

## Sample Offer

garagiste

### **The Four Seasons**

Dear Friends,

A few weeks ago, in an attempt to fix two flat tires on my 1007 in the middle of the French countryside, my morning went something like this...

...a desperate call came in from Velo who gasped "you must meet me at The Four Seasons..."

"The Four Seasons, I'm in Villafranche, at a garagiste – no, not that Garagiste, at a mechanic?"

"Precisely!"

...and he hung up.

I tried to call back but the French operator muttered something about "no service". I tried again (and again) to no avail.

After retrieving my grippy 1007 (nothing like two new miniscule front tires to bring a smile to my already beaten down 2000km behind-the-wheel behind), I was off to find the The Four Seasons in Villafranche...if one existed?

I searched the town center, asked several locals and finally ended up at a Cafes Richard pit stop (arguably the worst coffee in Europe, but one of the most admired in France) - I do not give up easily but Velo has no texting capabilities, barely a mobile phone and no car – the only way to get in touch with him is to wait for him to get in touch with you.

...and he did.

"Where are you?", came the voice of an exasperated Velo (I wasn't sure it was from excessive consumption, medical consumption or from a 100km bike ride through the high-hills of southern Beaujolais?).

"I'm at Cafes Richard? Where is the Four Seasons?"

"NO, not The Four Seasons, the Four Seasons!"

Huh?

"You were to meet to meet me to taste the Four Seasons!"

Now this was starting to make sense....not really.

Translated from my broken French, Velo wasn't muttering The Four Seasons, he was screaming "THE QUATRE SAISON!"

What, pray tell, is the Quatre Saison?

"The Quatre Saison? Are you that much of an old man? Do you not stay in touch with the undercurrent? The Quatre Saison is not only one of the most surprising new selections I've stumbled upon, I've consumed several bottles (bike riding has its privileges versus your sorry 1007) and it is among the most intellectual, whimsical and complex new finds in years. If someone would walk a mile for a Camel, then I would bike 100 kms for the Quatre Saisons! It is Beaujolais – from the hot as a volcano southern districts that avoid the cru designations like the plague. Are you that old-school that you still revere Morgon? Are you not aware that the lowly "Vin de France" designation is the new "grand cru"? It is from the Ardeche of Burgundy – the hills to the south of Villafranche - not to the north, to the *south!*"

I have not seen (well, heard) Velo this riled up in a long time but his accuracy is second to none. If he could make the 100km ride (on his bike, two bottles of Quatre Saisons already in the tank) then the least I could do was amble my way up the hills in my freshly fixed 1007.

All I will say is...thank you stars, or saisons? Even after so many years of doing this, you never know when the magic spark of heightened achievement will open its hand to you, take you aside and teach you from 1st grade through college in one sip. If you think you know Beaujolais, you may want to give that notion additional consideration. This may read like a dare, then so be it – this gorgeous and elegant (so very fun) wine can hold up to all comers. Still drinking well 1-2 weeks after opening (no, I'm not intoxicated as I write this), may I present...

Bernard Vallette's 2010 "Vin de France" Beaujolais Quatre Saisons – Gamay Noir that is mind-numbing in its incredible display of Eiffel Tower elegance, precision and femininity that masks one of the most intense and distinguished bottles of BIO/organic carbonic 12% Gamay you will encounter. This is not brute strength a la Georges Descombes, this is a filigreed sense of order that reminds one of what Margaux can be versus Montrose when exposed to an unusual upbringing for wine of this ilk (normally, carbonic Gamay is a drink-now, low-intellect experience – not this). If men are from Mars and woman are from Venus, the Quatre Saisons is from Saturn – rings and all.

Among the top handful of crushed stone/acid/fruit compote cocktails we will offer in 2012, the floaty nature of the Quatre Saisons makes a lasting impression...whether you want it to or not (considering an open bottle will still be drinking well a week or two after you've forgotten about it in the back of your fridge). In truth, this was one of only a handful of examples I tasted on my entire trip to Europe this summer

that I still feel in its present form - equally in the senses and in the mind.

Am I pumping this up more than normal? No, I pump everything up, often to a potentially nauseating degree...but the Quatre Saisons deserves to stand on its own - without prejudice or cynicism due to Great Enabler hyperbole.

This parcel is directly from the winery cellar with the finest provenance available.

FIRST COME FIRST SERVED up to 24/person until we run out:

**2010 Bernard Valette Beaujolais "Quatre Saisons" Vin de France - \$15.80**

(This is above the standard "Lachassagne"; for those of you in NY/NJ/CT area, this wine should be available in your region for around the same tariff - there's no need to purchase it from us. Due to its delicacy and lack of additives, sulfites or yeast, unnecessary transport will only hinder its personality, at least temporarily. BTW, for those of you allergic to carbonic, I urge you to keep an open mind as what's in the bottle speaks louder, in this case, than predisposition)

To order: simply reply to this email or send a note to Nicki

This parcel is set to depart from Bernard Valette's cellar - it will arrive in the fall and will ship during the first available window. Please check The Center for local pick up in late November. Drink: late 2012 - 2014+

Out of state orders will be held for free under ideal storage conditions (56 degrees/70%humidity) until shipping is possible. Locals may pick up at their leisure.

For current order status information, please log in to the Customer Center at: <http://customer.garagiste.com>.

For local pick-ups, please go to: <http://www.garagiste.com/pickup> to schedule a time to pick up your order(s).

If you are having trouble accessing your account, please contact: [support@garagistewine.com](mailto:support@garagistewine.com)

NO SALES TO RETAILERS OR WHOLESALERS

Thank you,

Jon Rimmerman  
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