



Vines

A Newsletter from Glazer's Domaines & Estates

Volume 1, Issue 3

March 2003

In This Issue:

- Five Minutes with...Doug Nalle of Nalle Winery
- Book review—*Wine and War*

Also this month

- Sales Meeting Calendar 3
- Winery Dog of the Month 4

Aussie Wines Are The Superstars at The Grateful Palate

Very few people have caused Robert M. Parker, Jr. to admit in print to being “a colossal stooge,” but Dan Philips and his company The Grateful Palate have done just that by bringing premium, previously unknown Australian wines to the American market.

Dan Philips has come a long way since his creation of The Grateful Palate in 1997. Philips started his company after researching and writing an article on Australian Shiraz for *Food & Wine Magazine*. His first visit to Australia “was like discovering a gold mine. The wine quality was beyond imagination. It was a once in a lifetime opportunity. Discovering Shiraz was like finding the Hope Diamond.”

Within one year of the inception of The Grateful Palate, Robert Parker summoned Philips to Maryland for a tasting of his wines. In a profile featuring Dan Philips that appeared in *The Wine Advocate*, Parker admitted to never conducting a tasting where he knew nothing of the wines being sampled. “At the end of a day’s work, I felt like a colossal stooge, for rarely have I tasted so many exceptional wines,” Parker wrote.

Philips’ passion for premium Australian wines has turned him into a modern day, enological Indiana Jones. His current stable of producers has recently grown to forty-five. “Like a bouncer at a night-

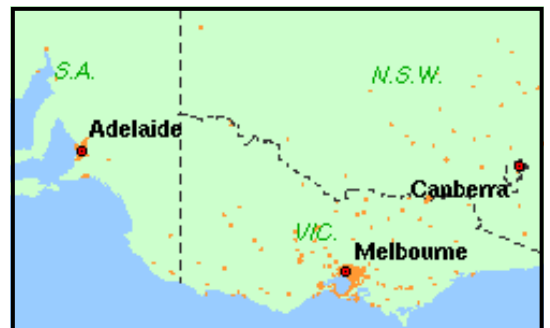


Dan Philips is the man behind The Grateful Palate—part Indiana Jones, part Emeril Lagasse, searching the world for great wines and food.

club, we only let in superstars,” he says.

A large majority of the producers imported by The Grateful Palate are in south Australia, concentrated mostly around Adelaide. Almost without exception, the varietal of choice is Shiraz in The Grateful Palate portfolio. Many of the producers routinely receive “very good” to “outstanding” ratings in *The Wine Spectator*. Yields are often low, with case totals usually well below 1000 cases produced.

continued on page 2



Five Minutes with..... Doug Nalle of Nalle Winery



Doug Nalle has been making wine for a long time. In fact, this is his 31st harvest. He began his wine career at Chateau Souverain and Jordan in support roles, and then became Quivira's first winemaker. His first vintage for Nalle Winery was 1984.

You've been making wine since the early 1970's. What makes you continue?

It's a fabulous way to make a living. There's no better job in the world.

I started in the wine business, then got my Masters from UC Davis in the late 1970's. I was in the same grad class as Cathy Corison. There was a really good group at Davis at that time.

Nalle Winery is a family affair. You're the winemaker. What jobs do your wife, Lee, and your son, Andrew, do?

Lee helps during harvest, and she does all the banking and customer service for the winery. Andrew is an assistant—he's learning the business. We're a small operation, and produce only 2,000 cases per year.

What does your family crest say? (On Nalle Winery's web site, it reads Vinum Sapientiam Tibi Dat in Latin.)

If you click on the crest, it has a story that explains it. Loosely translated, it means Wine Gives You Wisdom, or, Wine Makes You Smart.

Doug Nalle poses at Nalle Winery with Solo, his 10 year old Labrador Retriever.

Photo copyright 2003 Nalle Winery

Aussie Wines Are The Superstars...continued from page 1

"Like a bouncer at a nightclub, we only let in superstars."

Dan Philips of The Grateful Palate

The Grateful Palate isn't only about wine. In fact, Dan Philips is as passionate about food as he is about wine. Every product that his company carries has the enthusiastic seal of approval from Dan and all of his employees. Jams, spices, honey, extra virgin olive oil, and coffee are some of the other products that are regularly offered. But if Dan Philips were asked about his number one food passion, the answer would undoubtedly be bacon.

The Grateful Palate offers a Bacon of the Month Club, where customers receive one or two pounds of bacon each month. He presently carries more than

thirty different bacons sourced from all over the United States. Some of his newest bacon offerings come from the New Braunfels Smokehouse in New Braunfels, Texas.

Even though Philips travels to Australia at least six times per year, he's eager to point out that he and his staff "are available 24/7" to help promote their wines.

Look for Dan Philips in the April 2003 issue of *Food & Wine Magazine* for a profile on him and The Grateful Palate. Bacon will be mentioned at least once.

—Patti Weltler

March Book Review: Wine and War by Don and Petie Kladstrup

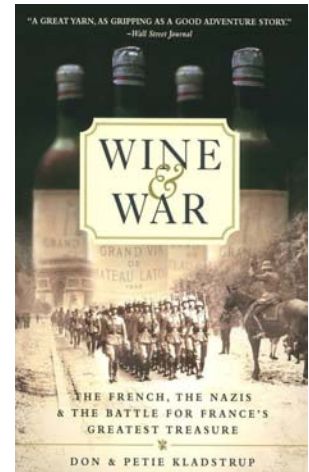
From the first pages of *Wine and War*, the reader is pulled into a complex and compelling story of mystery and intrigue: how the French hid their best wines from the Germans during World War II. The book begins with a story at the end of the war. Bernard de Nonancourt, a twenty-three year old army sergeant from Champagne, who is charged with opening Hitler's stash of wines stolen from the French during the war. After using explosives to open the steel door of the cave, he discovers over a half-million bottles of the finest wines France ever made: Chateau Latour, Chateau d'Yquem, Chateau Lafite-Rothschild, Chateau Mouton-Rothschild, and Romanee-Conti.

The book continues with fantastic stories

of some of the most famous wine producing families of France. Maurice Drouhin hid his most valuable bottles of Romanee-Conti from vintage years 1929 through 1938 behind a wall he constructed in the caves beneath Beaune. His wife and children found spiders to put near the new wall to spin webs to disguise its newness. Marie-Louise de Nonancourt hid the equivalent of 100,000 bottles of Laurent-Perrier behind a wall, then decorated it with a statue of the Virgin Mary.

Wine and War is a fascinating book about a little-known part of history. Highly recommended.

***Wine and War*, written by Don and Petie Kladstrup, is published in hardcover by Broadway Books. Priced at \$24.**

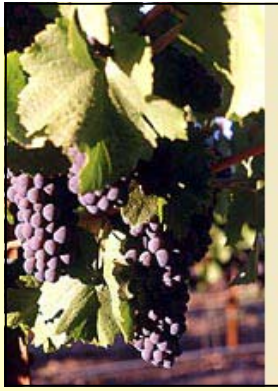


MARCH 2003

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

SCHEDULE OF EVENTS

- FRIDAY, MARCH 7TH—10:30
Charles Buckley/Kunde; 11:00
William Deutsch kickoff with
lunch following
- FRIDAY, MARCH 14TH—10:00
Chuck Weintraub; 10:30
Merryvale
- THURSDAY, MARCH 20TH—5:00
Pierre Sparr; 5:30 Suzanne
Jones/Groth; 6:00 Jennifer
Sproul/Barnett
- FRIDAY, MARCH 28TH—10:30
Damon Ornowski/Rudd



Glazer's Winery Dog of the Month

Winery dogs come in all shapes, breeds, and sizes. Glazer's Winery Dog of the Month is Solo of Nalle Winery in Healdsburg, California.

Solo is a 10 year old Labrador Retriever. Though she was born in Colorado, Solo made it to the wine country as quickly as she could!

Solo leads an idyllic life at Nalle Winery in Healdsburg, spending her days riding in the family pickup truck and wandering in the vineyards. To maintain her svelte 70-pound figure, Solo prefers swimming in the creek a few times per week.

Solo helps out during harvest time by smelling the grapes and pointing out the most ripe ones. She's been known to eat a few, especially during crush.

Solo heartily recommends the 2000 Nalle Dry Creek Valley Zinfandel. Though a teetotaler herself, Solo says it smells awfully good, and she gives it a "four paws up."

—Patti Weltler



After a hard day harvesting Zinfandel grapes, Solo takes a much-deserved rest during Crush 2002 (above).

Below, Solo daydreams about swimming in the nearby creek while posing for a picture with her owner, Lee Nalle of Nalle Winery.

Photos copyright 2003 Nalle Winery



Glazer's Distributors
14860 Landmark
Boulevard
Dallas, TX 75240
Phone: 972-702-0900
Fax 972-702-8508

**For suggestions,
comments, or story
ideas:**

Patti Weltler at 972-
919-1777, extension
149

Email:
pweltler@glazers.com

April 2003 Wine Releases

Source: WineRelease.com

Fife Vineyards; 2001 Redwood Valley Redhead Rosé, 2000 Redwood Valley Redhead Vineyard Petite Syrah, 2000 Napa Valley Cabernet Sauvignon, 2000 Mendocino L'Attitude 39, 2000 Mendocino County Old Yokayo Rancho Syrah

Kunde Estate Winery; 2002 Sauvignon Blanc

Peter Michael Winery; 2001 Knight's Valley Belle Côte Estate Vineyard Chardonnay, 2001 Knight's Valley La Carrière Estate Vineyard Chardonnay, 2000 Knight's Valley Les Pavots Proprietary Red Wine

Selene Wines; 2000 Napa Valley Blackbird Vineyard Oak Knoll Merlot

Dates may be subject to change without notice.