders get ready for cocktail competitions.” ■■



Mike Doyle is the new National Accounts Portfolio Ambassador for Bacardi USA.



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Food for Thought on The World's 50 Best Restaurants List

by Merrill Shindler

You know you're a True Restaurant Obsessive if you anticipate the annual World's 50 Best Restaurants list with all the passion of a political junkie waiting for election returns. The creation of William Reed Business Media, the list spotlights restaurants selected by a global who's who of 1,040 "independent experts" (read: foodies with generous expense accounts).

We live in a world of food lists, yet they seem to exist in a highly limited reality where their top-rated restaurants are more of a fantasy than destinations around which you can actually build a vacation. El Bulli in Catalonia, for example, had a waiting list before it closed that approached the infinite—and this for a meal that cost hundreds of dollars per person.

On the topic of overindulgence, consider one critic's description of the dishes he enjoyed at this year's number-one restaurant, Osteria Francescana in Modena, Italy: "an eel flanked by things it might have swum past in the Po River . . . an elegant bonbon crafted from chocolate and aged woodcock and crowned with a

sliver of gold leaf . . . camouflage-themed risotto flavored with pureed food scraps . . . a composition made with five different vintages of Parmesan cheese that explored no less than the concept of time . . ." If this makes you feel more perplexed than hungry, you're not alone.

For me, an old question from food writer Calvin Trillin on whether the food you're critiquing "made your tummy happy" hangs heavy in the air. Consider the proclamation of Thomas Keller of The French Laundry, which spent several years atop the list, that the best dish in the world is a perfectly roasted chicken fresh from the oven. I'm sure there's a restaurant that offers a roast chicken somewhere in the Top 50, most likely at one of the (very few) U.S. restaurants to make the list: Eleven Madison Park, Blue Hill at Stone Barns, Cosme, Le Bernardin, Alinea, and Saison.

What's also notably lacking on the list—and much has already been made of this—is the recognition of restaurants run by women. (The highly

regarded Atelier Crenn, led by the excellent Dominique Crenn, came in 83rd among the runners-up in 2017. This year, she fell off the list altogether.) While a quasi-participation award for "Best Female Chef" is offered, it seems like a bit of a cop-out: How clueless can the judges be, especially in the year of the #MeToo movement?

Worthy of praise, however, is the growing presence of restaurants *not* in Europe. The list features a fine selection of establishments in Thailand, Peru, Mexico, Singapore, Chile, Brazil, Japan, and South Africa; France is there, of course, but it's balanced by representation from Spain, Norway, Denmark, and Turkey.

If your travels take you to South America, drop by any number of the casual yet high-profile restaurants run by Gastón Acurio—the winner of this year's World's 50 Best Lifetime Achievement Award—in Lima, Santiago, Bogotá, Quito, and Caracas. You don't always need a reservation to access feasts centered around Acurio's famous ceviche, which, *gasp*, actually looks like ceviche. It's real food that's good for the soul—something those 1,040 foodies could clearly stand to appreciate more. ■■





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Mara Marski is The Tasting Panel's Spirits Editor and resident bartender.

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MOMOSE'S
SPIRITFREE
MOVEMENT

While the so-called “cocktail revolution” may be winding down, plenty of new frontiers remain that demand further exploration. Leading the charge on one little-known front—the *spiritfree* movement—is Chicago-based bartender and consultant Julia Momose. I asked the bar superstar—also partner/creative director at Kumiko, set to open this fall—a few questions about this emerging trend and what it could mean for the beverage industry at large.

What exactly is a spiritfree?

A spiritfree is any stimulating, nonalcoholic mixed drink made with diverse and distinct ingredients. I want to move away from using the obtuse word “mocktail” to positively influence the way people feel about these creations. The name associated with carefully created nonalcoholic drinks should call for respect rather than evoke feelings of embarrassment.

What inspired your passion for the movement?

What matters most—more than fancy ingredients, ice, or technique—is how we make our guests feel. A spiritfree is more than just fancy juice: It may be an apéritif, a pairing, a digestif, or perhaps just a little bit of liquid delight. While our guests have always been able to order spiritfrees, it’s more likely now that a cocktail bar will have mixers, syrups, teas, and juices on hand to be able to make them well. Our guests who choose not to drink alcohol still deserve a delicious and sophisticated experience complete with drinks to meet the mood.

How are spiritfrees being received?

People welcome the opportunity to try something new: Not everyone orders the spirit-frees, but they often mention a person who would be thrilled to come by for one. And, at Oriole [restaurant in Chicago], where a tasting menu may involve ten pairings, some guests will alternate wine and spiritfree pairings to moderate their alcohol consumption without sacrificing experience or flavor.

How is this movement catching on?

I genuinely believe that this is not a “trend” that will fade away. In an industry moving to be more thoughtful and inclusive, we often speak about paying attention and anticipating guests’ needs. As we all strive to be the best we can be, I trust that the details of the considered nonalcoholic cocktail will no longer go unnoticed. ■■



PHOTO: SAMMY FAZE PHOTOGRAPHY

Chicago-based bartender and consultant Julia Momose is working to popularize the spiritfree movement behind the bar.

In Fine Feather

- ▶ ¼ oz. simple syrup
- ▶ ¾ oz. yuzu juice
- ▶ 1 oz. Seedlip Spice 94
- ▶ Splash of Fever-Tree Bitter Lemon Soda

Whip-shake the simple syrup, yuzu, and Seedlip Spice 94 briskly over one cube just to chill and aerate. Strain into a coupe glass, top with Dry Soda Company Sparkling Vanilla, and garnish with an Egyptian starflower–studded lemon.



PHOTO: SAMMY FAZE PHOTOGRAPHY

Spiritfree Takes Center Stage at Tales of the Cocktail

As Momose’s spiritfree movement gains traction, it’s attracting the attention of industry titans like William Grant & Sons. The company contracted her as the beverage architect for its alcohol-free portfolio party (yes, you read that right) at New Orleans’ Tales of the Cocktail convention in July.

Momose created several unforgettable spiritfree beverages to channel the company’s portfolio sans spirits: A concoction of malted barley, aromatic spices, and apricot soda highlighted the beloved flavor DNA of Glenfiddich whisky, while the “Dry Martini” steeped the unique botanicals of Hendrick’s Gin in coconut water and verjus blanc.

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HOW **BEN SILVER** BECAME A CERTIFIED SOMMELIER AND PROFESSIONAL MAGICIAN

by Michael Cervin



Magician and Certified Sommelier Ben Silver is a man of many talents.

When Ben Silver bought a magic kit as a young boy, he had no idea this childhood hobby would years later evolve into a full-blown career intertwined with his passion for wine.

While growing up, Silver would practice magic at the breakfast table before school, showing off his tricks for family and friends during Shabbat dinners. “It was horrendously bad, but people were polite,” he says with a laugh.

While his interest hardly waned once he left for school at San Diego State University, where he studied fine art, Silver didn’t think he had any professional potential as a magician until he encountered one at one of his gallery shows. According to Silver, “that was a pivotal moment” for transforming a playful pastime into an actual job.

To support his fledgling magician business, he dove into the hospitality industry, starting as a busboy before working as a bartender and server over a span of 18 years. While in Sedona, Arizona, he met a sommelier and, just like a sleight-of-hand trick, suddenly and inexplicably became enraptured by wine. “As you learn and taste more, you get that bug,” Silver says.

After passing his Level 1 course through The Court of Master Sommeliers, Silver moved to Santa Barbara, helping harvest grapes in the evening hours while working at the Kimpton Canary Hotel. He also visited his parents regularly in nearby Los Angeles, where he performed at the legendary Magic Castle in Hollywood and became further “immersed in the local wine industry,” Silver says.

After Santa Barbara’s notoriously high cost of living prompted Silver to relocate to San Diego, he took a position as Wine Director at Mezé Greek Fusion in the city’s historic Gaslamp Quarter district. While at a Southern Wine & Spirits trade tasting, he met Master Sommelier Fred Dame and performed a few magic tricks. Serendipitously enough, Dame then “graciously offered” to sponsor Silver for his Level 2 exam, which he also passed.

Silver now primarily works corporate gigs and private parties, where he’s also able to lead wine tastings or execute pairings with chefs while performing magic for guests. Regarding his personal tastes, he’s particularly enamored by the Pinot Noir and Chardonnay of Oregon’s Willamette Valley (“They show their terroir well,” he says), not to mention Burgundy, older Bordeaux, and Greek wines. “People are enthralled by magic and wine,” Silver says. “Wine really is magic—both of them are expressive art forms.” ■■

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In Down the Aisle, the editors at *The Tasting Panel* have set out to rate retail beverages based on a combination of elements that can increase or reduce off-premise potential, including packaging, branding/credibility, value, user-friendliness, and, of course, taste!

In retail establishments, “talkies” are the little cards affixed to shelves that educate the consumer and sometimes even include ratings. They’re an invaluable tool when there isn’t a knowledgeable employee available and/or when the customer feels too shy or intimidated to ask for help. For this reason, we’re nixing the traditional rating system and simply employing the “talkie” system to assess retail wines, spirits, and beers across all categories.

AUGUST

As summer winds down and temperatures continue to climb at our Southern California offices, we’re looking forward to fall, yet are still in need of beverages falling decidedly on the cooler side. Rosé is the perfect solution, as it can be fresh and light or richer and more substantial in body. Fortunately, it typically comes chilled on either side of the spectrum. Here are some rosés to guzzle down before the dog days of summer meet their end.



La Nerthe 2017 Les Cassagnes Rosé, Côtes du Rhône (\$15)

The average person might not know a Côtes du Rhône rosé will likely consist of some sort of Rhône GSM blend, but fortunately the varietal breakdown of La Nerthe’s Les Cassagnes is listed on the back: an organic blend of 50% Grenache Noir, 30% Mourvèdre, and 20% Cinsault. Interestingly, despite being half Grenache, the red fruits here balance to the white side: White raspberry, white cherry, and watermelon rind rest below floral and even vegetal top notes like rose water and celery juice.

KOBRAND WINE & SPIRITS



Simi 2017 Dry Rosé, Sonoma County (\$13)

Made employing both the press and saignée methods, this rosé is a blend of 64% Cabernet Sauvignon, 21% Merlot, 6% Malbec, 5% Syrah, 2% Zinfandel, and 2% Graciano. Sweet raspberry, strawberry, and other ripe red fruits dominate in a substantial, almost-medium-plus body. Thankfully, a finish of dry lemon rind counters the ripe fruit.



Alta Vista 2017 Malbec Rosé, Argentina (\$13)

Green-tinged strawberry, white raspberry, and pithy citrus burst forth in this handpicked Malbec, made with fruit grown roughly 3,200 feet above sea level.

KOBRAND WINE & SPIRITS



Draxton 2017 Pinot Meunier Rosé, Napa Valley (\$18)

Watermelon rind, blood orange, and a slight sweet-and-nutty Jordan almond character fold themselves into this medium-body wine. You don’t find too many Pinot Meunier domestic rosés, so this one is certainly worth a try.



Ferrari-Carano 2017 Dry Sangiovese Rosé, Sonoma County (\$14)

This is a rare domestic Sangiovese-based rosé made purposefully to be just that—rosé. Just-ripe strawberry and a mélange of other racy red berries play against a bit of fresh basil and tomato leaf. The wine is made via the press method with certified-sustainable grapes. ■■

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From Tailgate to Touchdown

DOS EQUIS STRATEGIZES FOR A WINNING COLLEGE FOOTBALL SEASON

by Elyse Glickman

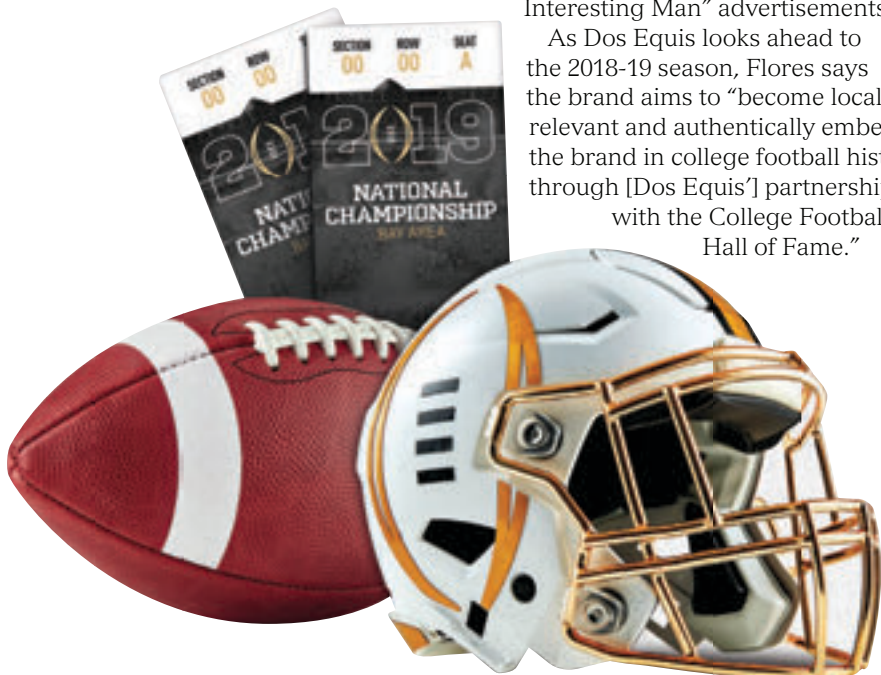


Once Mexican brand Dos Equis found its way into the fiber of one of America's favorite autumn pastimes—college football—it's been the guest of honor at many a tailgate party and game-day event.

Just two years ago, Dos Equis set even loftier goals for itself on the playing field by announcing a deal to serve as the "Official Beer Sponsor of the College Football Playoff." As it gears up for the incoming season, the brand plans to present various activities encompassing its marquee on-premise promotion from August through December, including offering football and beer enthusiasts the chance to win tickets to the 2019 College Football Playoff National Championship.

According to Dos Equis Brand Director Karla Flores, the first year of the collaboration concentrated on establishing the brand as a sponsor with heavy activations; in the second year, Dos Equis' involvement extended through the full college football season by focusing on the consumer insight of "fandom" in partnership with its "Interesting"-themed marketing initiatives. This includes the "Keep It Interessante" campaign, launched this year after the massive success of the brand's "Most Interesting Man" advertisements.

As Dos Equis looks ahead to the 2018-19 season, Flores says the brand aims to "become locally relevant and authentically embed the brand in college football history through [Dos Equis'] partnership with the College Football Hall of Fame."



Though some collaborations like football-brewery promotions have come together with the flash and dash of a draft-pick quarterback's on-field moves, some of those concepts didn't quite make it to the goal line. Flores says this prompts Dos Equis to look to the fans for inspiration: "Our promotional activity needs to be simple and engaging," she says. "Dos Equis' on-

and off-premise promotions are known in the industry for bringing storytelling to life, and this year's college football campaign will be no exception."

Because the ultimate goal is to be an essential part of the consumer/fan experience during game-day occasions, Dos Equis aims to cater to college football's diverse fanbase by targeting elements of the campaign and ensuing promotions to specific demographics. The 2019 integrated marketing program, for example, will feature a series called "The Interessante History of College Football" in which legendary subjects like coaches Steve Spurrier and Les Miles will appear in 15- and 30-second TV spots.

Consumers have proven they're more likely to drink Dos Equis during key football occasions than other leading Mexican imported beers: Dos Equis Lager experienced double-digit growth in the New Year's Six and College Football Playoff markets (more than 28 million viewers watched the bowl games, averaging 15 million viewers per game). "Passion for college football makes Dos Equis the right beer to kick off sales and profits with features and displays throughout the upcoming season," Flores says. "Our 2018-19 campaign is a fun way to bring to life college football's legendary moments and personalities throughout history. We will show different decades of the sport in an 'Interessante' way for both casual and avid fans." ■■



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The Pride of Fe Ciega

A RETROSPECTIVE TASTING OF RICK LONGORIA'S FIRST SIX ESTATE VINTAGES by Michelle Ball / photos by Jeremy Ball

As a native of Santa Barbara County, I can say without exaggeration that the wines of Rick Longoria made up a prominent portion of my early tutelage. I once worked at a cozy, white-tablecloth restaurant he and his wife, Diana, would often frequent. They would also host winemaker dinners there, and luckily for us, he was a bit of a hoarder: I tasted dozens of his older bottlings spanning four decades.

Longoria's deft hand in the cellar and his experience in this region have never ceased to impress me, so when the opportunity arose to attend a retrospective tasting of the first six vintages from his estate vineyard, Fe Ciega, I needed no convincing.

Longoria was among this region's first wave of local producers. In 1982, he launched his namesake label, initially with a focus on Pinot Noir and Chardonnay, and has contracted with dozens of vineyards while consulting on new plantings for decades. In the 1980s, he also began purchasing fruit from Sweeney Canyon Vineyard in the Sta. Rita Hills. "There was this really beautiful mesa roughly 200 feet above Sweeney, and I thought, 'This is just dying to be planted,'" he recalls.

More than a decade later, Longoria was finally introduced to its owners during a barbecue on the property. "I immediately blurted out, 'Would you like to plant a vineyard up there?'" he admits. Just one year later in 1998, Longoria began planting his first and only estate vineyard; focused on Pinot Noir, he chose a blend of Pommard and Dijon clones, 667 and 115, which were new to California yet assumed to be "all the rage." "I wanted a mix, having learned that components blended together create something more complex and interesting," he says. "It was a gamble, especially with the Dijon clones, since no one had any history with them."

Longoria chose to name the vineyard Fe Ciega: The Spanish term for "blind faith," it echoed his sentiments at the time while also serving as a nod to one of his favorite rock groups. A decade later, he added an additional 1.25 acres of Mount Eden clone Pinot Noir, sourced from the historic Sanford and Benedict Vineyard, to a steeper portion of the property along with a small amount of Chardonnay.

Since 2001, Fe Ciega has continued to produce exceptional Pinot Noir, selling just a small portion of fruit to Longoria's longtime friends Bill Wathen of Foxen Winery and Adam Tolmach of The Ojai Vineyard. ■■

The 40-acre ranch surrounding Fe Ciega sits on a south-facing mesa overlooking the fog bank in the southwest canyon of the Sta. Rita Hills. It's surrounded by prestigious neighbors, including Sea Smoke next door and Sanford & Benedict across the river.

The First Six Years

The aforementioned intimate tasting of Fe Ciega's first six vintages included a few of Longoria's club members who'd been with him on this winemaking journey since the 1980s. A certain consistency existed among the wines, which often showed floral and blue-fruit characteristics with tight structure and elegance.

We engaged in spirited discussion as we reflected on each vintage's crop loads and climatic conditions. "It's funny; the wines don't really change for me. It's sort of like looking at your adult child—you still see the baby," Longoria said with a smile. "It's the same with the wines. To me, they've kind of grown up, but I still remember them exactly as they were when I first made them. So, in a way, they haven't changed."



The first six vintages from Rick Longoria's estate vineyard, Fe Ciega, in Santa Barbara County.

2001: Sensual and savory with aromas of duck broth and, remarkably, no oxidation. Cranberry and subtle cedar plank with nice acidity on the mid-palate.

2002: Brambly, dark-red fruit; chewy texture and deep concentration.

2003: Blonde tobacco and chaparral with plummy persistence; hibiscus and black-plum-skin tannins.

2004: Showing some oxidation reflective of this hot, opulent (and high-scoring) vintage. Notes of burnt orange, bruised peach, and sweet coffee bean.

2005: Classically balanced with less concentration in comparison, yet holding well.

2006: Extremely floral and uncharacteristically young with notes of tuberoses, generous blue fruit, and beautiful acidity.

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BEHIND THE SCENES WITH **FRED DAME, MS**



Master Sommeliers Randy Bertao and Fred Dame share a bottle of Hindsight 2015 Cabernet Sauvignon with a view of the Los Altos Golf and Country Club behind them.

A Conversation with Randy Bertao, MS

GENERAL MANAGER,
LOS ALTOS GOLF
AND COUNTRY CLUB,
LOS ALTOS, CA

photos by John Curley

Q Fred Dame: Randy, I'm looking out the window here at this incredible view of the Santa Cruz Mountains and the perfect fairway. Does it ever get old?

Randy Bertao: It is spectacular and a good way to start your day—well, that and a great glass of wine!

Q I haven't done an interview with a private club before. I think what you've done here really sets a standard for wine programs and creative menus in this genre.

I've been here 11 years and began as Food and Beverage Director before becoming General Manager. Keeping the wine list and menus progressing is a passion for myself and the team.

Q I remember you at Los Gatos Brewing Company and then as the General Manager of Parcel 104. Things have certainly progressed! When you are considering changes, what comes first: the cuisine or the wine?



Randy Bertao has spent 11 years as the General Manager at the Los Altos Golf and Country Club.

While sometimes I consider the wine first, like with specific themed events, the food is the draw. Our chef here does a great job, so the focus is always on the result. Both of us understand that our membership must remain engaged by creativity and execution.

Q What has changed in the decade you've been here?

When I first arrived, it was golf first and everything else second, but I believe the family experience has become equally important.

Q So, what do the members drink: red or white?

It's about 50-50. Chardonnay and Pinot Noir are the most popular wines by a long shot. We've discovered that other varieties such as Pinot Gris and Albariño for whites and Rhône blends for reds are really doing well by the glass.

Q Pinot Noir exceeds Napa Cab here? Is it the proximity to Santa Cruz and Santa Lucia Highlands?

I'm sure if we were in St. Helena it would be a different story. Frankly, I didn't buy Cabernet for the first few years as we had a sizeable inventory when I arrived. Once we went through those vintages, we began to enhance the list. I have to say that price is a factor, even with the fact that we don't

have to maintain standard restaurant mark-ups.

Q Well, since we're on the topic, I brought you a wine to taste today. It's from a very small winery in Calistoga called Hindsight: only three acres producing two tons per acre. Sometimes I don't think Calistoga gets the love it deserves.

This is a delicious wine. It screams Napa Valley: plush rich fruit. It was a touch oaky when we opened it but has really settled into a classic wine. What's interesting is that our membership has a lot of interest in discovery, so wines like this do well here.

Q Does French wine also sell well?

It's a good seller but not huge. We do particularly well with white Burgundy and Italy. I have been waiting for Australia to come into play but it's just not happening. We do fairly well with Argentine wines.

Q What about sparkling wine? Hey, it's a country club!

We do very well with Champagne and sparkling wines, both by the glass and the bottle. It is very seasonal except for events.

Q Has the rosé revolution touched you?

It sure has! Every month we feature

wine specials that are usually themed by country or variety. This summer, it's all about rosé. I believe that now they're made with intent, so the quality has improved tremendously.

Q Please tell me you don't have orange wine on the list.

I do not have orange wine on the list. I want wines to be representative of the region and variety.

Q What about special wine events?

Absolutely. We do between eight to ten events with our fall wine and food festival being our biggest. This year we dedicated the funds raised to wine-country fire relief. We are also able to do tastings on the spur of the moment, which is a lot of fun.

Q And staff training?

Every week and anytime we introduce a new dish or wine. It's ongoing and we have excellent longevity of employees.

Q What's been the hardest adjustment from the commercial restaurant world?

Understanding that this is the members' club. I am always asking how things are and what we need to change to make them better. We get great feedback and are able to respond immediately. I work the floor a lot and still love it! ■■

WANT TO WIN YOUR WAY TO PORTUGAL?

GET A LEG UP ON THE COMPETITION WITH A LITTLE HELP FROM THE JUDGES



Sheri Sauter Morano, MW

Beginning next month, *The SOMM Journal* will work its way around the country seeking five lucky winners to join us in Portugal as the **Wines of Portugal American Sommelier of the Year!** To get a sneak peek at what the judges are looking for, we caught up with Master of Wine Sheri Sauter Morano and Eugénio Jardim, who serves as Wines of Portugal's U.S. Ambassador.

As judges, what will you be looking for from the Wines of Portugal American Sommelier of the Year contestants?

Sheri Sauter Morano: We are looking for contestants who show a real enthusiasm for the wines of Portugal. They do not need to be experts in the region, but they do need to demonstrate a desire to learn. We are specifically looking for individuals who are active in the trade and demonstrate an aptitude for communicating about wine in general—people who will want to go out and get others excited about the quality and value coming out of Portugal.

Why should sommeliers and wine-buying professionals enter this competition?

Eugénio Jardim: Wine professionals are very curious about new and exciting regions, little-known (and sometimes unknown) grape varieties, and new and old winemaking techniques. This competition will afford the participants a chance to observe and discuss that and the many possibilities for utilizing Portuguese wines in their programs. And to top it all off, the winners will be offered a curated experience in Portugal!

In your opinion, what makes the wines of Portugal so unique?

SM: This category has seen explosive growth in export markets over the past few years and there is huge potential here in the U.S. This is a country actively looking to connect with both the trade and the end-user. Tourism is at an all-time high, so I believe the time is ripe to be talking to consumers about these wines.

EJ: The incredible concentration of indigenous varieties not found anywhere else in the world in itself is very exciting. Portuguese wines offer a breath of fresh air with their unique ability to pair with diverse cuisines and their unbeatable price-quality ratio.

What is one thing people don't understand yet about Portuguese wines?

SM: I think one perception people have is that Portuguese wines are either light white wines for early consumption or super-alcoholic big reds, but there is so much more than that! The styles have really evolved and there have been huge investments in modernizing the wine industry in Portugal. You can find everything from organic and natural wines to wines made for extensive aging to those designed for everyday consumption.

EJ: Their dry wines come in all different styles with a very specific terroir imprint. They're fresh, clean, and full of energy—the grape varieties may be difficult to pronounce, but they're very easy to enjoy!

What is one thing you can only learn about Portuguese wines if you visit Portugal?

SM: Visiting Portugal really drives home just how diverse the various regions are, even within a small county. I remember thinking the first time I visited that there was so much more to see, taste, and experience. What once helped define Portugal was its drive to explore and discover the world beyond its borders—today, I think it is our turn to discover what Portugal has to offer!



Eugénio Jardim

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COMPETE FOR THE TITLE ♦ ♦ ♦ AND JOIN US IN ♦ ♦ ♦ PORTUGAL!

There's nothing like tasting wines right where they're made, and connecting ancient tradition to what's in the glass.

So how do you get there? **Compete for the title of Wines of Portugal Sommelier of the Year** for your city! If you live near any of the locations below, you'll have the chance to taste with Master of Wine Sheri Sauter Morano, Wines of Portugal Brand Ambassador Eugénio Jardim, and a Wine Editor from The SOMM Journal. Only **TEN** qualified somms will be selected to compete in each city, and those ten will go head-to-head on an exam, blind tasting, and oral presentation.

JOIN US IN:

Los Angeles - September 17
Seattle - September 19
Washington, D.C. - September 24
Atlanta - September 25
Houston - September 26

Only one winner from each city will be chosen, and that lucky winner will travel to Portugal's wine country and claim the title of **Wines of Portugal Sommelier of the Year!** *

HOW TO APPLY :

Visit www.sommjournal.com/Portugal to find the entry form. You must currently be working as a buyer on-or off-premise. **Entry deadline is 8/31.**

*Includes flight, hotel and meals/transportation in Portugal



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We've partnered with Chef's Roll & Somm's List, the global culinary and wine professional networks, to learn more about beverage experts from across the country.

JIMMY SPORER

Mixologist at Jazz, TX in San Antonio, TX

What's your background in the bartending community?

My brother is an owner in the industry, and when he started he also wanted me involved a few years back. It's definitely a privilege to have a family connection within the business, but it made me feel like I had to work even harder than everyone else because of it.

How do you try to separate your cocktails from the crowd?

I strive for perfection, and with the bar scene in San Antonio being so special, here at Jazz, TX we're trained to have a very specific science when it comes to mixing drinks. The science behind a cocktail is what really makes the difference, but it's often forgotten, so when making drinks I make sure to pay very close attention to the smallest details, such as the temperature and aeration of the cocktails.

What makes the scene in San Antonio so unique?

The passion and cultural mix are what makes San Antonio so different, and being so close to the border of Mexico offers a special style you can't find anywhere else. Everyone here also has a special love for what they do and they serve the community by offering a unique experience. It's cliché, but San Antonio serves people, not drinks!



PHOTO: CAITLIN FRANSCHELL

IRVING GONZALEZ

Lead Mixologist at The Westgate Hotel in San Diego, CA

How have you made an impact during your tenure at The Westgate?

The Westgate made a big impact on me by allowing me to know more about French cuisine and culture, and I really hope that my impact is getting to mix my Mexican and French culture here as well.

What's the secret to a successful bar program?

The really important thing is the love and passion to make cocktails. We have amazing staff who are really passionate about their jobs and a great menu of classic cocktails with a twist and personal touch.

You've just published a new summer cocktail menu. How did you approach that task?

We just included a lot of fun things! We work a lot with ice and have an amazing ice stamp with our logo. We make in-house ingredients like the orgeat, Mexican black sauce for the Michelada, and dry ingredients for garnish, and we also did some really fun adult push-pops for poolside. I think guests will love this menu. It's a back-to-classics list with a fun touch—like the Hemingway Daiquiri with Ouzo—and I'm really proud of it. It's going to be my last menu at The Westgate, so I really hope people can enjoy it as much as I do. ■■



PHOTO: JOSE LOPEZ (PRAISE MEDIA)

If you are a mixologist or wine professional interested in being featured here or want more information on Chef's Roll and Somm's List, please email featured@chefsroll.com.

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Pannonhalma Archabbey and Winery, a UNESCO World Heritage Site, is the second-largest territorial abbey in the world. Founded in 996 A.D., it's one of Hungary's oldest historical monuments.



The seasonal Etyeki Piknik festival features local wines alongside the gourmet treasures of Hungary.



The Rákóczi Castle of Sáropatak in Tokaj lies along an ancient wine-trading route.

Budapest and Beyond

by Izzy Watson

Hungary has plentiful wine and a great deal more to offer in the heart of Europe. Boasting a wide-ranging diversity of terroir, the country's 22 wine regions—many of them unknown to foreign tourists, even connoisseurs—await international discovery.

Fascinating landscapes with natural beauty, small villages, and welcoming winemakers guarantee memorable experiences for visitors. There's an amazing plethora of lively wine festivals not only during the harvest period of September and October, but throughout the year in every corner of the country.

Hungary is known for its hospitality, so discover the country via its wine regions at these must-see destinations.

For more information, visit hellohungary.com.

Tokaj

The birthplace of the world-famous Tokaji Aszú wine, Tokaj was declared the world's first appellation in 1737 and has been famous for its noble sweet wine for centuries. A relatively small region with 5,500 hectares of vineyards, Tokaj was recognized as a UNESCO World Heritage Site in 2002.

The region is filled with activity in July, including the Bor, Mámor, Bénye festival in the charming village of Erdőbénye and the Furmint Festival in the village of Mád. Tokaj-Hegyalja, an artisan market held the second Sunday of every month next to the restaurant Sárga Borház, is not to be missed.

For fine dining, check out Gusteau, Első Mádi Borház, or the restaurant inside the Gróf Degenfeld Castle Hotel. Those seeking more active ways to discover the area's treasures, meanwhile, will be pleased to know Tokaj is a popular spot for canoeing and kayaking.

Budapest

A world-class destination with cultural heritage, vibrant nightlife, breathtaking views, majestic hotels, and stunning gastronomy, Budapest is a must-see for global travelers.

It would be a challenge to list all of the city's natural and man-made attractions, but it's worth heading to the surrounding wine regions—all of which can be reached within an hour's drive. The most famous, Etyek, is well-known for its elegant traditional-method sparkling wines. The full breadth of exciting bottlings from the area can be discovered during Etyeki Piknik, a festival held four times annually to celebrate the seasons.

Further west is Mór: One of the smallest wine regions of Hungary, its irresistible boutique wines can be sampled during the Wine Days of Mór. While there, make sure to visit Pannonhalma, where you can explore the Archabbey (also a UNESCO site) and its modern winery through guided tours and tastings. ■■



PICTURED LEFT TO RIGHT: CHUCK FURUYA MS, GREG HARRINGTON MS, FRED DAME MS, NUNZIO ALIOTO MS

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ADVANCED SOMMELIER AND STARR RESTAURANTS
CORPORATE WINE DIRECTOR

Erik Segelbaum

by Michelle Metter



Erik Segelbaum is an Advanced Sommelier through the Court of Master Sommeliers and has nearly 25 years of experience in the restaurant industry. He currently serves as the Corporate Wine/Beverage Director for Starr Restaurants, Stephen Starr's acclaimed East Coast restaurant empire, where he has worked for nearly five years. Segelbaum also presented at SommCon Washington, D.C. in late July.

You began your early career as a chef. Is there anything you miss about being in the kitchen?

I absolutely miss the kitchen! The ability to express limitless creativity and work with seasonal, fresh ingredients while also nourishing people is a true gift. I loved being challenged and developing my skills. I make up for missing it by having elaborate dinner parties as often as I can—we have an

eight-person table and enough serveware to handle 16 courses. That's how I find my catharsis. I will say, though, that I certainly don't miss the constant cuts, burns, scrapes, and heat!

What advice would you give young sommeliers who are just now beginning to carve out a career for themselves in the industry?

I could write a book on this! First, show integrity, honesty, courtesy, and respect to everyone and treat your distributors and suppliers as partners. Sales reps have very difficult jobs and work hard for little compensation. Be honest about your expectations, needs, and wants and hold them accountable, but don't be rude. Likewise, don't talk down to your staff—find ways to inspire them to want to learn.

Next, don't try to be a teacher. It's really exciting to know all sorts of interesting and obscure wine facts, but it's important to remember most people could care less. Sommeliers are emissaries of hospitality, so respect your guest's preferences. If they love a wine you don't, let them enjoy it; if points/scores matter to them, don't dismiss them as irrelevant.

Explore your guests' tastes before making suggestions. One of the most frustrating and common questions I get is, "What do you recommend?" What they actually mean is, "Help me find something that I would like based on my preferences." Ask a few exploratory questions and make informed decisions based on their answers. If you start talking about a Georgian orange wine or bone-dry Riesling when they like oaky, full-malo Chardonnay, you'll not only be doing them no favors but also possibly wasting a bottle, taking longer to serve them, making their experience awkward or uncomfortable, and preventing yourself from helping other guests or staff in need.

Finally, remember the difference between service and hospitality. Do the latter well and you'll automatically execute the former perfectly.

You have one glass of wine and ten minutes. Who are you with, what are you drinking, and what are you listening to?

If I wasn't limited to ten minutes, it would be my girlfriend and we'd be drinking old Riesling and listening to Vivaldi, Tchaikovsky, or Pink Martini. Otherwise, I'm with Anthony Bourdain—the world and our industry truly lost a treasure. The wine is 1800s Madeira, and I'm listening to him with his favorite rock band playing in the background! ■■

The Tasting Panel and The SOMM Journal are proud to serve as the media sponsors of SommCon San Diego (November 14–16). For schedule and registration details, visit sommconusa.com.

“New York is to the nation what the white church spire is to the village—the visible symbol of aspiration and faith, the white plume saying the way is up.”

— E.B. White

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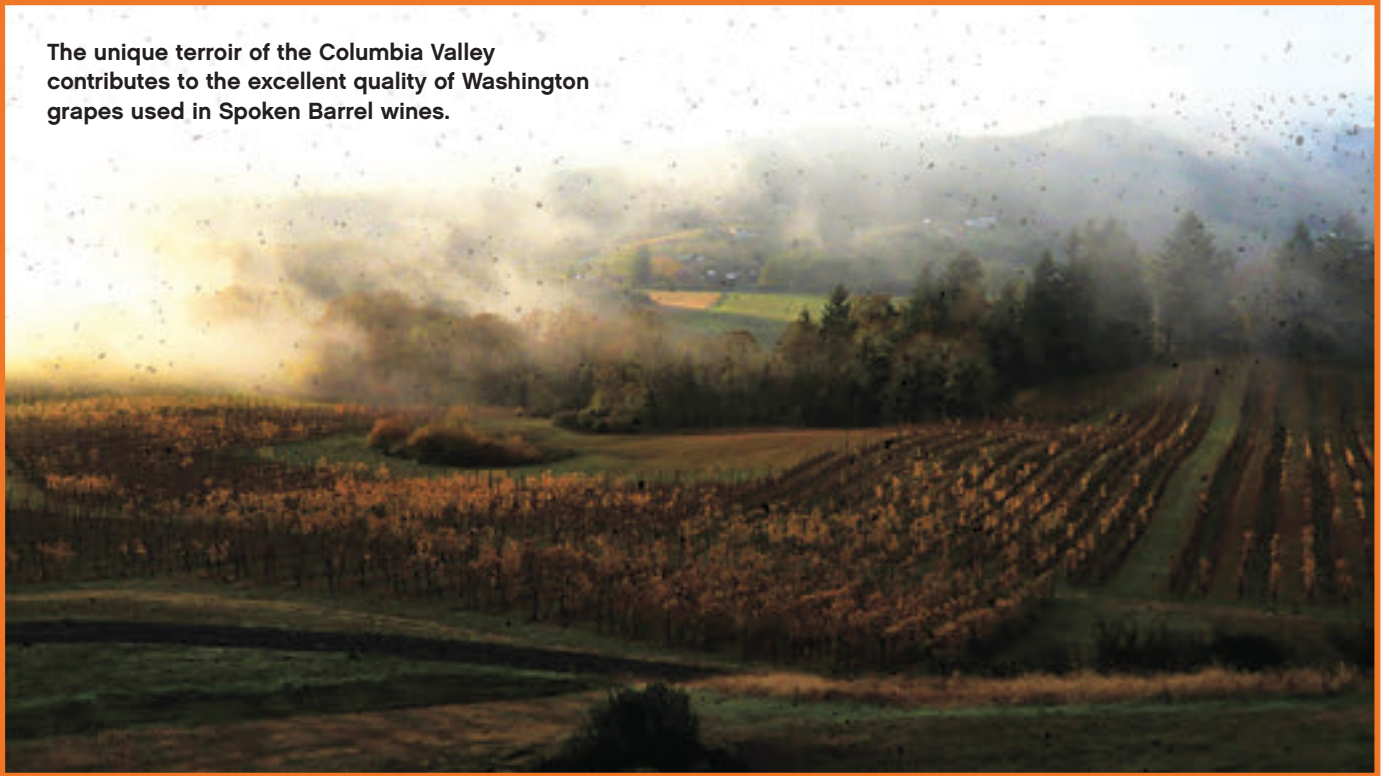
**THANKS TO PRODUCERS LIKE SPOKEN BARREL,
THE PACIFIC NORTHWEST IS TRULY HITTING ITS STRIDE**

BY CHRISTINE HAVENS / PHOTOS BY RACHEL COWARD

At Rabbit Hole in Seattle, bartender Matt James and business partners Jessica Gifford and Marcus Johnson keep Spoken Barrel wines restocked on their wine list due to popular demand.



The unique terroir of the Columbia Valley contributes to the excellent quality of Washington grapes used in Spoken Barrel wines.



WASHINGTON STATE,

with all its diversity, is a playground for vintners and wine enthusiasts alike. Once known for producing singularly jammy, fruit-forward wines, a maturing industry has revealed a truly impressive range of styles thriving within the borders of the Columbia Valley's scrubby, arid topography. From light and crisp whites to baritone reds with stratified layers of dark fruit and spice, the state has decidedly come into its own as its vintners relentlessly push boundaries in search of new flavor profiles.

Spoken Barrel, which offers two sleekly packaged wines, is

one such project. Its Columbia Valley Cabernet Sauvignon and Bordeaux-style Meritage blend resonate on the palate with deep tones that impart concentration without an overbearing alcohol content; their accessible price point (\$20 for either wine), meanwhile, makes them an attractive fit for by-the-glass lists.


The woman behind Spoken Barrel, veteran winemaker and Twin Falls native Maurine Johnson, spent 29 years as Head Winemaker for Idaho's largest winery, Ste. Chapelle, before moving on to work at Hogue Cellars in Washington's Yakima Valley in 2016. Her lengthy career

working with fruit from the Pacific Northwest has gifted her with an uncanny, almost intuitive ability to coax out the full potential of the grapes she sources.

Johnson's approach centers entirely around the concept of quality. "It all starts with the grapes," she says. "I love working with Washington fruit because the quality is truly exceptional. Columbia Valley gets very little rainfall, which allows us to control the amount of water the grapes receive, and the high elevation of many of our premier growing sites gives the grapes additional time on the vine to ripen and develop complex flavors."



“SEATTLE IS VERY SUPPORTIVE OF LOCAL PRODUCTS IN GENERAL—IT’S AN EXCITING TIME FOR WASHINGTON WINES.”



Longtime Rabbit Hole bartender Matt James has kept Spoken Barrel on the bar’s small wine list since the brand first hit the market.

“AN EXCITING TIME FOR WASHINGTON WINES”

According to Johnson, Spoken Barrel set out to “[make] a name for itself by creating straightforward, bold wines that craft wine and beer drinkers love to discover and can confidently share with friends.” “We’re proud of our Washington roots and challenge ourselves to make wines that are a true expression of the grapes grown here,” she adds.

Among the Washington establishments introducing Spoken Barrel to their mostly beer-and-whiskey-loving clientele is the Rabbit Hole, a neighborhood bar in Seattle’s trendy Belltown neighborhood. With dark, wood-paneled walls, weekly skeeball tournaments, and Southern comfort food served up in epic portions, the Rabbit Hole has established a reputation as a favorite upscale “dive bar” of Seattleites since it opened its doors in 2011. “We paint ourselves as the *Cheers* [bar] of the neighborhood,”

Spoken Barrel’s wines make for an ideal pairing with Rabbit Hole’s upscale Southern comfort food: The Meritage blend matches the sweetness and zestiness of the barbeque wings while the bold Cabernet complements the pulled pork sandwich.



Derek Simcik, Executive Chef at Scout PNW in Seattle, shuns easy pairings with Spoken Barrel wines in favor of a more out-of-the-box approach.

“WE’RE SUCH A FUSION OF DIFFERENT CULTURES HERE, SO WE TAKE THAT TO HEART WITH THE INGREDIENTS WE SOURCE. OUR NORTHWEST-INSPIRED CUISINE IS A NATURAL FIT WITH WINES FROM THE REGION.”



At Scout PNW, Spoken Barrel's Cabernet Sauvignon accompanies a light version of beef tartare featuring blistered and dehydrated red bell peppers topped with a sous-vide duck egg yolk.

co-founder Marcus Johnson says with a smile. “Think hush puppies, fried dill pickles, chipotle barbeque wings, and the best burger on the block. Our wine list is pretty sparse; because we offer pub fare, we don’t typically get a lot of requests for wine.”

Perhaps that makes it all the more

impressive that longtime Rabbit Hole bartender Matt James has carried Spoken Barrel’s Cabernet and Meritage blend since they first hit the market. “We picked up the wines six months ago, and people keep requesting them, so we keep showcasing them,” James explains. “Seattle is very supportive of

local products in general—it’s an exciting time for Washington wines.”

A blend of Malbec, Cabernet Sauvignon, Merlot, and Petit Verdot, the 2015 Spoken Barrel Meritage is, as Maurine Johnson aptly puts it, “soft yet rugged, like your favorite worn-in leather bag.” Inlaid with black cherries, red plums, anise, crushed lavender, and a dollop of toasty oak, it’s medium-bodied on the palate with a firm foundation of velvety tannins and a finish laden with baking spice and mocha.

The same vintage of Spoken Barrel’s Cabernet opens with a glass-filling sensory arc of tobacco, black cherries, cassis, ripe blackberries, cedar, and vanilla. Supple dark fruit dominates the mouthfeel as it ripples through a backdrop of tannins evoking fine suede. “These wines are big, even for Washington State, and both are robust,” James says. “[Food and wine] pairings need to stand up to that. The earthiness and spiciness in the Meritage blend perfectly match the sweetness and zestiness of our house-made barbeque wings. It will work equally well with a steak, of course, but it’s a lot more versatile than a classic Bordeaux-style blend.”

James says Rabbit Hole’s pulled pork sandwich makes “perfect sense” for a pairing, as you need a dish that “matches the intensity and spiciness of the wine.” “The sweet tobacco notes in the wine also elevate the smokiness of the pork,” he adds.

CAPITALIZING ON TEXTURE AND RICHNESS

Venture just a few blocks south of the Rabbit Hole and you’ll find Scout PNW on the ground floor of a stylishly urban hotel, the Thompson Seattle. While its restaurant offers an entirely different gastronomic experience than its *Cheers*-like neighbor, it also features Spoken Barrel prominently on its wine list.

“We invite our guests to scout out all the flavors of the Pacific Northwest—to take a tour of the state as a whole,” Executive Chef Derek Simcik explains. “We’re such a fusion of different cultures here, so we take that to heart with the ingredients we source.

Our Northwest-inspired cuisine is a natural fit with wines from the region, from Walla Walla all the way to the Willamette Valley. It's an easy choice to parlay the food into the wine."

When it comes to pairing Spoken Barrel with Scout PNW's cuisine, Simcik said he seeks to avoid the "go-tos" for Cabernet—red meat or "a nice heavy braise"—in favor of a more dynamic match. "I wanted to create a lighter dish with similar flavors and settled on steak tartare," he explains. "To emphasize the bell-pepper notes naturally found in the Cabernet, we charred and blistered red bell peppers, then dehydrated them to give them a texture and bounce that resembles raw meat. We then blended the minced peppers with raw beef in equal portions and topped the tartare with a sous-vide duck egg yolk to match the texture and richness of the body of the wine."

By contrast, Simcik says the flavor profile of the Meritage is particularly well-suited to a mushroom dish that's "satisfying and meaty" without being "super heavy." "We chose a blend of locally foraged mushrooms—morels, hen-of-the-woods, trumpets, and baby shiitake—and seasoned them with salt, pepper, garlic, shallots, butter, and white soy," he continues. "A fresh herb purée of blanched, strained parsley on the bottom of the plate imparts brightness and lift, and the slightly peppery, fig-like umami influence comes from the addition of black garlic shōyu. The sweetness of the shōyu counteracts the black pepper in the wine and plays beautifully with the wines' juicy red-berry notes."

THE "NEW COOL KID ON THE BLOCK"

From a thriving neighborhood pub to a restaurant recognized as one of "Seattle's 10 Best New Restaurants of 2016" by *The Seattle Times*, Spoken Barrel has confidently established the versatility and welcoming appeal of its wines not only in its home state, but for venues nationwide seeking to delve deeper into the Pacific Northwest in

their beverage programs.

For Maurine Johnson, however, the innate sense is that the project is just beginning to gain altitude. "The Washington wine industry has just begun to hit its stride," she says. "The state's wine pioneers are giving way to second and in some cases third genera-

tions of viticulturists and winemakers who carry on the same passion for making world-class wines. As the new cool kid on the block, it's an exciting time for Washington wines, and we're proud to share Spoken Barrel with consumers looking to discover more of what they have to offer." ■■



Daniele DelleCave, Restaurant Manager and Wine Director at Scout PNW, introduced the popular establishment to Spoken Barrel wines.

Unbottling Discovery

DRUMSHANBO GUNPOWDER IRISH GIN MAKES A NAME FOR ITS HOME COUNTRY IN A LESS-EXPLORED CATEGORY

by Jill Sieracki



With more and more spirits appearing in an already crowded market, expressions need provenance and a backstory to separate themselves from the bunch. A product of The Shed Distillery in County Leitrim, Ireland, Drumshanbo Gunpowder Irish Gin (\$37) exudes both flavor and folklore with its refreshing blend of exotic botanicals and epic origin story, which sent founder Pat “PJ” Rigney traversing the globe for worthy ingredients.

“During one of my many voyages into terra incognita, I found myself part of a Moroccan tea ceremony,” says Rigney, who serves as the Managing Director of The Shed Distillery. “Here, I noticed the small, rolled green leaves brought from the Orient since the Tang dynasty of the seventh century. I instantly knew I needed to add them to my secret tabernacle back at the distillery, so I set off on my next journey to their source—the eastern province of Zhejiang, China—and discovered many an interesting botanical along the way.”

Curious Twist

- ▶ 25 ml Drumshanbo Gunpowder Irish Gin
 - ▶ 25 ml Aperol
 - ▶ 25 ml Cinzano Rosso Vermouth
 - ▶ 5 ml violet liqueur
 - ▶ 2 dashes Spanish bitters
- Stir ingredients and garnish with an orange twist.



As Rigney made his way back to County Leitrim’s “wild and unspoiled landscape” via a winding tour through Indonesia, Cambodia, Morocco, Germany, and Macedonia, he carefully selected the 12 botanicals used in Drumshanbo Gunpowder Irish Gin. It took 16 months to perfect the spirit’s original recipe, which features the aforementioned gunpowder tea from China and Drumshanbo meadowsweet mixed with coriander seed, angelica root, caraway seed, orris root, cardamom, star anise, and juniper berries, among other ingredients.

Slow-distilled in medieval copper pot stills designed for small-batch production, the spirit is “the personification of all that is wonderful about rural Ireland and encompasses the history and culture of the village of Drumshanbo,” says Rigney, who also helped introduce famous Irish products like Baileys Irish Cream and Sheridan’s Irish Coffee Layered Liqueur to U.S. palates. “Ultimately, it’s the combination and balance of botanicals with vapor-infused makrut limes, as well as Chinese lemons and grapefruits, that lead to the fresh and rounded experience up front with citrus and spicy notes immediately evident,” Rigney continues. “The overall impression is of a very well-balanced and surprising gin.”

Drumshanbo Gunpowder Irish Gin’s flavor profile also ensures the spirit holds its own in mixed cocktails. “The secret with cocktails is to never mask the unique taste profile of the gin, but enhance it and only use superior quality ingredients in small, subtle measurements,” Rigney explains. “Our signature serve, for example, is with a generous wedge of fresh red grapefruit to emphasize the gin’s refreshing citrus notes along with chilled premium tonic and large cubes of ice.”

Launched in 2014, Drumshanbo Gunpowder Irish Gin is relatively new to the market, yet everything about its design—from the jackalope icon to the vintage-looking blue bottles—seeks to convey a worldliness beyond the brand’s years while also serving as a nod to Rigney’s travels. “The

apothecary style brings to life the history of my journey across the world and a sense of experimentation, which is what modern super-premium gin is all about,” Rigney says. “The modern touches to the bottle represent the rebirth of gin as a super-premium spirit with endless opportunity to innovate. They invite the consumer on a journey of discovery—every time you take another look, you can discover something new as I did on the botanical trail from China to Drumshanbo. You will notice so many unique elements of discovery on both the bottle itself and the label.”

More synonymous with brown liquor and beer, Ireland is largely seen as a newcomer to the gin market, with Drumshanbo Gunpowder Irish Gin helping pave the way for further exploration. “We have no significant export history in the gin category, but the rise of new boutique gin distilleries has been a gamechanger,” says Rigney. “Now the U.K., Europe, and indeed the U.S. and Asia are looking to our small island not just for the finest whiskies, but for exciting new gin brands.”

The distillery, expected to welcome visitors in the near future, has also been instrumental in bringing additional jobs to the local community. A small team of roughly 25 County Leitrim residents distill and bottle Drumshanbo Gunpowder Irish Gin by hand, and the staff is expected to double as the company prepares to debut its Sausage Tree Pure Irish Vodka and the first Shed Distillery Premier Grand Cru Irish Whiskey.

With the impending tripling of The Shed Distillery’s offerings, Rigney is committed to continue representing Ireland’s excellence in all things spirits-related. “Authenticity is key—in terms of premium gin, only remarkable brands will make the cut for export,” says Rigney. “What is important is that Ireland is synonymous with exceptional, quality brands with longevity and authenticity, not one-hit wonders.” ■■

For more information, visit drumshanbogunpowderirishgin.com.

**THE ICONIC CALIFORNIA WINERY
PREPS FOR THE FUTURE BY HONORING THE
PRACTICES—AND PEOPLE—BEHIND ITS SUCCESS**

Fetzer

HITS 50

by Ruth Tobias



Two new releases from Fetzer Vineyards celebrate the winery's golden anniversary: The 2016 Anniversary Reserve Cabernet Sauvignon is a nod to the past, while the 2016 Flatbed Red looks to the future.

A golden anniversary provides an equally golden opportunity to reflect on past vows, present values, and future vision. Fetzer Vineyards built its namesake heritage brand on seizing timely opportunities, so leave it to the Mendocino County pioneer to mark the milestone of its 50th year with a marketing campaign that not only pays tribute to the people and ideas behind its lasting success, but reaffirms its commitment to making wine anyone can enjoy any day of the week.

At the heart of the anniversary campaign is the aptly named Storyteller Series. “When I joined Fetzer Vineyards two years ago, I remember saying that sometimes brand-building is about making up a story,” Senior Brand Manager Sumona Pramanik says. “But the more I learned about Fetzer Vineyards, I was truly enthralled. Every time I sat down with [Vice President of Winemaking] Bob Blue, I’d learn something new and fascinating about our involvement with the farm-to-table movement or about the Fetzer family’s 11 kids. I thought, ‘We don’t have to make up a brand story. We just have to uncover it.’”

PHOTO: GEORGE ROSE



A throwback photo of Bob Blue, Fetzer Vineyards' Vice President of Winemaking.

The headquarters of Fetzer Vineyards in Hopland, CA.



PHOTO COURTESY OF FETZER

CELEBRATIONS



PHOTO COURTESY OF FETZER

A piece of history: Kathleen Fetzer (center) surrounded by the 11 Fetzer children in Mendocino County in the 1980s.

To bring this to fruition, the winery hosted a reunion dinner last November where members of the Fetzer family and colleagues past and present gathered to reminisce. The video interviews they captured on that memorable evening, now posted on the company website, movingly convey the dedication and appreciation the team has shared over the years. “I could have done a montage of people saying, ‘It was more than a job; it was a family,’ or ‘Those were the best years of my life,’” notes Pramanik. “That emotional resonance was powerful.”

Of course, this vocal admiration for the brand applies not only to Fetzer Vineyards’ values, but to how the winery actually implements them, as well. Blue joined the team 30 years ago, a heady time for California winemakers in general and Fetzer Vineyards in particular: “It was that moment when Americans were just starting to drink varietal wines, and we were going from those old-timey operations” to full-scale estates, he says, adding that the Fetzers “were right there and growing incredibly fast” on the strength of their Sundial Chardonnay.

After nine years spent running the winery while his children worked the vineyards, patriarch Barney Fetzer brought renowned winemaker Paul Dolan—who recently lent his voice to the Storyteller Series—on board in 1977 along with Blue to assist him. “It was really hands-on winemaking every step of the way” from the grapevine to the bottle, recalls Blue, who was “amazed” by the integrity of the process. Yet he was also enamored with the family itself: “There was never a lot of ego,” Blue says. “They grew up on a farm in the country—they were very humble, and I think it carried over into the wine. We always wanted to overdeliver, to make really great wine at a really fair price.”

When Barney died unexpectedly in 1981, the estate fell into the hands of his wife Kathleen and his children. “The oldest was like 32 and the youngest was 14, but they were schooled in hard work,” says Blue. “They didn’t have a fallback position—what they had was a lot of courage.”

This conviction showed in their participatory spirit. “[Management]

was never top-down. It was always collaborative,” says Sonoma State University Corporate Relations Officer Jonathan Fabio, who spent decades in sales and education first at Fetzer Vineyards and then at onetime parent company Brown-Forman. That cooperative, freewheeling approach extended from employees to distributors and customers, as Fetzer Vineyards aimed to make “the business fun for them, too, as it empowers them to be part of the winery’s success” through training and cultural initiatives, Fabio adds.

Take a legendary enterprise like Fetzer Vineyards Valley Oaks Food & Wine Center. Its restaurant run by culinary director John Ash—as well as its Biodynamic garden and demo kitchen where “Julia, Emeril, and Wolfgang came and cooked”—served to advance culinary knowledge that “not only helped us sell wine, but helped us make friends,” Fabio says. (Speaking of friendship, he also recounts with gratitude the year Jim and Mary Fetzer assumed some of his travel duties so he could care for his severely ill wife and their young children without leaving his job.)

Doing “What’s Good for the Earth”

The Storyteller Series campaign also lays the groundwork for successes to come, as the anniversary celebration naturally coincides with new releases. Blended with small amounts of Petit Verdot, Syrah, and Merlot and aged in a mix of stainless steel and French/American oak, the commemorative 2016 Anniversary Reserve Cabernet Sauvignon is “certainly a nod to our past,” Pramanik says. She adds that she and Fetzer Vineyards Head Designer Aaron Woolsey “went back and found every old bottle [they] could” to revive a vintage logo for the three-piece label, which also bears a commissioned illustration of the barn on Fetzer Vineyards’ Hopland property.

Conversely, Pramanik explains, the 2016 Flatbed Red “looks to the future” as “the biggest product innovation [the winery has] had since Eagle Peak

Merlot” first hit shelves in 1993. Though the label on the blend of Zinfandel, Petite Sirah, and Petit Verdot depicts the same pickup truck fans of the core portfolio will recognize, Pramanik explains “it’s much more modern to introduce a new group of consumers to Fetzer.”

In the wake of these new releases, the company’s legacy of innovation as a force for good persists. Consider Fetzer Vineyards’ commitment to sustainability, based on what Regenerative Development Manager Elizabeth Drake summarizes as “Barney’s ethos that what’s good for the earth is good for the grape, and therefore makes better wine.”

After committing to utilizing 100 percent renewable energy in 1999, Fetzer Vineyards has since become the first wine company to report and verify greenhouse-gas emissions with The Climate Registry, as well as the largest to receive zero-waste and B-Corp certifications. It was also

the first U.S. winery to be certified as Carbon Neutral®, and additional goals are set for reductions in both water and energy use by 2020. The company also assists in helping growers go sustainable in their own practices.

Another guiding principle at Fetzer Vineyards is that of “regeneration,” or, as Drake puts it, “looking beyond just minimizing negative impacts—a more traditional approach to sustainability—to seeking out opportunities to create positive impacts in the world.” To that end, the company recently organized its inaugural Force for Good Day, shutting down operations so employees could volunteer in their communities. As the winery forges ahead into its sixth decade, Blue sees the values he’s helped implement throughout his career already “carrying forward to the next generation—there’s a continuity there.” It certainly bodes well for Fetzer’s next 50 years. ■■

PHOTO: KAARE IVERSON



Fetzer Vineyards Winemaker John Kane with the winery’s portfolio, including the 50th Anniversary Cabernet Sauvignon.

Tasting Panel Picks: Best Value Wines

Fetzer 2016 Shaly Loam Gewürztraminer, Monterey County (\$11) Off-dry with an abundance of intense aromatics. Stone fruit is like nectar on the nose and palate as the crisp acidity works its way through dense melon, peach, and apricot. The mid-palate brings in quiet rose-petal notes with a hint of ginger spice. **91**

Fetzer 2016 Flatbed Red, California (\$10) This wine offers up a berry happy nose of vibrant boysenberry and cherry. On the palate, plump, delicious flavors of plum and black cherry play up against round tannins; white-peppered cassis and dark chocolate also come into play with extended length on the finish of pomegranate and cherry jam. Aged for eight months with a mix of French and American oak. **92**

Fetzer 2016 Anniversary Reserve Cabernet Sauvignon, California (\$13) This release stands for 50 years of sustainable practices and quality. With its full-flavored aromas of strawberry, black raspberry, and nutmeg, this wine overdelivers. There’s a density to the mouthfeel and the flavor profile delves deeply with cassis, fudge, and toasty toffee, but it brightens up due to ripe, vibrant fruit surfacing on the mid-palate. Aged in a combination of stainless steel, French oak, and American oak for eight months. Happy Anniversary! **92+**

CIEL ROUGE

- ▶ 1 oz. Jean Fillieux Vieux Rouge Pineau
- ▶ ½ oz. El Dorado 8-Year-Old Dark Rum
- ▶ ¼ oz. Bigallet China-China liqueur
- ▶ ½ oz. toasted orgeat
- ▶ ½ oz. fresh lime juice

Add all ingredients to a mixing tin. Shake without ice and strain into a Julep glass over pebble ice. Garnish with two dashes of Angostura bitters, fresh mint sprigs, and a metal straw.



hello,
PINEAU!



The bartenders and sommeliers attending Pineau des Charentes ambassador Hoke Harden's masterclass tasted seven Pineaus, starting with a Jeune Blanc with bright floral and fresh fig notes from Tessendier Park and finishing with a 20-year-old Tres Vieux Blanc with hints of Marcona almond and dried apricot from Bache-Gabrielsen.

FRANCE'S FAVORITE VIN DE LIQUEUR IS POISED TO MAKE A SPLASH ON THE AMERICAN BEVERAGE SCENE

BY MARA MARSKI / PHOTOS BY JOSHUA FREEDMAN

WHILE MANY VIEW OUR current drinking landscape as the aftermath of a bloody cocktail revolution fought in dimly lit speakeasies and pioneering restaurants, the truth contains less outright conflict and more Indiana Jones–esque excavations of long-buried trends and products. It turns out the latter is preferable, because if we'd won the war, we'd likely be plagued by the question, "What happens now?"

While we've discovered the fossils of pre-Prohibition drinking in America, there's so much more drinkable history yet to be dug up and brought to light in our backyards and abroad. It's thanks to both this concept and a little archeological legwork that Pineau des Charentes, a category with a pedigree spanning more than 400 years, is just now amassing popularity in the United States.

According to local vintner legend, Pineau des Charentes was born from a happy accident: When a French cellarworker needed storage for fresh-pressed grape juice, he poured his unfermented must into what he presumed was an empty barrel. However, it still contained a small amount of Cognac, and when the mishap was revealed years later, the discovery unveiled a delectable new spirit.

While Pineau's origin story makes its production process seem practically effortless, Hoke Harden, a Society of Wine Educators (SWE) Certified Educator and Pineau des Charentes Brand Ambassador, directly countered this idea during a June tasting and educational luncheon at Lucques in West Hollywood, California. Thirty of Los Angeles' top bartenders and sommeliers gathered for the event at the upscale French restaurant, a neighborhood staple for the past 20 years. "Pineau des Charentes falls in the fortified wine category with the likes of vermouth or Madeira," Harden said while introducing the spirit. "It is essentially a naturally sweet wine in which the grape juice acts as a sweetener."

BREAKING DOWN PINEAU

In the European Union, Pineau is classified as both a *vin de liqueur* (fortified wine) and a *vin de mistelle*, a *vin de liqueur* subcategory and a sister classification of *vin doux naturel* (natural sweet wine). The latter is also made with juice that undergoes *mutage*, the process of adding alcohol to stop fermentation. Vins de mistelle, however, differ from vins doux naturel, as they're made with freshly harvested grape must instead of must from partially fermented grapes. "There are



Hoke Harden, Society of Wine Educators (SWE) Certified Educator and an ambassador for the Pineau des Charentes category, welcomes guests to his June masterclass at Lucques in West Hollywood, CA.



Robin Chopra, a Los Angeles–based buyer, tastes through a lineup of Pineau des Charentes during Harden's masterclass.



Sean Beckner-Carmitchel, Sommelier at Hotel Bel-Air in Los Angeles, tastes a Merlot Vieux Rouge from Château Beulon as Tasting Panel Publisher Meridith May tries an Ugni Blanc Vieux Pineau from Cognac Réviseur.

people all over the regions of France who make vins de mistelles—like Armagnac’s Floc de Gascogne or Champagne’s Ratafia—though they aren’t all that well-known in the United States,” said Harden, adding that Pineau des Charentes is “the grand-daddy of them all.”

So while on its surface Pineau is a vin de liqueur aged in oak and bottled between 16–22% ABV, it’s not quite as simple as all that. “I equate Pineau to bourbon in its strictness of rules and its specificity,” Harden said. Like bourbon, Pineau’s character is also deeply rooted in its place of origin: Made specifically with Cognac eau-de-vie, its production is confined to France’s Cognac region and more specifically narrowed to the Charente and the Charente-Maritime areas, which encompass just 3,400 hectares of Cognac’s approximate 80,000 hectares of vineyards.

Pineau must be a 3-to-1 blend of grape must to Cognac eau-de-vie, and the juice and Cognac must be manufactured by the same wine estate, vineyard, and producer. As Harden says, “To be a Pineau producer, you must also be a Cognac producer.”

To meet the standards of the Pineau AOC, a Cognac eau-de-vie must age at least one year and have no less

than 60% ABV. And although Cognac production allows for the addition of sugar, caramel, and boisé—a “tannin tea” or wood extract made from boiling oak chips that provides a stronger barrel taste and greater tannic presence—Cognacs chosen for the production of Pineau must be free of additives. Harden explained that because of these rigorous rules, “Pineau derives all of its flavor directly from the grape, from the Cognac eau-de-vie, or from the time in barrel and the resulting interplay of wood-digested influence, 400-plus wood sugars, oxidation, and reductive concentration.”

FRESH FROM THE VINE

During the masterclass, Harden also thoroughly explored Pineau’s grape-related parentage. The vin de liqueur can be made with both white and red grapes following a similar production process in which the fruit is harvested, macerated (for red and rosé Pineaus only), pressed, muted, brewed, aged, and blended before bottling.

Pineaus Blanc can be made with any of the standard white Cognac varieties, including Ugni Blanc, Colombard, Montils, Folle Blanche, Sémillon, Cabernet Sauvignon, Merlot Blanc,

Jurançon, Meslier-Saint-François, and Cabernet Franc, though Harden adds that “often Pineau, like many Cognacs, are made entirely from Ugni Blancs.”

Rouge and rosé Pineau, meanwhile, essentially feature Bordeaux varieties exclusively. “The Bordeaux and Cognac AOCs actually overlap, but if you grow Bordeaux varieties you aren’t allowed to use them in AOC Cognacs,” Harden explained. Producers can use these grapes in Pineau, however, so the red expressions are made from Cabernet, Merlot, and Malbec.

The Cognac region is home to six crus—Grande Champagne, Petite Champagne, Borderies, Fins Bois, Bons Bois, and Bois Ordinaires—distinguished by soil and topography. The Borderies region, for example, is highly prized for its underlying heavy clay deposits and the mellow and quick-maturing grapes it grows.

Pineau is not permitted to use any cru distinction, but producers can still explicitly state their location. “If you know your Cognac is Grande Champagne and your grapes are Grande Champagne, you can infer that your Pineau is also Grande Champagne,” Harden said mischievously. “But that is an oddity of the system.”

AGING GRACEFULLY

Beyond their less formal classifications of origin, Pineau are categorically subdivided based on age. “Anything aged below five years is simply dubbed Pineau des Charentes,” Harden explained to masterclass attendees. “Beyond five years is Vieux Pineau and beyond ten years is Tres Vieux Pineau—though these ages will soon be increasing to seven and 12 years, respectively.”

And beyond the requirement that the utilized eau-de-vie must be at least one year old, producers aren’t restricted from using any Cognac based on age. Harden shared that he’d tasted Pineau made from 15- and 30-year-old XO Grande Champagne Cognacs: “They were so grand I really can’t describe them,” he said.

Pineau de Charentes makes up 90 percent of all vins de liqueur from France’s protected denominations of origin, and more than 500 winemakers in the Charentes regions produce the

beverage. With more than 11 million bottles of Pineau sold each year, the vin de liqueur's status in the U.S. market begs the question: Why isn't Pineau more well-known despite being a highly sought-after aperitif in France? The short answer, Harden said, is that "unlike Cognac, which is mostly exported, Pineau for the longest time was not."

Thankfully, Pineau's fortunes stateside are shifting, largely because technological advances have helped produce vin de liqueur of a higher caliber than has ever been produced. "Chilled harvest vats ensure grapes don't begin to ferment at the beginning of the process and also allow for longer maceration of red grapes, which yields true red and rosé Pineaus," Harden explained.

The influence of technology has been most apparent in the aging process. Pineau were historically cellared at or below the water table so barrels could be rolled directly from the cellar onto a boat for transport, but these damp cellars were often plagued with black mold—creating a slow and expensive aging process. Today, however, modernized equipment enables workers to move and store barrels with relative ease, meaning they're no longer relegated to the musty cellars of the past. "Pineau production today looks more like the warehouses in whisky country, where barrels are aged on hilltops with fresh wind circulation and diurnal shifts," Harden said. Though some Pineaus are still cellared and blended, improved warehouse technology has given producers more options than ever before.

Harden has also seen firsthand that tastes in the U.S. are changing. "The American market can shift with astonishing speed to accommodate trends," he said, citing the recent rejuvenation of vermouth and amaro after bartenders embraced the categories as cocktail ingredients. American palates can also be less partial to sweetness than their European counterparts, but as Harden was quick to point out, Pineau isn't inherently sweet: "Rather, it's a balanced combination of the natural sugar of grapes picked at exceptionally high acidity and low sugars, stabilized with eau-de-vie for structure and power and matured in oak following the same

HOW TO DRINK PINEAU

While older expressions of Pineau make great digestifs, the category has historically been consumed as an aperitif wine. In the modern market, however, it's found considerable traction as an informing ingredient in cocktails as it can impart both flavor and structure to low-ABV drinks.

"Pineau has intriguing, unique aromas and flavors that can be served neat or chilled before, during, or after a meal; as a cocktail with both sweet and savory flavors; or as a perfect companion to foie gras, pâté, salumi, oysters, caramel, chocolate, and many cheeses," Pineau des Charentes ambassador Hoke Harden says.




P&T (PINEAU AND TONIC)

- ▮ 1½ oz. Cognac Park Jeune Blanc Pineau
- ▮ 1 oz. Fever-Tree tonic water

Add Pineau to a rocks glass over ice. Add tonic water and stir once to integrate. Garnish with an expressed, manicured grapefruit twist and a fresh sprig of thyme.

MARTINELLE

- ▮ 1 oz. Réviseur Vieux Blanc Pineau
- ▮ 1 oz. Plymouth Gin
- ▮ ½ oz. Dolin Génépy des Alpes liqueur
- ▮ 2 dashes absinthe
- ▮ 1 drop Bittermens Orange Cream Citrate Bitters

Add all ingredients to a mixing glass and stir with ice until cold. Strain into a Nick and Nora glass and garnish with a manicured lemon.

processes of fine whisky and brandy," he added.

And regarding the ever-elusive answer to that "Why now?" question, Harden is quick to capture the reason Pineau might be on the precipice of a new phase of discovery. "The growing appreciation of more complex flavors and aromas and the incredible creative

surge of mixologists and sommeliers introducing new combinations makes now the perfect time to gain greater recognition for Pineau in an eager population," he said. With that, Harden left the door open for attendees to go forth and uncover the secrets of Pineau's illustrious past in their own establishments. ■■

Anthony Dias

BLUE *REVIEWS*

Presented by  **BLUE LIFESTYLE**


In each issue, Editor-in-Chief Anthony Dias Blue selects a wide range of the best wines and spirits from among the more than 500 he samples over the course of a month. The reviews are subjective editorial evaluations, made without regard to advertising, and products are scored on a 100-point scale:

85-89: VERY GOOD

90-94: OUTSTANDING

95-100: CLASSIC

Once products are selected for publication, producers and importers will be offered the option of having their review accompanied by an image (bottle photo or label art) for a nominal fee. There is no obligation to add an image, nor does the decision affect the review or score in any way.

 The "twisty" icon indicates wines sealed with a screwcap closure.

For additional Blue Reviews, go to www.bluelifestyle.com.

Prices are for 750 ml. bottles unless otherwise noted.

DOMESTIC

93 Testarossa Winery 2016
Fogstone Vineyard


Chardonnay, Santa Lucia

Highlands (\$51) Juicy and crisp with racy acidity and tangy style; a balanced and ultra-smooth wine from a vineyard on the northern end of the region with rocky loam soils.



91

**Baileyana
2016 Firepeak
Chardonnay,
Paragon
Vineyard,**

Edna Valley (\$28) Silky and bright with vibrant acidity and notes of pear and toast; fresh and long from an SIP Certified Sustainable vineyard. 

95 Ledson Winery & Vineyards
2015 Alexander Valley
Estate Cabernet Sauvignon
Reserve, Sonoma Valley (\$110)

Lovely, rich, and elegant with blackberry, spice, and toast; one of Sonoma's finest, it's ready now but worth a few years of cellaring; complex and long with considerable finesse.

92 Silver Wines 2013 Cabernet
Sauvignon, Santa Barbara

(\$45) Ripe with luscious plum notes and a creamy texture; rich and nicely structured; deep, mellow, and balanced.




92 Ponzi Vineyards 2015
Classico Pinot Noir,

Willamette Valley (\$43) Crisp and tangy with sweet cherry and spice; a balanced and long blend of grapes from 11 vineyards throughout Willamette Valley; another winner from one of Oregon's mainstays. 

VINTUS WINES

92 Bonny Doon Vineyard 2016
Vin Gris de Cigare Réserve,

Central Coast (\$35) Smooth and mellow; light salmon pink and dry; lush, deep, and balanced with an underlying core of crisp acidity; 50% Grenache, 15% Grenache Blanc, 12% Cinsaut, 12% Mourvèdre, 8% Carignan, and 3% Roussanne. 



95 Rodney Strong Vineyards 2014 Brothers Cabernet Sauvignon, Alexander Valley (\$75) Dark ruby hue with a ripe nose; flavorful and dense

with notes of rich chocolate and a velvety texture; generous and intense.



90 Kenwood Vineyards 2016 Six Ridges Chardonnay, Russian River Valley (\$26) Creamy with flavorful notes of vanilla oak and toast; clean, fresh, and tangy with bright acidity. Sur-lie aged.

91 J. McClelland Cellars 2015 Chardonnay, Oak Knoll

District, Napa Valley (\$35) Bright and juicy with a solid core of tight acidity; long and elegant; a smooth and refined release from the Scotto family.

93 Morgan 2016 Double L Vineyard Pinot Noir, Santa Lucia Highlands (\$64) Soft cherry and earth nose; silky texture with notes of cherry and spice; showing ripe fruit and good length. Aged ten months in 50% new French oak.

93 Jordan 2014 Cabernet Sauvignon, Alexander Valley (\$56) A smooth and tangy Bordeaux-style wine with lively plum and berry fruit; medium-bodied and elegant; another winner in a long line from this acclaimed winery. 79% Cabernet Sauvignon, 13.7% Merlot, 5.8% Petit Verdot, 1.2% Malbec, and 0.3% Cabernet Franc.



94 Merry Edwards Winery 2016 Olivet Lane Vineyard Pinot Noir, Russian River Valley (\$68) Deep ruby color; a lovely and food-friendly expression of this famed vineyard; rich and deep with abundant minerals and spices; ripe with soft tannins and great depth; long and graceful.

92 Dolin 2012 The Troubadour Red, Malibu Coast (\$45) Deep ruby color; smooth, bright, and softly tannic with deep berry fruit, plum, and hints of spice; restrained and pretty. 42% Cabernet Franc, 35% Cabernet Sauvignon, 14% Syrah, and 9% Petit Verdot.



93 Robert Hall 2016 Cavern Select GSM, Paso Robles (\$45) Spiced nose; creamy, nuanced, and lush; dense and rich with pronounced tanginess; clean, crisp, and long. 34% Grenache, 34% Syrah, and 32% Mourvèdre.



95 Spring Mountain Vineyard 2014 Cabernet Sauvignon, Spring Mountain District (\$85) Opulent with spice and crisp notes of bright plum, toasted oak, and generous berry fruit; intense and long from an 845-acre estate with just 225 acres planted to vine.

90 Kenwood Vineyards 2016 Six Ridges Chardonnay, Russian River Valley (\$26) Creamy with flavorful notes of vanilla oak and toast; clean, fresh, and tangy with bright acidity. Sur-lie aged for seven months.

IMPORTED

91 Azienda Agricola Inama 2015 Bradisimo Veneto Rosso IGT, Italy (\$30) Deep ruby color; racy, lively, and fresh, yet intense, long, and tannic—an interesting combo. 70% Cabernet Sauvignon and 30% Carménère.

DALLA TERRA WINERY DIRECT



91 Trinity Hill 2014 Gimblett Gravels The Gimblett, Hawke's Bay, New Zealand (\$30) Saturated

hue with a spicy nose; smooth and juicy with ripe plum and spice; rich and herbal; balanced with a lengthy finish. ☺

TERROIR SELECTIONS

VALUE



91 Elk Cove Vineyards 2017 Pinot Blanc, Willamette Valley (\$19) Smooth and lush; creamy and ripe

with tangy, crisp acidity; a lovely, well-made wine made from fruit hand-harvested from Elk Cove's hillside vineyards. ☺

BLUE REVIEWS

90 Pighin 2017 Estate Pinot Grigio, Friuli Grave DOC (\$14) Bright, crisp, and minerally with structure and depth; rich and fresh with balance and length; produced with no oak contact or malolactic fermentation. This is how to make Pinot Grigio with character. ☺

KOBRAND WINE & SPIRITS

90 Plantaže 2013 Crnogorski Vranac Barrique, Lake Skadar, Montenegro (\$25) Robust ruby color; smooth, dense, and rich; meaty and complex; an exciting wine from an unusual location.

BOZIC'S IMPORTS & WHOLESALE LIQUORS

91 Tenuta di Nozzole 2016 Villa Nozzole Chianti Classico DOCG, Italy (\$25) Ripe, smooth, and deeply satisfying; densely concentrated notes of rich plum and tangy blackberry; another well-made Folonari wine.

KOBRAND WINE & SPIRITS

88 Kim Crawford 2017 Signature Reserve Sauvignon Blanc, Marlborough, New Zealand (\$25) The nose says earth and spice, but the flavor says citrus; refreshing, tart, and tangy with a long finish; a solid effort, but it's clear Kim has left the building.

CONSTELLATION BRANDS



89 Tenuta Sant'Antonio 2017 Scaia Rosato, Veneto IGT, Italy (\$13) Fresh and smooth with ripe and tangy peach-raspberry notes; lush, bright, and long; a terrific value.

DALLA TERRA WINERY DIRECT

91 Bodvár 2017 N° 5 Rosé, Côtes de Provence, France (\$25) Silky and crisp with dry yet succulent berry fruit; refreshingly bright, long, and racy. A blend of Grenache, Cinsault, and Vermentino.

MERCHANT VINTNER IMPORTS

88 Pike Road 2017 Pinot Gris, Willamette Valley (\$16) Gentle and plush with a nice twinge of acidity; balanced and long from a cooler vintage in Oregon. ☺

88 The Archivist 2016 Chardonnay, Monterey County (\$18) Smooth and rich; showing soft oak and juicy acidity; clean on the palate with a lengthy finish.

WINE TREES USA

88 Barrelhouse 2016 Bourbon Barrel Aged Red Blend, California (\$13) Luscious and ripe; rich yet refreshing and very drinkable; balanced notes of ripe plum and toast. Aged in bourbon barrels for three months.

AWD-USA

SPIRITS

92 Sierra Norte Single Barrel Mexican Whiskey, Mexico (\$49) Toasted nose; smooth and silky with pronounced notes of corn and spice; mellow, long, and impressively deep. 85% yellow corn, 15% malted barley.

CABALLEROS INC.

90 Dos Ron Rum 8 Años, Dominican Republic (\$35) Bright amber color with a rich caramel nose; creamy, lush, and sweet with notes of vanilla and tropical spice from a brand that recently made its U.S. debut.

RHINO GLOBAL ENTERPRISES

93 Heaven's Door Tennessee Straight Bourbon Whiskey, USA (\$50) Smooth and toasty with a lush texture and notes of tea, chocolate, and spice box; complex, elegant, and refined from an award-winning brand co-created by Bob Dylan.



92 Los Nahuales Método Antiguo, Mexico (\$72) Lush smoky nose; fleshy, earthy, and dense; spicy, complex, and rustic with an enduringly smooth finish. Produced by a distillery in Santiago Matatlan, Oaxaca.

CRAFT DISTILLERS



91 Sugarland Distilling Company Strawberry Dream Appalachian Sippin' Cream, USA (\$25) Light pink color; soft, fruity

nose with a smooth, creamy texture; refreshingly authentic strawberry flavor with a nice kick on the finish.



93 Dimmi Liquore Di Milano, Italy (\$34)

Clear and fragrant; sweet and spiced with notes of orange, white flowers, and cinnamon; smooth and long. This wheat distillate-based spirit undergoes two infusions with various botanicals and other ingredients.

SAZERAC COMPANY



91 Phillips Distilling Company Douglas & Todd Small Batch Bourbon Whiskey, USA (\$35)

Refined, pure, and toasted with a silky texture and clean, spiced flavors; bright, refreshing, and simple. Aged a minimum of four years in handmade oak barrels at the brand's Minnesota distillery.



94 Phillips Distilling Company Prairie Organic Vodka, USA (\$20)

Incredibly smooth and creamy with expressively authentic hints of vanilla—what more could you ask? And it's organic! Outstanding.

■

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In each issue, The Tasting Panel's Publisher and Editorial Director Meridith May selects her favorite wines and spirits of the month. Check here for the latest arrivals in our offices, the hottest new brands on the market, and an occasional revisited classic.

Publisher's PICKS

PHOTO: ALEXANDER RUBIN



WINES



Noble Vines 2015 337 Cabernet Sauvignon, Lodi (\$15) Ripe currant and boysenberry greet the nose and pave the way for a ripeness that plays on the mouthwatering nature of this delicious red. Dark chocolate and sour cherries seem Old World alongside the bright acidity and caramel-oak finish. **92**

DELICATO FAMILY VINEYARDS



Murphy-Goode 2016 Chardonnay, California (\$14) This wine is well-balanced from nose to palate with caramel apple and ripe pears. The palate is rich with food-friendly acidity, and the fruit is vibrant thanks to fermentation mainly in stainless steel. **90**

JACKSON FAMILY WINES



Calera 2015 Mt. Harlan Pinot Noir de Villiers Vineyard, Mt. Harlan AVA (\$60) From the remote Gabilan Mountains on California's Central Coast, this high-elevation Pinot Noir from approximately 2,200 feet above sea level features some of the oldest vines in the region. Calera is one of the only wineries in the world to "own" its entire appellation, similar to Domaine de la Romanée-Conti in Burgundy, where Calera founder Josh Jensen worked in the early 1970s before launching Calera in 1975. This curvy, dark-fruited wine opens with earth and bramble, while black raspberry and root beer get perked up by white pepper and blackberry-laden cedar. It's hefty, but dreamy. **96**

DUCKHORN WINE CO.



Ancient Peaks 2016 Zinfandel, Santa Margarita Ranch, Paso Robles (\$20) This stellar red shows off an array of exciting flavors—we first tried it at Paso Robles Somm Camp and it became one of the most popular wines of the event. Grown on soils that range from sandstone to petrified oyster shells and white sand, this wine exhibits a rich, grainy tannin sensation that turns creamy on the mid-palate. Aromas and flavors of lavender and cocoa nibs charm as cherry and plum generously wash across the mouth before a finish of cola and toasted oak woven into a bouquet of blue flowers. Aged 16 months in French and American oak, this wine has a low ABV of 13.5%, which further explains the elegance and balance. **94**



Worthy of a smooch.

 French-style double bizou.

 Wildly infatuated.

 Seriously smitten.

 Head over heels in love.



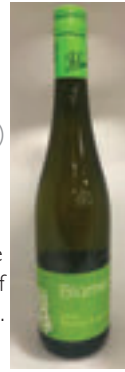
Domaine Delaporte 2017 Sancerre Chavignol, Loire Valley (\$32) The Delaporte family has been established in the Sancerre region since the 17th century. Chalk, crisp pears, and chamomile liven up on the nose in preparation for a vibrant palate. Ultra-lean acidity invokes stone fruit, developing a creaminess by mid-palate. The finish is sublimely fresh with hints of key lime. **93**



VINEYARD BRANDS



Weingut Magdalenenhof Blümel 2016 Osthofener Riesling Trocken, Rheinhessen, Germany (\$20) Wet stone and white flowers pose an aromatic match in this dry Riesling with searing acidity. Notes of lanolin and gardenia are subtly defined with a backdrop of Meyer lemon and summer peach. It's stainless-steel fermented for 15-plus days. **90**



SNARKY AND SPIRITED LLC



Echo Bay 2017 Sauvignon Blanc, Marlborough, New Zealand (\$18) Kiwi winemaker Nick Goldschmidt creates this charmer in a cool, maritime-influenced climate with a long growing season. We've tasted his Sauv Blancs now from around the world, and he's proven he has a way with pulling out the most aromatic tropical notes. This wine opens with lime and white grapefruit aromas but leads to a palate where pineapple finds a home with sweet fig and a hint of grassiness. Sharp acidity has us reaching for more to pair with summer dishes. **93**



TRINCHERO FAMILY ESTATES



Doña Paula 2018 Rosé of Malbec, Luján de Cuyo, Mendoza, Argentina (\$14) With its rosy pink hue and perfumed floral array of roses and violets, this 100% Malbec mesmerizes from the start. Cranberry and fine Herbes de Provence dot the palate as a touch of salinity showcases an incredible acidity. **92**



TRINCHERO FAMILY ESTATES



Stags' Leap Winery 2015 The Investor Red Blend, Napa Valley (\$58) Concentrated and spicy, this assemblage of 42% Merlot, 30% Petite Sirah, 19% Cabernet Sauvignon, and 9% Malbec proves highly worthy of your time and enjoyment, with fresh berries prominent on the nose before an echo of grilled meat. Super-silky tannins engage blue floral notes with dark, intense black fruit. **93**



TREASURY WINE ESTATES



Robert Mondavi Winery 2015 Fumé Blanc, Oakville, Napa Valley (\$40) This wine sources widely beloved Sauvignon Blanc fruit from the To Kalon Vineyard, located at the Robert Mondavi Winery headquarters in Oakville. The soils in Napa's top real estate are diverse, containing more than 20 types with a gravel base that provides excellent drainage and deep roots. This white is brilliantly crisp with a full produce department worth of fruit: pineapple, mango, peach, and sweet pink grapefruit. It finishes with a release of mineral-kissed tropical fruit. **93**



CONSTELLATION BRANDS



Lang & Reed 2017 Chenin Blanc, Napa Valley (\$27) Winemaker John Skupny is one of the few remaining Chenin producers in Napa Valley, but Lang & Reed has gained recognition for its world-class profile. This vintage is stunning: Racy aromas and flavors of linen, lanolin, and lychee collide. Butterscotch and floral buttercup notes caress as the crisp, high-wire acidity channels pineapple and cucumber for a briny finish. **95**



Highlands Forty One 2014 Cabernet Sauvignon, Paso Robles (\$20) Riboli Family Wines' latest release is dusky, rich, and savory: It overdelivers in every way with ripe plum, baked cherries, and earthy lavender aromatics. Mountain brush makes for gritty tannins seasoned with black pepper—you can sink your teeth into its plum-and-blackberry depth. Acidity works itself through the dense fleshiness, making for a wonderful food-pairing partner. **93**



Farmhouse 2017 White, California (\$13) The practice of "beyond-sustainable" farming comes into play with this multi-variety white, which takes its name from the schoolhouse on Green String Farm in Petaluma. The dominant grapes—41% Palomino, 25% Muscat Canelli, and 22% Roussanne—are supplemented with Marsanne, Viognier, and Riesling. The nose is redolent with freshly picked peaches and the 'wow factor' is just getting started. Crisp and clean notes of apricot and peach linger with lemon meringue in this aromatic and clean gem. **92**



Cashmere by Cline 2016 Red Blend, California (\$15) The texture of this Rhône blend is streamlined with satin-like tannins. Aromas are perfumed with cherry-raspberry and cola, but it's the energetic tone of the wine that's ultimately inspirational. The 62% Mourvèdre keeps things weighty with chocolate-enhanced meatiness; the 16% Grenache uplifts the fruit with a tangy raspberry-salinity and fine acidity; and the 22% Syrah lends a graceful yet black-fruited and peppery appeal. **92**



Charles Smith Wines 2017 Band of Roses Rosé, Washington (\$13) The delicate nose exudes peach and wild flowers. Minerality comes into play after the first verse with a chorus of Asian pear, chamomile, and apricot. This 100% Pinot Gris goes even more floral on mid-palate with a bloom of lilacs and peach blossom traveling to the beat of a zesty drum. **91**



CONSTELLATION BRANDS

CLINE CELLARS



Félix Solís Avantis 2017 FYI Red Blend, Spain (\$13) This juicy, sangria-like treat comprises 60% Tempranillo, 20% Cabernet Sauvignon, and 20% Garnacha. At 14% ABV, it's more serious than sangria, but it has that delicious, approachable, refreshing quality that makes it appealing with food or as an easy sipper on its own. Red berries and earth deliver on the nose and palate. **90**



Argyle Winery 2015 Nuthouse Chardonnay, Lone Star Vineyard, Eola-Amity Hills, Oregon (\$40) Winemaker Nate Klosterman practices a root-to-bottle approach for these wines, choosing fruit among three renowned vineyards in the Dundee Hills and Eola-Amity Hills AVAs. But for this iconic white, the Lone Star Vineyard, with its red Jory and Missoula Flood soils, is the sunniest site of the three. Creamy and elegant, our tongues responded to the lemon-pudding-and-pith combo as white flowers and cashew butter merged into crisp, white pear. This powerhouse Chard is underscored with wet stone, which livens up the mouthfeel. **94**



Locations E Spanish Red Wine, Spain (\$20) Winemaker Dave Phinney sources grapes from five regions throughout Spain for this blend of Garnacha, Tempranillo, Monastrell/Mourvèdre, and Cariñena aged ten months before release. From its inky hue to its dense palate and extracted nose of leather, spiced plum liqueur, and coffee bean, we're convinced! This is an opulent soul. Grainy tannins and a beefy body extend to an earthy core. **94**



E. & J. GALLO



Nobilo Icon 2017 Sauvignon Blanc, Marlborough, New Zealand (\$22) Sourced from three of Nobilo's best Sauv Blanc vineyards, Icon is the flagship of the Nobilo Wine brand. Aromas of white tea, pear, and grapefruit are charming in this full-bodied wine. With a palate of pineapple and mango seasoned with oregano, a certain nobility arises in this white as minerality graces the palate on a long finish. **93**



Sea Smoke 2015 Ten Pinot Noir, Sta. Rita Hills (\$82) Ten types of low-vigor French Pinot Noir clones were selected for the planting of Sea Smoke Estate Vineyard in 1999. As Winemaker Don Schroeder explains, "The wealth of clones at our vineyard is one of the keys to the complexity of our wines." This bottling is made from all ten clones farmed directly from the organic- and Biodynamic-certified estate vineyard: Aged 16 months in French oak, it shows scents of chocolate syrup and baked plum pudding. A solemn Pinot, it remains extravagant with flavors of black cherry washed with rose petals and rhubarb. Tilled soil, beet root, and firm tannins prove its profundity. **95**



Coeur de Terre Vineyard 2017 Rustique Rosé, Willamette Valley, McMinnville, Oregon (\$21) This unique, magenta-hued rosé blends 45% fresh-pressed Syrah and 55% fresh-pressed Pinot Noir from the winery's estate vineyard. While cinnamon toast and rhubarb generate glorious aromas, the palate offers a wide array of flavors: rooibos tea, tart cranberry, basil, and oregano with dusty tannins. Abundant in both character and body: a great combination! **93**



Schramsberg Vineyards 2012 Brut Rosé Magnum, North Coast (\$92) Aged entirely in the bottle, where it also spends five and a half years on the lees, this wine has a remarkable mouthfeel. Pinot Noir (76%) is grown in Carneros in the Anderson Valley, as well as the coastal regions of Marin and Sonoma; the remaining balance of 24% Chardonnay adds spice and length. Bubbles gently caress alongside an almost invisible toastiness made strikingly refined with fresh and fragrant notes of peach, orange blossom, cherry skin, and raspberry. **94**



Calabria Family Wines 2014 The Iconic Grand Reserve Shiraz, Barossa Valley (\$151) Brace yourself: This is a sensory adventure from the start. Earth, leather, black olive, and blackberry greet the nose; drink and repeat, as these olfactory notes also play on the palate. Dense and meaty, black peppercorn navigates through concentrated, ripe fruit from 100-year-old vines for a rich, exuberant mouthfeel. Acidity moderates the sheer "size" of this chewy red and keeps its indestructible structure reined in. **96**



Wild Turkey Sherry Cask Finished Master's Keep Revival Bourbon, USA (\$150) Bourbon aged 12–15 years and finished in 20-year-old Oloroso Sherry casks defines this 101-proof spirit. Dried orange peel and Luxardo cherries tease the nose along with a tuft of cocoa. Walnuts dress up in a creamy suit with spice and brown sugar on the palate as salted toffee leans in with coffee bean and dried apricot. This is one of the oldest whiskies Wild Turkey has released—the third in the series of Master Distiller Eddie Russell's Master's Keep bottlings. **95**



Cadaretta 2015 Southwind Syrah, Walla Walla Valley (\$60) From one of the warmest vintages in Washington State in the last 20 years comes this voluptuously defined Syrah. Aromas of bacon fat and soy sauce are savory and inviting, and the palate carves a silky pathway with fruit both bright and dense. Creamy layers of melted dark chocolate, grilled meat, and blackberry coat the tongue. **94**



VINEYARD BRANDS

CAMPARI AMERICA



Trinity Bay Artisanal Siberian Vodka, Russia

(\$15) With packaging that reads "Handcrafted in a Faraway Land," this 1-liter offering is distilled from grain. The soft oat-y nose gives way to vanilla sweetness; prickled with white pepper, the flavors delicately fall in line for a pleasing mouthfeel: brioche, cashew, mango, and oatmeal cookie. **90**



Michter's 10 Year Kentucky Straight Rye, USA (\$160)

Matured and bottled at the peak time, this 10-year-old 92-proofer offers "maximum yum." Flavors and aromas of black tea, cinnamon, orange peel, and a heady caraway twang expertly align. Pipe smoke and coconut, caramel, and cedar tones are extended and luxurious. **99**



Bare Bone Vodka, USA

(\$18) As it says on the bottle, this 80-proofer is "handbuilt in Texas with Southern grit" and made from wheat and corn. Charcoal-filtered and unctuously textured, the palate is dotted with peppercorn and tobacco. While the mouthfeel is bold and extroverted, the aromas offer a milder tonality with blueberry and lavender. We also love the steerhead-shaped bar code on the back of the modern packaging. **94**



BACKYARD SPIRITS COMPANY



Calwise Spirits Co. Big Sur Gin, USA (\$35)

Distilled from grapes and wild native herbs, this California-made, 80-proof spirit leads with an enticing array of oregano, tarragon, sage, and bay leaves. While juniper gently whispers on the nose, it emerges on the palate along with lavender and what could be described as a cactus-like flavor: It ends with a deepening salinity that resonates for a long time on the tongue. **92**



Spa Girl Cocktails, USA (\$25)

A former flight attendant and caterer turned entrepreneur, Karen Haines has hit the proverbial nail on the head with this 33-proof line of ready-to-drink cocktails. Housed in a statuesque, cylindrical frosted bottle, this is about the best-tasting low-cal, gluten-free, low-carb RTD of its kind we've tasted. The flavors are authentic, the mouthfeel is clean, and the mixing potential with its vodka base is vast. "There's even a silver lining for Weight Watchers," says Haines: The drinks count as only one point per serving as opposed to five points for wine. Spa Girl is sweetened naturally with sugarcane.



Spa Girl Martini, with a hint of cucumber, tastes as refreshingly cool as spa water (that's the objective!). Floral tones are light and airy with an echo of spearmint. Tip: Add grapefruit juice. **91**



Spa Girl Pear Martini endears with a lightly whispering summer-pear nose. Vanilla adds a touch of creaminess and softens the palate's texture as an underscore of tropical notes mingles with the accented pear. For this one, try adding coconut water. **92**

ST. ELDER

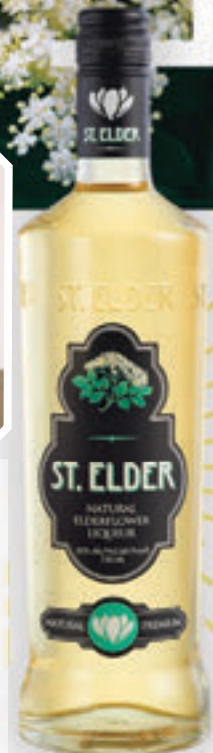
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1 1/2 oz Vodka
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3 oz Grapefruit Juice
Lemon wedge
*Shake ingredients with ice & strain into a rocks filled glass.
Garnish with a squeeze of fresh lemon*



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RUM

FINISHING

STRONG

DON Q RUM BRINGS
OUT THE BEST OF
THE SPIRIT WITH
TWO BARREL-AGED
EXPRESSIONS

by Emily Coleman



PHOTOS COURTESY OF DESTILLERIA SERRAVALLES

As spirit categories seek to further entrench themselves in the minds of both newcomers and veteran consumers, producers have found more room for inventiveness within their portfolios. With rum experiencing this shift, Serrallés, a brand that's honored the tradition of excellent rum-making since 1865, has developed a number of dynamic new expressions to help consumers savor the spirit in a modernized way.

Based in Ponce, Puerto Rico, and currently managed by sixth-generation rum producer Roberto Serrallés, Destilería Serrallés has a rich history of producing incredible rum. While the company's most popular product line, Don Q, has long been a favorite on the island since it launched in 1934, it's seen increased popularity and distribution in the U.S. over the past few decades. Named after Don Quixote, Don Q includes aged, single-barrel, and flavored releases.

The company recently began aging and finishing these rums in different barrel types. Master Blender Jaiker Soto Bravo, who has a background in chemical engineering and 17 years of experience in the rum industry, notes that this change in philosophy allows Serrallés to "bring out unique notes in the rums and create a dynamic flavor profile in these expressions."

To produce Don Q, Destilería Serrallés utilizes water from the Río Inabón—which has served as the company's water source since its founding—and its proprietary yeast, utilizing a five-column still to distill the rum. The distillery team then transforms the resulting spirit into new expressions built for contemporary palates.

Don Q Spiced Rum (\$30) elevates what consumers expect from a spiced rum while bringing out the best of the ingredients themselves: rums aged a minimum of three years in American white oak barrels until they're tinged with notes of vanilla, cinnamon, nutmeg, and clove.

Don Q Double Aged Vermouth Cask Finish Rum (\$50), meanwhile, begins with rum rested in American white oak barrels for five to eight years; once it reaches the flavor profile Soto Bravo desires, he finishes it for four to six weeks in Mancino Vecchio Vermouth barrels made from Italian oak. With layers of cherry, honey, raisins, dark chocolate, and vanilla, the vermouth's flavor profile seamlessly melds with Don Q to develop a complex and outstanding spirit.

While Soto Bravo says Don Q can be enjoyed in a variety of ways, he encourages guests to always try the expressions neat in order to discover the beautiful and distinctive notes in each offering. For mixologists, the Don Q Spiced Rum works perfectly as the base for a Spiced Daiquiri (see recipe below), bringing an unexpected punch to a beloved classic cocktail. The Vermouth Cask Finish Rum also plays well as a twist on the crowd-pleasing Manhattan.

As for what's next for this legendary rum producer, Soto Bravo mentioned soon-to-be-released barrel-aged expressions. If the past 150 years have taught us anything about Destilería Serrallés, industry insiders can expect they'll be nothing short of remarkable. ■■



Finished for four to six weeks in Mancino Vecchio Vermouth barrels, Don Q Double Aged Vermouth Cask Finish Rum puts a twist on the classic Manhattan.

SPICED DAIQUIRI

- ▶ 1½ oz. Don Q Spiced Rum
- ▶ 1½ oz. lime juice
- ▶ ¾ oz. vanilla simple syrup
- ▶ 2 drops Angostura bitters

Shake the rum, juice, syrup, and bitters with ice. Strain into a coupe glass.

FOR MIXOLOGISTS, THE DON Q SPICED RUM WORKS PERFECTLY AS THE BASE FOR A SPICED DAIQUIRI, BRINGING AN UNEXPECTED PUNCH TO A BELOVED CLASSIC COCKTAIL. THE VERMOUTH CASK FINISH RUM ALSO PLAYS WELL AS A TWIST ON THE CROWD-PLEASING MANHATTAN.

FLAVORED WHISKEY

Ole Smoky



SWEET (and Salty) SUCCESS

OLE SMOKY'S SALTY CARAMEL EXPRESSION
DOMINATES THE FLAVORED CATEGORY

BY RACHEL BURKONS

PHOTO: ARLENE IBARRA

It's Flavor Science 101: Sweetness on its own is great, but if you give it something to contrast with and stand up to, it reaches a whole new level of nuance and complexity. From sweet 'n' spicy to sweet 'n' salty, these flavor combinations are instant classics in any food and beverage category.

Whiskey is no exception to the rule. Tennessee-based Ole Smoky may be best known for the array of bold expressions and bright colors in its incredibly successful lineup of flavored moonshine, but since the brand unveiled its sister line of flavored and classic whiskies, its sales prowess has effortlessly adapted to this previously unexplored category. Leading the charge is Ole Smoky Salty Caramel, which has rapidly ascended in popularity to become the brand's top flavored offering.

"To call this product a sales success would be an understatement," says Ole Smoky President of Wholesale Michael Bender. "We launched our whiskey line nationally last August and our flavors like Mango Habanero were doing exactly what we thought they would. But Salty Caramel took off like a rocket ship. It was a little bit unexpected, to be honest, but it very quickly climbed into the top-five-selling SKUs for Ole Smoky and is now the number-one SKU across both whiskey and moonshine."

While Ole Smoky is certainly reaping the rewards of Salty Caramel, Bender says the expression was hardly born out of a quest for sales dollars meant to capitalize on a fleeting trend. In fact, limited releases of the Salty Caramel flavor at the brand's distilleries, Barrelhouse and the Holler, have been popular dating back to 2012. "Our version of this flavor combination was actually dreamt up by our original founder, Joe Baker, and his wife, Jesse, in their kitchen and inspired by products outside the liquor space," Bender explains. "Consumers are tired of the same old traditional flavors, and we've found that combining flavors from the opposite end of the flavor scale is a great way to get people energized and engaged in our brand. It's interesting and edgy—so why not?"

With off-premise sales making inroads into markets across the country, creative bartenders have also utilized this innovative flavor to create a variety of sweet-meets-salty concoctions.



PHOTO COURTESY OF OLE SMOKY

Michael Bender is the President of Wholesale for Ole Smoky.

According to Bender, however, Salty Caramel is most popular served neat and chilled. "A lot of bartenders are taking classics like Martinis and White Russians to add a bit of a salty note to cut through the sweetness, but this is such a high-quality product that it's really just great on its own," he adds.

With an undeniable superstar in its still-new whiskey portfolio, the sky is the limit for Ole Smoky's growth in the flavored whiskey sphere. "This is a young piece of our business, and because of its success, we're going to continue to innovate with some wacky stuff," Bender says. Using the Barrelhouse distillery to test the waters for new flavors has already paid off with Ole Smoky Salty Watermelon, which has become a popular limited release in the brand's wholesale business after "selling like a barnburner," in Bender's words, at the facility last summer.

With an intent to venture far beyond

the flavored spirits realm, Ole Smoky has set its sights on craft whiskey as the next category to conquer. "We already have a straight bourbon whiskey that retails for \$45–50 and is worth every penny," says Bender, adding that the expression's small 900-case production and limited distribution hint at what's to come for Ole Smoky's new whiskey releases. "You will continue to see more high-end expressions from us. The flavored lines have been a launchpad for the super-premium whiskey category, and we'll continue to push the success of the flavored lines off-premise while also zeroing in on a craft spirits portfolio that will be a great fit for those high-end on-premise accounts as well."

With these premium offerings coming down the pipeline, the future looks bright for Ole Smoky, but as we watch and wait, we'll enjoy a simple chilled shot of Salty Caramel whiskey and toast to its sweet success. ■■

full circle beverage conference

Full Circle Beverage Conference is a wine and spirits conference held exclusively for 100 retail and restaurant wine buyers, sommeliers, and journalists. This year's program will take place on September 5 - 7 at the trendy and modern W Hotel in San Francisco.

The three-day conference is a wonderful networking opportunity and will showcase wines and spirits from around the world in 15 educational master classes, workshops, lunches and breakout sessions led by an esteemed team of Master Sommeliers and Masters of Wine: Evan Goldstein, Doug Frost, Tim Gaiser, Keith Goldston, Peter Granoff, John Szabo and Madeline Triffon. Additional guest speakers include Wine & Spirits Magazine's Regional Editor and author of the acclaimed South American wine guide Descorchados, Patricio Tapia, and global amphora and Georgian wine expert, Lisa Granik MW.

Don't miss the **Full Circle Around the World Tasting** on Thursday, September 6, featuring a global selection of over 300 wines curated by Master Sommelier Evan Goldstein.

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Thursday, September 6

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Complimentary for qualified wine trade and media only.

Purchase tickets for the Consumer tasting from 5:30 - 8:00pm at AroundTheWorld2018.eventbrite.com.

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GLOBE-TROTTING

Through the Glass

PHOTO: RAY KACHATORIAN



Maude owner Curtis Stone and Executive Chef Justin Hilbert, pictured visiting a market in Dijon, create a new menu every quarter by focusing on a specific wine region.

BEVERLY HILLS' MAUDE EXCELS IN SPOTLIGHTING THE WINE AND CUISINE OF FOUR GLOBAL REGIONS EACH YEAR

by Anthony Dias Blue

When it came time for talented Australian chef Curtis Stone—who made his name on a number of television cooking shows—to open his first restaurant, he aimed high by setting his sights on Beverly Hills, California.

He called the place Maude after his beloved paternal grandmother, who started him on the road to becoming a chef. For the first four years of its existence, the 24-seat restaurant offered a new ten-course menu every month: Each centered around a single ingredient, among them almonds, plums, white truffles, and pomegranates. You can

PHOTO: RAY KACHATORIAN



Maude's Burgundy-centric menu featured dishes like roasted foie gras with peas and morels.



The wine team at Maude, pictured clockwise from top left: Head Sommelier Andrey Tolmachyov, Director of Operations Ben Aviram, and owner Curtis Stone. Fahara Zamorano (bottom left) is the Sommelier at sister restaurant Gwen.

only imagine how challenging it was for Stone and his Executive Chef, Justin Hilbert, to create 120 unique dishes each year.

In late 2017, Stone and Hilbert decided to completely change Maude's format, doing away with the monthly menus to instead focus on a specific wine region every quarter. In an effort to explore the cuisine and wine of these selected regions while showcasing the synergy that's developed between both mediums, they first settled on a deep dive of Rioja in northern Spain. In preparation, Stone, Hilbert, sommelier Andrey Tolmachyov, and Director of Operations Ben Aviram traveled to Rioja in November to get a firsthand feel for the region, its wine, and its food.

A few days after they returned, I sat down with Tolmachyov, Aviram, and Hilbert to taste through roughly 40 Rioja wines, most of which they encountered on their trip. We met in Stone's West Hollywood restaurant Gwen, opened in partnership with his brother Luke and named this time for their maternal grandmother.

Rioja wines exist on a very narrow spectrum. The whites are mainly made from the Viura variety, which produces crisp, aromatic wines. The reds are, by law, all Tempranillo, resulting in racy, complex wines similar to Cabernet Sauvignon yet leaner and crisper. Despite their similar provenance, subtle differences can be detected between individual wines which are often determined by vintage as well as winemaking style.

Through this tasting, we set out to explore those differences while simultaneously giving Chef Hilbert

For those interested in a serious and skillfully rendered impression of a specific wine region featuring a menu of carefully curated dishes, it's recommended to make a reservation well in advance.



During a research trip for Maude's current regional theme, California's Central Coast, the team visited a cultured abalone farm in Goleta. The Central Coast menu is available at the restaurant through September.

the opportunity to sketch out the menu he would later conceptualize to showcase the wines. After the tasting, I accompanied Hilbert upstairs to see the impressive and immaculate test kitchen where he and Stone develop the dishes for both Maude and Gwen.

Four months later in late March, I was at last able to experience the results of this research and planning. The first course on the Rioja menu, entitled "Snacks in the Cellar from the Garden of Venta Moncalvillo," referenced one of Rioja's finest restaurants in Daroca de Rioja.

The superb Michelin-starred establishment produces many artful dishes from its substantial garden, so Hilbert's lovely homage in turn consisted of "lightly grilled and confited vegetables" in a visually stunning arrangement. The dish was accompanied by the 2015 Plácet

Valtomelloso from Palacios Remondo, a crisp and aromatic Viura. Next came yet another brilliant combination: clams steamed in a sofrito with cara cara oranges and paired with the 2016 Ad Libitum, a bright Tempranillo Blanca from Juan Carlos Sancha.

The menu continued for seven additional courses, including the penultimate pairing of steak with a dazzling 2013 Tempranillo Predicador Tinto by Benjamin Romeo. It was clear the team had absorbed much of what Rioja had to offer as they authentically conveyed those sensory impressions vividly—and deliciously—to their guests.

In the wake of Rioja, the following quarter focused on Burgundy through dishes like escargot in herb butter, prawn bisque, roasted foie gras, and rabbit charcuterie with a splendid array of French cheeses. A

stunning selection of Burgundies, both white and red, accompanied the food: Among the highlights were a 2015 Mâcon-Verzé from Leflaive and an amazing 2014 Chambolle-Musigny by Domaine Taupenot-Merme.

The current regional theme is California's Central Coast, set to continue through September, while the final quarter of 2018 will feature food and wine from Piedmont in northern Italy. For those interested in a serious and skillfully rendered impression of a specific wine region featuring a menu of carefully curated dishes, it's recommended to make a reservation well in advance. The cost of the menu at Maude, which has two seatings nightly, is usually around \$125, and the accompanying wine selection is an additional \$125. It's a thoroughly satisfying "special-occasion" experience. ■■

Tracing PEDIGREE

by Jess Lander

photos by Pinto Productions

.....

“Lineage really is an indication of the wine-making, the wine, and the grape knowledge of this family,” says Herzog Winemaker Joe Hurliman.



Herzog's latest portfolio, Lineage, is a nod to the family's long history of winemaking tradition.

The Herzog Family Reflects on Nine Generations of Winemaking Through Their New Lineage Portfolio

There are many multigenerational winemaking families in California, but few can trace their roots as far back—or have endured as much—as the Herzog family. Spanning eight generations with four members of the ninth already involved, the Herzog winemaking tradition has outlasted innumerable global conflicts, crises, and relocations, so it's truly apropos they've named their latest Herzog Wine Cellars portfolio Lineage.

"There's a lot of great wine being made in California—a lot of great winemakers and great stories—but eight generations in wine? We don't think that exists," says Joseph Herzog, Herzog Wine Cellars General Manager and eighth-generation member of the Herzog winemaking family. "It's something unique regardless of winery or country, and very few people in the industry can say that."

The Lineage line comprises six single-vineyard and single-varietal wines with the exception of a rosé and a field blend featuring a dozen varieties. That may sound like the recipe for a top-tier brand, but all the wines are priced at a serious value: \$20. "We feel the market is trending and

moving toward a \$20 wine, and we really didn't have a Herzog brand at that sweet spot," Joseph says.

Because they're all kosher, the wines share another common thread, but to the Herzog family—pioneers in the kosher wine industry—that's simply a notation on the label, as Herzog wines are sipped by a wide demographic of drinkers. "Our goal was to bring a quality \$20 retail wine to market. We know what quality wine is, and these wines are quality wines which just happen to be kosher," Joseph explains.

A Story of Survival

A triumphant tale of overcoming adversity, the Herzog family story could easily serve as fodder for the silver screen. It begins in Slovakia during the early 19th century, when Philip Herzog made wine for the Austro-Hungarian court and was named a baron by the emperor.

But more trying times were on the horizon. Philip's grandson Eugene hid from the Nazis throughout World War II, reclaiming the winery when the war was over, and soon after the family fled to New York after power shifted to the Czech communist regime. As they

rebuilt their lives in this foreign place, they made wine for—and eventually acquired—a kosher winery, and nearly 40 years later, the family moved their winemaking operation to California in 1985.

Yet even then, the wandering continued: The Herzogs jumped from winery to winery for another two decades before finally reaching their “promised land,” opening a facility of their own in Oxnard in 2005. “The Jews wandered the desert for 40 years, and we were wandering in California for 20 years before we decided to build our home,” Joseph quips.

property, Prince Vineyard. The site was planted with 12 Portuguese varieties, from Primitivo and Sangiovese to Viognier and Malbec, but with so few rows planted of each, it was impossible to sell the grapes or make single-varietal wines. The solution? Throw them all in together and “see what happens,” says Hurliman.

Enter Choreograph, the anchor of the Lineage brand: It could be called a happy accident, but the Herzogs do everything with intent. “A sample was given to me and it was one of those wines where you taste and smell it and go, ‘Wow,’”



PHOTO COURTESY OF THE HERZOG FAMILY

The Herzog family can trace their winemaking roots back eight generations to Slovakia during the early 19th century.

An Expression of Experience

The newest addition to the Herzog portfolio, Lineage, serves as a celebration of the family’s unwavering commitment to wine. The label lists the names of seven generations of Herzog family members with the year of their birth and, if applicable, death, starting from 1750. “Lineage really is an indication of the winemaking, the wine, and the grape knowledge of the lineage of this family,” says Herzog Winemaker Joe Hurliman. “You can see they really understand how you go about making quality wines and what it takes.”

Developing the Lineage line didn’t come without risks. The portfolio hails from a small parcel of land the Herzogs acquired along with their Clarksburg

Hurliman recalls. “That sort of gives you an indication of what you can do if you’re a family that’s been making wine for eight generations and understands this might be something of great value. Otherwise, maybe we would have just chopped the top of the vines off and grafted it right then and there.”


Lineage’s other five wines are crafted from carefully chosen vineyards, each with its own story and significance to the Herzogs. For instance, the family has been sourcing Chardonnay from Prince Vineyard since they first started producing in California 33 years ago. After purchasing it in 2010, they now grow the fruit for Lineage Chardonnay, Pinot Noir, Rosé, and Choreograph there.

Meanwhile, a recently purchased vineyard in Lake County has both Herzog and Hurliman particularly excited, as it’s planted to Sauvignon

“THERE’S A LOT OF GREAT WINE BEING MADE IN CALIFORNIA—A LOT OF GREAT WINEMAKERS AND GREAT STORIES—BUT EIGHT GENERATIONS IN WINE? WE DON’T THINK THAT EXISTS.”

— JOSEPH HERZOG

Blanc’s Musqué clone. Their first vintage, 2017, was released earlier this year. “I always wanted to make a Sauvignon Blanc from the Musqué clone—you’re looking at a totally different wine, different entity. It’s reminiscent of Austrian Sauvignon Blancs that I’ve had,” says Hurliman, noting that the Lineage line also provides a preview of what the future holds for the Herzog legacy. “It’s not a conclusion, but it’s a continuation of what the Herzogs have been able to do for eight generations.” ■■■



Joseph Herzog, General Manager of Herzog Wine Cellars, is an eighth-generation member of the winemaking family.

The Lineage Lineup

The Tasting Panel's editors raise the quality and overdelivery of value in this new portfolio from the Herzog family. The wines have a suggested retail price of \$20 each.

Herzog Lineage 2017 Sauvignon Blanc, Lake County, made from the Musqué clone, has a nose that reminded us of pineapple upside-down cake. Lemon-curd aromas meld with grassy notes while vanilla pudding adds a creamy texture to the mid-palate. This unique creature finishes with honeyed apricot. **92**

Herzog Lineage 2016 Chardonnay, Clarksburg, sings with a sweet summer-peach nose with a dash of lemon verbena. The lean acidity swirls its way up through a rich middle of butterscotch, roasted peanut, and baked apple tart as the finish goes tropical with succulent flavors of pineapple and mango. **92**

Herzog Lineage 2016 Pinot Noir, Clarksburg, brings in earthy scents of portobello mushroom and meaty black cherries. The texture is deep and dense with grainy yet soft tannins. Cocoa, anise, and strawberry jam are part of the illuminating equation. **92**

Herzog Lineage 2016 Choreograph, Clarksburg, grabs your senses with heady aromas of black plum and earthy cassis. This field blend offers an array of tones, notes, and flavors that include nutmeg, coffee bean, black cherry, anise, and leather. This truly kept us dancing. **93**



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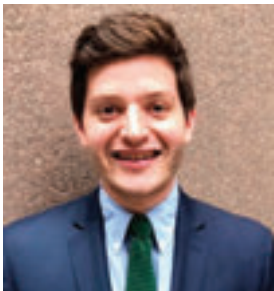
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Endive and beet salad with candied walnuts and blue cheese, salad verte, and classic pommes frites make an appearance on the menu at Barquette in West Hollywood, CA.

Flying High

WEST HOLLYWOOD'S BARBETTE IS A NOT-QUITE-TRADITIONAL FRENCH BISTRO

by Albert Letizia / photos by Rob Stark

Named after an acrobat and trapeze artist who performed in drag in 1920s Paris, West Hollywood bistro Barquette may not be the Moulin Rouge, but it's certainly a hip and imaginative new venture from Sean MacPherson and Jared Meisler—the duo behind L.A. hotspots like Jones Hollywood, The Pikey, The Roger Room, and Bar Lubitsch.

Barquette undoubtedly succeeds in capturing the mystique and romance of the era it aims to celebrate: The dining room feels like a classic Parisian brasserie with its marble-topped bar, vintage mirrors, brass railings, and apropos portraits and artwork. Beyond the main area, Barquette offers dinner on a romantic, enclosed patio with ivy-covered walls, a fireplace, and lazily spinning ceiling fans.

The restaurant also excels at blending the modern with the traditional,

as Executive Chef Robert Flaherty has created an of-the-moment menu of mostly gluten-free, vegetarian, or vegan fare. His approach fuses the cuisine of California with decadent bistro mainstays like *moules marinière*, *chicken à la diable*, and steak frites.

Headed up by the always-on-trend Brittany Olsen, Barquette's cocktail program is particularly ambitious. Olsen began her career in the punk bar scene of Long Beach, where she became passionate about craft cocktails and mixology. She even creates her own absinthe, enhancing its mixability by adding Herbes de Provence to the botanical blend. "I wanted my menu to have all the influence of French spirits and flavors, but I wanted to have approachable drinks that people aren't afraid to order, so I have a lot of fresh and juicy flavors," Olsen says.

Meisler's first love is music, so he



Brittany Olsen heads up Barquette's cocktail program, which features drinks like the April Run with tequila, Peychaud's Apertivo, ginger, grapefruit, strawberry, lime, and soda.

curates Barquette's playlist with a mixture of old-school hip-hop and chill wave, an obscure genre of hypnotic lounge music that creates a dreamy mood throughout the establishment. But there's more to Barquette than meets the eye (and ear), largely driven by the restaurant's informal mantra that "the service has to be good." "We hire people who are genuinely passionate about hospitality," Meisler says. "Barquette is not super expensive, it's not super fussy, but it's still a really good hang, and that's a big part of our brand. We try to be nice to everybody—that's why we have places that have been around for so long." ■■

Barquette, 7511 Santa Monica Blvd.,
West Hollywood, 323-850-8888,
barquettebarandbistro.com

A Priceless Classic

A GLOWING RECOMMENDATION OF PARIS INSTITUTION CHEZ L'AMI LOUIS

by Anthony Dias Blue

I just re-read the late A. A. Gill's vicious and incredibly funny takedown of Chez L'Ami Louis that appeared in the April 2011 issue of *Vanity Fair*. After eviscerating every aspect of the place, he called it "the worst restaurant in the world."

That's quite a distinction, but I have a very different assessment. In fact, Chez L'Ami Louis ("Louis' friend's place"), located on a dreary side street in the Le Marais district of Paris at 32 Rue du Vertbois, is my favorite restaurant in the world. I have eaten there more than 20 times over the years and, in a very costly display of hubris, took over the entire place for a big birthday and invited 52 of my nearest and dearest.

Chez L'Ami Louis was opened in 1930 by Antoine Magnin, a chef who lacked finesse and classical skills yet had an uncanny eye for the best meats and finest produce. His little 12-table restaurant soon became known for its exceptional, robust, and rustic Burgundian food.

Louis Gadby oversees the serving team at Chez L'Ami Louis.



Magnin cooked in his tiny kitchen until a week before his death in 1987 at the age of 86. He'd sold Chez L'Ami Louis two years before on the condition that the new owner would not change a thing, and so the coffee-colored walls, stained from decades of Gauloises smoke, still remain, as does the tiled floor worn by the feet of thousands of



Tasting Panel Editor-in-Chief Anthony Dias Blue in front of his favorite restaurant, Chez L'Ami Louis in Paris.

culinary pilgrims. The serving team, meanwhile, is commanded by a man named Louis Gadby, who rules the reservation book and door with tyrannical authority.

The small kitchen, with its wood-burning oven and a window into the dining room, can be found in the rear of the restaurant, while venturing downstairs takes you to the catacomb-like wine cellar. It contains an extraordinary collection that favors Bordeaux but is still quite comprehensive. It's also, like the food, shockingly expensive.

On the topic of food: Keep in mind when ordering that everything is oversized. The feast begins with pink slabs of foie gras accompanied by stacks of grilled bread. As for the escargot, you've never seen snails this huge. Bathed in melted butter flecked with parsley and garlic, they arrive hissing and bubbling (I highly recom-

mend sopping up the remnants with the crusty bread).

The chicken—moist, rich, and loaded with flavor—allegedly serves two, but it's actually big enough to feed four hungry adults. The same could be said of the veal chop, which comes smothered in cream and mushrooms, and the huge hunk of beef, which actually fed a family of six during my most recent visit. Not to be missed is the *pommes béarnaise*, a cake of potatoes crisped in goose fat and topped with chopped parsley and garlic.

Now the question of prices, which are, quite frankly, ridiculous. In May, the aforementioned dishes cost as follows: \$75 for foie gras; \$56 for 12 escargots; \$115 for the chicken; and \$75 for the veal. Fortunately for Chez L'Ami Louis, the extreme cost doesn't seem to deter the hundreds of diners constantly clamoring for reservations. ■■

Bar Convent Goes to

BROOKLYN

BRANDS LIKE ROYAL DUTCH DISTILLERS
GET IN ON THE ACTION AT THE
INAUGURAL TRADE SHOW

by David Rosengarten
photos by Amjed Osman Photography

Royal Dutch Distillers COO Peter
Iglesias during the Bébo activation
at Bar Convent Brooklyn.



In what manner should a brand-new Dutch spirit inspired by Cuba debut in the American market in search of a new audience? In the case of Bébo, a coffee liqueur from Royal Dutch Distillers, it landed with full gale force at the inaugural Bar Convent Brooklyn trade show in June.

Unfolding in the New York borough's Greenpoint neighborhood, Bar Convent Brooklyn is the offspring of the long-running Bar Convent Berlin. It was immediately apparent the new BCB trade show was in the right place at just the right time: The original BCB operators had been looking to launch a branch of their show in America, considering many possible spots as a home base, and Brooklyn made sense on multiple levels.

As a true spirits trade show, Bar Convent Berlin set out to facilitate producers in presenting their wares as they seek to make connections, sell product, and create buzz. But as it evolved in its home city, the show grew to encompass cocktails and coffee, as well—both of which happen to be millennial obsessions. So when Bar Convent landed in Brooklyn, perhaps the most famous millennial mecca in the country, members of the trade packed the venue in droves.

And while I'm hardly a member of the millennial generation, Bébo—named for an old-time Havana bar owner who kept a caged hummingbird as a pet and was famous for offering guests his housemade coffee liqueur—was my favorite taste of the show.

Myriam Hendrickx, Master Distiller at De Kuyper Royal Distillers (parent company of the U.S. subsidiary Royal Dutch Distillers), fought international trade strictures to acquire high-quality coffee beans from the Sierra Maestra mountain range of southeastern Cuba. The beans are then shipped to Holland, roasted, and transformed into Bébo; moderately sweet with no artificial aromas or color, the liqueur exudes an astonishingly authentic coffee taste with a roasted smokiness.

Bébo can be consumed straight or easily incorporated into cocktail recipes. Regarding the latter category, Royal Dutch's new Miami-based COO, Peter Iglesias, says the company's "global corporate vision" is for their products to "always be part of the best cocktails."

At the Bébo booth, Royal Dutch Distillers prepared Espresso Martinis featuring the liqueur and displayed Bébo's putative hummingbird cage while conceptualizing other playful ways to attract young consumers and trade members. Additional members of the Royal Dutch Distillers portfolio, meanwhile, were served with oysters in partnership with Kevin Joseph of Empire Oyster, New York's premier artisanal oyster provider. Joseph put on a show at the shuck-like-crazy oyster bar, where molecular gastronomy highlighted how reverse osmosis creates a delicate membrane around a spirit—in this case, Rutte Old Simon Genever "spirited pearls" with grated horseradish and Rutte Celery Gin with celery-leaf pearls.

Of course, the ideal trade show geared toward millennials should also throw the spotlight on rockstar mixologists. The Cognac house of Hennessy was there in full regalia with its eighth-generation master blender Renaud Fillieux de Gironde, but he surprisingly wasn't the main attraction at the brand's booth: To please the crowd, Hennessy enlisted eight top bartenders from across the U.S. to "create bespoke recipes that give a nod to the 200th anniversary of Hennessy VSOP Privilege," according to the company.

Berlin certainly got a run for its money—and will so again when Bar Convent Brooklyn makes its second annual appearance in June 2019. For more information, visit barconventbrooklyn.com. ■■



Rutte Master Distiller Myriam Hendrickx with Kevin Joseph, CEO of Empire Oyster.

BÉBO ESPRESSO MARTINI

- ▶ 1 oz. Bébo
- ▶ 1 oz. fresh espresso
- ▶ 1 oz. vodka
- ▶ 1 barspoon fine sugar

WINE AND Wanderlust

NOBLE VINES LAUNCHES ITS 'TRAVEL LIKE A NOBLE' CAMPAIGN TARGETED TO MILLENNIAL CONSUMERS

by Izzy Watson

Named for the most prized vine selections originating in the legendary winegrowing regions of Bordeaux and Burgundy, the Noble Vines wine collection began with the “337” Cabernet Sauvignon in homage to Bordeaux’s famous 337 clone. After it traveled from France to California’s top AVAs in Lodi and Monterey, the clone has continued to thrive while producing fruit for Noble Vines.

The brand itself has likewise thrived and is up 13 percent in the latest 13-week Nielsen data. Its portfolio has expanded to include eight varieties, including the popular new 515 Provence Style Rosé, crafted to pay tribute to the perfect time of day—5:15 p.m.—to toast. Noble Vines has begun to resonate particularly with millennial consumers, who are drawn to the true-to-varietal style and appealing price point.



With millennials expected to become the leading wine-consuming generation by 2026, it's clear this demographic has wholly embraced wine. Millennials also travel roughly 35 days per year, more than any other generation, and will spend 1.4 trillion dollars annually—about 30% of total retail sales—by the year 2020, according to a 2015 *Forbes* article. Consulting company Harris Group also found that as the leading proponents of the so-called “Experience Economy,” 72 percent of millennials prefer to spend money on experiences versus material items, while 62 percent extend their business travel for personal vacation time.

Noble Vines has sought to meld these two millennial passions of wine and wanderlust by launching a summer-travel marketing campaign titled “Travel like a Noble.” With 85 percent of consumers checking online travel sites before they book on a branded hotel website, according to a study by the Cornell School of Hotel Administration, Noble Vines has opted to feature national advertising on popular travel sites like Expedia, Orbitz, Travelocity, and Hotels.com, driving consumers to retailers through a consumer sweepstakes as well as social media integration. The program includes high-impact, in-store point-of-sale with the tagline “Find Your Noble Destination” in partnership with cash-back mobile app Ibotta and marketing companies NewsAmerica and Vestcom.

The campaign will run through the summer, encouraging approximately 31 million people to “Travel like a Noble.” For more information, visit noblevines.com. ■■



Noble Vines' “Travel like a Noble” ad campaign aims to target millennials, particularly those who like to travel, by partnering with various travel companies.

Noble Vines has begun to resonate particularly with millennial consumers, who are drawn to the true-to-varietal style and appealing price point.”

The Grand Tasting at the Kapalua Wine & Food Festival was held at the Montage Kapalua Bay resort in Maui, Hawaii.

Broke da Palate

A RECAP OF THE 37TH ANNUAL KAPALUA WINE & FOOD FESTIVAL, THE LONGEST-RUNNING EVENT OF ITS KIND IN THE U.S.

by Jessie Birschbach / photos by Tony Novak-Clifford



Rob Bigelow was among the Master Sommeliers in attendance at this year's Kapalua Wine & Food Festival.

I settled in my airplane seat tired, tan, and happy after a four-day trip to Maui for the Kapalua Wine & Food festival, held annually at The Ritz-Carlton, Kapalua, in Maui, Hawaii. Glancing at the row across from me, I made eye contact with a familiar-looking woman who immediately greeted me.

I had met this lovely festival attendee after our sister publication, *The SOMM Journal*, held a seminar titled “Digging into Unique Terroir,” and now she was launching into an unsolicited testimonial quicker than I could fasten my seatbelt. “You know I’ve been coming to this festival for years, and the reason I came in the first place is because I asked several of my somm friends what they thought the best food and wine festival was in the country,” she enthused. “They all said Kapalua.”

Michael Jordan, MS, is likely one of those very sommeliers who would agree with my new travel companion. In fact, he’s been part of the festival for roughly 15 years of its 37-year tenure, making it the longest-running event of its kind in the country. “There’s nothing like it, being here on the grass of The Ritz-Carlton under the palm trees, feeling that Hawaiian breeze, drinking this incredible wine, and eating this amazing food,” Jordan told me. It’s fair to question his bias, considering he grew up on Maui, but you could tell he meant it wholeheartedly nonetheless.

This year’s lineup of participating chefs included the likes of Hubert Keller, Nancy Silverton, Cat Cora, and many incredibly talented locals, including Humuhumunukunukuapua’a’s Mike Lofaro, who cleverly uses an invasive plant species in his cuisine, or the soft-spoken Alvin Savella, who serves as the Head Chef at The Ritz-Carlton’s restaurant, The Banyon Tree. Savella was recently recognized as Maui’s 2018 Chef of the Year, a title earned thanks to dishes like his gourmand version of Hawaiian sweet bread served with a Kula Country Farms strawberry-foie gras, cracked black pepper jam, and Surfing Goat Dairy chèvre whipped Vermont butter.



A bar dripping with freshly made donuts ripe for the picking.



Chef Alvin Savella of The Banyan Tree displays how he earned his “Maui’s Chef of the Year” title during the Kapalua Seafood Festival.

At the festival, the spread of exceptional food was presented alongside an exhaustive list of high-caliber wines often poured by the winemakers themselves. Hartford Family Winery, Byron Winery, J. Wilkes, CIRQ, Kosta Browne, and Hill Family Estate only just begin to scratch the surface of the attending wineries, so much so that the broad spectrum of producers and quality of wines available was almost overwhelming.

This veritable bounty could be enjoyed during the festival’s major walkaround events like The Grand Tasting and the Seafood Festival or in more intimate fashion via the seminars. Attendees of the “Two Nancy’s” Cooking Demonstration, for example, feasted on a four-course meal prepared by chefs Nancy Silverton and Nancy Oakes and paired with Williams Selyem and Hartford Family Winery wines.

Other items on the itinerary came with more of an enological focus (after all, this was the Kapalua *Wine & Food* festival, not the Kapalua *Food & Wine* festival). One such wine-centric seminar was the aforementioned “Digging into Unique Terroir,” during which *The SOMM Journal* led attendees through a tasting representing some of the most beloved terroir in the world of wine.

When the audience was asked to offer their definition of terroir, Doug Hill of Hill Family Estate shot up his hand. With more than 40 years of vineyard management experience, his thorough definition in short described the “total environment in which a wine is produced.” After we teasingly accused him of cheating, we moved on to our first example of a truly unique sense of place.



Kristina Sazama, Wine Educator for Santa Margherita USA.

ALTO ADIGE, ITALY

The tasting hit the ground running as Kristina Sazama, Wine Educator for Santa Margherita USA, presented Kettmeir’s lively Pinot Grigio and Müller-Thurgau from the 2017 vintage. The razor-sharp Sazama—a Certified Sommelier and French Wine Scholar who holds a Diploma of Wine and Spirits with the Wine & Spirit Education Trust, along with extensive experience on the floors of New York’s best restaurants—toyed a bit with the attendees. “Think of what you know about Italy, then forget it,” Sazama said in reference to the Alto Adige appellation, a German-speaking Alpine region in northern Italy known for its crisp white wines produced at higher elevations.



Established in 1919, Kettmeir is one of the wineries responsible for these well-known whites. In Alto Adige, the plentiful sun and cold winds define the bulk of the terroir while the elevation creates a wide diurnal swing, helping the grapes retain their acidity. “Kettmeir’s wines from the Alto Adige reflect the purity of fruit and crisp character of the Alpine mountain air that breezes through the vineyards,” Sazama said. “Our Pinot Grigio is a classic grape of the region with flavors including apples, another crop this region is very well-known for.”

After this palate-priming wine came the tropical Kettmeir Müller-Thurgau. “Müller-Thurgau is often found in Germany, but our dry version hails from a single vineyard at 700 meters (2,300 feet) overlooking the capital city of Balzano and shows rather intense exotic fruit notes without being overwhelming,” Sazama said.



The sold-out “Digging into Unique Terroir” seminar at the 2018 Kapalua Wine & Food Festival.

BURGUNDY, FRANCE



Patrick Okubo, MS, is the Fine Wine Specialist and Wine Educator for Young’s Market Company.

Don’t let his baby face fool you: In addition to years of experience in restaurants, Patrick Okubo is a Master Sommelier and Certified Wine Educator via the Society of Wine Educators. Young’s Market Company has been lucky enough to keep Okubo onboard as its Fine Wine Specialist and Wine Educator in Hawaii for the past seven years.



Thankfully, the prolific somm was on hand at Kapalua to take us through one of the most complicated yet renowned regions in the world: Burgundy and, more specifically, the Côte de Beaune’s Corton and Corton-Charlemagne. To showcase these limestone rich sites, Okubo poured Louis Jadot’s Corton Grand Cru and Domaine des Héritiers Louis Jadot Corton-Charlemagne Grand Cru.

A prestigious négociant founded in 1859, Louis Jadot holds an impressive acreage of Grand Cru and premier cru vineyards. The Louis Jadot wines presented were so special that Okubo had a bit of trouble track-

TOKAJ, HUNGARY

“Coming to Maui was on my bucket list,” Enikő Magyar, Project Director for Wines of Excellence, said as she introduced the Hungarian Tokaj region, “but I never imagined it’d be for this reason.” Magyar may have been joking she was there for work, not pleasure, but there is truth in comedy: It seems Magyar never stops working, which must be part of the reason the domestic market is seeing more of a Hungarian wine presence than ever before.

Magyar and Attila Balla, President of importer and brand builder Vinum Tokaj International, are almost singlehandedly responsible for introducing Hungarian wines—particularly dry Furmint—to North American palates. Magyar would be the first to admit, however, that the producers they represent have made their jobs easier. In the Tokaj region of Hungary, a small but dedicated number of trade members have been working tirelessly the past several years to boost the international prestige of dry white wines, as well as the country’s famous sweet wines.



Enikő Magyar, Project Director for Wines of Excellence.

When Magyar shared the first Tokaji wine, the MÁD 2015 Tokaj Furmint Dry White, during the seminar, the audience was struck by its apparent minerality—bordering on salinity—balanced by creamy stone fruit, a result of Tokaj’s volcanic soils. At the end of her presentation, Magyar also shared the Patricius 2006 Tokaji Aszú 6 Puttonyos, a dense wine bursting with ripe apricots.

“Our natural sweet wines—meant to bring an element of surprise and uniqueness to all wine lists—walk the balance between sweetness and acidity like no other wine,” Magyar said proudly. “We consider them treasures that reflect the inimitable presence of nature, the special climate and microclimate conditions, and the centuries-long tradition of viticulture and winemaking in Tokaj.”



The brand builders of Hungarian wines in the U.S. market: Enikő Magyar and Attila Balla, President of Vinum Tokaj International.



ing them down, even flying to Kauai to pick up one of the bottles.

When asked why he selected these two bottlings, Okubo responded that they provided “an opportunity to isolate the terroir by using the same grower and producer from the same hill and same vintage,” while the different varieties (Pinot Noir for the Corton and Chardonnay for the Corton-Charlemagne) highlight the differences in the terroir.

“The Chardonnay is grown on the higher part of the hill, which has more of the exposed limestone, and the Pinot Noir was grown on the lower slope, which, due to erosion thousands of years ago, has more clay in the vineyards,” Okubo continued. “The result was a rich stony Chardonnay with vanilla spice and tartness on the finish versus a dense red cherry, pomegranate, and mushroom-y Pinot Noir—two completely different wines in the glass determined by a stone’s throw in the vineyard.”

MONTALCINO, ITALY

Lars Leicht serves as the Trade Development Director for savvy importer/producer Banfi Vintners, where he’s worked for more than 32 years. Leicht is the man behind the Cru Artisan portfolio, a collection of Banfi’s luxury wines, in addition to the creator of the Cru Artisan College, a successful educational trade tasting now in its fifth year. He’s also quite literally the voice of the company, translating for its Italian winemakers and deciphering complicated texts on clonal research.



Sixty years after Giovanni F.

Mariani, Sr. established

Banfi Vintners in 1919, Mariani’s sons, Harry and John, founded Castello Banfi in Montalcino. Banfi has been a steward of the area ever since, conducting extensive clonal work with Sangiovese, maintaining a comprehensive custom cooperage program, and developing progressive winemaking techniques and technology like its patented wood-and-steel fermenters.

The complex soils of the Brunello di Montalcino DOCG are known to produce Tuscany’s boldest expression of Sangiovese. While the soil varies widely, clay and sand can generally be found in the lower areas, with poor gravelly soils covering the higher hillsides. Fossilized marine deposits, meanwhile, are scattered throughout the 9-mile-wide area. “When I lived in Montalcino and I wanted to grow tomatoes, I had to bring in dirt. Nothing else would grow there except for olives and wheat!” Leicht said with a smirk. “Sangiovese grows anywhere, but it needs those poor soils to make great wine, and that’s why you can’t make

great Sangiovese anywhere else in the world—although you can try!”

Leicht then presented the dark, bold, and ageworthy Castello Banfi 2013 Brunello di Montalcino and the Castello Banfi 2013 Poggio alle Mura Brunello di Montalcino: both a result of the calcareous soils of Banfi’s Poggio alle Mura estate vineyards, which surround a medieval castle. “These wines demonstrate how Castello Banfi earned the moniker ‘Builders of Brunello,’” Leicht said. “They speak of both innovation and tradition, they define our pursuit of excellence, and above all, they express a very special sense of place.” ■■



Lars Leicht, Trade Development Director for Banfi Vintners.

COMBATING HUNGER AT THE SHEP GORDON ULTIMATE WINE DINNER

Somehow the most extraordinary food-and-wine-tasting event in the United States managed to seem all the more spectacular thanks to the attendance of a handful of celebrity chefs and winemakers. Together, they rallied to create an unparalleled five-course dinner in honor of Shep Gordon, an incredibly successful talent manager who established Alive Culinary Resources. The first talent agency to represent chefs, its legacy made Gordon essentially responsible for creating the concept of the “celebrity chef” in the first place.

The night’s proceeds were donated to the Maui Food Bank, a vital organization which, according to its website, serves roughly 10,000 people per month. “I’ve been here 43 years,” said Gordon. “A lot of us have worked hard to feed people and we’re losing the war. As we sit here enjoying our dinner, I think we should think about our brothers and sisters who can’t afford a meal, much less a home, but we can change that. If we can pay \$1,000 for a meal, we can use our expertise to help fight that problem.”



Too many celebrity chefs in the kitchen! From left to right: Master Sommelier Michael Jordan, Mark Tarbell, Nancy Silverton, Shep Gordon, Cat Cora, Hubert Keller, Nancy Oakes, and Michael Fox created their own stunning courses to pair with an incredible selection of rare wines.

Bar's-Eye View

CAMDEN COCKTAIL LOUNGE AND APEX SOCIAL CLUB HELP USHER IN A NEW ERA OF HOSPITALITY AT PALMS CASINO RESORT IN LAS VEGAS

by Kate Newton



Located adjacent to the Palms Casino Resort main entrance, Camden Cocktail Lounge (pictured above) serves table snacks, libations, and shareable “tableside mixology” cocktails in a sleek yet intimate space. Meanwhile, the view of the Las Vegas Strip from Apex Social Club’s outdoor patio (below) ranks among the best in Sin City.

As some of the gilded dust settles on the Palms Casino Resort’s ongoing \$620-million renovation, it appears it’s succeeded in delivering the consummate Sin City experience to bright-eyed first-timers and veteran Vegas-goers alike. The plot twist? They won’t even need to set foot on the Strip.

A trio of new concepts—fine-dining steakhouse and whisky haven Scotch 80 Prime (read more on page 34), Camden Cocktail Lounge, and Apex Social Club—opened in mid-May, curating a one-size-fits-all night out on the town for Palms guests courtesy of Clique Hospitality’s Andy Masi and nightlife partners Ryan Labbe and Jason “JRoc” Craig.

As far as first impressions go, cocktail savants would be hard-pressed to find one more striking than the sleek and sumptuously appointed Camden, located near the casino’s main entrance. Inside the intimate space filled with delicate light fixtures, velvet furniture, and visually arresting artwork, Executive Chef Lanny Chin and Lead Intoxicologist Eric Hobbie have teamed up to oversee a program of indulgent but approachable “table snacks,” original cocktails, and shareable libations prepared tableside with dexterous flair. “I’ve invited people here to the property to see our spaces, and to see the awe on their faces because they haven’t been to the Palms in over a year, it’s been pretty incredible,” Chin says.





One of the most popular dishes at Camden, the Maine lobster rolls come on toasted, locally made brioche buns with butter aioli and fresh lemon.

Chin pulls double duty at Camden and Apex (which took over the former Ghostbar space), treating the 54 floors separating the venues like the average distance between tables at a densely packed restaurant. “I have comfortable shoes and I do a lot of running, so it works out,” he says with a laugh. “I do have two really great sous chefs, so that’s a big component of the success. I’ve been very fortunate that neither place is too busy at the same time. By design of our venues, we’re leading our guests through an experience at the hotel, so it definitely works out for me.”

While Chin’s nights (mornings, rather) end at the 8,000-square-foot, open-air boutique nightclub—which offers breathtaking views of the Vegas

skyline from its outdoor patio as guests mingle over a graphite and sapphire bar inside—the Palms “experience” originates at Camden, where guests often drop by before heading to a show at The Pearl concert theater mere yards away.

Through their intersecting mediums, Chin and Hobbie choose to “focus on the ingredients” above all, Chin says, even when a dish or drink seems deceptively straightforward. “With our lobster roll, for example, there’s only a handful of ingredients. We get this really great bread that’s locally made, we slowly poach our lobster in butter, and then we use that butter to make the aioli,” he explains. “When you think about the luxury of getting an entire mouthful of rich buttery lobster, there’s a certain simplicity to it, but on our end there’s a lot of time and effort.”

Hobbie, whose extensive Vegas resume includes stints at The Dorsey at the Venetian and Giada, joined the Palms after Masi, Labbe, and Craig gave him an offer he couldn’t refuse: to build a beverage program from the ground up that reflects his philosophy, “You drink with your eyes first.” Every drink at Camden is a visual showstopper, whether it’s a riff on a classic like the Great Godfather with Bulleit Bourbon, amaretto, and Amaro Meletti over a blood-orange sphere or a delicious, cigar-inspired concoction like The Hef, prepared tableside—smoke effects and eye-catching stemware included—with Del Maguey Mezcal, Contratto Vermouth Bianco, activated charcoal vanilla tincture, and Scappy’s Chocolate Bitters.

“Any bartender can make a good-



Lanny Chin serves as Executive Chef at both Camden and Apex.



One of six selections on Camden’s interactive “tableside mixology” list, The Hef features Del Maguey Mezcal, Contratto Vermouth Bianco, activated charcoal vanilla tincture, and Scappy’s Chocolate Bitters.

tasting cocktail. To me, it’s all about the delivery, presence, and overall presentation,” Hobbie says. “My mind is always working on, what’s the next thing that’s going to blow people’s minds? I want jaws to be on the floor.”

With trendsetting in Camden’s DNA, anything from muddling herbs with liquid nitrogen to pursuing almost impossibly lofty dreams—it bears mentioning that Hobbie’s been consulting with an MIT professor on how to make a “cocktail cloud” guests can suck right out of the air with a straw—seems like business as usual. Despite these ambitions, however, Hobbie keeps the essence of his creations firmly grounded so people perusing the list for a familiar favorite will still feel at ease. “What I care about most is if that person who comes to Vegas maybe one time a year or once every five years has their trip made over something we served them,” Hobbie says. “To us, the guest is the most important person in this room. At the end of the day, they’re the person we do this for.” ■



Eric Hobbie is the Lead Intoxicologist for Clique Hospitality.

IN FAVOR OF Flavor

HIGHLIGHTING THE LIQUEURS AND
READY-TO-DRINK COCKTAILS YOUR
CUSTOMERS CRAVE

Bartenders are more aware than anyone that getting a drink's flavor profile just right can be an time-consuming and elusive task. For the amateur mixologists, trade members, and curious imbibers seeking to elevate their skills behind the bar, *The Tasting Panel* is ready to unveil an extensive list of dynamic liqueurs, ready-to-drink cocktails, and other "flavor savers" that hit palate-pleasing high notes: allowing anyone, no matter how busy, to serve a drink worth enjoying.

BY EMILY COLEMAN



FROM THE CHERRY CAPITAL OF THE WORLD:

TRAVERSE CITY WHISKEY CO. PREMIUM COCKTAIL CHERRIES



People began selling cherries in Traverse City, Michigan—a picturesque town on the shores of the state's namesake Great Lake—during the 1860s. Fast-forward to the present, when the area around the city now grows 50 percent of the country's tart cherries and hosts the annual National Cherry Festival. With this legacy, it seems only natural that Traverse City Whiskey Co. would add cocktail cherries to its already outstanding lineup.

Traverse City Whiskey Co. co-founder Chris Fredrickson selected Northern Michigan Balaton Cherries to create the brand's deep-burgundy **Premium Cocktail Cherries (\$16)**. Delivered to the distillery from local producers, the sizable cherries arrive in a natural syrup the distillery extracts and blends with its Traverse City Straight Bourbon Whiskey. After the mixture is boiled, it's bottled in glass jars with the cherries—ready to serve as the

perfect garnish for anything from an Old Fashioned to a slice of pie.

"We're thrilled to combine our passion for innovation and quality in a product that also reflects our family history and heritage," Fredrickson says.

TRAVERSE CITY WHISKEY CO.

FINISHING SUMMER ON A HIGH NOTE: KELVIN SLUSH CO.

If life is about the journey, not the destination, Kelvin Slush Co. co-founders Alex Rein and Zack Silverman have been on the right track for more than a decade.

After meeting at a large corporate law firm in New York City, the two bonded over their love of frozen drinks and realized a shared desire to make slushies socially acceptable for adults while creating drinks free of the myriad chemicals and additives so prevalent in the category. The two quickly decided to use their passion to build a brand of slushes reminiscent of their childhood. Vowing to avoid artificial flavors and ingredients, Rein and Silverman launched Kelvin Slush Co., the first-ever line of all-natural, organic slush mixes.

The pair began by selling their non-alcoholic slushies out of a repurposed 1975 Ford mail truck in Brooklyn, and while the truck went on to win numerous awards—ascending to near-cult status in the process—Rein and Silverman noticed their patrons often brought flasks to the truck so they could spike their slush. This observa-

tion highlighted an unmet demand in the beverage industry, and after a little research, the team learned that while the craft cocktail scene had been undergoing a renaissance, frozen cocktails had been left in the cold.

After the duo realized the untapped potential of their product, they began collaborating with bars and restaurants in 2012 to create versatile and balanced mix flavors that could meld with a wide range of cocktails—finally giving frozen drinks the same attention to detail and purity of ingredients reflected in traditional mixology.

Kelvin Slush Co. now sells its uniquely crafted slush mix wholesale to bars and restaurants as a premium cocktail mix specifically for frozen beverages. The company's most popular flavor, **Frosé (\$35; makes roughly 37 cocktails)**, is made with organic peach and strawberry juice, which impart flavors naturally muted by cold temperatures. You can use this mix or any of the other five flavors—Citrus, Piña Colada, Margarita, Ginger, and Tea—to replicate a vast range of cocktails in frozen form with a slush machine or blender.



A TASTE OF THE SEASONS: SALISH SEA ORGANIC MAPLE LIQUEUR

Anyone who's visited the Puget Sound region knows the beauty of the Salish Sea. Sam Desner, owner of Salish Sea Organic Liqueurs, takes inspiration from this incredible landscape to produce high-quality spirits in small quantities. He makes more than 23 expressions in single-gallon batches, giving him the freedom to make unexpected and exciting flavors.

Already looking ahead to the colder months, Desner made one of his newest expressions, **Maple (\$36)**, with maple sugar sourced from Vermont. This sweet spirit—the first direct-to-bottle liqueur released by the brand—comes with layers of smoke and butter, making it perfect to pair with whiskies and holiday-themed cocktails.

Every time we check back with Desner, he has impressive new flavors in the works—we can only guess (and eagerly anticipate) what he'll come up with next.

SALISH SEA ORGANIC LIQUEURS



AMARO PELLEGRINO BRINGS MARSALA BACK TO ITS ROOTS

In 1773, English traders with knowledge of Port, Madeira, and Jerez Sherry happened to make a fortuitous stop in the western Sicilian town of Marsala. They quickly became enamored with the locally crafted liqueur and used their knowledge of fortified wine production to introduce Marsala wine to the world.

Cantine Pellegrino was founded in 1880, nearly 100 years after this pivotal moment. The company is and always has been family-owned and -operated, and while Pellegrino has focused mostly on wine production, it's recently taken the company—and the region—back to its roots with the introduction of **Amaro Pellegrino**.

Once overshadowed by Marsala production, Pellegrino's 100-year-old original recipe has been resurrected to showcase the distinctive aromatics of Marsala's Mediterranean bushes. With an aroma of bitter oranges, mint, cocoa, licorice, and toasted coffee—as well as its bitter yet balanced palate—this velvety amaro is equally delicious when paired with dessert, consumed as an after-meal digestif, served neat, or incorporated in a cocktail made with one part Amaro Pellegrino and two parts tonic water over ice.

FREDERICK WILDMAN & SONS





BLENDING TIMING WITH HARD WORK:

SPA GIRL COCKTAILS

According to Spa Girl Cocktails founder Karen Haines, “low-calorie has never been so stylish”—and she’s proving it directly through her brand, which debuted in California, Nevada, and Arizona just three years ago. Already award-winning, Spa Girl Cocktails is gaining traction in chains and is also on its way toward market expansion.

Haines, who worked for decades in the hospitality and travel industry, applied the aforementioned motto to the current high demand for a low-calorie yet high-quality spirit. The result? Her ready-to-drink **Spa Girl Pear and Cucumber Martinis (\$25)**. “I created Spa Girl Cocktails because I truly believe there is a need in the spirits industry for a low-calorie, fabulous-tasting cocktail option,” she explains.

Spa Girl Cocktails blends six-times-distilled premium vodka with all-natural ingredients for the Martinis, which are packaged in elegant 750-mililiter bottles. The gluten-free, 33-proof drinks are only 48 calories and one Weight Watcher point per 1½ ounces, reducing the guilt of drinking while still enabling consumers and guests to enjoy a fresh and delicious cocktail.

Spa Girl Cocktails can be enjoyed straight out of the bottle or shaken over ice with a garnish of fresh fruit. They mix beautifully in cocktails in place of other flavored vodkas—as Karen says, “Be creative.”

This spirit is not only about what’s in the bottle: It’s about a lifestyle that brings friends together and elevates any get-together into a gathering to remember.

THE BUNGALOW

- ▶ 3 oz. Spa Girl Martini
- ▶ 1 oz. fresh pink grapefruit juice
- ▶ Splash of coconut water

Shake over ice, strain, and add fresh mint.

KAUFFMAN CONSULTING, LLC

**FLAWLESSLY FRUIT-FORWARD:
THE PERFECT PURÉE OF
NAPA VALLEY**



Fruit can be a bartender's best friend, but it's not always easy to source and store fresh produce depending on season and location. Fortunately, there's a brand ready

to rush to the rescue: **The Perfect Purée of Napa Valley** and its robust offering of 40 fruit purées, specialties, and blends in flavors like **Prickly Pear, Yuzu Luxe Sour, Mango, Sweet Hibiscus, Coconut, and Passion Fruit.**

If stored in a freezer, the purées can last for up to two years from the date of manufacture, allowing bartenders to effortlessly expand their menus regardless of season.

THE PERFECT PURÉE OF NAPA VALLEY, LLC

Foodservice professionals can curate a complimentary sample box at perfectpuree.com/tastingpanel. The Perfect Purée is sold through specialty, produce, and broad line distributors throughout the U.S., Canada, and Mexico. Foodservice professionals may contact The Perfect Purée at (800) 556-3707 for a list of local distributors.

**OKTOBERFEST STAPLES:
BÄRENJÄGER HONEY AND HONEY
BOURBON LIQUEUR**

With everyone's favorite German "holiday" just a few months away, **Bärenjäger Honey (\$30) and Honey Bourbon (\$30) Liqueur** give consumers a chance to celebrate Oktoberfest with a traditional spirit. Made with a recipe developed by German hunters and fur trappers in the 18th century, both liqueurs are produced by Schwarze & Schlichte, which has more than 350 years of distilling experience.

The Honey Bourbon expression infuses the brand's flagship American bourbon whiskey to add oaky notes and a smooth mouthfeel. While these liqueurs can be enjoyed on their own, they can also impart a unique sweetness in any cocktail. Prost!



NICHE IMPORT CO. – A
MARUSSIA BEVERAGE COMPANY

**HEAVENLY SPIRITS:
SARANDREA MARCO & CO.**

A 100-year-old spirits producer located in Colleparado, Italy, Sarandrea Marco & Co. was founded by a Capuchin monk and botanist. Made with herbs and spring water sourced from the surrounding Ernici Mountains, all spirits in the distillery's portfolio adhere to the original recipes of the Trusulti Abbey monks.

Honored as the "sole supplier to the Vatican State" in a 1961 decree by Pope John XXIII, **Sambuca Vecchia (\$32)** is one of Sarandrea Marco & Co.'s most popular expressions. Also known as Old Sambuca, the spirit is infused with elderberry flowers and several types of star anise. A regenerative liquor created at the end of World War I, **Amaro S. Marco (\$34)** contains plants that are said to stimulate digestion and possess anti-inflammatory properties.

No matter which expression you choose from its portfolio, your guests will get to experience another time and place with Sarandrea Marco & Co.



SARANDREA MARCO & CO.
For wholesale inquiries, contact:
AJO Imports, LLC
ajointports@gmail.com
(518) 258-8831

**THE PROOF IS IN THE PUDDING:
JACKSON MORGAN SOUTHERN
CREAM BANANA PUDDING
CREAM LIQUEUR**



Certain flavors are notoriously difficult to replicate in spirit form: Banana has always been one of those elusive tastes, but Jackson Morgan Southern Cream all but proves it's possible to stick the landing. Made with Tennessee whiskey, its **Banana Pudding Cream Liqueur (\$22-\$25)** won the Best in Show award, as well as a Double Gold medal, at the 2017 Wine & Spirits Wholesalers of America Spirits Tasting Competition.

Combine 2 ounces of Banana Pudding Cream Liqueur with 1 ounce of crème de cacao to create a cocktail aptly named Go Bananas: Your customers will do just that for this expression.

JACKSON MORGAN

THE GRAPES OF FRANCE:

BAUCHANT ORANGE LIQUEUR

While perhaps no country has made a greater mark on the wine industry than France, its native grapes also create world-renowned spirits that show off the versatility of its terroir. One of these remarkable expressions, **Bauchant Orange Liqueur (\$23)**, has roots dating back to 1838 and is infused with both sweet and

bitter orange peels, which macerate before undergoing three distillations. VS and VSOP Cognac is then blended into the spirit before it rests for several years.

The resulting blend of flavors, both intense and delicate, ensures this liqueur can work beautifully in cocktails or add an effortless twist to favorites like a Margarita. It's also found a place in the kitchen as a chef-favorite ingredient for desserts like flambéed crêpes, orange-flavored cakes, and chocolate mousses. There are truly countless ways to love this spirit and the French vineyards it hails from.

PALM BAY
INTERNATIONAL



ON THE PATH TO DISCOVERY: DISTILLERIA BOTTEGA

At a 19th-century-farmhouse-turned-distillery in Treviso, Italy, Distilleria Bottega has blended tradition with state-of-the-art technology since its founding nearly 40 years ago. While the recently renovated building preserves the original character of the structure, it was updated to conserve energy by utilizing renewable sources. The Bottega family has also started farming the 75 acres of vineyards on the property organically.

In an effort to innovate while also remaining true to Italian flavors and customs, the distillery produces a wide range of grappa, liqueurs, wine, olive oil, and glassware. It distills the essential oils from star anise to produce its aromatic and floral **Bottega Sambuca (\$30)**; its **Bottega Limoncino (\$25)**, meanwhile, begins with Sicilian lemons infused with alcohol. After the essential oils are extracted, they're added to grappa made at the distillery.

In addition to showcasing the best of the region, Distilleria Bottega's portfolio also offers a preview of its promising future.

PALM BAY INTERNATIONAL



A CUP OF MORE: FRAPPACHATA AND FRAPPACHATA MOCHA

The nationwide popularity of the spirits industry can be matched by perhaps just one other beverage: coffee. For guests who want the best of both worlds, Rumchata has an answer in the form of a ready-to-drink iced coffee blended with its award-winning liqueur: **FrappaChata (\$20/1.75-liter bottle; \$2/100-milliliter bottle).**

Blended in with the cream liqueur is a distinctive mix of Arabica and Robusta coffees, allowing nuanced layers to shine through on the palate. Guests can enjoy this smooth, 25-proof spirit on the rocks, as a twist on a classic cocktail, or as a featured ingredient in an entirely new creation.

Introduced last year, FrappaChata sold more than 1 million individual units within six months of its debut. Following this success, the brand added another expression, **FrappaChata Mocha (\$20/1.75-liter bottle; \$12/four-pack of 200-milliliter bottles),** to the portfolio this summer.

“We want to give FrappaChata fans the same variety they get in non-alcoholic iced coffee,” says Tom Maas, RumChata founder and Master Blender. “FrappaChata Mocha adds a rich, real chocolate flavor to FrappaChata that gives iced coffee drinkers another chance to enjoy an adult version of their favorite iced coffee flavor. We are seeing the same excitement from retailers for FrappaChata Mocha that we saw with the introduction of original FrappaChata.”

Off-premise retailers won’t need to give up valuable storage space for these self-stable expressions, as they require no refrigeration. And to make it even easier to try FrappaChata, the brand has also developed 100-milliliter dispensers to place on countertops.

With iced coffee in its heyday during the summer months, there’s no better time for your guests to try a spirited coffee creation.

AGAVE LOCO



THE FRESH IDEA: BUZZBALLZ

If everyone loves a good success story starring an underdog, they'll find it easy to root for Merrilee Kick. Instead of spending years working in the spirits industry before launching her first product, Kick was a teacher who had an epiphany while cleaning up a broken glass from the side of a pool.

After conceptualizing a shatterproof drink to safely enjoy poolside, Kick used her savings to launch a new career with no related experience. Refusing to be intimidated, she forged ahead and built the wildly successful **BuzzBallz** brand, which now earns more than \$20 million in revenue annually.

The brand's original 200-milliliter packaging offers a wide range of flavor options—among them **Tequila 'Rita**, **Choc Tease**, **Lotta Colada**, **Stiff Lemonade**, and **PeachBallz**—and, depending on the expression, feature vodka, rum, or tequila blended with real fruit juices. Judging by the cocktail names, it's clear this lighthearted brand isn't taking itself too seriously, so it's hardly surprising that it's a favorite among concert, beach, and pool goers, particularly during the summer months.

Due to BuzzBallz's popularity, Kick decided to give consumers and trade members more of what they want with the 1.75-liter Biggies. Equivalent to eight original BuzzBallz drinks, Biggies are available in three of the brand's most popular small-format flavors: Stiff Lemonade, Choc Tease, and Tequila 'Rita.

Kick's success story proves outsiders and underdogs can lend fresh perspectives the industry desperately needs. No need to cry over broken glass: The only thing your guests should worry about is which flavor they'd like to enjoy next. ■■

SOUTHERN CHAMPION





THE 2018
SAN FRANCISCO
WORLD SPIRITS
COMPETITION
RESULTS

The 2018 San Francisco World Spirits Competition reaffirmed its position as the largest and most important spirits event of its kind in the U.S. by attracting more than 2,450 entries: a 9 percent increase over the previous year. A judging panel of 47 industry members and influencers convened at San Francisco's luxurious Hotel Nikko for three days of rigorous tasting to produce these definitive results.

The competition received entries from more than 65 countries this year, and increases in several categories served to signal important trends within the industry: Bourbon entries increased by a staggering 60 percent; baiju was up by 24 percent; rye jumped 20 percent; and gin grew by 10 percent.

This year's top prizes went to Kavalan Distillery (*Tasting Panel* Distillery of the Year); The Scotch Malt Whisky Society (Director's Award of Excellence); and Sazerac Company (Importer of the Year). And, for the third year in a row, Pisco LA Carevedo's Puro Torentel Pisco claimed the title of Best Pisco.

Read on for a complete listing of the top awards:



SAN FRANCISCO WORLD
SPIRITS COMPETITION

BEST IN SHOW

TASTING PANEL DISTILLERY OF THE YEAR
Kavalan Distillery, Taiwan

IMPORTER OF THE YEAR
Sazerac Company

DIRECTOR'S AWARD OF EXCELLENCE
The Scotch Malt Whisky Society, USA

BEST AÑEJO TEQUILA

Siete Leguas Tequila Añejo, Mexico (\$57)
SAZERAC COMPANY

BEST APÉRITIF

Lillet Rosé, France (\$25)

BEST ARMAGNAC

Cyrano Armagnac XO, France (\$48)
THE AMERICAN SPIRITS EXCHANGE, LTD.

BEST BAIJIU

Yushan Yuan Jiao 8 Year Old Kaoliang Liquor, Taiwan (\$16)
PARK STREET IMPORTS

BEST BLENDED MALT SCOTCH WHISKY

The Scotch Malt Whisky Society Exotic Cargo Cask
No. 01 Blended Malt Scotch Whisky, Scotland (\$90)

**BEST BLENDED SCOTCH – 16 YEARS AND
OLDER**

Dewar's The Signature 25 Year Old Blended Scotch
Whisky, Scotland (\$322)

**BEST BLENDED SCOTCH & BEST BLENDED
SCOTCH – NO AGE STATEMENT**

Cutty Sark Prohibition Edition Blended Scotch Whisky,
Scotland (\$29)

**BEST BOURBON & BEST SINGLE BARREL
BOURBON**

Henry McKenna Single Barrel Kentucky Straight
Bourbon Whiskey, Kentucky, USA (\$35)

BEST CACHAÇA

Avuá Prata Cachaça, Brazil (\$35)
PARK STREET IMPORTS

BEST CANADIAN WHISKY

Crown Royal Blenders' Mash Blended Canadian
Whisky, Canada

BEST COGNAC VSOP

Gautier Cognac VSOP, France (\$42)

BEST COGNAC XO

Maxime Trijol XO Grande Champagne Cognac, France
(\$145)
MIHW, LTD.

BEST CORN WHISKEY

David James Straight American Whiskey, Indiana,
USA (\$65)

BEST CRAFT DISTILLER WHISKEY

Balcones "1" Texas Single Malt Whisky, USA (\$70)

BEST DARK/GOLD RUM

Arizona Craft Beverage Regalo de Vida Gran Rum,
USA (\$40)

**BEST DISTILLERS' SINGLE MALT SCOTCH – 13
TO 19 YEARS**

Highland Park The Dark 17 Year Old Single Malt
Scotch Whisky, Scotland (\$300)

**BEST DISTILLERS' SINGLE MALT SCOTCH – 20
YEARS AND OLDER**

Glencadam 25 Year Old Single Malt Scotch Whisky,
Scotland (\$475)
CIL US WINES & SPIRITS

**BEST DISTILLERS' SINGLE MALT SCOTCH – NO
AGE STATEMENT**

Ardbeg Corryvreckan Islay Single Malt Scotch
Whisky, Scotland (\$90)
MOËT HENNESSY USA

**BEST DISTILLERS' SINGLE MALT SCOTCH – UP
TO 12 YEARS**

Talisker 10 Year Old Single Malt Scotch Whisky,
Scotland (\$60)

BEST EXTRA AÑEJO TEQUILA

El Tesoro Paradiso Extra Añejo Tequila, Mexico (\$100)
BEAM SUNTORY

BEST FLAVORED GIN

Watershed Distillery Guild Series Chamomile Flavored
Gin, Ohio, USA (\$29)

BEST FLAVORED RUM

Ableforth's Rumbullion! XO 15 Years Old, United
Kingdom

BEST FLAVORED WHISK(E)Y

Uncle Bob's Root Beer Flavored Whiskey, California,
USA (\$20)

BEST GENEVER

Old Duff Genever, Netherlands (\$30)
MIHW, LTD.

BEST GIN

Batch Brew Industrial Strength Gin, United Kingdom
(\$56)

**BEST IN SHOW AGED WHITE SPIRIT, BEST
RUM, & BEST EXTRA-AGED RUM – 5 YEARS
AND OLDER**

Plantation 2002 Jamaica Vintage Rum, Jamaica (\$46)
DEUTSCH FAMILY WINE & SPIRITS

**BEST IN SHOW BRANDY, BEST COGNAC, &
BEST COGNAC – EXTRA-AGED/VINTAGE**

Gautier Extra 1755 Cognac, France (\$250)

**BEST IN SHOW LIQUEUR & BEST HERBAL/
BOTANICAL LIQUEUR**

Amaro Montenegro, Italy (\$33)
TOTAL BEVERAGE SOLUTION

**BEST IN SHOW UNAGED WHITE SPIRIT, BEST
TEQUILA, & BEST BLANCO TEQUILA**

Cazcanes Tequila Blanco, Mexico (\$50)
PARK STREET IMPORTS

**BEST IN SHOW WHISKY, BEST SCOTCH, BEST
SINGLE MALT WHISKY, & BEST INDEPENDENT
MERCHANT SINGLE MALT**

The Scotch Malt Whisky Society Cask No. 29.224
Single Malt Scotch Whisky, Scotland (\$215)

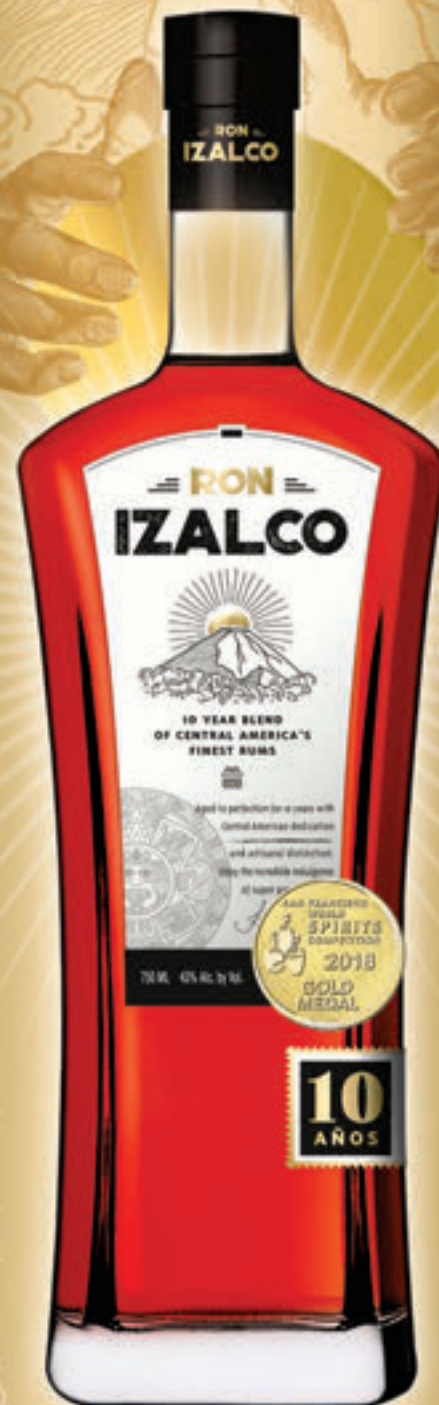
**BEST IRISH WHISKEY & BEST PURE POT STILL
IRISH WHISKEY**

Powers John's Lane 12 Year Old Irish Whiskey, Ireland
(\$65)

BEST MEZCAL

Mezcal Nacional 1938, Mexico (\$85)
CERRIMEX, LLC

the
New Ritual



WWW.IZALCORUM.COM
CONTACT@IZALCORUM.COM





SAN FRANCISCO WORLD
SPIRITS COMPETITION

BEST OTHER SINGLE MALT WHISK(E)Y

King Car Conductor Single Malt Whisky, Taiwan (\$120)
PARK STREET IMPORTS

BEST OTHER WHISK(E)Y

Jos. A. Magnus & Co. Murray Hill Club Blended Bourbon, Kentucky, USA (\$92)

BEST PISCO

La Caravello Pisco Puro Torontel, Peru (\$33)
PARK STREET IMPORTS

BEST REPOSADO TEQUILA

Azuñia Tequila Organic Reposado, Mexico (\$34)
INTERSECT BEVERAGE, LLC

BEST RYE WHISK(E)Y

Knob Creek Cask Strength Rye Whiskey, USA (\$70)

BEST SHOCHU

Ichiko Special Shochu, Japan (\$45)
PARK STREET IMPORTS

BEST SINGLE MALT IRISH WHISKEY

The Tyrconnell 10 Year Old Madeira Cask Finish Single Malt Irish Whiskey, Ireland (\$75)
BEAM SUNTORY

BEST SMALL-BATCH BOURBON

Elijah Craig Small Batch Kentucky Straight Bourbon, USA (\$30)
HEAVEN HILL DISTILLERS

BEST SPANISH GRAPE BRANDY & BEST BRANDY DE JEREZ

Torres 20 Hors d'Age Superior Brandy, Spain
STE. MICHELLE WINE ESTATES

BEST SPECIAL BARREL-FINISHED BOURBON

One Eight Distilling Untitled Whiskey No. 10, Washington, D.C., USA (\$99)

BEST STRAIGHT BOURBON

Bulleit Barrel Strength Kentucky Straight Bourbon, USA (\$60)

BEST VODKA

NEFT Vodka, Austria (\$30)

BEST WHITE RUM

Tanduay Silver Asian Rum, Philippines (\$20)

DOUBLE GOLD

VODKA, AQUAVIT, SHOCHU, & BAIJU

Absolut RAW Travel Retail Exclusive Vodka, Sweden (\$26)
Akarui Nouseon Shochu, Japan
Casa Maestri Original Premium Handcrafted 1965 Vodka,

France (\$20)

MEXCOR IMPORTERS

CpH Vodka, Denmark (\$40)

Kinmen Aged Ta-Chu Liquor, Taiwan

Party Animal Vodka, USA (\$23)

Polar Ice Arctic Extreme Vodka, Canada (\$28)

Simple Vodka, Idaho, USA (\$25)

Svayak Premium Vodka, Belarus (\$4)

The Walter Collective Vodka, Oregon, USA (\$28)

Underground Spirits Signature Vodka, United Kingdom (\$80)

PARK STREET IMPORTS

Yakushima Daishizenrin Shochu, Japan (\$13)

Yushan Cellaring 58% Kaoliang Liquor, Taiwan (\$9)

PARK STREET IMPORTS

GIN

Archie Rose Distilling Co. Distiller's Strength Gin, Australia (\$99)

PARK STREET IMPORTS

Bivrost Arctic Gin, Norway (\$51)

PARK STREET IMPORTS

Caorunn Gin, Scotland

Dobsons Distillery Dobson's New England Dry Gin, Australia (\$63)

PARK STREET IMPORTS

Etsu Gin, France

PARK STREET IMPORTS

Distillerie Fils du Roy Gin Thuya, Canada (\$30)

PARK STREET IMPORTS

Georgian Bay Spirit Co. Gin, Canada (\$40)

Manchester Signature Gin, United Kingdom (\$50)

PARK STREET IMPORTS

Manly Spirits Co. Australian Dry Gin, Australia

PARK STREET IMPORTS

Marylebone London Dry Gin, United Kingdom (\$40)

PARK STREET IMPORTS

Mulholland Distilling New World Gin, California, USA (\$27)

Poltergeist Unfiltered Gin, Australia (\$85)

Redsmith Distillery London Dry Gin, United Kingdom (\$56)

Scapegrace Gold Gin, New Zealand (\$59)

375 PARK AVENUE SPIRITS

Spirit of Hven Navy Strength Organic Gin, Sweden

PREISS IMPORTS

Stockholms Bränneri OAK Gin, Sweden

The Melbourne Gin Company Dry Gin, Australia (\$90)

PARK STREET IMPORTS

The Newfoundland Distillery Company Seaweed Gin, Canada (\$35)

PARK STREET IMPORTS

Tinkerman's Citrus Supreme Gin, Virginia, USA (\$30)

SAZERAC COMPANY

RUM & CACHAÇA

ARÔME True Rum Aged 28 Years, Panama (\$595)

Bacardi Gran Reserva 8 Años , Puerto Rico (\$30)

Cacique Leyenda Rum, Venezuela (\$30)

Havana Club Añejo 7 Años Rum, Cuba (\$23)

PERNOD RICARD

Kosapan Distillery Rhum, Thailand (\$32)

Maggie's Farm Double Oak Aged Queen's Share Rum, Pennsylvania, USA (\$35)

Plantation Original Dark Rum, Trinidad and Tobago (\$20)

DEUTSCH FAMILY WINE & SPIRITS

Plantation 2004 Peru Vintage Rum, Trinidad and Tobago (\$46)

DEUTSCH FAMILY WINE & SPIRITS

Pusser's Rum, various countries (\$24)

Ron de Jeremy Rum XO, various countries (\$40)

Ron Viejo de Caldas Gran Reserve 15 Year Old Rum, Colombia (\$30)

Ruang Khao Rum, Thailand (\$6)

PARK STREET IMPORTS

Worthy Park Single Estate Reserve Rum, Jamaica (\$70)

PARK STREET IMPORTS

Yolo Rum Gold, Panama (\$35)

Cachaça Ypióca Cinco Chaves, Brazil (\$30)

TEQUILA & MEZCAL

Alquimia Extra Añejo Tequila, Mexico (\$125)

TIERRA MADRE LLC

Corazón de Agave Extra Añejo Tequila, Mexico (\$40)

SAZERAC COMPANY

Marca Negra Mezcal Espadín, Mexico (\$28)

Mezcal Nacional 1931 Tobala, Mexico (\$125)

CERRIMEX, LLC

Mezcal Nucano Joven, Mexico (\$45)

PRESTIGE BEVERAGE GROUP

WHISK(E)Y

1792 Single Barrel Kentucky Straight Bourbon, Kentucky, USA (\$40)

SAZERAC COMPANY

Distillery 291 Single Barrel Colorado Rye Whiskey, Colorado, USA (\$75)

Aberlour 18 Year Old Single Malt Scotch Whisky, Scotland (\$150)

Ardbeg An Oa Single Malt Scotch Whisky, Scotland (\$63)

MOËT HENNESSY USA

Ardbeg Uigeadail Single Malt Scotch Whisky, Scotland (\$80)

MOËT HENNESSY USA

Ardbeg Grooves Single Malt Scotch Whisky, Scotland (\$120)

MOËT HENNESSY USA

ASW Distillery Duality Double Malt Whiskey, Georgia, USA (\$44)

Bastille 1789 Single Malt Whisky, France (\$70)

Bearded Lady American Bourbon Whiskey, Australia (\$45)

PARK STREET IMPORTS

Belle Meade Single Barrel Bourbon, Tennessee/Indiana, USA (\$80)

Ben Milam Single Barrel Bourbon Whiskey, Texas, USA (\$45)

BenRiach 21 Year Old Single Malt Scotch Whisky, Scotland (\$250)

BenRiach Birnie Moss Intensely Peated Single Malt Scotch Whisky, Scotland (\$54)

Black Dirt Distillery Bourbon Whiskey Aged 3 Years, New York, USA (\$40)

Black Feather American Bourbon Whiskey, Utah, USA (\$30)

BLACK: THE NEW GOLD STANDARD

Blanton's Gold Edition Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$85)
 Blanton's Single Barrel Kentucky Straight Whiskey Bourbon, Kentucky, USA (\$60)
 SAZERAC COMPANY
 Boone County Distilling Co. Eighteen 33 Straight Bourbon Whiskey Aged 12 Years, Kentucky, USA (\$80)
 Bowmore Darkest Single Malt Scotch Whisky Aged 15 Years, Scotland (\$76)
 BEAM SUNTORY
 Bowmore 18 Years Old Single Malt Scotch Whisky, Scotland (\$130)
 BEAM SUNTORY
 Braunstein Library Collection 17:2 Whisky, Denmark (\$) PARK STREET IMPORTS
 Bruichladdich Port Charlotte 10 Year Old Heavily Peated Islay Single Malt, Scotland (\$65)
 Buchanan's Master Blended Scotch Whisky, Scotland (\$50)
 Buchanan's Red Seal Blended Scotch Whisky, Scotland (\$160)
 Bunnahabhain 25 Year Old Islay Single Malt Scotch Whisky, Scotland
 Bunnahabhain Stiùireadair Islay Single Malt Scotch Whisky, Scotland
 Bunnahabhain 12 Year Old Single Islay Malt Scotch Whisky, Scotland
 Burnside Oregon Oaked Rye, Oregon, USA (\$35)
 Catto's 12 Year Old Blended Scotch Whisky, Scotland
 Crabbie 30 Year Old Single Malt Scotch Whisky, Scotland (\$600)
 PARK STREET IMPORTS
 Crown Royal Hand Selected Barrel Canadian Whisky, Canada
 Deanston Organic Highland Single Malt Scotch Whisky Aged 15 Years, Scotland
 Deanston Bordeaux Red Wine Cask Matured 2008 Highland Single Malt Scotch Whisky, Scotland

Ezra Brooks Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$17)
 Four Roses 2017 Limited Edition Small Batch Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$130)
 Fuji Gotemba Distillery Blender's Choice Single Malt Whisky, Japan (\$45)
 George T. Stagg Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$90)
 SAZERAC COMPANY
 Giant Texas Gold Bourbon Whiskey, Texas, USA (\$25)
 Glen Fohdry 12 Year Old Speyside Single Malt Scotch Whisky, Scotland (\$38)
 Glen Moray Elgin Heritage 18 Year Old Speyside Single Malt Scotch Whisky, Scotland (\$100)
 PRESTIGE BEVERAGE GROUP
 Glen Scotia 18 Year Old Single Malt Scotch Whisky, Scotland (\$119)
 Glen Scotia 25 Year Old Single Malt Scotch Whisky, Scotland (\$349)
 Glenglassaugh Torfa Richly Peated Highland Single Malt Scotch Whisky, Scotland (\$66)
 Glengoyne 21 Year Old Highland Single Malt Scotch Whisky, Scotland (\$150)
 SHAW-ROSS
 Glenmorangie Signet Highland Single Malt Scotch Whisky, Scotland (\$200)
 Golden Blue The Summit Super Premium Whisky Aged 20 Years, South Korea
 PARK STREET IMPORTS
 Hankey Bannister Heritage Blend Blended Scotch Whisky, Scotland
 Heaven's Door Double Barrel Whiskey, Tennessee, USA (\$50)
 High Ridge Canadian Whisky, Canada (\$20)
 Highland Park The Light 17 Year Old Single Malt Scotch Whisky, Scotland (\$300)
 Ironroot Republic Harbinger Bourbon Whiskey, Texas, USA (\$55)

Jameson Bow Street 18 Year Old Irish Whiskey, Ireland (\$240)
 PERNOD RICARD
 Jim Beam Rye Whiskey, Kentucky, USA (\$23)
 Jim Beam Bonded Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$23)
 John J. Bowman Single Barrel Virginia Straight Bourbon Whiskey, Virginia, USA (\$50)
 SAZERAC COMPANY
 Johnnie Walker Red Label Blended Scotch Whisky, Scotland (\$25)
 Jos. A. Magnus & Co. Joseph Magnus Cigar Blend Bourbon, Washington, D.C., USA (\$150)
 Kavalan Distillery Solist Amontillado Sherry Cask Single Cask Strength Single Malt Whisky, Taiwan (\$600)
 PARK STREET IMPORTS
 Kavalan Distillery Solist Fino Sherry Cask Single Cask Strength Single Malt Whisky, Taiwan (\$470)
 PARK STREET IMPORTS
 Kavalan Distillery Solist Manzanilla Sherry Cask Single Cask Strength Single Malt Whisky, Taiwan (\$600)
 PARK STREET IMPORTS
 Kavalan Distillery Solist Oloroso Sherry Cask Single Cask Strength Single Malt Whisky, Taiwan (\$180)
 PARK STREET IMPORTS
 Kavalan Distillery Solist Vinho Barrique Single Cask Strength Single Malt Whisky, Taiwan (\$200)
 PARK STREET IMPORTS
 Kavalan Distillery Podium Single Malt Whisky, Taiwan (\$120)
 PARK STREET IMPORTS
 Kavalan Distillery Reserve Peaty Cask Single Cask Strength Single Malt Whisky, Taiwan (\$60)
 PARK STREET IMPORTS
 Kavalan Distillery Reserve Rum Cask Single Cask Strength Single Malt Whisky, Taiwan (\$60)
 PARK STREET IMPORTS
 Lagavulin 16 Year Old Single Islay Malt Scotch Whisky,

STRAIGHT FROM THE HEART



PLEASE DRINK RESPONSIBLY • TEQUILA CORAZÓN DE AGAVE® • 40% ALC/VOL (80 PROOF) IMPORTED FROM MEXICO BY SAZERAC CO., LOUISVILLE, KY



SAN FRANCISCO WORLD
SPIRITS COMPETITION

Scotland (\$90)

Lagavulin 8 Year Old Islay Single Malt Scotch Whisky, Scotland (\$60)

Laphroaig Lore Islay Single Malt Scotch Whisky, Scotland (\$125)

Laphroaig 10 Year Old Islay Single Malt Scotch Whisky, Scotland (\$50)

Loch Lomond 12 Year Old Single Malt Scotch Whisky, Scotland (\$52)

Lock Stock and Barrel 18 Year Old Straight Rye Whiskey, Pennsylvania, USA (\$230)

Longmorn 16 Year Old Single Malt Scotch Whisky, Scotland (\$125)

Maker's Mark Cask Strength Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$50)

Midleton Very Rare Vintage Release 2017 Irish Whiskey, Ireland (\$220)

Midleton Dair Ghaelach Bluebell Forest Single Pot Still Irish Whiskey, Ireland (\$280)

Millstone 12 Year Old Sherry Cask Dutch Single Malt Whisky, Netherlands (\$92)

PARK STREET IMPORTS

Noble Oak Double Oak Bourbon Whiskey, USA (\$35)

Old Forester Statesman Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$55)

Old Nick Williams Co. Carolina Bourbon Whiskey, North Carolina, USA (\$35)

OMAR Cask Strength Bourbon Cask Single Malt Whisky #11110399, Taiwan (\$102)

PARK STREET IMPORTS

OMAR Cask Strength Bourbon Cask Peated Single Malt Whisky #111140686, Taiwan (\$102)

PARK STREET IMPORTS

Paul John Brilliance Indian Single Malt Whisky, India

(\$55)

DOMAINE SELECT WINE & SPIRITS

Paul John Bold Peated Indian Single Malt Whisky, India (\$75)

DOMAINE SELECT WINE & SPIRITS

Paul John Peated Select Cask Indian Single Malt, India (\$100)

DOMAINE SELECT WINE & SPIRITS

Pikesville Straight Rye Whiskey, Kentucky, USA (\$50)

Pure Scot Virgin Oak 43 Blended Scotch Whisky, Scotland (\$50)

Redbreast Single Pot Still Cask Strength Irish Whiskey Aged 12 Years, Ireland (\$120)

Redbreast Single Pot Still Irish Whiskey Aged 21 Years, Ireland (\$210)

Rita's Straight Rye Whisky, Tennessee, USA (\$50)

Gelston's Limited Release 25 Year Old Cask Strength Single Malt Irish Whiskey, Ireland (\$400)

PARK STREET IMPORTS

Speyburn 15 Year Old Speyside Single Malt Scotch Whisky, Scotland

Stagg Jr. Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$50)

SAZERAC COMPANY

Stork Club Straight Rye Whiskey, Germany (\$49)

PARK STREET IMPORTS

Talisker Storm Single Malt Scotch Whisky, Scotland (\$66)

The Arran 10 Year Old Single Malt Scotch Whisky, Scotland (\$50)

Baltimore Whiskey Company Epoch Straight Rye Whiskey, Maryland, USA (\$40)

The Glenlivet 18 Year Old Single Malt Scotch Whisky, Scotland (\$120)

The Glenlivet Nàdurra Oloroso Matured Single Malt Scotch Whisky, Scotland (\$85)

The Glenlivet Nàdurra Peated Cask Finish Single Malt

Scotch Whisky, Scotland (\$85)

The Scotch Malt Whisky Society The Chimney in a Beehive Cask No. 10.119 Single Malt Scotch Whisky, Scotland (\$115)

The Scotch Malt Whisky Society Dancing on a Volcano Cask No. 30.97 Single Malt Scotch Whisky, Scotland (\$105)

The Scotch Malt Whisky Society Volcanic Jam Cask No. 4.229 Single Malt Scotch Whisky, Scotland (\$160)

The Scotch Malt Whisky Society Cask Smoked and Salted Toffee Apples No. 29.234 Single Malt Scotch Whisky, Scotland (\$675)

The Scotch Malt Whisky Society Silky, Sexy and Indulgent Cask No. 7.187 Single Malt Scotch Whisky, Scotland (\$220)

The Tyrconnell 10 Year Old Sherry Cask Single Malt Irish Whiskey, Ireland (\$75)

BEAM SUNTORY

The Tyrconnell 15 Year Old Madeira Cask Single Malt Irish Whiskey, Ireland (\$100)

BEAM SUNTORY

The Yamazaki 12 Year Old Single Malt Japanese Whisky, Japan (\$85)

BEAM SUNTORY

Three Ships Premium Select 5 Year Old Whisky, South Africa

Three Ships Bourbon Cask Finish Special Release Whisky, South Africa

Tomatin 18 Year Old Highland Single Malt Scotch Whisky, Scotland

Tomatin 40 Year Old Highland Single Malt Scotch Whisky (Travel Retail Exclusive), Scotland

Tullamore D.E.W. 12 Year Old Special Reserve Blended Irish Whiskey, Ireland (\$44)

Vapor Distillery Boulder Bourbon, Colorado, USA (\$45)

WildJune

WESTERN STYLE GIN

This adventurous departure from traditional single juniper blends produces a gin with a uniquely American style.



wildjunegin.com



BACK TO BACK DOUBLE GOLDS.

GEN Y CREAMS.
AUTHENTIC.
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GLUTEN FREE.
NO ARTIFICIAL FLAVORS.
NO PRESERVATIVES.
DRINK BETTER.



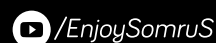
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of
SŌMRUS



CREAM LIQUEUR OF
THE YEAR 2014 - NYISC

CREAM LIQUEUR OF
THE YEAR 2017 - NYISC

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HUGH MOON WHITE WHISKEY

DOUBLE GOLD MEDAL:
San Francisco World Spirits
Competition Awards 2018



SALT LAKE CITY, UT



ANTELOPE ISLAND RUM

GOLD MEDAL:
WSWA Wine & Spirits Awards 2018
Las Vegas, Nevada



SAN FRANCISCO WORLD SPIRITS COMPETITION

**W. L. Weller 12 Year Old Kentucky Straight Bourbon
Whiskey, Kentucky, USA (\$25)**

SAZERAC COMPANY

**West Cork 12 Year Old Port Cask Single Malt Irish
Whiskey, Ireland (\$49)**

PARK STREET IMPORTS

**West Cork 12 Year Old Rum Cask Single Malt Irish
Whiskey, Ireland (\$49)**

PARK STREET IMPORTS

**Whiskey Del Bac Dorado Mesquite Smoked Single Malt
Whiskey, Arizona, USA**

**Wildwood Spirits Co. The Dark Door Washington
Straight Bourbon Whiskey, Washington, USA (\$50)**

**William Larue Weller Kentucky Straight Bourbon
Whiskey, Kentucky, USA (\$90)**

SAZERAC COMPANY

**Woodford Reserve Master's Collection Batch Proof
Kentucky Straight Bourbon Whiskey, Kentucky, USA
(\$130)**

**Woody Creek Distillers Colorado Straight Rye Single
Barrel Whiskey, Colorado, USA (\$59)**

**Yellowstone Limited Edition Kentucky Straight Bourbon,
Kentucky, USA (\$100)**

COGNAC, ARMAGNAC, BRANDY, GRAPPA, PISCO, & SINGANI

Camus Extra Dark & Intense Cognac, France

Candolini Grappa Bianca, Italy (\$45)

De Luze XO Cognac Fine Champagne, France (\$200)

ROUST USA

**Delamain XO Pale and Dry Cognac Grande Champagne,
France (\$120)**

E&J Apple Brandy, USA (\$13)

**Gautier Tradition Rare Vieille Reserve Cognac, France
(\$350)**

Gautier Pinar Del Rio XO Cognac, France (\$175)

**Gran Duque d'Alba Solera Gran Reserva Brandy de
Jerez, Spain (\$46)**

**La Guilde du Cognac Saint Preuil Single Village Grande
Champagne Cognac, France (\$190)**

**La Guilde du Cognac Cherves Richemont Single Village
Borderies 2010 Cognac, France (\$115)**

**Levon Le Magnifique Petite Champagne VSOP Cognac,
France (\$50)**

CONTINENTAL BRANDS, LLC

Pisco El Gobernador, Chile

STE. MICHELLE WINE ESTATES

Pisco Portón Mosto Verde, Chile (\$50)

PARK STREET IMPORTS

Rémy Martin 1738 Accord Royal Cognac, France (\$55)

Vaudon XO Cognac, France (\$80)

PARK STREET IMPORTS

LIQUEURS & OTHER SPIRITS

**3 Howls Distillery Hop Flavored Whiskey, Washington,
USA (\$38)**

Antica Classic Sambuca, Italy (\$25)

375 PARK AVENUE SPIRITS

APQ Spirits Hazelnut, Austria

PARK STREET IMPORTS

Bathub Gin Sloe Gin, United Kingdom

Drillaud Pomegranate Liqueur, France (\$15)

SARANTY IMPORTS

Enrico Nardini Sambuca, Italy (\$22)

**Jumping Goat Cold Brewed Coffee Infused Vodka
Liqueur, New Zealand (\$35)**

PARK STREET IMPORTS

S mruS Alphonso Mango Cream Liqueur, India (\$25)

St. Germain Elderflower Liqueur, France (\$34)

**Sugarlands Distilling Co. Appalachian Sippin' Cream
Butter Pecan Cream Liqueur, Tennessee, USA (\$25)**

PARK STREET IMPORTS

Deep Eddy Lemon Vodka, Texas, USA (\$18)

Deep Ellum All-Purpose Vodka, Texas, USA (\$21)

EFFEN Original Vodka, Netherlands (\$30)

EFFEN IMPORT COMPANY

GOLD

VODKA, AQUAVIT, SHOCHU, & BAIJU

Aalborg Taffel Aquavit, Denmark (\$22)

SAZERAC COMPANY

Bedlam Vodka, North Carolina, USA (\$22)

Caledonia Spirits Barr Hill Vodka, Vermont, USA (\$58)

**Charleston Distilling Co. King Charles Vodka, South
Carolina, USA (\$25)**

Deep Eddy Lemon Vodka, Texas, USA (\$18)

Deep Ellum All-Purpose Vodka, Texas, USA (\$21)

EFFEN Original Vodka, Netherlands (\$30)

EFFEN IMPORT COMPANY

**Fu-Fong Hidden Summit Premium Aged Kaoliang Liqueur,
Taiwan (\$52)**

PARK STREET IMPORTS

Hidden Stock Prohibition 1920 Vodka, Texas, USA (\$13)

iichiko BL Shochu, Japan (\$28)

PARK STREET IMPORTS

Ikkomon Sweet Potato Shochu, Japan (\$30)

Jewel Lines Precious Vodka, Bulgaria (\$45)

SILVER TIP IMPORTS LLC

J.J. Whitley Potato Vodka, United Kingdom (\$28)

PARK STREET IMPORTS

Khortytsa Platinum Vodka, Ukraine

GLOBAL SPIRITS USA

**Kinmen Kaoliang Battle Spirit Black Dragon Liqueur,
Taiwan**

Kinmen Kaoliang Premium Red Dragon Liqueur, Taiwan

Kinmen Kaoliang Pure Wheat Liqueur, Taiwan

Kinmen Kaoliang Superior Liqueur, Taiwan

Kinmen Kaoliang VSO Liqueur, Taiwan

Kirishima Shiro Shochu, Japan (\$20)

PARK STREET IMPORTS

**Lock 1 Distilling Company RYZE Vodka, New York, USA
(\$25)**

Matsu Aged Yuan Kaoliang Liqueur, Taiwan (\$24)

PARK STREET IMPORTS

Matsu Extra Old Tachiu Liqueur, Taiwan (\$36)

PARK STREET IMPORTS

Minsk Vodka, Belarus (\$5)

Mishka Pure Vodka, Pennsylvania, USA (\$25)

**MurLarkey Distilled Spirits Divine Clarity Vodka,
Virginia, USA (\$22)**

Nauti Spirits Distillery Vodka, New Jersey, USA (\$30)

Gammel Opland Aquavit, Norway (\$36)

SAZERAC COMPANY

Prairie Cucumber Flavored Organic Vodka, USA (\$20)

Prairie Organic Vodka, USA (\$20)

Rain Vodka, USA (\$15)

SAZERAC COMPANY

Smirnoff Peppermint Twist Vodka, USA (\$16)

Sumnum Le Piment d'Espelette Vodka, France (\$18)

SARANTY IMPORTS

Tobaritch! Vodka, Russia (\$15)

TOTAL WINE

Tom of Finland Organic Vodka, Finland (\$30)

TUNDRA Vodka, Russia (\$15)

SAVAS SPIRITS INTERNATIONAL

Yushan Kaoliang 3 Year Old Liqueur, Taiwan (\$11)

PARK STREET IMPORTS

Yushan Kaoliang 5 Year Old Liqueur, Taiwan (\$12)

PARK STREET IMPORTS

**Yushan Kaoliang Daqu Taiwan Blue Maggie 8 Year Old
Liqueur, Taiwan (\$34)**

PARK STREET IMPORTS

Yushan Kaoliang Chiew XO Liqueur, Taiwan (\$31)

PARK STREET IMPORTS

Yushan Kaoliang 58% Liqueur, Taiwan (\$8)

PARK STREET IMPORTS

Yushan Kaoliang Haka 58% Liqueur, Taiwan (\$14)

PARK STREET IMPORTS

Yushan Kaoliang Erkuotou 54% Liqueur, Taiwan (\$24)

PARK STREET IMPORTS

**Yushan Kaoliang Lantern Festival 6 Year Old 56% Liqueur,
Taiwan (\$11)**

PARK STREET IMPORTS

PARK STREET IMPORTS

GIN

**3 Howls Distillery Old Fashioned Gin, Washington, USA
(\$38)**

**Aber Falls Whisky Distillery Welsh Dry Gin, United
Kingdom (\$34)**

PARK STREET IMPORTS

**Adelaide Hills Distillery Something Wild Green Ant Gin,
Australia (\$100)**

PARK STREET IMPORTS

Atelier Vie Euphrosine Gin #9, Louisiana, USA (\$40)

**Atelier Vie Barrel-Finished Reserve Euphrosine Gin #9,
Louisiana, USA (\$30)**

Beekeeper 24 London Dry Gin, United Kingdom (\$23)

Blind Tiger Small Batch Gin, South Africa (\$28)

Bro's Gin, Belgium (\$46)

PARK STREET IMPORTS

**Cape Byron Distillery Brookie's Byron Dry Gin, Australia
(\$58)**

PARK STREET IMPORTS

**Cape Byron Distillery Brookie's Byron Slow Gin,
Australia (\$50)**

PARK STREET IMPORTS

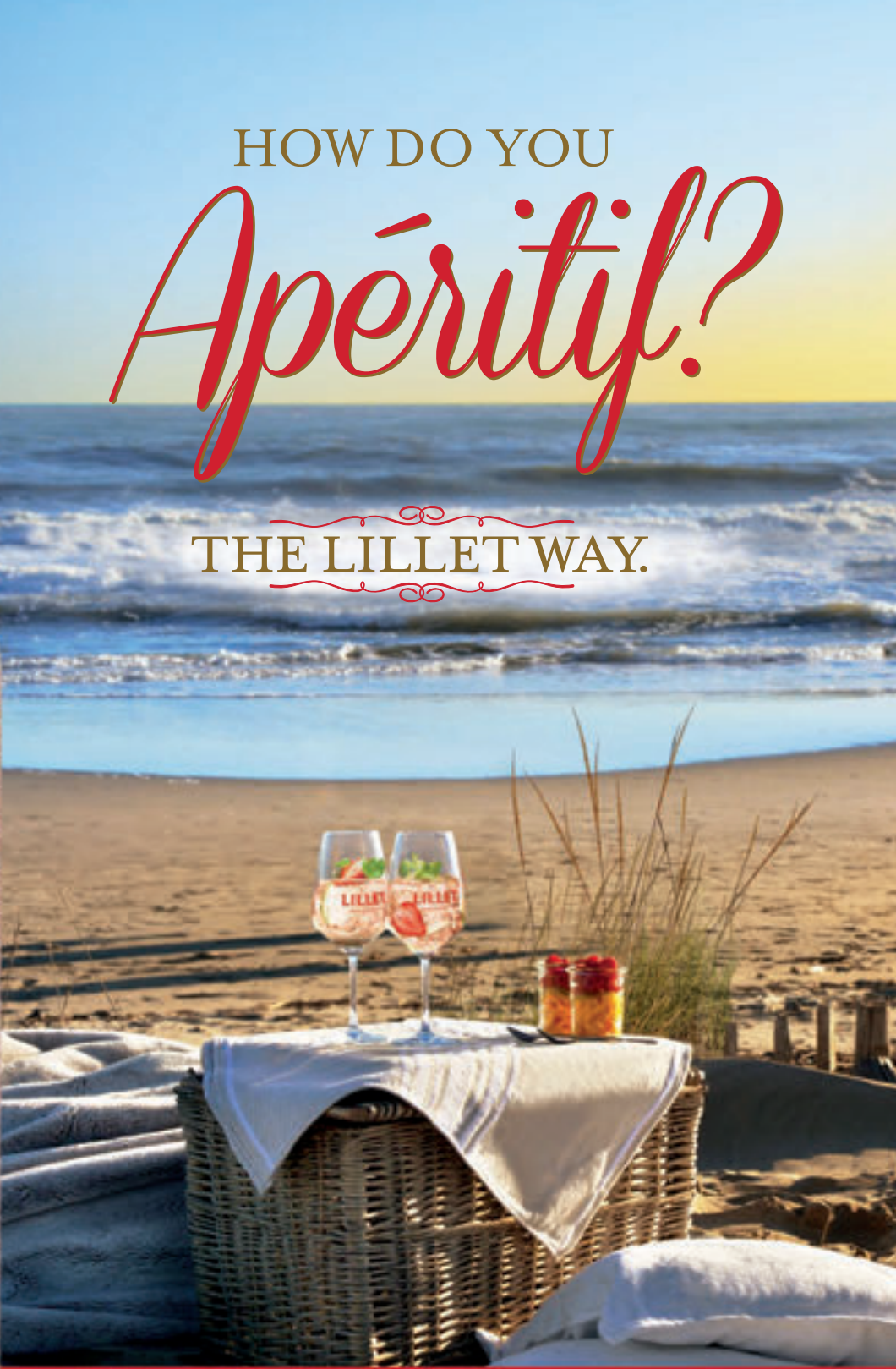
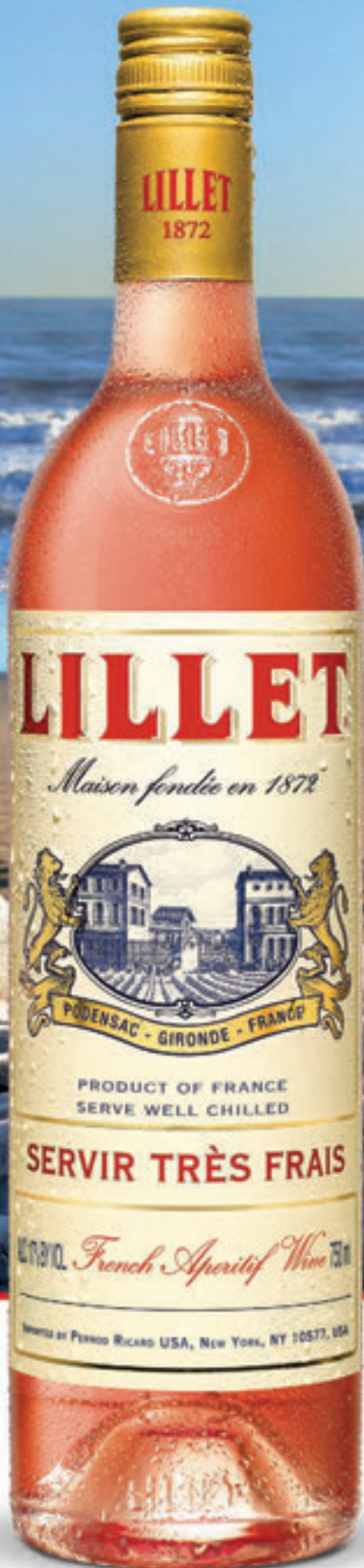
Chilgrove Bluewater Edition Gin, United Kingdom (\$55)

PARK STREET IMPORTS

HOW DO YOU

Apéritif?

THE LILLET WAY.



Lillet Spritz

3 Parts Lillet Blanc or Lillet Rosé
3 Parts tonic water

Build over 3 large ice cubes in a tall wine glass and garnish with cucumber, mint and strawberry.

PLEASE DRINK RESPONSIBLY.

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SWEET
WIN



SAN FRANCISCO WORLD
SPIRITS COMPETITION



TAKE THE TIME.

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ROC HOUSE BRANDS, Rochester, NY

City of London Christopher Wren London Dry Gin, United Kingdom (\$44)
PARK STREET IMPORTS

City of London Old Tom Gin, United Kingdom (\$53)
PARK STREET IMPORTS

Combiér Gin Meridor, France
PARK STREET IMPORTS

Cotswolds Dry Gin, United Kingdom (\$40)
DOMAINE SELECT

Curiosity Negroni Special Gin, New Zealand (\$80)
PARK STREET IMPORTS

Dancing Sands Distillery Sacred Spring Saffron Gin, New Zealand (\$42)
PARK STREET IMPORTS

Distillery 031 Durban Dry Gin, South Africa (\$30)
PARK STREET IMPORTS

Distillery Botanica Roots and Leaves Dry Gin, Australia (\$27)
PARK STREET IMPORTS

District Distilling Co. WildJune Gin, Washington, D.C., USA (\$32)
PARK STREET IMPORTS

Doghhouse Distillery Renegade Gin, United Kingdom (\$50)
PARK STREET IMPORTS

Driftwood Distillery Donkey Jack Gin, Netherlands (\$50)
PARK STREET IMPORTS

East London Liquor Company Premium Gin Batch No. 1, United Kingdom (\$42)
FINER THINGS IMPORTS

Elephant Aged Gin, Germany (\$107)
PARK STREET IMPORTS

Farmer's Botanical Organic Gin, Minnesota, USA (\$30)
CHATHAM IMPORTS, INC.

FID Street Gin, Hawaii, USA (\$30)
PARK STREET IMPORTS

Fresha Strawberry Gin, Spain (\$40)
PARK STREET IMPORTS

Gentlemen's Craft The Drunken Horse London Dry Gin, Belgium (\$42)
PARK STREET IMPORTS

Gordon's London Dry Gin, United Kingdom (\$21)
PARK STREET IMPORTS

Griffiths Brothers No. 2 Gin, United Kingdom (\$50)
PARK STREET IMPORTS

G'Vine Nouaison Gin, France (\$50)
PARK STREET IMPORTS

Hawthorn's London Dry Gin, United Kingdom
PARK STREET IMPORTS

Hernö Navy Strength Gin, Sweden
PARK STREET IMPORTS

Hernö Old Tom Gin, Sweden
PARK STREET IMPORTS

Hixson Gin, South Carolina, USA (\$15)
PARK STREET IMPORTS

La República Andina Gin, Bolivia (\$25)
PARK STREET IMPORTS

Langley's Old Tom Gin, United Kingdom (\$35)
PARK STREET IMPORTS

Le Gin de Christian Drouin, France
PARK STREET IMPORTS

Makar Oak Aged Gin, Scotland (\$40)
PARK STREET IMPORTS

Malfy Con Limone Gin, Italy (\$30)
PARK STREET IMPORTS

Manchester Overboard Gin, United Kingdom (\$65)
PARK STREET IMPORTS

Never Never Distilling Co. Triple Juniper Gin, Australia (\$47)
PARK STREET IMPORTS

Oregon Spirit Dry Gin, Oregon, USA (\$35)
PARK STREET IMPORTS

Palmers London Dry Gin, United Kingdom (\$40)
PARK STREET IMPORTS

Plymouth Navy Strength Gin, United Kingdom (\$38)
PARK STREET IMPORTS

Prohibition Gin, Australia (\$65)
PARK STREET IMPORTS

Roner Z44 Distilled Dry Gin, Italy (\$50)
PARK STREET IMPORTS

Saleyards Distillery Billy Goat's Gin, Australia (\$70)
PARK STREET IMPORTS

Seagram's Lime Twisted Gin, USA (\$12)
PARK STREET IMPORTS

Stonecutter Spirits Single Barrel Gin, Vermont, USA (\$55)
PARK STREET IMPORTS

The Walter Collective Gin, Oregon, USA (\$35)
PARK STREET IMPORTS

Twisting Spirits Kaffir Lime & Lemongrass Distilled Gin, United Kingdom (\$54)
PARK STREET IMPORTS

Warner Edwards Harrington Dry Gin, United Kingdom (\$45)
PARK STREET IMPORTS

Wildwood Spirits Co. Kur Gin, Washington, USA (\$28)
PARK STREET IMPORTS

RUM & CACHAÇA

Barrell Tale of Two Islands 8 Year Old Cask Strength Rum, Jamaica (\$90)
UNITED STATES DISTILLED PRODUCTS CO.

Cachaça Tellura Prata, Brazil (\$5)
UNITED STATES DISTILLED PRODUCTS CO.

Cachaça Ypióca 150 Anos, Brazil (\$20)
UNITED STATES DISTILLED PRODUCTS CO.

Canasteros 21 Year Old Solera Rum, Colombia (\$33)
UNITED STATES DISTILLED PRODUCTS CO.

Canasteros 15 Solera Colombian Rum, Colombia (\$30)
UNITED STATES DISTILLED PRODUCTS CO.

Chalong Bay Pure Series Rum, Thailand (\$20)
PARK STREET IMPORTS

Flor de Caña 18 Year Old Rum, Nicaragua (\$47)
WILLIAM GRANT & SONS

Grander Single Barrel Rum, Panama (\$38)
PARK STREET IMPORTS

Havana Club Selección de Maestros Rum, Cuba (\$53)
PERNOD RICARD

Havana Club Añejo 15 Años Rum, Cuba (\$142)
PERNOD RICARD

Havana Club Añejo 3 Años Rum, Cuba (\$20)
PERNOD RICARD

Husk Distillers Spiced Bam Bam Australian Agricole Rum, Australia (\$58)
PARK STREET IMPORTS

Kaniché Perfección Rum, Panama (\$45)
DEUTSCH FAMILY WINE & SPIRITS

Liverpool Rum, United Kingdom (\$63)
PARK STREET IMPORTS

MarlinSpike 888 HighSeas Blend Rum (\$49)
PARK STREET IMPORTS

MISCellaneous Distillery Risky Rum, Maryland, USA (\$37)
PARK STREET IMPORTS

Neptune Gold Barbados 3 Year Old Rum, Barbados (\$35)
PARK STREET IMPORTS

Plantation Pineapple Stiggins' Fancy Rum, West Indies (\$35)
DEUTSCH FAMILY WINE & SPIRITS

Ron Barceló Imperial Rum, Dominican Republic (\$30)
SHAW ROSS INTERNATIONAL IMPORTERS

Ron Cacique Añejo Rum, Venezuela (\$5)
PARK STREET IMPORTS

Ron Cacique 500 Extra Añejo Rum, Venezuela (\$10)
PARK STREET IMPORTS

Ron Izcalco 10 Year Aged Rum, Central America (\$58)
PARK STREET IMPORTS

Rum Sixty Six 6 Year Old Extra Old Rum, Barbados (\$40)
PARK STREET IMPORTS

Rum Sixty Six 12 Year Old Cask Strength Rum, Barbados (\$60)
PARK STREET IMPORTS

The Naked Turtle White Rum, U.S. Virgin Islands (\$13)
PARK STREET IMPORTS

Triple Eight Hurricane Rum, Massachusetts, USA (\$40)
PARK STREET IMPORTS

Vanúa Rum, Fiji (\$25)
PARK STREET IMPORTS

Vida Caña 13 Year Old El Salvador Rum, El Salvador (\$50)
PARK STREET IMPORTS

TEQUILA & MEZCAL

3 Amigos Extra Añejo Tequila, Mexico (\$75)
PARK STREET IMPORTS

6 Degree Tequila Blanco, Mexico (\$38)
PARK STREET IMPORTS

Bossçal Damiana Mezcal, Mexico (\$62)
PARK STREET IMPORTS

Cavas Agave Premium Blanco Tequila, Mexico (\$45)
PARK STREET IMPORTS

El Mayor Tequila Blanco, Mexico (\$25)
PARK STREET IMPORTS

El Tequileño Tequila Platino, Mexico (\$27)
AMIGOS USA, LLC

Exótico Blanco Tequila, Mexico (\$15)
PARK STREET IMPORTS

Juarez Silver Tequila, Mexico (\$10)
PARK STREET IMPORTS

Lunazul Tequila Reposado, Mexico (\$40)
PARK STREET IMPORTS

Reserva Del Señor Tequila Añejo, Mexico (\$25)
PARK STREET IMPORTS

Saberes Mezcal Joven Arroqueño, Mexico (\$90)
IBERO-AMERICAN IMPORTS

Tequila Honor Reflexión Blanco, Mexico (\$46)
PARK STREET IMPORTS

Tequila JG Azul Tequila Blanco, Mexico
PARK STREET IMPORTS

Tequila JG Black Premium Tequila Blanco, Mexico
PARK STREET IMPORTS

Yute Mezcal Agave Espadín, Mexico
PARK STREET IMPORTS

Yute Mezcal Agave Arroqueño, Mexico
PARK STREET IMPORTS

WHISK(EY)

1792 High Rye Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$36)
SAZERAC COMPANY

1876 Texas Straight Bourbon Whiskey, Texas, USA (\$36)
PARK STREET IMPORTS

Aberlour 16 Year Old Single Malt Scotch Whisky, Scotland (\$90)
PARK STREET IMPORTS

Alexander Murray & Co. Laphroaig 12 Year Old Single Malt Scotch Whisky, Scotland (\$130)
PARK STREET IMPORTS

American Fifth Spirits Bourbon Whiskey, Michigan, USA (\$50)
PARK STREET IMPORTS

Amrut Fusion Single Malt Whisky, India (\$65)
PARK STREET IMPORTS

Ardbeig 10 Year Old Single Malt Scotch, Scotland (\$56)
MOËT HENNESSY USA

Arizona Craft Beverage Arizona Straight Bourbon Whiskey, Arizona, USA (\$65)
PARK STREET IMPORTS

ASW Distillery Fiddler Georgia Heartwood Bourbon, USA (\$69)
PARK STREET IMPORTS

Balcones Texas Cask Strength Rye Whisky, Texas, USA (\$85)
PARK STREET IMPORTS

Balcones Texas Blue Corn Straight Bourbon Whisky, Texas, USA (\$80)
PARK STREET IMPORTS

Banner Wheat Whiskey, Texas, USA (\$40)
PARK STREET IMPORTS

Barrell Batch 015 9.5 Year Old Cask Strength Bourbon
PARK STREET IMPORTS



BALCONES

D I S T I L L I N G

DECADE OF DISTILLING



BEST CRAFT
DISTILLER WHISKY
BALCONES '1' TEXAS
SINGLE MALT WHISKY



BALCONES TEXAS
BLUE CORN BOURBON



BALCONES TEXAS CASK
STRENGTH RYE WHISKY



CELEBRATING 10 YEARS

Balcones Distilling is committed to hard work and that dedication has not gone unnoticed. Most recently, at the San Francisco World Spirits Competition, our Single Malt received Double Gold in its category and was named Best Craft Distiller Whisky. We are grateful for this prestigious distinction from our industry and the support of our patrons as we continue making exceptional whisky. The best is yet to come, so cheers to the years ahead!

'1 Texas Single Malt 53% ALC./VOL (106 Proof)



Azuñia



WORLD'S BEST REPOSADO

Azuñia Reposado is premium, estate-crafted tequila made from USDA-certified organic Weber Blue agave sustainably farmed by our family in the heart of Mexico.



Azuñia. Honestly authentic.



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SAN FRANCISCO WORLD SPIRITS COMPETITION

- Whiskey, USA (\$90)
- Barrell Batch 014 9 Year Old Cask Strength Bourbon Whiskey, USA (\$90)
- Barrell Batch 013 5 Year Old Cask Strength Bourbon Whiskey, USA (\$90)
- Belle Meade Cognac Cask Finished Bourbon, Tennessee, USA (\$75)
- Ben Milam Small Batch Straight Rye Whiskey, Texas, USA (\$45)
- Ben Milam Batch 17-02 Barrel Proof Straight Bourbon Whiskey, Texas, USA (\$60)
- BenRiach 10 Year Old Single Malt Scotch Whisky, Scotland (\$62)
- BenRiach Curiositas 10 Year Old Peated Single Malt Scotch Whisky, Scotland (\$67)
- BenRiach 25 Year Old Single Malt Scotch Whisky, Scotland (\$324)
- BenRiach Triple Distilled 10 Year Old Single Malt Scotch Whisky, Scotland (\$87)
- BenRiach Sherry Wood Matured 12 Year Old Single Malt Scotch Whisky, Scotland
- Bib & Tucker Small Batch Bourbon Whiskey, Tennessee, USA (\$55)
DEUTSCH FAMILY WINE & SPIRITS
- Big Bottom Distilling American Single Malt Whiskey, Oregon, USA
- Big Bottom Delta Rye Whiskey, Oregon, USA (\$45)
- Blanton's Straight from the Barrel Single Barrel Bourbon Whiskey, Kentucky, USA (\$100)
- Bowmore 12 Year Old Single Malt Scotch Whisky, Scotland (\$52)
BEAM SUNTORY
- Braunstein Edition 9 Whisky, Denmark
PARK STREET IMPORTS
- Braunstein Danica Non Peated Dansk Single Malt Whisky, Denmark
PARK STREET IMPORTS
- Buchanan's Special Reserve 18 Year Old Blended Scotch Whisky, Scotland (\$75)
- Buchanan's 15 Year Old Select Blended Scotch Whisky, Scotland
- Buffalo Trace Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$25)
SAZERAC COMPANY
- Bulleit Rye Whiskey, USA (\$25)
- Bulleit 10 Year Old Kentucky Straight Bourbon Whiskey, USA (\$40)
- Canadian Club 100% Rye Whisky, Canada (\$27)
- Caribou Crossing Single Barrel Canadian Whisky, Canada (\$50)
SAZERAC COMPANY
- Cask & Crew Walnut Toffee Whiskey, New York, USA (\$25)
- Cedar Ridge Iowa Bourbon Whiskey, Iowa, USA (\$39)
- Chattanooga Whiskey Experimental Series Batch 002: Smoked High Malt Straight Bourbon Whiskey, Tennessee, USA (\$70)
- Chattanooga Whiskey Experimental Series Batch 007: Tennessee Rye Malt Whiskey, Tennessee, USA (\$80)
- Chivas Regal 18 Year Old Blended Scotch Whisky, Scotland (\$103)
- Colonel E.H. Taylor Jr. Small Batch Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$40)
SAZERAC COMPANY
- Crabbie 8 Year Old Single Malt Scotch Whisky, Scotland (\$42)
PARK STREET IMPORTS
- Cutwater Spirits Devil's Share Bourbon Whiskey, California, USA (\$130)
- Defiance Whiskey Bourbon, Missouri, USA (\$30)
- Dented Brick Distillery Hugh Moon 100% Rye White Whiskey, Utah, USA (\$27)
- Dewar's The Vintage 18 Year Old Blended Scotch Whisky, Scotland (\$77)
- District Distilling Co. C&O Tradesman Whiskey, Washington, D.C., USA (\$50)
- Ensign Red Black Canadian Whisky, Canada (\$24)
SAZERAC COMPANY
- Evan Williams Bottled-In-Bond Bourbon, Kentucky, USA (\$18)
- Fire Oak Distillery Texas Bourbon, Texas, USA (\$39)
- Four Roses Single Barrel Bourbon, Kentucky, USA (\$40)
- Fuji Gotemba Distiller's Select Single Malt Whisky, Japan (\$40)
- Fuji Gotemba Small Batch 17 Year Old Single Malt Whisky, Japan (\$220)
- Fuji Gotemba Small Batch 25 Year Old Single Grain Whisky, Japan (\$310)
- Fuji Gotemba Blender's Choice Single Grain Whisky, Japan (\$45)
- Gelston's 15 Year Old Rare Reserve Old Irish Whiskey, Ireland (\$120)
PARK STREET IMPORTS
- George Dickel Tabasco Barrel Finish Tennessee Whiskey, Tennessee, USA
- Giant Texas Pot Still Bourbon, Texas, USA (\$30)
- Glen Moray Elgin Classic Peated Single Malt Scotch Whisky, Scotland (\$30)
PRESTIGE BEVERAGE GROUP
- Glenfether Blended Scotch Whisky, Scotland (\$37)
PARK STREET IMPORTS
- Glenmorangie 19 Year Old Single Malt Scotch Whisky, Scotland (\$149)
- Glenmorangie 10 Year Old Original Single Malt Scotch Whisky, Scotland (\$40)
- Glenmorangie 12 Year Old Lasanta Single Malt Scotch Whisky, Scotland (\$54)
- Glenmorangie 12 Year Old Nectar D'Or Single Malt Scotch Whisky, Scotland (\$75)
- GLYNNEVAN 12 Year Old Straight Canadian Rye Whisky, Canada (\$60)
PARK STREET IMPORTS
- Heaven's Door Straight Rye Whiskey Finished in Vosges Oak Barrels, Tennessee, USA (\$80)
- Heaven's Door Straight Bourbon Whiskey, Tennessee, USA (\$50)
- Hidden Stock Prohibition 1920 Bourbon, Texas, USA (\$27)
- Highland Park Fire Edition 15 Year Old Single Malt Scotch Whisky, Scotland (\$300)
- Highland Park Magnus Single Malt Scotch Whisky, Scotland (\$40)
- Highland Park Valkyrie Single Malt Scotch Whisky, Scotland (\$80)
- Hillrock Estate Distillery Sauternes Finish Double Cask Rye Whiskey, New York, USA (\$90)
- I.W. Harper Kentucky Straight Bourbon Whiskey, Tennessee, USA
- Inchmoan Loch Lomond Island Collection Vintage 1992 Single Malt Scotch, Scotland (\$279)
PARK STREET IMPORTS
- Ironroot Republic Distillery Hubris Straight Corn Whiskey, Texas, USA (\$55)
- J.J. Corry The Gael Irish Whiskey, Ireland (\$75)
COMPASSPOINT IMPORTS
- J.P. Wiser's 18 Year Old Canadian Whisky, Canada (\$75)
- James E. Pepper 1776 1776 Barrel Proof Straight Rye Whiskey, Kentucky, USA (\$35)
- Jameson Irish Whiskey, Ireland (\$25)
PERNOD RICARD
- Jameson Caskmates IPA Edition Irish Whiskey, Ireland (\$35)
PERNOD RICARD
- Jameson Signature Reserve Irish Whiskey, Ireland (\$49)
PERNOD RICARD
- Jameson Black Barrel Irish Whiskey, Ireland (\$43)
PERNOD RICARD
- Jameson Round Irish Whiskey, Ireland (\$61)
PERNOD RICARD
- Jameson Lively Irish Whiskey, Ireland (\$61)
PERNOD RICARD
- Jameson Cooper's Croze Irish Whiskey, Ireland (\$61)
PERNOD RICARD
- Jameson Blender's Dog Irish Whiskey, Ireland (\$61)
PERNOD RICARD
- Jim Beam Distiller's Cut 2017 Release Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$23)
- Jim Beam Devil's Cut Kentucky Straight Bourbon Whiskey, Kentucky, USA (\$23)
- Jura 18 Year Old Single Malt Scotch Whisky, Scotland (\$130)
E. & J. GALLO
- Jura Seven Wood Single Malt Scotch Whisky, Scotland (\$80)
E. & J. GALLO
- Kavalan Concertmaster Port Cask Finish Single Malt Whisky, Taiwan (\$100)
PARK STREET IMPORTS
- Kavalan Solist Brandy Single Cask Strength Single Malt Whisky, Taiwan (\$180)
PARK STREET IMPORTS
- Kavalan Solist Pedro Ximénez Sherry Cask Single Cask

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