

COMPASS WINES

1405 Commercial Avenue • Anacortes WA 98221

www.compasswines.com

Cellar Notes Spring 2020

Spring has officially sprung. Flowers and trees are budding out, frogs and birds are starting to sing, wineries are starting to prune like gang busters and release season is upon us. This year, we have the added drama of the tariffs on imports from Europe. It appears that for now, the catastrophic 100% tariff of doom on all food and wine coming from the EU is on hold, but we are still dealing with the 25% levied on most French, Spanish and German wines last October. All of this is having the trickle down economic effect on the vast majority of daily drinker priced wines from these countries coming in during the spring and summer of this year. The greatest impact which people will see right away is in rose wines. Many importers either did not order them, waited until after the tariff war to see what shook out, or only ordered what the brave folks would commit to in advance. Expect fewer imported pink wines, for the most part arriving later and more expensive than last year. The Euro has taken a beating as of late, but not enough to offset these increases. Needless to say, we are looking hard at rose from places like South America, New Zealand, South Africa and closer to home to take up the slack.



It looks like we have made it through winter mostly unscathed. There was some frost damage in Walla Walla early in the season, and some torrential rains, but I am not hearing any horror stories from the vineyards. We have few more weeks of finger crossing to get through, so bearing some freak storm in the near future, we should have the makings for a good vintage. All of that rain filled most of the coffers and the snow pack is looking good, so it looks like no water issues this year...so far.

There is lots of talk in the news about a 'glut' of wine in California. Most of this is true, but not really related to the wines most of you who read this are buying on a regular basis. So no, don't expect wine prices to drop across the board on wines from our southern neighbors. Yes, we may see some brands go on sale, which normally don't and yes, there may be some closeouts from folks moving to more current vintages. Most important in this discussion is to remind folks to get on our email list. When these deals happen, this is how we let folks know about them. Often these specials will be gone within hours (or minutes in some cases), and we do three emails per week. If you are not on the list, do so now.

Inside this edition of the newsletter, you will see the usual values you come to expect, plus the announcement for the latest wines in the ded reckoning program. We have the return of the 'Crab Wine', plus the first ever southern Rhone style blend we have ever done in the ded reckoning program. There is still time to join either the 'club ded' wine club, which gets you the first notice on these wines and guarantees you the absolute best price, or the 'book of the ded' mailing list, which also gives you some advance notice of the upcoming wines (though not as early as 'club ded'), and a pre-release price offer as well (again, not quite as good as 'club ded').

Happy spring! Bring on the flowers and the return of the attack swallows on my front porch.

Doug, Will, Laura, Sandy, Dena, Alicia and Theodore (from afar)

NEW DEDS...REDS...



ded reckoning Columbia Valley Sauvignon Blanc 2019 \$14.99

The annual return of the 'crab wine', made by Sean Boyd of Sightglass Cellars is about to arrive. This wine never makes it through the summer months before selling out, so please plan accordingly. As much as we wanted to, we just couldn't stretch the production up for 2019. Maybe next year. This year, it is 100% Artz Vineyard from Red Mountain, and it is again done with 100% stainless steel aging. Sean's trademark bright acidity with a citrus and green apple profile, and a long, lemon zest laden finish. Designed for spring and summer sipping and the glorious seafood of this region, it is perfect with our local shellfish and crab. The pre-orders and pre-release sales to club members took a large portion

of the production, and with only 112 cases produced, this will not hang around long.

ded reckoning No. 16 'Chateaufneuf du Lola' Olson Vineyard 2016 \$34.99

This is the first ever Southern Rhone style wine in the ded reckoning program and oh what a wine it is. 75% Grenache, 20% Syrah and 5% Cinsault, all from the Olson vineyard in Yakima. Morgan Lee made this wine utilizing the traditional, old world method of wild yeast fermentation. A dead ringer for a Chateaufneuf du Pape, it has the grilled and smoked meat component of southern France, combined with the gorgeous raspberry, cherry and cassis notes of Washington, with a dash of cracked black pepper and hints of lavender, dried rose buds and rosemary. Stunning wine and extremely limited. Morgan is one of the hottest winemakers in the state, and still one of the least well known. We have yet to taste a wine from him which we didn't buy. I see a future collectable here. Only 80 cases produced.



Fattoria di Basciano Chianti Rufina 2017 was \$17.99, now \$12.99

Chianti is one of the most famous wines in the world for good reason. It is easy to pair with foods, is pretty much a crowd pleaser in terms of style, and it sounds so darn Italian when you say it. This is a scrumptious version from the appellation of Chianti Rufina, which we got a screaming deal on.

You may remember the 2016 vintage of this wine from last fall. It scored a '91' from the Wine Spectator and we kind of went crazy on it with an email, until it was sold out. Well, this is the 2017 vintage and we all like this one even better. No press on this one yet, but this is what the review of the 2016 said. I

could pretty much cut and paste it for what the 2017 tastes like, except this vintage has a bit more of a polished feel to it:

"A vibrant core of black cherry, black currant, cedar and tobacco flavors is framed by refined, if dusty, tannins in this red. In need of a bit of polishing in the bottle. Shows fine length. Drink now through 2025."

This is a bit more expensive than we normally run in the newsletter, but unfortunately, this is the new reality. We got a deal on this wine, to bring the cost way down, and there is no new tariff on Italian wines, but you will see French prices creeping up in the coming months as well. The tariffs from last fall have arrived.



Castano Monastrell 'Yecla' 2018 was \$11.99, now \$8.99

Yecla is one of the three DOs in Murcia that makes a range of wines based on the Monastrell (Mouredre) grape from rosé to rich and powerful reds through to fortified dessert wines. Castaño makes all these types of wines but their calling card is their vibrant and juicy version of the variety simply called 'Monastrell'. wine Made from younger vines on the property ranging in age from 30-60 years old. Here the soils are high in limestone and the roughly 2500 foot elevation ensures plenty of freshness in the finished wines. The Monastrell is all harvested by hand, fermented with 25-30% whole clusters in stainless steel tanks with a short maceration and aged in concrete for 4-6 months

before bottling. A bit darker and more brooding than previous vintages, but still brimming with acid, making for a very lively drink. It is really interesting to see the vastly different takes that the grapes of the southern Rhone take on in different climates. Compare this to the and new ded reckoning for a fascinating comparison tasting. All grapes which do spectacularly well in France, Spain and Washington, but just express themselves very differently in each climate.

MAN Family Wines Ou Kalant Cabernet Sauvignon 2018 \$8.99

In case you have not yet figured it out, I am a devout sucker for the wines of South Africa. MAN is one of those brands which keeps popping up time and time again in the shop and Tyrrel Myburgh has even been here for tastings before. The name is not some sexist rant, but rather the initials of the first names of the wives of the principals. When I



AND A WHITE

visited the winery in 2013, I was struck not only by the beauty of the surroundings, but also by how damn nice everyone was. Add in delicious wines at fantastic pricing and it is easy to see why we keep coming back to them. We were recently tasting Cabernet at the daily drinker price point for the store and this was one of about a dozen considered. When tasted against the other wines from California, Chile, Argentina and even others from South Africa, this one sailed to the front of the pack. Chocolate, coffee, dark berry fruit and firm tannin. This wine is way more complex than the price would indicate. It is a bargain and a half.



Bernier Chardonnay 'Loire Valley' 2018 regular price, \$14.99, now \$10.99

The Loire Valley is arguably home to the finest Sauvignon Blancs in the world, but that is not the only thing grown there. Pinot Noir and Cab Franc come to mind, but don't forget Chardonnay. The Couillard family bought the old Chateau de la Ragotiere in 1978 and makes a variety of wines in the Loire, the most popular of which is this wine. As geographically, the Loire is just a hop, skip and a jump from Chablis, this also seemed like a good spot for Chardonnay, so they planted 42 acres in 1987. The rest, they say, is history. This has the feel of a cross between a Chardonnay from Macon, crossed with a Petit Chablis. Very bright and crisp, with notes of lime zest, lemon pie, Bartlett pears, and just a whiff of chalk or limestone, not unlike the smell when a sun dried oyster shell is broken. Even at the original price, we sell the heck out of this. Luckily, this wine hit these shores before the tariffs hit. At our newsletter price, this is a total no-brainer. We likely will not see this price again for some time, if ever again. Grab it now, while you can.

All wines subject to prior sale.

Welcome to the world of wine clubs.

We have several different clubs for all your hassle free wine buying. We will select your wines and either ship them to you, put them in your locker, or have them ready for pickup at the store. And best of all, by being a club member, all featured wines come to you at a minimum of 10% off our everyday price.

Washington 'Hot List' Wine Club

Two bottles of wine per month of the newest, hottest and tiniest production wines in the state. In many cases, we are talking about production levels in the range of less than 50 cases total. The price will vary each month, with the average bottle being in the \$30-\$40 range, and always discounted well below our usual price. If you want the newest and the hottest properties, and those hyper limited production wines that others just dream about, then this club is for you.

Washington Wine of the Month Club

One bottle, or one each of Washington State red and white wine per month, or 4 reds, 2 for drinking now and 2 to lay in the cellar.

**\$14.99 single / \$28.99 for one red and one white
\$99.99 for 4 bottles**

Unlimited Club

You decide what you would like, or let us decide! Would you like Grand Cru Burgundy every month? California Cult wines? How about a case of cider or sake every few weeks? Give us a budget and some parameters to shoot for and we will do the rest. Some restrictions apply.

Mkt/month

Rare Washington Club

With every release, you will get the following wines: Leonetti, Quilceda Creek, Woodward Canyon Old Vines, Doubleback, Reynvaan, Rotie, Upchurch, Andrew Will Ciel du Cheval, Owen Roe Red Willow Red, Betz Syrahs, Corliss and 21 Grams. **This club is currently sold out, but we do have some limited 'provisional' memberships available. Please contact us for details.**

Washington's New Classics Wine Club

We will set aside any amount you would like of each of the following wines upon release. You will get the following wines: **Cadence, Fidelitas Optu, Sheridan L'Orange, Mark Ryan Dead Horse, Two Vintners Syrah, Gorman Evil Twin, JM Tre Fancuili, Sightglass Cabernet, Lobo Hills Left Bank, Lonesome Springs, Hightower Red Mountain Reserve, Lawrelin Cabernet, Avennia Justine.**

Mkt/month

The Burgundy of the Month Club

In this club, you can pick either red or white, or let us mix it up for you (this is how I would do it). Every month, we will pick a fantastic wine for you to try. As is true of all of our clubs, there is no fee to join and the discount you get on the club wine applies to that same wine every time you come back for more, until we are sold out. **The price per month on this one will vary, but typically it will be in the \$30-\$50 range per month. Pre-pay for a year and pay an even \$450.**

Bubbly of the Month Club!

Welcome to all that sparkles! Each month, you will receive a new bottle of fascinating sparkling wine from around the globe. Sometimes it will be true Champagne, sometimes a Cava or Prosecco and sometimes a cool discovery from elsewhere. As with all our clubs, there is no fee to be a member, the wine is always discounted and reorders of the same wine will always get the 'club' price. **No set dollar amount on this one, but it will average in the \$30-\$40 each month, with some months being less and some a little more.**

The Rare World Wine Club

Our 'Rare Washington Wine Club' is without question, the most popular of all of our wine clubs and it basically all sold out all the time. However, we do get to taste some ridiculously cool, high scoring, hyper rare wines from around the world, so we have decided to add a similar club for these wines. In many cases, we get to taste wines which are so limited, that we cannot even send out an email on them. If this sort of thing appeals to you, then this is the club for you. We will do one selection per month, from around the world with an average price of \$100 per bottle. You just let us know how many bottles you want to sign up for, and we will do the rest. If you want one bottle per month, great. If you want more, no problem there either. Just let us know and we will set aside the same amount for you of each selection. Most of these wines will be red, but if we find some really cool white or bubbly, it may show up here occasionally as well. As with all our clubs, there is no fee to join, the wines are discounted and as long as we have the club wines in stock, your discount will apply to them. However, as rare as these wines are, don't count on there being many extras! As an introductory offer, pre pay for a year of one bottle per month at a 20%+ discount, for \$1000 per year. If you want multiple bottles, the same discount will apply there too. We will just multiply it out.

COMPASS WINES

1405 Commercial Ave
Anacortes WA 98221

Store Hours

Monday - Thursday 10 - 6

Friday 10 - 7

Saturday 10 - 6

Sunday 11 - 5

Contact us 360.293.6500
compasswines.com

Send your e-mail address to:
doug@compasswines.com
or

Sign up at compasswines.com

NOW SHIPPING NATION-WIDE!

PLEASE VISIT [COMPASSWINES.COM/SHIPPING](https://compasswines.com/shipping)

or contact us directly for details

PRSR STD
US POSTAGE PAID
BELLINGHAM WA
PERMIT NO. 114

COVID-19 INFORMATION

As the corona virus is now impacting us globally, we wanted to outline some of the extra precautions we are taking to keep our customers and employees safe. We are disinfecting on a regular basis door handles, counters, credit card machines and other surfaces.

Like many small businesses across the globe, we have seen a dramatic decrease in our foot traffic in the store. For those of you who cannot make it into the shop but would still like to make purchases, we are offering the following services:

CALL AHEAD

We'll have your order waiting when you arrive.

CURBSIDE PICKUP

We happy to put together a mixed case of wine for you and meet you at the curb.

SHOP ONLINE

We update our inventory every 15 minutes online so it always up to date. Select free pick up for all our local customers.

\$10/CASE SHIPPING AND ALL ORDERS OVER \$400 SHIP FREE, NATIONWIDE

New orders, up to a case, will ship ground nationwide for \$10.00 and all orders over \$400 will ship via ground for free now through April 30th 2020.

We greatly appreciate your support here at Compass Wines.

We recognize this is an unprecedented time and will endeavor to continue providing you a safe and clean environment.