

# ITALIAN WINE)MERCHANTS

Today's Featured Offer:

## Movia's Magical Chardonnay, Sandrone "Mini-Verticals," and 2010 Tuscan Icons!

December 5, 2013

### A Note from Sergio

Ales Kristancic, the owner-operator of the biodynamic Movia estate, has been called a magician, a madman, and a mystic. All of these terms are correct. Ales is completely unpredictable, a philosopher-poet with the tinkling bells of a jester, and his wines reflect his spontaneity, his vitality, and his complete disregard for rules other than the ones he's chosen for himself. In this cookie-cutter world where people everywhere wear Nike shirts and Levis jeans and eat burgers and drink Coca-Cola, this kind of idiosyncrasy is often disparaged. What people can't understand they often put down. This is just sad. Unpredictability like Ales's should be celebrated for its ability to remind us that life itself is magical.

Wine should be an embodiment of the place it came from and a reflection of the human who made it. Movia's wines are. They are as exciting, unpredictable and ebulliently authentic as Ales, and for these reasons, Movia's wines are thrilling, surprising, and not a little magical. And just as the Movia estate in Brda straddles the borders of Slovenia and Italy, so too do Movia's wines defy easy categorization. Excitement is what you expect from Movia, it's what you pay for, and it's what makes you cherish the wines so much.

Today, I'm delighted to single out Movia's 2008 Lunar Chardonnay. You probably think you know everything there is to know about Chardonnay, but all the white Burgundy and all the California Chardonnay you've drunk won't have prepared you for this wine. It's unabashedly natural, and it nearly vibrates with energy. It's no elegant woman in couture Chanel; it's a wild, dancing, unexpected sprite, and it will grab you by the ears and thrill you.

Along with the Movia Chardonnay, I'm proud to present a tasting case of 2010 Tuscan icons. This is a vintage that has all the signs of greatness, and this collection of wines from Sassicaia to Ornellaia, Flaccianello to Redigaffi, is one to please any enthusiast for years to come. Finally, to put a period on this week's offers of collectable verticals, we're offering a "mini-vertical" of Luciano Sandrone's Barolo "Le Vigne" at very special pricing. It's a collection that no Barolo lover wants to miss.

Here's to finding, making, and enjoying the magic!

### My Best,



Sergio Esposito  
Owner/Founder

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## SPOTLIGHT ON EXCELLENCE



Chardonnay is one of the world's most-cultivated white grapes, and while it may have France to thank for its history and California for its celebrity, Chardonnay has a firm root in Italy. Chardonnay has two very desirable characteristics: it is a grape that happily reflects the terroir in which it's grown, and Chardonnay also gleefully responds to a variety of vinification techniques. These traits, combined with Chardonnay's happy acclimation to most microclimates and its broad range of flavors, make it the extremely popular varietal it is--both with the producers of wine and the drinkers of it.

Put this international star in the hands of our favorite Friuli magician, Movia's Ales Kristancic, and you are bound to have a hit. Ales, as IWM clients who've met him know, is a passionate, charismatic person. He holds audiences captive with his impromptu lessons on his pure and animated biodynamic regimen. Ales' estate Movia is the leading producer of Slovenia, but his Brda vines span the border of Italy and Slovenia. This refusal to acknowledge borders--along with his mystical, more-organic-than-organic biodynamic protocol and his estate's rocky, northern terroir--helps to make Ales craft a lively, vibrant and mineral Chardonnay that could only come from Movia.

Movia Lunar Chardonnay gets its name from the moon cycles that guide Ales in his growing and vinification practices. Movia grows the grapes biodynamically, picks them according to the lunar cycle, and then ferments them whole, leaving the grapes to macerate on the skins without temperature control for nine months. After that, the wine gets bottled by gravitational force--without the use of sulfur, without filtration and all without pressing. It's a testament to this iconoclastic producer's reverence for the earth, and the wine's complex, piquant, exciting taste seems to harness the energy of the moon and the stars.

Unusually textured, juicy and mouth-watering, energetic and kinetic, Movia's Chardonnay is an extraordinary Chardonnay. 2008 Lunar is one of the most unusual looking Chardonnays you'll find, and at first glance, it's murky and cloudy but it is packed full of flavor. This is a wine for a true natural wine-lover. Lemon zest, cucumber, fresh green apple, a touch of sage and a clear shot of minerality work in concert to make Movia's Chardonnay a singular experience. We defy you to drink a glass of Movia's Lunar Chardonnay and refrain from uttering its maker's favorite expression, "Zak-zak!"