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Your Source of Wine for Every Occasion

Notes From The Cellar "NFTC" Newsletter *January 28, 2010*

 Forward to a Friend

Like pulling teeth

Hello again wine aficionados. I know it's a pretty strange headline for a wine newsletter but it kind of made sense once I reviewed today's edition. January is a relatively quiet time in the wine business. There is a certain amount of burnout factor after the year end holiday season. The reps are complaining, but are too lazy to return calls. Retailers are hesitant to reorder heavily. Distributors are conducting inventory and trying to figure out price strategies. We are a few months away from the Spring trade tastings, as well -the deals we normally see as the end of the quarter approaches are not yet upon us.

Have no fear -you need not go thirsty! Anticipating this quiet time, I spent a lot of time towards the end last year in trying to find some good values on the better wines that remained in inventory. While there were a lot of offers for the taking, there were very few wines that met the criteria of great wine and deep price discounts.

When I found them, there were often only a few bottles to be had. Low availability keeps most big retailers away -after all, they do not want to be bothered, and would rather make their margins in moving volume. I however, would rather have fewer but better bottles on hand for our clients. I purchased a fair amount of wines, unfortunately most were available in such small quantities that featuring them here in NFTC would make a few customers very happy and disappoint everyone else....

Rather than sell these bottles quickly I figured that they may be a nice to keep in stock and have on hand to offer while I interact with some of you. This gives me a chance at a one on one interaction, something that can get neglected during the busy season. Nothing works better than direct contact with my clients, to find out more of where your wine needs are these days. So I am trying a bit of a change in pace from the regular format of the newsletter today-who knows if this works out maybe we will try it periodically to switch things up a bit.

Rather than promote a specific wine today I urge you to have a look at your wine collection and give me a call. I would be happy to put together a case or two of some exceptional wines be it for current consumption or for your cellar. From Champagne to Barolo, Napa merlot to Bordeaux I have many great bottles on hand but the quantities of most are limited. So if you are planning an event later in the year, need some gifts for clients, or just want some great wine for personal consumption this may be the perfect time to get in touch. You make the effort to contact me and I will offer some very cool bottles at some very nice prices -sounds like fun. I hope to hear from you soon.

\$\$\$ Today's Wine Deal \$\$\$

see above

Events:

Denver Restaurant Week 2010 will actually be held for two weeks this year , from February 20 - March 5, 2010.

Denver Restaurant Week is a two-week celebration of the culinary scene in Denver. Participating restaurants will offer a multi-course dinner for the fixed price of \$52.80 for two, or \$26.40 for one. The additional week will give you a better chance at snagging a good resi. but the top restaurants book fast -check out the comprehensive web site : [here](#)

Alliance Française's Fourth Annual wine & Chocolate tasting:

With St Valentine's day around the corner, Chocolate & wine events are sprouting everywhere, This one seemed to be one of the more interesting and affordable ones:

Thursday, February 11th, 6:30 - 8:30pm At Reed Photo Art / John Fielder Gallery, 833 Santa Fe Drive [more info.](#)

Thanks for all your support and referrals.

Tell your friends, share the wine, & spread the good vibe. Cheers!

Paul David, Chief Fermented Grape Taster.

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All orders are sold and shipped by a licensed Colorado wine retailer. Title passes to you, the buyer, in Colorado. The buyer is solely responsible for the shipment of wine. We make no representations concerning your legal right to ship or receive wine into any state outside Colorado or any country outside the United States. By placing any wine order with us, you authorize *WINEPAIRINGS* to act on your behalf to engage a common carrier to deliver your order to your selected destination.

Please note that you must be at least 21 years old to order or receive alcohol from this newsletter. All orders require the signature of a person at least 21 years of age.