

From **"Italian Gems" Series – Arrowine Weekly News**

**Arrowine is the best & largest independently owned Virginia wine store**

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## Arrowine E-Mail Special

August 16, 2007

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**Dear Arrow,**

This is truly a special newsletter inaugurating a new series of **exclusive offerings from the portfolio of Italian wine broker extraordinaire, Paolo Boselli**. Our own Jim Cutts, resident Italian wine aficionado, met up with Paolo at VinItaly this April and spent many hours selecting these wonderful wines and meeting the men and women who make them.

After tasting Jim's selections I know they're spot on. I'm pleased and proud to offer them to you as Arrowine extends our personal work to Italy. The wines in this series represent **the best wines we can find at prices that offer you real value**. They will surpass your expectations. Enjoy!  
Thank you for reading.

*Doug*



I haven't been this excited about a group of wines in a long time. Ever since an eye-opening dinner and series of tastings in Italy this spring, I've been looking forward to sharing them with you.

The wines are the selections of Paolo Boselli, who represents a few dozen carefully selected high-quality Italian wine producers. **The producers are generally small-scale, quality-focused wine growers whose wines are not (yet) well known outside of Italy**. These selections are excellent and have never, before now, been available in Virginia. Arrowine is making it possible for you to obtain the

best of these discoveries. **The quality is exceptional and the prices are great.** If you, too, enjoy discovering new wines, please try the wines from this series. I know you will be excited too!

- *Jim Cutts*

Today we are offering the first two wines from this series. **The prices are the best ever seen in the U.S. and much lower than wines of comparable quality.** Mix 6 bottles of the two wines for a substantial discount. Mix a case (12 bottles or more) for the lowest (case) price. The wines will arrive tomorrow, Friday August 17th.

**Gem #1: 2005 Gabbas "Lillove" Cannonau di Sardegna**  
**Reg. \$21.99**

**6 bottle price: \$17.99 per bottle**

**Case price: \$15.99 per bottle (save over 27%)**

**The Gabbas "Lillove" is top-notch cannonau.** It is immediately drinkable and satisfying, or it can age for 4-6 years.

The cannonau grape (a close relative of grenache) makes the best and most interesting red wines from Sardinia. **Think about the cherry fruit and spice character of a good Chateaufort du Pape then imagine even richer and more intense aromatics and softer, more palate-caressing tannins.** That's why cannonau is starting to create some real excitement. Giuseppe Gabbas' cannonau from his "Lillove" vineyard is a fantastic wine and the price is great for the quality. His work is being noticed, too.

Italy's top wine journal "*Gambero Rosso*" had nothing but praise. They awarded the 2005 Gabbas Lillove "two glasses" (out of three); this is their 2nd highest award, and a rarity for a wine under \$40. They raved about Gabbas and wrote "Cannonau is the love of Giuseppe Gabbas' life." **"When you add the consummate professionalism of the entire team here, high quality is practically guaranteed. A perfect example is Cannonau di Sardegna Lillove 2005."** -*Gambero Rosso*

I couldn't agree more, the quality is outstanding. From the first taste, I was hooked. Here are my tasting notes:

The "Lillove" has beautiful bright ruby color. **The perfumed aromas are intense with ripe cherries, violets, and a vivid sense of sweet spice. On the medium-bodied palate there is pure dark cherry and red plum fruit, and a rich spiciness.** This is ripe and full of flavor. The tannin is round and soft with no mouth-drying heat. There is great purity and freshness and a long palate-caressing finish. This is fantastic wine, unique and interesting. I can't wait to try this again, hopefully with a veal chop and wild mushrooms.

The American wine press hasn't discovered this yet; I haven't found a single U.S. review. Once word gets out it will disappear and/or the price will climb. Not much is made and we have only 25 cases, the first 25 cases ever to come to Virginia. Get it while you can.

**To order, please phone us at (703) 525-0990. We will need your name, phone number, and Visa or MasterCard information with expiration date.**

**Gem #2: 2004 Macarico "Macari" Aglianico del Vulture, Italy**  
**Reg. \$27.99**

**6 bottle price: \$21.99 per bottle**

**Case price: \$19.99 per bottle (save over 28%!)**

**If you like intensely flavored wines you should be drinking aglianico; it makes cabernet taste wimpy!** With big berry fruit, loads of spice and minerals, and a tannic structure that has caused people to refer to it as **"the Barolo of the south"**,

aglianico makes ultra-flavorful and very age-worthy wines. And Macarico, with perfectly situated vineyards halfway up the slopes of Monte Vulture in southern Italy's Basilicata region, is THE aglianico producer to watch.

Macarico is a new, state-of-the-art winery with inspiration and dedication provided by local icons Rino Botte (who runs a Michelin starred restaurant and is pictured above) and Vito Paternoster (of the famed wine family) and winemaking star Giampaolo Chiettini. The 2004 is the best vintage yet, this wine is great. The Macarico estate is located at over 1,600 feet and has about 12 acres of excellent vineyards with exposures to the southeast and southwest. Macarico takes its name from the unique soils of a lava-flow near the village Barile. **The ancient lava flow gives this particular area some of the darkest soils in the region and is the source of the most forceful and elegant aglianico wines in the Basilicata region.**

The vines for Macari have **tiny yields** and are some of the most densely planted (about 4,000 vines per acre) in the region. They are harvested in late October/early November (often when snows have already fallen at the top of the mountain.) After **careful sorting**, the **grapes are destemmed** and **fermented** for two weeks in **temperature controlled stainless steel** tanks using only the **natural yeasts** of the grapes. The wine is then aged in one-year-old barriques for 12 months and refined in the bottle for at least 6 more months.

I'm convinced Macarico is pushing the quality standards of Aglianico del Vulture to new levels. **His wines are the best I've had from this area.**

Here are my notes:

Wow! This **deep ruby red colored aglianico is really big and really dense, but it's also clean and pure and fresh.** The **nose is a blast of red berries and black cherries as well as minerals and licorice-like spice.** The intense flavors echo the aromas; they start out big and still grow on the palate. The finish is long and mouth coating. It has huge flavors and big yet supple tannic structure. For such a big wine, though, there is a real elegance and absolutely nothing harsh. This is fantastic wine and will be perfect with a thick-cut well-marbled steak.

This is one to buy by the case so you'll have a few bottles to enjoy in its intense youth as well as some to enjoy as it becomes brick-colored and very complex in the future. This should age 10 years, easily, with good storage.

**To order, please phone us at (703) 525-0990. We will need your name, phone number, and Visa or MasterCard information with expiration date. Wines will arrive tomorrow, Friday August 17th.**

Thank you for your continued support of Arrowine and the work we do.

*Doug Rosen*

*Not responsible for typographical errors.*

**Arrowine Store Hours**  
**Monday - Saturday 10 - 8**  
**Sunday 10 - 4**

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