



October 2012

Grapevine

Price Chopper Plaza 1355 New Scotland Road Slingerlands, NY 12159
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Store Hours: Mon – Sat, 9 – 9 & Sun, 12 – 6

Happy 15th Anniversary Wine & Spirits of Slingerlands!



Right: Ted Neumann selecting a bottle from the 90s Club, one of the store's ever expanding sections that features bottles rated by expert wine critics. **Left:** Ian Putnick, a new face at Wine & Spirits of Slingerlands. Good customer service is essential to the store's success.

This October marks the 15th Anniversary for Wine & Spirits of Slingerlands in the Price Chopper Plaza, owned and operated by Sheila McNeil. Sheila opened the store in October of 1997, having already worked in the wine and liquor industry for 20 years, including owning another wine store. Amidst the spectrum of all that is involved in owning a business, she says that her favorite part of the job is helping customers to find that perfect wine for dinner or a gift, and getting elbows-deep into the shelves, keeping abreast of inventory and figuring out yet another way to make the store visually welcoming for customers.

For anyone who doesn't already know it, Sheila is a devoted Chardonnay

lover, and she adores Champagne and sparkling wine. Despite this love affair, though, she tastes all the wines she buys for the store, so when she recommends something to a customer, she knows what it tastes like. People often joke about the perks of tasting wine for a living, but it is essential if you want to bring good wine into the store that you hope customers will like.

That's where a reliable staff comes in. In addition to the job necessities of ringing up customers, stocking shelves and taking special orders is the enjoyment of, respect for and delight in researching, tasting and sharing enthusiasm for wine with customers. Wine & Spirits of Slingerlands employees are wine

lovers; they're wine geeks who could go on for hours talking about whether or not a 90 rating was warranted on a specific bottle or why the wines from a specific region of France or from a certain vintage in Sonoma are delicious or disappointing. And yet, there is no sense of exclusivity or superiority. 'It's about sharing our mutual appreciation for wine,' Sheila says. 'And we sometimes learn about a new wine from a customer who had a bottle at a restaurant and wants us to carry it.' And if they don't have the exact name or appellation or vintage, so much the better: Graham or Ted, two irrefutable wine geeks, will do their best to figure it out.

Asked what are her biggest sellers, Sheila explains that it's split between people who come in for their tried and true favorite name brands like Beringer, Yellow Tail or Barefoot, and those who adhere to a certain wine style, whether it's buttery Chards, citrusy Sauvignon Blancs or bold Cabernets. Of the latter, a customer might discover a new brand of their preferred style that they had at one of the store's recent wine tastings and that will now become their new favorite.

Speaking of wine tastings, the regular Friday and Saturday wine tastings held in the store are a terrific opportunity to discover new wines or sample something you've always been curious about. They are a fun way to amp up the interaction between employees and customers, and they also help employees to get

to know a customer's tastes and then suggest wines they might like.

Some of the features that make the store exceptional are selection — from popular wines to less well known but fantastic others, the 90s Section — wines rated 90 Points or higher by well known and respected wine critics, Pink Pricing — 15% reduction on all wines (what in other stores is offered on case purchases but at Wine & Spirits of Slingerlands is given on individual bottles) and the vast selection of spirits, from liqueurs and pre-mixed party favorites to Bourbon, Whiskey, Rum, Gin and Vodka, among many others.

Sheila says that while talking to customers face to face is ideal, the weekly emails about tastings and wine pairings with Tuesday specials at Bellini's, our Facebook page and the monthly newsletter are also good ways to connect with customers. Holiday or special occasion wine baskets, gift wrapped bottles, tastings and exceptional savings and selection are all good reasons to shop at Wine & Spirits of Slingerlands; but what we most often hear is how much people appreciate the welcome they receive when they come in, which is what keeps them coming back. Happy Anniversary, Wine & Spirits of Slingerlands, and a heartfelt thank you to all of our customers. Without you, none of this would be possible. ♦

Incredible Savings!
15% off all Wine —
Every Bottle,
Every Day!!!

Look for 'Perfectly Pinot Noir' in the November 2012 Issue of *Grapevine*.

Exceptional Wines from the 90's Club...Under \$25

Achaval-Ferrer Malbec '11.....	92 pts. WS	Argentina	\$16.99	(reg \$19.99)
Anima Negra '08 (AV2).....	90 pts. RP	Spain	\$21.49	(reg \$24.99)
Artezin Zinfandel '10.....	90 pts. WS	Mendocino	\$12.99	(reg \$14.99)
Atalon Napa Valley Cabernet Sauvignon '09.....	90 pts. RP	Napa Valley	\$22.99	(reg \$29.99)
Baltos Mencía '08.....	90 pts. RP	Spain	\$12.99	(reg \$14.99)
Bodegas Dinastia Vivanco '08 (Top 100 WS).....	90 pts. WS	Spain	\$13.99	(reg \$15.99)
Bodegas Olivares Altos de la Hoya Monastrell '09.....	90 pts. RP	Spain	\$ 9.99	(reg \$11.99)
Bodegas Y Vinedos del Jalon Altos Las Pizarras '05.....	93 pts. RP	Spain	\$16.49	(reg \$18.99)
Cambria 'Julia's Vineyard' Pinot Noir '09.....	92 pts. WE	Santa Maria	\$19.99	(reg \$22.99)
Cambria 'Katherine's Vineyard' Chardonnay '10.....	91 pts. WE	Santa Maria	\$14.99	(reg \$19.99)
Cantine del Notaio Aglianico del Vulture II Repertorio '08.....	92 pts. RP	Italy	\$16.99	(reg \$19.99)
Castello di Monsanto Chianti Classico Riserva '08 (Top 100 WS #31).....	92 pts. RP	Italy	\$19.59	(reg \$22.99)
Cepas Antiguas Tempranillo '10.....	90 pts. RP	Spain	\$10.99	(reg \$12.99)
Chateau de Pena '09.....	90 pts. RP	Roussillon	\$ 8.49	(reg \$ 9.99)
Clos du Mont Olivet Chateaneuf du Pape Le Petit Mont '10.....	92 pts. IWC	France	\$29.99	(reg \$39.99)
Cubo Seleccion Tempranillo '09.....	90 pts. WA	Spain	\$ 9.99	(reg \$11.99)
Dehesa La Granja '05.....	91 pts. RP	Spain	\$18.99	(reg \$21.99)
Dei Rosso Di Montepulciano '10.....	90 pts. ST	Tuscany	\$13.69	(reg \$16.99)
Descendientes de J. Palacios '09 (Top 100 WS #26).....	93 pts. WS	Spain	\$17.49	(reg \$20.49)
Dehesa La Granja '05.....	91 pts. RP	Spain	\$18.99	(reg \$21.99)
Domenico Clerico Langhe Dolcetto Visadi '10.....	90 pts. RP	Italy	\$12.99	(reg \$14.99)
Domaine La Fage Cote Est '10.....	90 pts. RP	France	\$ 9.49	(reg \$11.99)
Domaine La Fage Cuvee Nicolas 100% Grenache Noir.....	90 pts. RP	France	\$11.99	(reg \$13.99)
Domaine Nicole Charrieron Domaine de la Vout des Crozes Cote de Brouilly.....	90 pts. RP	Beaujolais	\$15.49	(reg \$18.99)
Dona Paula Estate Malbec '10.....	90 pts. WS	Argentina	\$12.99	(reg \$14.99)
Emiliana Novas Gran Reserva Cabernet Sauvignon '09.....	92 pts. WS	Chile	\$11.99	(reg \$13.99)
Emmolo Sauvignon Blanc '10.....	91 pts. WE	Napa Valley	\$12.99	(reg \$14.99)
Fattoria Lucignano Chianti Colli Fiorentini '09.....	90 pts. ST	Italy	\$10.99	(reg \$12.99)
Frei Brothers Reserve Chardonnay '10.....	90 pts. WE	Russian River Valley	\$13.69	(reg \$15.99)
Green & Red Zinfandel Chiles Mills Estate '09.....	90 pts. WS	Napa Valley	\$19.99	(reg \$23.49)
Guigal Cotes du Rhone '09.....	90 pts. RP	Rhone Valley	\$12.99	(reg \$14.99)
Guigal Gigondas '07.....	94 pts. RP	Rhone Valley	\$23.99	(reg \$27.99)
Joseph Carr Dijon Clone Chardonnay '09.....	94 pts. WE	Sonoma	\$15.99	(reg \$19.99)
Kaesler Stonehorse GSM '08.....	91 pts. RP	Barossa Valley	\$16.99	(reg \$19.99)
Knez Anderson Valley Pinot Noir '10.....	91 pts. ST	California	\$23.49	(reg \$27.99)
Koehler Santa Ynez Valley Chardonnay '09.....	91 pts. WE	California	\$14.49	(reg \$16.99)
Las Rocas de San Alejandro Garnacha '09.....	90 pts. RP	Spain	\$10.29	(reg \$12.99)
Layer Cake Shiraz '09 (WE Top 100).....	91 pts. WE	Australia	\$13.59	(reg \$15.99)
Liberty School Cabernet Sauvignon '09.....	90 pts. WE	California	\$11.99	(reg \$13.99)
Lioco Sonoma County Chardonnay '10.....	90 pts. ST	California	\$17.99	(reg \$20.99)
Mac Murray Ranch Chardonnay '09.....	90 pts. WA	California	\$13.59	(reg \$15.99)
Mac Murray Ranch Pinot Noir '09.....	90 pts. WE	Sonoma Coast	\$15.39	(reg \$17.99)
Markham Cellar 1879 Blend '10.....	91 pts. WS	Napa Valley	\$21.99	(reg \$25.99)
Marques de Casa Concha Carmenere '09.....	91 pts. WE	Chile	\$15.39	(reg \$17.99)
Marques de Casa Concha Cabernet Sauvignon '09.....	90 pts. WS	Chile	\$15.29	(reg \$21.99)
Marques de Casa Concha Chardonnay '09.....	90 pts. WS	Chile	\$13.99	(reg \$19.99)
Marques de Riscal '05.....	90 pts. WA	Spain	\$13.99	(reg \$15.99)
Martin Codax Albarino '10.....	90 pts. RP	Rias Baixas	\$12.49	(reg \$14.49)
Michael & David 7 Deadly Zins '09.....	90 pts. RP	California	\$13.99	(reg \$16.99)
Michele Chiarlo Barbera d'Asti Superiore Le Orme '09.....	90 pts. WS	Italy	\$10.99	(reg \$12.99)
Monte Hiniesta Tinta de Toro '09.....	91 pts. WA	Spain	\$11.49	(reg \$13.49)
Morgan Twelve Clones Pinot Noir '10.....	92 pts. WS	California	\$23.99	(reg \$27.99)
Mr. Black's Concoction GSM '07.....	91 pts. RP	Australia	\$15.99	(reg \$18.99)
Mumm Napa Brut Prestige Sparkling Wine (Top 100/WS).....	90 pts. WS	Napa Valley	\$15.99	(reg \$19.99)
Pascal Jolivet Sancerre '10.....	90 pts. WS	France	\$21.49	(reg \$24.99)
Perrin et Fils Gigondas la Gillé '07.....	92 pts. RP	France	\$28.99	(reg \$34.99)
Quinta do Portal Colheita.....	93 pts. WE	Portugal	\$15.99	(reg \$18.99)
Seghesio Zinfandel '10.....	93 pts. WS	California	\$19.99	(reg \$22.99)
Shoofly Shiraz '10.....	90 pts. WS	Australia	\$ 8.49	(reg \$ 9.99)
Simonnet-Febvre Chablis '09.....	90 pts. WS	Burgundy	\$12.99	(reg \$14.99)
Tablas Creek Patelin de Tablas '10.....	91 pts. WS	Paso Robles	\$16.99	(reg \$19.99)
Talley Arroyo Grande Chardonnay '10.....	91 pts. WE	Central Coast	\$21.99	(reg \$25.99)
Tenuta Le Calcinaie Vernaccia Di San Gimignano '11.....	91 pts. ST	Tuscany	\$12.99	(reg \$14.99)
Tikal Patriota Bonarda/Malbec 2008.....	92 pts. RP	Argentina	\$17.99	(reg \$20.99)
Torbreck Woodcutter's Shiraz '10.....	90 pts. RP	Barossa Valley	\$18.99	(reg \$22.99)
Two Hands Angels' Share Shiraz '09.....	92 pts. WS	McLaren Vale	\$21.99	(reg \$25.99)
Voliero Rosso di Montalcino '10.....	91 pts. RP	Tuscany	\$19.99	(reg \$22.99)

"Wine cheers the sad, revives the old, inspires the young, makes weariness forget his toil."

~ Lord Byron

SUPER--DUPER SPECIALS

Ménage à Trois California Red Wine '10
\$8.99 (reg \$10.99)



Santa Margherita Pinot Grigio '11
\$19.99 (reg \$26.99)



Josh Cellars Cabernet Sauvignon '10
\$10.99 (reg \$14.99)



Josh Cellars
 Chardonnay '10
\$10.99
 (reg \$14.99)



Louis Jadot Pouilly-Fuisse '10
\$19.99 (reg \$26.99)



Louis M. Martini Cabernet Sauvignon '09
 90 Pts (WE) **\$12.99** (reg \$14.99)



Joseph Carr Cabernet Sauvignon '09
\$15.99 (reg \$19.99)



Veuve Clicquot
 Brut Champagne
\$39.99
 (reg \$57.99)



Dr. Konstantin Frank
Vinifera Wine Cellars
 Semi-Dry Riesling '11

\$13.59 (reg \$15.99)
 won the Governor's Cup
 in the New York
 Wine and Food Classic
 competition, and
 they were named NYS
 Winery of the Year!



Villa Pozzi
 Pinot Grigio &
 Nero D'Avola
\$5.99 (reg \$7.99)



Chateau St. Jean
 Sonoma County
 Chardonnay '10
\$9.99 (reg \$11.99)



Apothic Red Winemaker's Blend '10
\$8.99 (reg \$10.99)



Geysler Peak
 Sonoma County
 Chardonnay '10
\$9.99 (reg \$11.99)



Beaulieu Vineyard Coastal
 Sauvignon Blanc '10
\$4.99 (reg \$7.99)



Chateau Ste. Michelle
 Columbia Valley
 Chardonnay '10
\$9.99 (reg \$12.99)



Bearboat Russian River Valley
 Pinot Noir '08
\$12.99 (reg \$19.99)



Chateau de Beaucastel Chateauneuf-du-Pape '09
 94 Pts (RP) **\$74.99** (reg \$119.99)

Château de Beaucastel has long been regarded as one of the greatest wines in France. It is notorious for its elegance, balance and aging potential.

A blend of Grenache, Mourvedre, Syrah, Counoise and Cinsault, the 2009 Chateau de Beaucastel has good structure, balanced acidity and soft tannins.

This beautiful wine would be terrific for any festive holiday dinner or as a special gift.



Wine Tastings Fri, 4-8 & Sat, 2-6

Sat 10/6 & 10/13: Fantastic New Arrivals

Fri 10/5: The 90s Club: Wines rated 90 Points or more.

Fri 10/12: Wines from Italy: Wines to warm you up for Fall.

Fri 10/19: Staff Picks: A tasting of our October favorites.

Sat 10/20: New York State Wines: Taste NYS wines, including Dr. Frank's award-winning 2011 Semi-Dry Riesling.

Fri 10/26: California Wine Tasting: A selection of wines from all over California is sure to be a hit. Don't miss it.

Sat 10/27: Our Own Health Care Debate: Which is better for your health: Red or White. Help us elect a winner.

Fri 11/2: Joe Carr Pours the Wine: Winemaker Joe Carr will pour his wines for the first night of our Anniversary Tasting.

Sat 11/3: Multi-Stations Anniversary Tasting: Another day of celebrating our 15th Anniversary with multiple tastings.

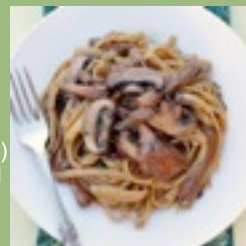
Welcoming Back Joseph Carr!

Join us in welcoming Joseph Carr at a very special tasting to celebrate Wine & Spirits of Slingerlands' 15th Anniversary in the Price Chopper Plaza on Friday, November 2. Joe will be here from 4 to 7, pouring all of the wines from his collection and signing bottles. (The Anniversary festivities will continue on Saturday with multiple tasting stations.)



Fettuccine w/ Wild Mushrooms

3 Tbsp extra virgin olive oil
4 cloves garlic, slivered
1 pound mixed wild mushrooms, sliced
2 tablespoons tomato paste
1/3 cup Pinot Noir (perfect w/ mushrooms)
1 Tbsp minced fresh thyme, or 1 tsp dried
Salt and freshly ground black pepper
12 ounces fresh fettuccine
Grated parmesan, for serving.



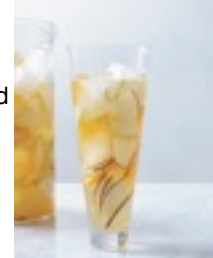
1. Heat 2 tablespoons oil in a large skillet. Add garlic and sauté until soft. Add mushrooms and cook over medium heat until they wilt and give up their juices. Do not let juices evaporate. Stir in tomato paste. Add wine, cook briefly, then season with thyme, salt and, generously, with pepper. Remove from heat.
2. Bring a pot of salted water to a boil, add fettuccine, and cook about 3 minutes. Drain. Transfer fettuccine to skillet. Add remaining oil and a heavy sprinkling of parmesan. Cook, gently folding ingredients together. Add salt and pepper if needed. Serve, with cheese on the side. Drink with the Pinot Noir in the recipe.

Hard Cider Sangria

This juicy sangria is made with hard cider spiked with lemon juice and apple brandy.

1 cup quartered and thinly sliced unpeeled green, yellow and red apples
1 orange, quartered and thinly sliced
1 cup apple juice, chilled
2 tablespoons fresh lemon juice
1/4 cup apple brandy
One 22-ounce bottle hard apple cider, chilled
Ice

In a pitcher, combine the apples with the orange, apple juice, lemon juice and brandy. Just before serving, add the hard cider. Serve in tall glasses over ice.



Fabulous Savings! 15% off All Wine --
Every Bottle, Every Day

Join Our Wine of the Month Club...

Puzzled as to what to give as a gift? Looking to treat yourself? Try one of our monthly Wine Club gifts, starting at just \$29.99 per month. Billed monthly at \$29.99, or pre-paid:



3 months: \$89.95, 6 months: \$179.70 or 12 months: \$359.40

October Staff Wine Picks

Sheila: Veuve Fourny & Fils Premier Cru Grand Reserve Brut Champagne (Champagne) \$36.99 (reg \$43.99) Made from Chardonnay and Pinot Noir, this Grower's Champagne is fresh and fruity, lively and round. Enjoy with everything.

Damian: Escondido Tempranillo '08 (Spain) \$9.99 (reg \$11.99) Ripe berries and spice on the nose, a medium body and lots of fruit and mineral flavors on the palate. Ripe tannins and a clean, spicy finish. Perfect with Chorizo sausage.

Denise: Three Rocks Chardonnay '09 (Arroyo Grande Valley) \$15.29 (reg \$17.49) This barrel fermented Chard is medium bodied and shows notes of quince and brioche. Pair with sage-rubbed roast chicken and buttery potatoes.

Graham: Cambria 'Julia's Vineyard' Pinot Noir '09 (Santa Maria Valley) \$19.99 (reg \$23.99) 92 Pts (WE) This Pinot is bright with cherry, strawberry, vanilla cinnamon and Indian spices. Intense flavors give way to a silky mouthfeel.

Kris: Concannon Pinot Noir '10 (California) 3/\$24.99 (reg \$9.99 ea) Bursting with aromas of violet, cherry, earth and spice, and gliding seamlessly to an elegant, supple finish, it's perfect with pan roasted salmon.

Ted: Chateau de Lascaux '09 (Languedoc) \$11.99 (reg \$13.99) Made from Syrah, Grenache and Mourvedre, it is a perfect balance of fruit and garrigue, with a rich, long-lasting finish. Herb-crusted lamb chops would be sublime.

Renee: Clarence Dillon Clarendelle Bordeaux '05 (Bordeaux) \$14.49 (reg \$16.99) Inspired by the first growths of Haut-Brion, this Merlot-driven Bordeaux has a palate of berries, plum and anise that leads to a generous, lingering finish.