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THE DROP

VENDOR HIGHLIGHT

Damsel Cellars

Not all Damsels are in distress.

In fact, Damsel Cellars has things pretty well in hand. Winemaker and owner, Mari Womack began her love affair with wine while working in Seattle restaurants. She caught the wine bug early when food and wine pairings captured her heart and her imagination. In 2010, she began working in nearby Woodinville tasting rooms, including Obelisco Estate and volunteering at Baer Winery during harvest. Becoming a part of the Woodinville wine community fostered her enthusiasm for winemaking and encouraged her to dream big.

Through these efforts, Mari was able to meet several winemakers in Woodinville and became the assistant winemaker at Darby Winery in 2011. Now working on vintage number six, her wines continue to impress and she's amassing a loyal following.

It is with pride and passion that Mari introduces her wines to you. The romance, ritual and history of wine continues to motivate and inspire her.

Contact Brooke Barrett (brooke@universitydistributors.com) or Robert Neilson (robert@universitydistributors.com) for more information



2022 Damsel Cellars Marsanne

Varietals: 100% Marsanne

Vineyards: Boushey Vineyard, Yakima Valley AVA

Alcohol: 13.9% by vol.

Vinification: Fermented in neutral French barrels and aged in stainless steel tank.
20% Malolactic fermentation.

TASTING NOTES

For a varietal that's been known as a blending grape that plays well with others, this expression stands firmly on its own. The enticing aromatics are dominated by Bartlett pear with layers of lemon curd, candied ginger, and a medley of stone fruit and fresh hay. Enjoy the glossy texture with crisp, refreshing acidity that begs for another sip. Don't be nervous if you aren't familiar with this grape. Take a chance and it will quickly become your new dependable BFF.



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Venture Wines

Venture Wines is a small production wine label that strives to make balanced and enjoyable wines truly representing the fruit from exquisite vineyards in the Napa and Russian River Valleys. They embrace that their grapes are a reflection of both their nature and environment and yet can be brought to new life through winemaking, all the while remaining authentic to their essence. This process is a journey year-to-year but is the truest reflection of our Venture through our own lives. If you have tasted their wines, thank you for making them part of your wine world. If you haven't we hope that you will join them on our journey.

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2017 Chardonnay Russian River Valley

Production size: 300 cs

Technical Information

Composition 100% Chardonnay
Aging: 11 months in neutral oak
Alcohol: 14.6%



2017 Cabernet Sauvignon Napa Valley

Production size: 265 cs

Technical Information

Composition 100% Cabernet Sauvignon
Harvest: 9/1 and 9/22 2016
Aging: 18 months in French oak, 30% new
Alcohol: 14.4%



2017 Merlot Napa Valley

Production size: 140 cs

Technical Information

Composition 100% Merlot
Aging: 25% new French Oak barrels for 22 months
Alcohol: 14.6%



2017 216 Cuvee Napa Valley

Production size: 220 cs

Technical Information

Composition 60% Merlot, 40% Cabernet Franc
Harvest: 9/20 and 9/22 2016
Aging: 18 months in French oak, 30% new
Alcohol: 14.5%

In the News



VinePair's 5 Unexpected White Wines for the Adventurous Villa Sparina Gavi di Gavi

OK, follow along here. Gavi, or more formally Cortese di Gavi, is the name of a DOCG in the Piedmont region. Gavi is also a city and the name of a wine. It's made from the Cortese grape. While a bottle of Gavi can be made in 11 different communes, it can only be called Gavi di Gavi when made in the actual city of Gavi. Switch out the unoaked Chardonnay for Villa Sparina Gavi di Gavi and fall in love with this medium-bodied wine bursting with tropical fruit flavors, honey, almonds, peaches, and bright Meyer lemon. The uniquely shaped bottle is a nod to an ancient clay amphora found while excavating the original winery building. Gavi has natural acidity that makes it fantastic with soft cheeses. Drinking Gavi alongside fish entrées is like adding the freshest squeeze of lemon you can imagine. Throw together an olive platter and crusty bread for an elegant and easy Gavi gathering.

View full list online <https://vinepair.com/articles/5-unexpected-white-wines-for-the-adventurous/>

Wine Enthusiasts: What to Drink While Watching the 'Vanderpump Rules' Reunion Barnard Griffin 2021 Sangiovese Rosé

The matriarch of Vanderpump Rules is the owner of Sur, where lots of the show's drama goes down. Lisa and husband Ken spill major tea this season and are the ones to drop the bomb that Raquel stayed over at Tom's house, a key piece to the larger Scandoval puzzle. Lisa loves a good floral moment (we're thinking of all the beautiful bouquets that arrived at Ariana's house after the affair leaked), plus she has a great passion for the color pink, which she manages to work into most of her outfits. (A noted exception to the pink rule: Her all-black moment when Tom came over to sob. Boo hoo.) Lisa even has her own rosé brand, so naturally she's a shoe-in for a blush pour.

View full article: <https://www.wineenthusiast.com/culture/vanderpump-rules-wine-pairing/>



Idle Cellars 2016 Merlot, Sonoma Valley

Best of Class, Double Gold, 96 points
Sunset Intl Wine Comp.



Trione Vineyards & Winery Henry's Blend 2018

James Suckling, 92 pts

This is a rich and flavorful red with aromas of plums, currants, mocha, cloves and burnt sage. Fleshy and textured, with a full body and polished, broad tannins. Lovely creamy texture, with a long and toasty finish. 35% cabernet sauvignon, 34% merlot, 13% petit verdot, 13% cabernet franc and 5% malbec. JS June 2023



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In the News

vintae did it again!

Top scores in the Decanter awards

Decanter is the only specialized wine publication that blind tastes in its Decanter World Wine Awards competition, an absolute reference in the sector due to its rigorous evaluation process. A jury of more than 200 experts, including 16 Master Sommeliers and 53 Masters of Wine from 30 countries, evaluate the thousands of wines that participate.

It is no easy task to make a wine standout in a blind tasting amidst a staggering field of over 18,500 entries. Nonetheless, the seemingly impossible has been accomplished by achieving the highest score possible for not just one, but two of their wines in the competition. However, **Jesús Acha Tinto 2019**, from Viñedos El Pacto, and **Bardos Moradillo de Roa 2020**, have achieved it, with 97 points each, the highest score awarded by the judges, and the corresponding Platinum Medals.

These are two wines that have not yet been released to the market: Jesús Acha Tinto will be launched in 2024 and Bardos Moradillo de Roa, the wine from the Bardos family town, this September.

In addition, Vintae obtained two Silver Medals for the new **Hacienda López de Haro San Vicente de la Sonsierra 2020**, which got 91 points, and for **Hacienda López de Haro Crianza 2019**, which got 90 points.

We currently carry the Hacienda López de Haro Crianza 2019 and will carry the Bardos Moradillo de Roa 2020 when it comes out in the fall. Inquire for all our available Lopez de Haro and Bardos wines.

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THANK YOU!

We want to thank all of our vendors and customers who made our 1st University Distributors Grand Tasting event this past April a success!

Our Grand Tasting was held on Monday, April 24th at Hotel Fort Des Moines in Des Moines, IA. Over 14 vendors were in attendance and we had our own staff pouring for those who could not be there in person. This was a great way for current and potential customers to meet with winemakers and representatives to develop and maintain industry relationships. We strive to build these strong relationships with our customers and brands.

Stay tuned for our 2024 Grand Tasting date announcement!



THANK YOU to all of our guests who were able to visit Iowa for market visits and specialty events this quarter!

Giuseppe Santarelli, Avignonese
Jeff Rusell, Catalyst Ridge Wines
Giuseppe Blanco, Ethica Wines
David Rossi, Fulcrum Wines
Connor McMahon, Fulldraw
Ben Larks, Idle Cellars
Darrell Gibson, Il Borro
Brian Noshay, Materra Cunat Family Vineyards
Peter Prager, Prager Winery & Ports
Kate Mallam, Porter Family Wines
Michael Sage, Trione Vineyards
Charles Miller, Vin Fraiche
Marta Plana, Winetones

We are planning Fall/Winter 2023 incoming winemaker visits and events. If there is a request for a specific guest or event, please contact Lindsey Woody at lindsey@universitydistributors.com.

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