

PRODUCT KNOWLEDGE

WE PROUDLY POUR A PREMIUM WELL

The national trend for alcohol consumption is for fewer, but better quality drinks. A popular assumption is that each guest is only going to order one cocktail, so why not make it the best drink possible and one with the highest profit potential. More and more establishments are opting to stock premium brands in their well. Premium brands offer a better quality product with higher consumer recognition. A premium well will also reduce the number of line items in your liquor inventory by having only two tiers of product: premium well and premium call. Premium wells are commonplace and we must keep up with the competition.

Establishing a premium bar stock is only the first step to a more profitable operation. A new pricing philosophy must also be considered. Everyone has surveyed their marketplace and knows that our competitors downtown pay more for and get more for distilled spirits (well or call) than for a beer or glass of wine. The biggest reason for this disparity in pricing is the amount of taxes that outside operators must pay on these products. Another misconception is that one cocktail is much higher in alcoholic content than one glass of beer or wine and thus deserves the higher price.

Here are the facts:

Cocktail w/1 oz of 80 proof liquor = .40 oz alcohol
 12 oz Domestic Beer w/ 4-5% alcohol = .54 oz alcohol
 5 oz glass of Wine w/10-12% alcohol = .55 oz alcohol

Weighted Ounce Cost for Premium Well = \$0.48 (see attached
 Weighted Ounce Cost for Premium Call = \$0.83 liquor sheet)

Distilled spirits provide the least amount of alcohol per average serving, the lowest COG and the highest profit potential. We have made distilled spirits the worst dollar value to our customers while indirectly promoting consumption of higher amounts of alcohol by pricing beer and wine well below liquor.

DRINK	SELLING PRICE	COGS %	PROFIT	ALCOHOL CONTENT
Premium Well	\$3.50	18%	\$ 2.88	0.40
Premium Call	\$4.50	22%	\$ 3.53	0.40
Draft Beer (16 oz)	\$3.50	21%	\$ 2.75	0.60
Beer	\$3.50	24%	\$ 2.67	0.54

The bottom line is that by selling premium distilled spirits at a price directly competitive with beer and wine, we can provide quality products, increase our profit margin and lower the average alcohol consumption per drink sold.

"WE PROUDLY SERVE A PREMIUM WELL"

Premium Brands	% ALC	Type	Cost/Btl	Oz/		% Cost @	Sales	
				Btl	Cost/oz	\$3.50	Mix	
Smirnoff	40	Vodka	\$ 12.22	25	\$ 0.49	14%	0.25	Weighted Oz cost \$0.48
Seagram's Gin	40	Gin	\$ 9.81	25	\$ 0.39	11%	0.09	
Bacardi Silver	40	Rum	\$ 11.25	25	\$ 0.45	13%	0.28	
Jim Beam	40	Bourbon	\$ 12.87	25	\$ 0.51	15%	0.06	Condiment Cost \$0.14
Seagram's Seven Crown	40	Blend	\$ 9.81	25	\$ 0.39	11%	0.03	
Cuervo Gold	40	Tequila	\$ 14.56	25	\$ 0.58	17%	0.26	\$0.14
							Avg COGS 18%	
							0.00	Profit/Drink \$2.88

PREMIUM CALL

Premium Brands	% ALC	Type	Cost/Btl			% Cost @	Sales	
					Cost/oz	\$4.50	Mix	
Grey Goose	40	Vodka	\$ 17.31	25	\$ 0.69	15%	0.07	Weighted Oz cost \$0.83
Tanqueray	47	Gin	\$ 16.80	25	\$ 0.67	15%	0.05	
Captain Morgan	35	Rum	\$ 11.07	25	\$ 0.44	10%	0.04	
Jack Daniels	40	Whiskey	\$ 18.97	25	\$ 0.76	17%	0.20	Condiment Cost \$0.14
Crown Royal	40	Blend	\$ 20.62	25	\$ 0.82	18%	0.20	
Hennessy VS Cognac	40	Cognac	\$ 25.45	25	\$ 1.02	23%	0.07	Avg COGS 22%
Chivas Regal	40	Scotch	\$ 28.50	25	\$ 1.14	25%	0.03	
Makers Mark	40	Bourbon	\$ 20.16	25	\$ 0.81	18%	0.04	Profit/Drink \$3.53
Patron Silver	40	Tequila	\$ 32.58	25	\$ 1.30	29%	0.12	
Liqueurs:								
Jagermeister	40	Liq	\$ 18.71	25	\$ 0.75	17%	0.06	
Bailey's Irish Cream	17	Liq	\$ 13.26	25	\$ 0.53	12%	0.03	
Kahlua	27	Liq	\$ 18.50	25	\$ 0.74	16%	0.07	
Amaretto	25	Liq	\$ 19.00	25	\$ 0.76	17%	0.01	
Southern Comfort	40	Liq	\$ 10.36	25	\$ 0.41	9%	0.01	
			\$ -		#DIV/0!	#DIV/0!	0	
			\$ -		#DIV/0!	#DIV/0!	0	
			\$ -		#DIV/0!	#DIV/0!	0	

Enter Bottle Cost based on local invoice

Enter number of ounces in each bottle (1 ltr = 33 oz; 750ml = 25 oz; 700 ml = 23 oz)

Enter projected Sales Price of Well (Cell H4) and Call (Cell H18)

Avg COGS will calculate for both Well and Call sections based on sales mix (POS can provide current sales mix)

AAFES Class VI is the preferred prime vendor for all distilled products

Liqueurs may be adjusted to meet local market demand

Finest Call is the recommended brand for cocktail mixes

BLENDING CANADIAN WHISKEY

A distinctive product of Canada. Made under Canadian government supervision in accordance with the regulations governing the manufacture of whisky in Canada. Canadian whisky is generally made from corn and lesser amounts of rye, rye malt and barley malt. A mixture of distilled spirits of not less than two years old are blends. Canadians differ from U.S. whiskies because they are:

- ◆ Distilled at higher percent alcohol, making for a lighter spirit*
- ◆ Usually aged in used or re-charred barrels*
- ◆ Some are blended before the aging period*
- ◆ 2% to 4% blending agents such as sherry or brandy*
- ◆ Canadian whiskies are light-bodied though delicate in flavor, retaining a distinct positive flavor. They should not be compared with American whiskies.*

Example: Seagram's 7, Crown Royal

BOURBONS or AMERICAN BLENDING WHISKEY

Most American Whiskey is spelled with an (ey) and its manufacture is strictly controlled by federal laws. A Blend of not less than 20 percent straight whiskey (rye or bourbon) 12 "straight whiskey" is a spirit distilled from grain not exceeding 160 proof and aged in new charred oak barrels for not less than 24 months. Remaining 80 percent is other whiskies or neutral spirits. Just "whiskey" means it is made of mixed grains, none making up 51 percent of the formula, taken off the still up to 189 proof, less than two-years-old. Your better bourbons are aged for at least 6 years. Different American whiskies are flavored by one of the following: maple wood, rye, corn and/or wheat.

Example: Jim Beam, Makers Mark

BOTTLED-IN-BOND BOURBON-

These are all the standards of Straight Bourbon Whiskey plus:

- ◆ Must be at least four years old (most are older)*
- ◆ Must be bottled at 100 proof*
- ◆ Product in the bottle must be produced in a single distillery, by the same distiller, and be the product of a single year and season. Although the "bottled-in-bond" designation in itself is no guarantee of quality, most distillers select only the best whiskies for this bottling.*

BRANDY

No one knows with certainty who or where brandy was first produced. The name probably comes from the Dutch "brandewijn" meaning burnt wine. Brandy is a distillate or mixture of distillates obtained solely from the juice, mash or wine of fruit or from the residue thereof. It may be made from any fruit, but common usage refers to a distillate of grape wine, unless otherwise stated. White wine made from white grapes produces a more pleasing product and is almost universally used for brandy. Spanish cellars are among the best in the world. Brandies may be aged for many decades. Once bottled, brandies do not change with age, as do many wines.

Example: Christian Brothers

COGNAC

Cognac - The "King of Brandies" is the product of a very special region near the city of Cognac, France. The chalky soils in the region originated from ancient oyster beds are unique and contribute greatly to the quality of these brandies. Cognac can only be made with white grapes grown by some 60,000 farmers whose vineyards average just over four acres each. Many of the holdings are so small that growers do not distill the wine themselves. Growers send the grapes and/or wine to cooperatives or to one of the 270 commercial distillers. They return the "brandy" to the producers where it will have to be held for at least two years before it can be given the lowest official designation of cognac. Major companies buy these cognacs; redistill, blend and then age according to ancient traditions.

The more brandy made from the Petite Champagne (center of the region) the better.

True aged cognac of over ten years will say "Fine Champagne" on the label.

VS - (Very Special or Very Superior) five-year-old blend (approximately)

VSOP - (Very Superior Old Pale) -10 to 25 year blend of fine quality

XO or XXO - (Extra Old or Extra Extra Old) -same as Extra Vielle or Grand Reserve or may be called "Napoleon" is probably at least 50 years old, very rare and expensive.

Some cognacs are held for over 90 years before bottling.

Example: Courvoisier, Hennessy

LIQUEURS / CORDIALS

Cordials were used in medieval times for love potions and aphrodisiacs. Produced from a diverse assortment of seeds, roots, flowers, fruits, peels, berries, barks, herbs,

essences, honey, neutral spirits, brandy, rum, whiskies, and even wine. Consists of three items: alcohol, sugar (at least 2-1/2 percent by weight (about 1-1/2 tablespoons in a 750ml bottle) and natural flavoring.

Most cordials are sweet and vary in proofs. Imported cordials are the same as cordials and we call them liqueurs.

Example: Amaretto, Bailey's Irish Cream, Kahula, Peach Schnapps

GIN

Gin was developed in Holland in the 17th century as a medicinal beverage. The name derived from the French word for juniper -- "Genievre". Carried from Holland to England by travelers, the English changed the formula by adding a second distillation to make a lighter product with a less pronounced juniper flavor in turn London Dry Gin was born. Most of today's popular brands are of this style. Today, the U.S. and England are the two major gin-producing countries. Gin and tonic (quinine water) was initially used to fight malaria and later became and still is, the most called for cocktail in the world.

It is produced by starting with a high-grade neutral spirit, added to a pot still, then botanicals such as orange peel, angelica root, juniper berries and cassia bark (every gin producer has their own recipe) are added, making all gins unique in flavor and taste. Apply heat and condense the vapors. Most gins are distilled twice. Gin is not normally aged and age cannot be claimed. Aging in wood does little to improve the character of gin, but does change its color.

Example: Tanqueray

RUM

Rum is one of the oldest distilled beverages. It was the first spirit made in the U.S., produced in Staten Island in 1664. It is produced of a distillate of the fermented juice of sugar cane, sugar cane syrup, sugar cane molasses or other sugar cane products. Spanish settlers developed the crop and experimented in making rum. Rums fall roughly into two classes: Light-Bodied (Cuba, Puerto Rico); and Heavy- Bodied (Jamaica, Trinidad, Martinique, Demerara (British Guinea), Barbados, Virgin Islands.

The differences between light and heavy rums are primarily in the method of their manufacture. The sugar is caramelized for dark rums. Rum was used to prevent scurvy aboard ships in the crossings of the Atlantic and rum rations remained part of the British Navy until the end of the Faulklin wars. After distillation, rum is mixed with demineralized water and tapped into barrels. Barrel aging mellows the rum and gives it its smooth distinctive character. Most bottled rums are blends of several distillates of different age and character they can either be full bodied (dark) or light bodied (light). They also flavor rums with spices like cinnamon or coconut.

Example: Bacardi, Captain Morgan

SCOTCH WHISKEY

By international law, Scotch Whiskey must be made in Scotland. The bottling of the product may take place elsewhere. Malt whiskies are produced in about 150 small distilleries of four regional types: Highland (light malts); Lowland (light); Campbeltown (heavier) and Islay (heaviest). Malt whiskies are made in simple pot stills from malted barley, which has been dried over open peat fires, imparting the characteristic "smoky" flavor of Scotch. Grain whisky is made in larger distilleries using continuous stills.

Most grain whiskies reach maturation at the end of four or five years. Most Scotch malts remain in their casks from five to thirty years and an aging period of 12 to 20 years is not uncommon. Once malt and grain whiskies are fully matured, master blenders combine them to produce the desired taste and consistency. When fully blended, they are tapped into barrels and laid away for further aging and "marrying". Having been "well married", the blend of malts is again poured into a huge vat where the proper proportion of grain whisky is added for the final blend before bottling.

Because the blender of Scotch Whiskies must rely on a number of different sources for their malt whiskies, they must use considerable skill in blending to achieve a bottled product with uniformity and continuity

Example: Johnny Walker Red/Black/Blue, Chivas Regal

TEQUILA

Tequila is relatively a newcomer from Mexico into the world of spirits. It is estimated that Tequila was only developed a short 150 years ago. Distilled Aguardiente (honey water) from the "pina" of the Blue Agave plant, takes 8 - 12 years to mature before harvesting. Tequila, named from a colonial town, must be produced in designated areas of Mexico, mostly in the state of Jalisco, where the Blue Agave grows at its best. 100% Blue Agave Tequila, offers a high quality, intense flavor and plants must be grown and the Tequila must be bottled in designated areas of Mexico controlled by the regulatory agency "NORMA".

Mixto Tequila - Minimum 51% Blue Agave, the rest coming from other sugars, softer, less Agave character, may be bottled in other regions or countries.

Mezcal - Is not tequila - juices are from 8 types of Agave usually grown in Oaxaca, the worm is for marketing not quality or flavor.

Tequila Categories and Terms:

Blanco - Clear white or silver, base of all Tequila, unaged, full flavor, a mixer not a shooter.

Joven - Gold, usually unaged color coming from caramel sugars which adds sweetness and softer taste. Most used for mixing and shots in the US.

Reposado - Aged in wood, with a minimum of two months, pale amber color, mellow and smoother than Blanco or Joven.

Gran Reposado - 100 % Blue Agave - small batches, with extra aging in uncharred wood, producing a light amber, extra fine, very smooth delicate flavor.

Anejo - Aged in used Oak Bourbon Barrels for a minimum of 1 year but usually much longer. It is darker amber to gold in color, which come from the oak not caramel; very soft, smooth and complex flavors. Sip slowly as a fine Cognac or single malt Scotch

Example: Jose Cuervo, Patron

VODKA

Originated in Russia about 1670, it was originally a spirit beverage distilled from Grain of Potatoes. Today few potato vodkas are now on the market, but we are seeing a comeback. Wheat is the prime grain used in European and Russian vodkas and producing a much cleaner and smoother product. Corn is the grain of choice used in American vodkas. Age can do nothing for vodka and serves only to destroy its neutrality. Flavored, colored and otherwise altered vodkas are self-defeating since vodka is supposed to be a neutral product, free of distinctive color, flavor and bouquet, however this has become a popular process in the late 20th century. Imported Scandinavian and Russian vodkas are smoother than most American vodkas. Most imported varieties do have some unique character, due predominately to wheat, extra filtering, and repeated distillation at lower proofs.

Example: Smirnoff, Absolut, Grey Goose

WINE

Wine can be a very complex subject and have many styles and varieties. Wine can also be a simple subject when one knows the basics and builds their knowledge slowly. One thing to keep in mind when discussing wine with customers, whether the customer is a novice or an expert wine consumer, is that the personal preference of the customer is what dictates whether or not the wine is a good wine for them.

Five Star Catering uses a three tier wine system for catering:

House: \$15/carafe (e.g. Inglenook 3L BIB – White, Blush, Red)

Select: \$25/btl (e.g. Sutter Home – White, Blush, Red)

Preferred: \$35/btl (e.g. Estancia – White, Light Red, Med Red, Sparkling, Dessert)

To reduce spoilage and increase accountability, all catered bars will use individual serving sized bottles of wine (.187ml): white, blush, red.

What is wine? Wine is nothing more than fermented grape juice. Grape juice becomes wine when its natural sugars are converted to alcohol by yeast. The yeast is naturally occurring on the skins of the grapes however sometimes more is added. The yeast turns sugar into alcohol and carbon dioxide. Wine may have as little as 5% or 6% alcohol by volume or as much as 20% to 21% as in some fortified wines. The average alcohol level in wine is 11% or 12%.

Types of Wine

Simply put there are three styles of wines White, Blush (Rosé,) and Red. All of these can come either Sparkling (with bubbles) or Still (without bubbles.) These same wines can also be offered Fortified (alcohol added) or Aromatized (flavors added.)

White Wine

White wine can be made from either white or red grapes as the juice of both grapes is the same color; a light yellow. The juice, once pressed from the grape, is quickly put in a sealed container where the amount of oxygen in contact with the juice is controlled. The container, usually an oak barrel or stainless steel tank, holds the juice while it ferments. The fermented juice is then filtered and bottled.

Blush or Rosé Wine

The very popular pink tinted wines are handled in the same manner as the white juice for white wines. The difference here is that skins from red grapes are allowed to remain in limited contact with the juice after it is pressed. The pigment or color in the skins tints the pale yellow juice pink. As a note of interest it is legal in most countries to create these wines by adding a small amount of red wine to a large amount of white.

Red Wine

The obvious difference in red wine production is that the grapes must be red and the skins must be involved as they provide the color. The skins are removed just before or sometime during the fermentation of the wine. It is important to know that the skins also add a varying level of a substance called tannin. Tannin is found in grape skins, tea leaves, and coffee beans. This substance has a noticeably bitter taste and an astringent drying affect on the mouth. Tannin works as a natural preservative and also is necessary for proper aging of wines.

Aging Wine

The common belief that all wine improves with age is simply not true. In fact most wines are created to be enjoyed young or within two to three years of production. Many wines are labeled with a vintage date. The vintage date is the year in which the grapes were harvested. A little more than 90% of all wine in the world is consumed within two years of the vintage date. Wines with no date on the label are considered no vintage and are usually a blend of several wines from several vintages.

Dry versus Sweet

When in reference to wine the description dry is merely the opposite of sweet. Sweet wines contain unfermented sugar while the driest wines have been fermented until no discernable sugar is present. The most famous sweet wines' sugar content is leftover from the natural sugar of the grape; many bulk produced inexpensive sweet wines have had the sugar content increased by adding sweeteners after fermentation.

Fortified Wine

Wines which have had the alcohol level strengthened by adding distilled spirits are called fortified wines. Fortified wines are either sweet or dry. If a spirit is added during fermentation then the fortified wine will be sweet. If the spirit is added afterward a dry fortified wine is created. Examples include Port and Sherry; both are made through the addition of brandy to wine. The brandy is added to the Port during its fermentation killing the yeast and leaving sugars unfermented. Sherry is fully fermented then the brandy is added to create a dry fortified wine.

Sparkling Wine

When wine is fermented the gas that is produced is carbon dioxide. If at any time during fermentation the gas is prevented from leaving the wine, a sparkling wine will be produced. The most popular method for creating this wine is to ferment it a second time by adding a dose of sugar and yeast to the bottle before sealing. This traps the gas in the bottled wine. The yeast sediment is then removed in one of several methods and the sparkling wine is finished. It should be noted the term Champagne refers to sparkling wine from Champagne, France. Some countries, the United States in particular, use the term "champagne" to refer to any wine with bubbles present.

Body

The term, body, refers to the richness or fullness of flavor a wine may have. The body can usually be told by the type of grape it is made from as each grape has its own unique level of flavor. The body may be enhanced by other production techniques also. Storing wine in toasted wooden barrels such as oak, for example, create more body by adding flavors to the wine. A Chardonnay that has been fermented in oak therefore, will usually have more body than one fermented in a stainless steel tank. When matching food with wine it is important to match the intensity of flavors in the food to the body of the wine. Body may sometimes refer to the weight or feel of the liquid in the mouth too; for instance water may have the feel of a lighter bodied liquid while milk would be considered a full-bodied feel.

Major White Grape Wines

Dry

Chablis – Although this is technically wine from the Chablis region of France it is used in North America as a generic label for any usually medium-dry wine.

Sauvignon Blanc – Type of grape from which fresh, clean, fruity, medium bodied wines are made.

Pinot Gris or Pinot Grigio – Grape variety from which a nutty flavored light, medium, or full bodied wine can be made.

Chardonnay – An extremely popular grape variety that is handled in many ways creating many different wines. This can be a medium-bodied, acidic, and fruity Chardonnay like many from California to the full-bodied, oaky, buttery Chardonnay from Europe and Australia.

Off - Dry to Sweet

Rhine – A German river that flows through several wine producing regions, used in North America to describe any medium-sweet white wine.

Riesling - Light to medium-bodied, with a floral, very fruity character. This grape variety is usually made into a wine that ranges from subtly sweet to obviously sweet.

Gewürztraminer – Like the Riesling, but this type of grape has more fruit and a little spice to its flavor.

Major Red Grape Wines

Dry

Beaujolais – This light to medium-bodied red has gained popularity in recent years. The name refers to the region in France where it is produced. Usually made with the Gamay grape the Nouveau is the most popular and is usually served very young and slightly chilled.

Chianti – This refers to a wine making region in Italy. The term in North America can be used to describe an Italian style wine usually made with the Sangiovese grape. May be light, medium, or full bodied.

Burgundy – A wine producing region in France, used in North America to describe any usually light to medium bodied red.

Rioja – A similar wine to the Chianti by definition, this wine is of Spanish origin and mainly uses the Tempranillo grape.

Pinot Noir – Red grape producing medium-bodied berry flavored wines.

Merlot – Medium to full bodied wine producing grape which is softer, smoother, and fruitier than the equally as popular Cabernet Sauvignon.

Zinfandel – Grape variety used to make full bodied reds and very popular blush wines.

Cabernet Sauvignon – Grape variety usually producing full bodied reds.

A Guide to Wine and Food Enjoyment

VARIETAL	WINE WEIGHT	SERVING TEMPERATURE	SAUCES, HERBS & SEASONINGS	FOOD SUGGESTIONS
<u>Pinot Grigio</u> An aromatic white wine with citrus, peach & melon flavors & a crisp finish. A good aperitif or first course wine	Light-Bodied	45 – 55 degrees F	Light, creamy lemon sauces, chervil, lemon zest, ginger, chives, capers.	Poached or roasted poultry, white fleshed fish, summer fruits, prosciutto & melon, & antipasto.
<u>Muscat/Riesling</u> Slightly sweet white wines with floral, orange blossoms and ripe peach accents and a slightly spritzzy finish. Excellent as an aperitif, first course or summer BBQ wine.	Light-Bodied	45 – 55 degrees F	Light sauces with ginger, lemon & orange zest or chervil accents.	Poached or lightly sautéed chicken, fish or vegetables, seafood salads, light fruit desserts or lemon tarts.
<u>Fume Blanc/Sauvignon Blanc</u> A crisp white wine with lemongrass and citrus notes and subtle oak on the finish. Serve with light herbal and/or tangy foods.	Light to Medium Bodied	45 – 55 degrees F	Lighter lemon or herb sauces, chives, parsley, dill, shallots, tomato vinaigrette.	Poached or grilled chicken, fish, shellfish, vegetables, salads, soups or pasta with light sauces.
<u>Chardonnay</u> A rich white wine with tropical fruit, vanilla and smoky oak flavors. Pair with medium-bodied foods with rich sauces.	Medium to Full Bodied	55 to 60 degrees F	Rich creamy or buttery sauces with lemon accents, basil, saffron, flavored olive oil, pesto.	Seafood with rich sauces, pasta with cream sauces, smoked salmon, creamy soups and poultry.
<u>Pinot Noir</u>	Light to	55 to 60	Basil, oregano,	Lamb, grilled

A ruby red wine with cherries, berries and earthiness. Complements medium to full-bodied foods with moderately robust flavors.	Medium Bodied	degrees F	garlic, cooked tomato sauces, mushroom sauces, pasta dishes, and spicy herb sauces.	red meats, roast chicken, duck, pork, salmon, hearty pastas with tomato sauces.
<u>Barbera</u> A zesty red wine with ripe plum, black cherry and blackberry fruit characters, accented with spicy oak. Pairs well with rich sauces and hearty dishes.	Medium Bodied	60 to 65 degrees F	Basil, garlic, aioli, cherry extract and flavorful herb sauces.	Roast beef, leg of lamb, orzo pasta with creamy cherry tomato sauce, roasted root vegetables.
<u>Merlot</u> A flavorful red wine with plums, cherries and spice with a touch of oak. Complements rich, hearty foods.	Medium to Full Bodied	60 to 65 degrees F	Balsamic vinegar, thyme and orange zest.	Duck, pork, lamb, beef, turkey, roast chicken, hearty cheeses, pasta with meat sauce.
<u>Syrah</u> A plush red wine brimming with wild berry and black cherry fruit characters and hints of black pepper and spice.	Medium to Full Bodied	60 to 65 degrees F	Balsamic vinegar, citrus zest, ripe tomatoes, basil, berry extract.	Grilled or roasted meats, creamy risotto, wild mushroom ravioli, roast pork with orange zest glaze and quail with wild rice stuffing.
<u>Zinfandel/Sangiovese</u> A deep red wine with blackberries and spicy notes. Complements hearty, spicy	Medium to Full Bodied	60 to 65 degrees F	Heartier, spiced sauces such as tomato, barbeque or meat with garlic, rosemary, sage or oregano.	Grilled red meats, pastas, pizza, ribs and hearty winter dishes cooked with tomato sauces.

foods.				
<u>Cabernet Sauvignon</u> A rich red wine with layers of ripe berries, currants and vanilla oak. Pairs well with richer, heavier foods.	Medium to Full Bodied	60 to 65 degrees F	Richer dishes with rosemary, bay leaf, sage, garlic and red wine sauces.	Grilled and roasted beef or venison, aged cheeses, full flavored foods, chocolate desserts.

Wine Words

Your knowledge of the correct terminology will help you in your ability to serve guests and assist them with a wine selection.

ACIDITY – gives wine essential crispness and zing. Natural component of grapes in the form of tartaric, malic or citric acid.

ALCOHOL – affects the weight, character and strength of a wine. Has a certain sweetness, giving richness and warmth. Is the product of fermentation of grape sugar by yeast.

AROMA – the smell of wine derived from the grape.

ASTRINGENT – a dry, mouth-puckering effect caused by high tannin content.

BODY – the weight of wine in the mouth due to its alcoholic content, extract and geographical origin.

BOUQUET – the pleasant and characteristic smell of wine, traditionally defined as coming from the aging of the wine.

BRIGHTNESS – a fresh, lively character in the aroma, flavor and mouth-feel.

CLEAN – absence of foreign and unpleasant odor and taste.

CORKED – an off, oxidized musty smell caused by a problem with the wine's cork.

CRISP – a desirable feature in white wines; firm, refreshing with positive acidity.

DEEP – deep colored, deep bouquet, depth of flavor – opposite to superficial – indicating underlying richness, layers of flavor.

DRY – Not sweet – absence of residual sugar.

FINISH – the feel and flavor left in the mouth after swallowing.

FRUITY – attractive quality derived from good ripe grapes.

HEARTY – robust, zestful, warm alcoholic.

HERBACEOUS – between grass-like and flowery. Pleasant, open, fresh, appealing; usually found in young white wines.

LEATHERY – reds rich with tannins.

LENGTH – the duration of a wine's finish.

LIGHT – a low degree of alcohol and body.

MATURE – all its constituent elements in harmony from appropriate aging.

MEDIUM-DRY – containing some residual sugar, but dry enough to be drunk before or during a meal.

MELLOW – soft, mature – no rough edges.

NOSE – the broadest term for the bouquet, aroma, smell of wine.

OAK – an important factor, particularly in relation to fine wines. Oak barrels impart an oaky, spicy, cinnamon taste and smell desirable in moderation.

OLFACTORY – to do with the sense of smell and its perception.

OXIDIZED – flat, stale, off-taste due to exposure to air.

PERSISTENCE – length of flavor and bouquet.

RIPE – rich, warm fruit flavors from fully mature grapes.

ROUND – full, soft, rich, without harshness.

SPICY – rich, spice-like aroma and flavor.

SUPPLE – easy to taste and sense, soft texture.

SWEET – a wine with high sugar content.

TANNIN – an essential preservative derived from grape skins during fermentation.

VANILLA – distinctive aroma derived from oak.

VARIETAL – a specific grape variety.

WOOD – distinct and desirable odor derived from aging in oak barrels.

YOUTHFUL – a positive, attractive feature; fresh with youthful acidity.

ZEST – a lively, crispy flavored wine.

