



THE ERIC CASPERS

CHEF-MANAGER WORKSHOP

WEDNESDAY, NOVEMBER 28, 2012

Presented by the Metropolitan Club Foundation



FOOD & WINE PAIRING WORKSHOP

with

Patrick D. Dodd, CSS, CS, CWE *and*
Walter Scheib, Former White House Chef



Walter Scheib, known as "The American Chef," will join us for this year's Chef-Manager Workshop to present his unique perspectives on American cuisine. He will delve into how to make food and wine experiences at private clubs stand out using fresh local products and American themes. Chef Scheib will also share his experiences as the White House executive chef from 1994 to 2005.

Joining Chef Scheib will be Pat Dodd the Senior Director of Shareholder Relations & Corporate Training for E. & J. Gallo Winery. Both Chef Scheib and Dodd will lead participants through new world and old world wines demonstrating how these products can be integrated into an American-themed menu. Attendees will taste both food and wines in this Workshop. Ideas to take home and put into immediate use at the club will be abundant. Mr. Dodd will finish the day by covering tools to teach wine service and sales to your staffs.

WESTCHESTER COUNTRY CLUB

99 BILTMORE AVENUE - RYE, NY 10580

9:30 - Registration

10:00-12:00 - Dynamics of Food & Wine with Patrick Dodd

12:15-3:15 - Food & Wine Pairing Workshop with Chef Scheib

3:30-4:30 - Gallo Wine Academy with Patrick Dodd

4:30 - Exam for 6 CMI Points

2012 Chef-Manager Workshop - Wednesday, November 28th

Club: _____

Name(s): _____

_____ # Attending @ \$85 Per Person

Please mail check (made payable to MCF) to: MCF - 49 Knollwood Road - Elmsford, NY 10523

MCMA members can sign-up online at www.metcma.org. Reservations considered confirmed when payment is received. This event is likely to sell out so early registration is encouraged.



GALLO
WINE
ACADEMY

E.&J. GALLO

Blending Seminar





TABLE OF CONTENTS

Winemaking Considerations	4
“Bordeaux” Varietal Characteristics	6
Wine Evaluation Worksheet	7
Final Blending Information	8
Winery Presentation Planning Worksheet	9
Notes	10

APPENDIX

• A Selection from Gallo’s Portfolio of Cabernets	11
• Profile of Cabernet Sauvignon	20
• Traditional Bordeaux Blending Varietals	22
• Further Your Wine Education - Online GWA	27

WINEMAKING CONSIDERATIONS

THE WINERY

- Where your winery is located / where your vineyards are located
- What grape varieties your winery grows and/or purchases
- The varietal or blend of wine your winery produces
- The quality level of the wine you aim to produce
- The quantity of wine you plan to produce
- The market segment to which you will target your wine

CONSIDER LABELING LAWS

- THE APPELLATION of ORIGIN – For the wine to be labeled with an appellation of origin, a Minimum % of grape content must derive from the appellation on the label.

<u>The appellation of origin:</u>	<u>Min. %</u>
♦ A political boundary (country, state, county) Ex: “Sonoma County” or “Napa County”	75%
♦ If California (exception to above)	100%
♦ An AVA Ex: “Dry Creek Valley” / “Napa Valley”	85%
♦ A vineyard designation Ex: “Frei Ranch Vineyard” / “Laguna Vineyard”	95%
♦ An “Estate” designation For the “estate” designation, the grapes in the bottle must be grown in vineyards owned (or controlled) by the winery, and the wine must be processed and bottled by that same winery.	100%

- THE VARIETAL – For the wine to be labeled as a single grape variety:
 - ♦ **75%** of the wine’s grape content must derive from the varietal on the label
Ex: “Cabernet Sauvignon” can appear as the varietal name if the wine contains no less than 75% Cabernet Sauvignon grapes (up to 25% “other” varietals allowed).
 - ♦ **No** percentage requirement for a wine labeled “Red Table Wine”

- **THE VINTAGE** – For the wine to be labeled with a vintage date, a Minimum % of grape content must have been harvested in the year declared on the label.

The appellation of origin:

Min. % from that year:

- ♦ A political boundary (country, state, county)

85%

Ex: if “Sonoma County” or “Napa County” is on the label, “2007” can be placed on the label if 85% of the grapes in the wine were harvested in 2007.

- ♦ An AVA (American Viticultural Area)

95%

Ex: if “Dry Creek Valley” or “Napa Valley” is on the label, “2007” can be placed on the label if 95% of the grapes in the wine were harvested in 2007.

- **THE JUDGING**

- ♦ Sight
- ♦ Smell
- ♦ Taste
- ♦ Touch
- ♦ Overall



[5]

WINE ACADEMY

“BORDEAUX” VARIETAL CHARACTERISTICS

CABERNET SAUVIGNON

- Characteristics:*
- High in tannins, pigments, phenolics, and extract
 - Moderate acidity

- Aromas:*
- Blackberry, blueberry, cassis, bell pepper, cedar, cigar box, vanilla, and herbs *Chocolate*

MERLOT

- Characteristics:*
- Moderate tannins and alcohol
 - Relatively short on acid

- Aromas:*
- Cherry, plum, herbs, black cherry, mint, vanilla, and toffee *Woolly*

CABERNET FRANC

— Father of Cabernet (Cross between Cab. Sauv. & Sauv. Blanc)

- Characteristics:*
- Moderate tannins and pigments
 - Light to medium body

- Aromas:*
- Fresh raspberry, mushroom, mulberry, cranberry, fall leaves, tea, and cocoa

PETIT VERDOT

- Characteristics:*
- Capable of producing concentrated, tannic wines
 - Can add alcohol, tannin, and color

- Aromas:*
- Pepper, spice, violet/floral, ink *Perfume, Violets*


MALBEC

- Characteristics:*
- Supple tannins, high pigments & extraction, medium acidity

- Aromas:*
- Dark fruits: cherry, current, blueberry and blackberry, lilac, anise, tobacco

Carmenère - 6th Bordeaux Varietal

WINE EVALUATION WORKSHEET

 GALLO WINE ACADEMY	SIGHT	SMELL	TASTE	TOUCH	OVERALL
	Color & Clarity	Aroma & Bouquet	Mouth & Flavor	Body & Finish	Summary
	Color <i>A Wine's Hue</i> Clarity <i>Brilliant, Clear, Cloudy</i>	Aroma <i>(The Grape)</i> <i>Fruit, Earth, Herb, Floral</i> Bouquet <i>(Winemaking Process)</i> <i>Spice, Oak</i>	Mouth <i>Bitter, Sweet, Acidic</i> Flavor (RNP) <i>Use Aroma Wheel Terms</i>	Body (mouthfeel) <i>Light, Medium, Full</i> Finish (aftertaste) <i>Short, Medium, Long</i> Clean vs. Unpleasant	Combine Evaluation Steps Look for Balance Look for Integration Overall Description
wine component terms	ACIDITY <i>Soft, Smooth, Flat to Acidic, Tart, Sharp</i>	SWEETNESS <i>Bone Dry; Off Dry; Dry to Sweet, Lush, Viscous, Cloying</i>	TANNINS <i>Smooth to Astringent, Bitter</i>		



FINAL BLENDING INFORMATION

LABEL INFORMATION:

PLEASE INCLUDE % OF EACH BLENDING COMPONENT

PLAN YOUR BLEND:

To figure the amount you will need for each wine in your desired blend, multiply the % of wine being blended by the size of the finished bottle. Your finished bottle size — 750 ml.

WINE	BLEND PROPORTIONS	FINAL QUANTITY (ML)
2010 Napa Valley, Cabernet Sauvignon	% _____	x 750 = _____
2010 Napa Valley, Merlot	% _____	x 750 = _____
2010 Napa Valley, Cabernet Franc	% _____	x 750 = _____
2010 Napa Valley, Petit Verdot	% _____	x 750 = _____
2010 Napa Valley, Malbec	% _____	x 750 = _____

EXAMPLE: 750 ML SIZE BOTTLE:

Base Wine: Cabernet	% 85	x 750 =	637.5 ml
Blend Wine: Merlot	% 10	x 750 =	75.0 ml
Blend Wine: Petit Verdot	% 5	x 750 =	37.5 ml
Total Equals Bottle Capacity:			750.0 ml

MAKE YOUR BLEND:

- Use the 100 ml graduated cylinder as your measuring tool.
- When blending your final components, pour in the Blend Wines first
- Complete the blend by adding the base wine to reach the maximum bottle capacity!

WINERY PRESENTATION PLANNING WORKSHEET

NAME OF WINERY: _____

NAME OF WINE: _____

PRODUCT PHILOSOPHY:

TARGET MARKET:

MARKET ENTRY PHILOSOPHY:

PROMOTIONS PHILOSOPHY:

ADVERTISING PHILOSOPHY:

NOTES

APPENDIX

To further your Cabernet experience.....

and increase your wine knowledge.....

read on!



A SELECTION FROM GALLO'S
PORTFOLIO OF CABERNETS



A SELECTION OF GALLO FAMILY VINEYARDS' PORTFOLIO OF CABERNETS

From vine to wine, our family has shared a passion for winemaking that now transcends four generations. Today our family is blending time-honored methods with innovative winemaking and has become one of the world's most award-winning wineries.



◆ GALLO FAMILY VINEYARDS SINGLE-VINEYARD CABERNET SAUVIGNON

To be a *Single-vineyard* wine, at least 95% of the grapes must come from the vineyard on the label. Great wines come from great vines. Each Gallo Family Vineyards Single-Vineyard wine is sourced from a distinct AVA within Sonoma County. Because our vineyards catch Pacific Ocean fog at varying levels, Single-Vineyard vines produce wine with highly individual character. What we call "diversity in proximity."

Barrelli Creek Vineyard. The most northern and also the warmest of our Sonoma County vineyards, Barrelli Creek Vineyard has unique soil and a warm climate that adds richness, depth and intensity to our Cabernet Sauvignon. Originally planted in the 1880's, this vineyard is located in the hillside benchlands of the Alexander Valley, on a site first planted by Italian immigrants.

Gallo Family Vineyards Barrelli Creek Vineyard Cabernet Sauvignon is distinguished by a coupling of power and balance. The aromas are classic Barrelli Creek Cabernet - dark berries, spice, tea, and cedar. The palate is broad with flavors of black pepper, briar, wild berry, cedar and tobacco accompanied by an opulent, seamless finish with long sweet tannins.



Frei Ranch Vineyard. Home to our Gallo of Sonoma Winery, our family's Frei Ranch Vineyard was originally planted in the 1880's. It is located in the cooler, hillside benchlands of the Dry Creek Valley, where soils are a combination of gravel, clay, and loam. The vineyard's combination of warm days and cool nights ripens the fruit more slowly, which results in wines that are refined and elegant.

Gallo Family Vineyards Frei Ranch Vineyard Cabernet Sauvignon grapes have firm tannins, dense colors, and intense aromas and flavors of concentrated cherry, berry, plum, and spice. These wines show wonderful vibrant flavors early in their life and later evolve into enticing characteristics of sweet pipe tobacco, cedar and dried fruit.



◆ GALLO FAMILY VINEYARDS ESTATE CABERNET SAUVIGNON

An "estate" bottled wine means that 100% of the grapes are *grown in vineyards either owned by the winery or controlled through long-term contracts*, and the wine is *processed and bottled* by the same winery, all within the boundaries of the appellation used on the label. Only the "best of the best" fruit from our estate vineyards in Sonoma County is considered for possible inclusion in these wines. Our winemakers then patiently craft the wine with ultimate care, producing a limited number of cases each year. Both the domestic and international wine communities have consistently recognized our Estate wines as among the world's best.

Gallo Family Vineyards Estate Cabernet Sauvignon, Northern Sonoma, is a balance of power and elegance, showcasing intense aromas of black cherries, spice and toast. Rich flavors of cassis, black currant fruit and dark berries are framed by sweet vanilla and toast from oak barrel aging, with a long and lingering finish of tobacco and cedar. Our Estate Cabernet Sauvignon is enjoyable now or may be cellared for 10-12 years.



LOUIS M. MARTINI

A SELECTION OF LOUIS M. MARTINI'S PORTFOLIO OF CABERNETS

Celebrating more than 75 years in the heart of Napa Valley, Louis M. Martini Winery continues in the tradition in which it was established: pursuing the best Cabernet Sauvignon that the region can offer. With each successive generation, the Martini family has honed the art of winemaking, coaxing rich and distinct Cabernet Sauvignons from carefully tended, aged vines. Our wines express the best characteristics of Cabernet, the personality of the special places where our grapes are grown, and the vision and skill of the winemaker in blending balanced, engaging, and memorable wines.

[14]

◆ LOUIS M. MARTINI, NAPA VALLEY CABERNET SAUVIGNON

To be appellated with an AVA (American Viticulture Area), 85% of the wine in the bottle must come from the appellation on the label. Napa Valley is hemmed in by mountains to the north, west and east but is open to the San Pablo Bay in the south. Cooling fog moves off of this bay each evening to cool off the warm valley. Daytime temperatures rise steadily as you move north, adding concentration, character, and complexity to the famed Napa Valley Cabernet Sauvignon grape. In fact, Napa Valley's reputation, to a large extent, rests on powerful Cabernets produced in this valley.

Louis M. Martini Napa Valley Cabernet Sauvignon. Everyone knows that Napa Valley is home to some of the world's greatest Cabernet Sauvignon. With this in mind, the Louis M. Martini winery created this classic style of Cabernet Sauvignon — a dark, well-structured wine with exotic layers of flavor and a lush, velvety mouth-feel. This wine exhibits intense aromas of cedary oak, currants, and black cherries. Concentrated flavors of ripe plums, chocolate and tobacco marry perfectly with the oak nuances. This Cabernet has great depth and complexity that is approachable young, yet has the pedigree to age gracefully for a number of years.



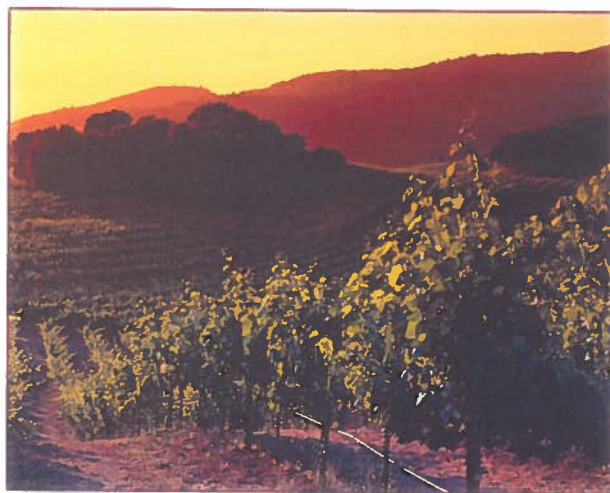
◆ **LOUIS M. MARTINI, MONTE ROSSO VINEYARD CABERNET SAUVIGNON**

To be a *Single-vineyard wine*, at least 95% of the grapes must come from the vineyard on the label. Nestled in the majestic Mayacamas mountain range, over 1,000 feet above the Sonoma Valley, is a vineyard that has produced award-winning Cabernet Sauvignon for three generations. Owned by the Louis M. Martini winery since 1938, the Monte Rosso vineyard (named “Monte Roso” or “Red Mountain” for its rich, red volcanic soils) is a steep and rugged mountain vineyard with a desirable western exposure that produces wines with a unique sense of terroir.

Louis M. Martini Monte Rosso Vineyard Cabernet Sauvignon. This time-honored and highly regarded Cabernet Sauvignon is crafted from grapes grown in the red, mineral-rich soil of the steep and rugged Monte Rosso Vineyard. The conditions in the vineyard, located more than one thousand feet above the Sonoma Valley, create the perfect environment for growing world-class Cabernet Sauvignon with a true expression of terroir. Generous fruit flavors are complemented by subtle, distinctive dustiness inherent to the unique soils of the vineyard. It is a firm and well-structured wine worthy of a space in the finest wine cellars across the country.



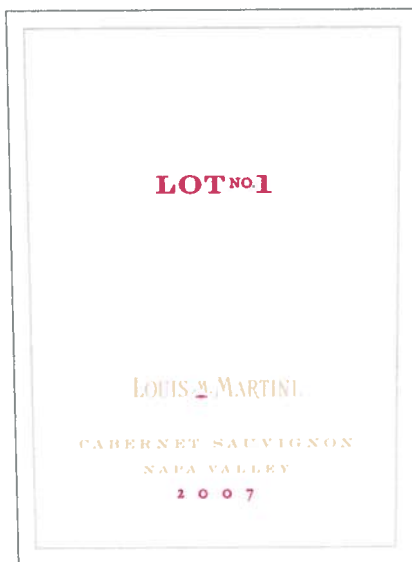
[15]



◆ LOUIS M. MARTINI, LOT 1 CABERNET SAUVIGNON

HISTORY:

The concept of Lot 1 wines at Louis M. Martini dates back to 1968 when Louis P. Martini, Michael Martini's father, first made luxury Cabernet Sauvignons from selected barrels which he named by lot numbers. At that time, Louis P. Martini was making Cabernets in the league with other Napa Valley greats such as George De Latour, Heitz Martha's Vineyard and Robert Mondavi. Sourcing of his fruit likely included Monte Rosso grapes and other vineyards from his friends in the Napa Valley. The Martini lot wines produced in the late 1960's and early 1970's were considered among the most collectible of Martini's wines.



TODAY:

With access to premier vineyards in the Napa Valley, Michael Martini blends Louis Martini's most highly accoladed and exceptional Cabernet Sauvignon. His method: source fruit from the best vineyards, each contributing its own unique attributes, and craft it in such a way to create the most balanced, well-structured, elegant wine possible. The result is Lot No. 1 — the epitome of Napa Valley.



WINE SPECTATOR ACCOLADES FOR LOT NO. 1

2007 VINTAGE

DATE: 2010-09-01

WINE: 2007 Louis M. Martini, Cabernet Sauvignon Napa Valley Lot No. 1

ACCOLADE: Intense, concentrated and sharply focused, exhibiting a pleasant spicy edge to the currant and blackberry flavors that are full-bodied, deep and persistent, turning elegant and sophisticated, with a lingering finish that sails on. Drink now through 2022.

TIER: Lot 1

CRITIC: James Laube

RATING: 94 Points

PUBLICATION: Wine Spectator "Insiders"

ROBERT PARKER'S ACCOLADES FOR LOT NO. 1

2006 VINTAGE

DATE: 2008-12-31 00:00:00.0

WINE: 2006 Louis M. Martini, Cabernet Sauvignon Lot No. 1

ACCOLADE: The 2006 Cabernet Sauvignon Lot 1 has an opaque purple color and an exquisite yet youthful nose of blue and black fruits, graphite, and loamy soil notes as well as cedar and wood smoke. Full-bodied and multi-layered, with exceptional purity, this blend of 96% Cabernet Sauvignon and 4% Petite Sirah is set for 25+ years of longevity.

Readers should not forget the two bargains in Louis M. Martini portfolio that I reviewed in issue #186, the 2006 Cabernet Sauvignon Napa (90 points; \$27) and the 2007 Cabernet Sauvignon Sonoma (90 points; \$17). Following is the rest of their strong portfolio, with the top wines perhaps the finest Cabernets that have emerged from this winery since the 1950's and early 1960's. The Gallo family, which owns the Martini label, possesses one of Sonoma's iconic vineyards — Monte Rosso, from which they fashion three exceptional wines.

TIER: Lot 1

CRITIC: Robert M. Parker

RATING: 95+ Points

PUBLICATION: The Wine Advocate



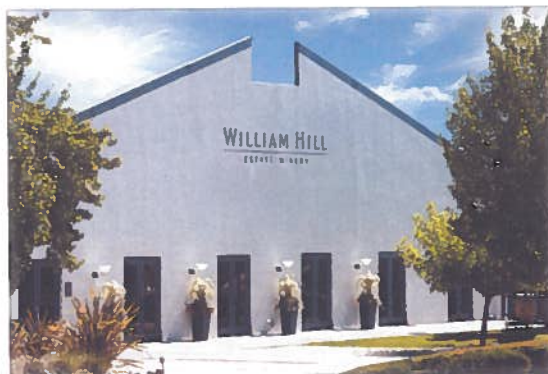
A SELECTION OF WILLIAM HILL ESTATE'S PORTFOLIO OF CABERNETS

William Hill Estate wines are known for an intimate, elegant style. With a palette of extraordinary Napa Valley fruit, primarily from Silverado Bench and Carneros vineyards, our winemakers craft wines that are rich, fruity and stylish. William Hill Estate is renowned for crafting elegant Chardonnay, Cabernet Sauvignon, and Merlot wines due to its exceptional location between Napa Valley's Silverado Trail and Atlas Peak Road on the prestigious Silverado Bench. Once classic in style, contemporary winemaker Ralf Holdenried has successfully transitioned our wines to a more refined and sophisticated style with fruit intensity and layers of complexity. Ralf's innovative and progressive approach to grape growing and winemaking enhances the unique style of our Napa Valley wines.

◆ WILLIAM HILL ESTATE, NAPA VALLEY WINES

To be appellated with an AVA (American Viticulture Area), a wine must contain 85% of its wine from the appellation on the label. William Hill Estate has produced rich, intense Napa Valley wines with a distinctive elegance since 1978, steadily building a reputation for exceptional Cabernet Sauvignon and Chardonnay. These wines are elegant and sophisticated in style.

William Hill Estate, Napa Valley Cabernet Sauvignon. Our Napa Valley Cabernet Sauvignon is made in an elegant and refined style with cherry, blackberry, and clove aromas and flavors and intricate notes of cedar and tobacco box. This medium to full-bodied Cabernet Sauvignon possesses integrated tannins which are complemented by the finesse inherent in fruit from our William Hill Estate vineyard.



◆ *WILLIAM HILL ESTATE, NAPA VALLEY BENCH BLEND WINES*

William Hill Estate's Bench Blends are crafted from select blocks within Napa Valley's finest vineyards and are both elegant and rich, displaying intense fruit flavors with layers of complexity. This combination of unique characteristics allows these wines to cellar gracefully over time.

William Hill Estate, Napa Valley Bench Blend Cabernet Sauvignon. Our Bench Blend Cabernet Sauvignon shows intense black and blue fruit aromas and flavors with layers of licorice and spice. The intense fruit and elegant tannins evolve into a long, impressive finish. This wine has the fruit intensity and structure to improve through years of aging, although its ripeness and approachability make it rewarding to enjoy now.



A PROFILE

CABERNET SAUVIGNON

CABERNET SAUVIGNON *is possibly the world's most celebrated red wine grape variety. With remarkable body owing to its concentration of pigments, rich tannins and flavor compounds, this grape variety produces a wine that is not only enjoyable when young, but can also achieve more complexity and elegance with age.*

The berries of the Cabernet Sauvignon grape are small and spherical with tough, thick, blue-black skins (rather than the purple or red pigments found in many other red grape varieties). The thick skins combined with small berry size (a high “skins-to-juice” ratio) contribute to its depth of color and high concentration of tannins, both of which assist in the wine’s graceful aging. A mid to late season ripener, the hardy skins also make the grape fairly resistant to disease and spoilage, enhancing its ability to withstand some autumn rain with little damage.

These growth characteristics, along with its flavor and aging appeal have made Cabernet Sauvignon one of the most popular red wine varieties worldwide. The Cabernet Sauvignon grape is a “Bordeaux varietal” thought to have originated in the Medoc and Graves regions of France. There, in the Old World, the Cabernet Sauvignon grape is traditionally blended with other Bordeaux varietals (Cabernet Franc, Merlot, Petit Verdot, and Malbec).

In the New World, winemakers have discovered its charm as a single varietal as well, but many winemakers have increased its appeal by widely blending it with its Bordeaux cousins. Although known as Cabernet Sauvignon throughout most of the world, in Bordeaux it is often referred to as Petit Cabernet and in other parts of France as Bidure and Vidure.



Long thought to be an ancient variety in its own right, recent genetic studies at the University of California at Davis have determined that Cabernet Sauvignon is actually the offspring of Sauvignon Blanc and Cabernet Franc. Since Cabernet Sauvignon appeared in the late seventeenth century prior to plant hybridization practices, UC Davis scientists believe that its origin was a natural occurrence rather than a planned cross of the two parents. This serendipitous union turned out to be quite historic in the world of viticulture.

Cabernet Sauvignon wines feature fruit characteristics (aromas / flavors range from dark berries to bell pepper) and bold tannins when young, but perhaps are most famous for the complex bouquet and velvety mouthfeel that develop with age. The Cabernet Sauvignon grape stands up well to extended maceration (prolonged soaking of the finished wine on its skins prior to pressing), and its wines will stand up to both subtle and powerful wood influences from barrel aging.



TERROIR OF THE MEDOC

OTHER TRADITIONAL BORDEAUX BLENDING VARIETALS

*Cabernet Sauvignon is just one of the “Noble” grapes allowed in the blends of the Bordeaux region in France. Below are a few more varieties that originated, along with Cabernet Sauvignon, in the Bordeaux region. Each can succeed in the bottle as a stand-alone variety, although some more readily than others. All have been used in both the Old World and predominantly in the New World as a natural blending addition to Cabernet Sauvignon. In California, each becomes a more equal partner in a *Meritage blend.*

MERLOT

Merlot is something of the “smooth cousin” to Cabernet Sauvignon. Also from the Bordeaux region, Merlot is the most widely planted red wine grape not only in the Bordeaux region, but in all of France. Its original renown comes from its starring role as the variety used in the great wines of the Saint Émilion and Pomerol regions. The famed Chateau Petrus is a spectacular example of what Merlot can become. However, Merlot often plays second fiddle to its bolder cousin, Cabernet Sauvignon, in plantings in other areas of Bordeaux, and in the United States.

Ask five different Merlot consumers to describe its style and flavor profile and you will likely get five different answers. The most agreement probably derives from its texture: ‘smooth,’ or ‘Cabernet without the pain.’ This paucity of precise descriptors is likely due to Merlot’s flexibility from grape to glass. Both the terroir (site and viticultural practices) as well as winemaking technique play a powerful role in determining the finished wine. As a result, this grape can deliver either a juicy quaffing wine or more powerful, ageable bottlings.

Merlot is a thinner-skinned grape than Cabernet Sauvignon with lower levels of acidity, tannins, and pigment; on the other hand, it usually showcases more fruit characteristics. Because of its lower levels of the ‘structural’ components, acid and tannin, Merlot is often chosen as a smooth blending complement to the more austere character of Cabernet Sauvignon.

Merlot ripens at least a week earlier than Cabernet Sauvignon. In cooler climates, it has often been planted as “insurance” against the possibility of the late-ripening Cabernet not surviving an early winter. Merlot is much more tolerant than the heat-loving Cabernet to cool, damp soils that retain their moisture; thus its favor in France over Cabernet. However, Merlot buds earlier, leaving it susceptible to early frost, and its thinner skins are more sensitive to rot from spring rains. This lower-acid grape is also very sensitive to the timing of harvest. If picked too late, acid levels drop dangerously low, leaving its juice lifeless and “flabby”.

**Meritage (rhymes with ‘heritage’) — a trade-marked name legally available only to American wineries making red or white proprietary blends made exclusively from Bordeaux varieties. These wineries must be members of the Meritage Association and agree to uphold all requirements. The majority of members are located in California.*

In the decade of the 1990's in the United States, when medical studies were promoting the benefits of red wine to heart health, Merlot became the darling red varietal, and subsequently plantings sky-rocketed. Merlot probably became the wine of choice because it is smoother and more approachable than Cabernet Sauvignon. But the rapid increase in acreage and a push to meet consumer demand resulted, for a time, in a decrease in quality of these wines, tarnishing Merlot's reputation. Today, however, especially in California and the Columbia Valley of Washington state, winemakers are once again producing some powerful and exceptional versions of this wine. In these states, many Merlots are concentrated with rich, ripe fruit, chewy tannins and a long finish – which sounds much like a descriptor for Cabernet Sauvignon!

So what is Merlot? It can be many things, but it will always be an early-maturing grape with the potential for plump, lush fruitiness that can stand alone in the bottle, or provide an obvious complement to the higher acidity, bolder tannins, and concentrated pigments of Cabernet Sauvignon.



CABERNET FRANC

Cabernet Franc should be considered a father, of sorts, to Cabernet Sauvignon. DNA typing has proven what was long suspected, that sometime in 17th century Bordeaux, France, a cross between Cabernet Franc and Sauvignon Blanc resulted in the famed Cabernet Sauvignon grape.

Cabernet Franc is very similar to Cabernet Sauvignon in flavor profile but is lighter in body, tannins, and pigment. Although lighter than Cabernet Sauvignon, it is still added to the Bordeaux blend as a structural component.

The grape itself has more fruit characteristics than Cabernet Sauvignon, with hints of fresh raspberry, mulberry and cranberry. However, the more herbal, woody, and earthy qualities are what set it apart, displaying aromas of fall leaves, cocoa, mushroom, and tea, and at times, the green characteristics that can be found in under-ripe Cabernet Sauvignon.

Cabernet Franc buds out early, which makes it susceptible to early frost and poor berry set. However, it ripens earlier than Cabernet Sauvignon and is often in the cellar before the fall rains arrive, making it, like Merlot, an “insurance” crop in cooler climates over pure Cabernet Sauvignon, which risks loss to early rains.

Native to Bordeaux, Cabernet Franc is widely planted in the Right Bank appellations of Pomerol and Saint Émilion, and is deemed to reach its pinnacle in the wines of Chateau Cheval Blanc. Cabernet Franc has many synonyms. It is called Bouchet on the Right Bank in Bordeaux and Breton in the Loire, named after the abbot who imported it there from the south. In north-west Italy, where it is more widely planted than Cabernet Sauvignon, it is sometimes referred to as Cabernet Franck or Bordo, but is usually labeled simply Cabernet once in the bottle.

In California, Cabernet Franc can be found, albeit rarely, as either a respected varietal itself, or as the primary component in a Meritage-style blend. In parts of Italy and France, Cabernet Franc will make an appearance as a stand alone varietal, but more often than not, Cabernet Franc is used around the world as a structural, earthy, herbal component in a Cabernet Sauvignon blend.



[24]

PETIT VERDOT

Petit Verdot is used primarily as a blending grape to add color, spice, and structure. And a little goes a long way. Another black grape variety from Bordeaux, Petit Verdot, like Cabernet Sauvignon, is a thick-skinned grape that can produce wines of highly extracted tannins and color.

Petit Verdot ripens even later than Cabernet Sauvignon which contributed to a planting decline in its original home of Bordeaux. Although equally resistant to rot, the late-season ripener can prove unreliable in cooler climates.

Petit Verdot, however, has found fans among quality conscious vintners and winemakers in California, particularly in Napa and Sonoma counties, who are using it in their Meritage-style blends.

Although primarily a blending grape both in the Old and New World, a few winemakers, including Gallo Family Vineyards, have tapped into its full potential by creating a Petite Verdot varietal wine available for special purchase. The grape produces wines of richly extracted tannin and color that are age-worthy, exhibiting notes of pepper and spice.

MALBEC

Malbec was once a principal player in the great wines of Bordeaux. With characteristics that fall somewhere between Cabernet Sauvignon and Merlot, it was at times a “heavy-cropper,” chosen for the deep color, tannins, and plum-like flavors it could add to blends.

Known as *Pressac* north of the Gironde in Bordeaux and *Auxerrois* in Cahors, it is called *Côt* in much of the rest of France. In fact, since Malbec was once widely planted all over the country, there are hundreds of local synonyms. But heavy frosts starting in 1956 were tough on Malbec. Its thin skins were susceptible to pests and bad weather. Like the Merlot grape, Malbec was sensitive to frost, rot, and shatter (poor or low fruit set), but offered less fruit character, thus, its declining popularity in most of France.

Malbec has, however, realized some distinction in another part of France - as the “Black Wine of Cahors” - a region south-east of Bordeaux, whose high, rugged vineyards of limestone soils allow Malbec to produce dark, soft wines with what could be called rustic Merlot characteristics. Malbec’s success in Cahors, however, is nothing compared to the fame it would achieve in its new home below the equator.

A French Agricultural Engineer took the Malbec grape to Argentina in 1852, thinking the abundant sun there would give a better result than could be achieved in France. He was right. Planted on more than 50,000 acres of vineyard, Malbec has become Argentina’s most important wine variety – the impetus behind that country’s growing success on the world wine map.

Mendoza, the famed Malbec region of eastern Argentina, is located at the base of the Andes mountains. This region, especially, produces a Malbec grape - and wine - altogether different from its French manifestation. The dry climate, intense sunlight, and thin mountain air encourage the grape to protect its berries by building thicker skins and smaller clusters. This means the vine can focus more energy into fewer grapes. The higher ratio of skin to pulp in the grape results in more color and flavor extraction in the wine.

Although the sun can be intense in higher-altitude vineyards, the air cools quickly at night, lengthening the growing season. Argentine vintners believe the secret to a world-class Malbec is “hang-time,” and they will often leave the grape on the vine even after sugar levels indicate ripeness.

Malbec truly does seem to flourish under a longer, slower ripening period that stretches its natural tannins into supple support for full fruit flavors of plum, anise, and tobacco. Look to Malbec to add these characteristics to California Meritage-style blends. Look to Argentina for stand-out versions of Malbec as a stand-alone varietal in the bottle.

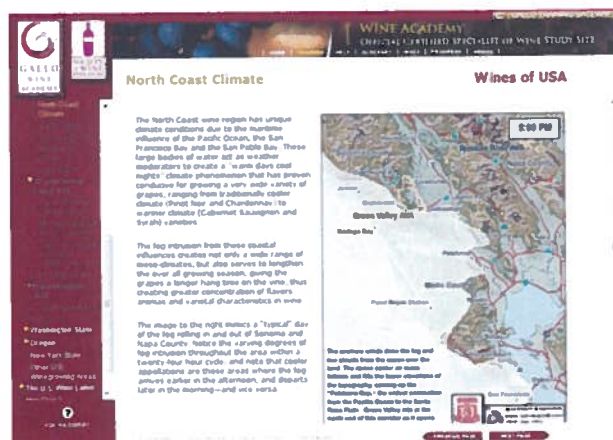
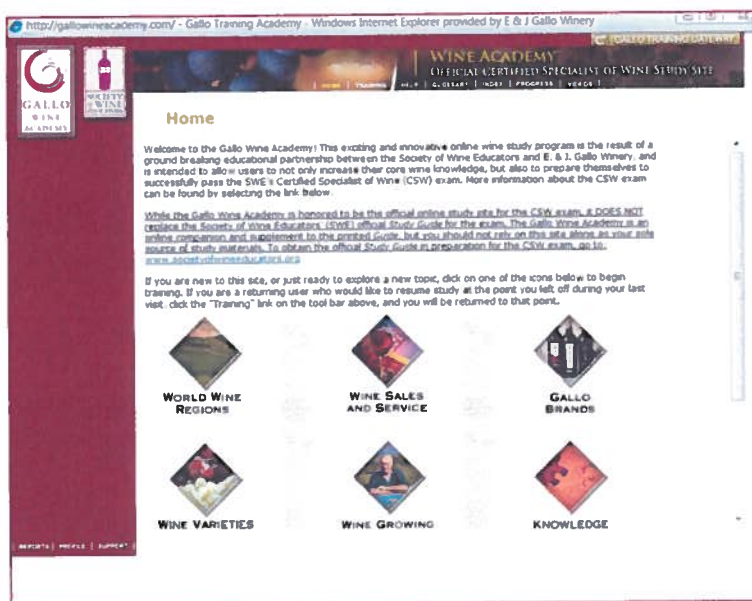
WANT TO LEARN MORE?

LEARN ABOUT WINE — ONLINE — AT THE GALLO WINE ACADEMY!

OFFICIAL ONLINE STUDY SITE FOR THE SOCIETY OF WINE EDUCATORS'
"CERTIFIED SPECIALIST OF WINE" CREDENTIAL

An easy reference guide to refresh your wine knowledge.

- Over 18 learning modules
- Audio clips pronounce foreign wine terms
- Full glossary
- Interactive quizzes and exams
- Crossword puzzles





CREATE YOUR OWN ACCOUNT –
It only takes 2 minutes!

The E.&J. Gallo Winery is pleased to bring you an innovative new way to increase wine knowledge.

WWW.GALLOWINEACADEMY.COM

Through this online wine education system, accredited by the Society of Wine Educators, you can learn and test your knowledge on various topics, ranging from wine chemistry to various wine growing regions around the world. The program is updated and expanded on a regular basis.

TO GET STARTED:

Using your internet browser, go to www.GalloWineAcademy.com.

- At the log in screen, click the “New Users Click Here” link
- Select your state
- For your first online session only, enter the default password **Trade**, and click on the “Continue” button
- Fill in all requested information to set up your Profile. Make note of the following:
 - ✓ Be sure to create a unique username and password for yourself and record it for future use
 - ✓ For Store / Location / Property #, check with your company for required format or name
- Click “Create”
- You may now begin training!

The next time you log in to www.GalloWineAcademy.com, on the log-in page, simply enter the username and unique password you just created (not the default password).

VIEWING YOUR PROGRESS:

On the home page, click on “Progress” on the navigator bar at the top of the page.

LOG ON TODAY AND BEGIN YOUR WINE EDUCATION EXPLORATION!

