

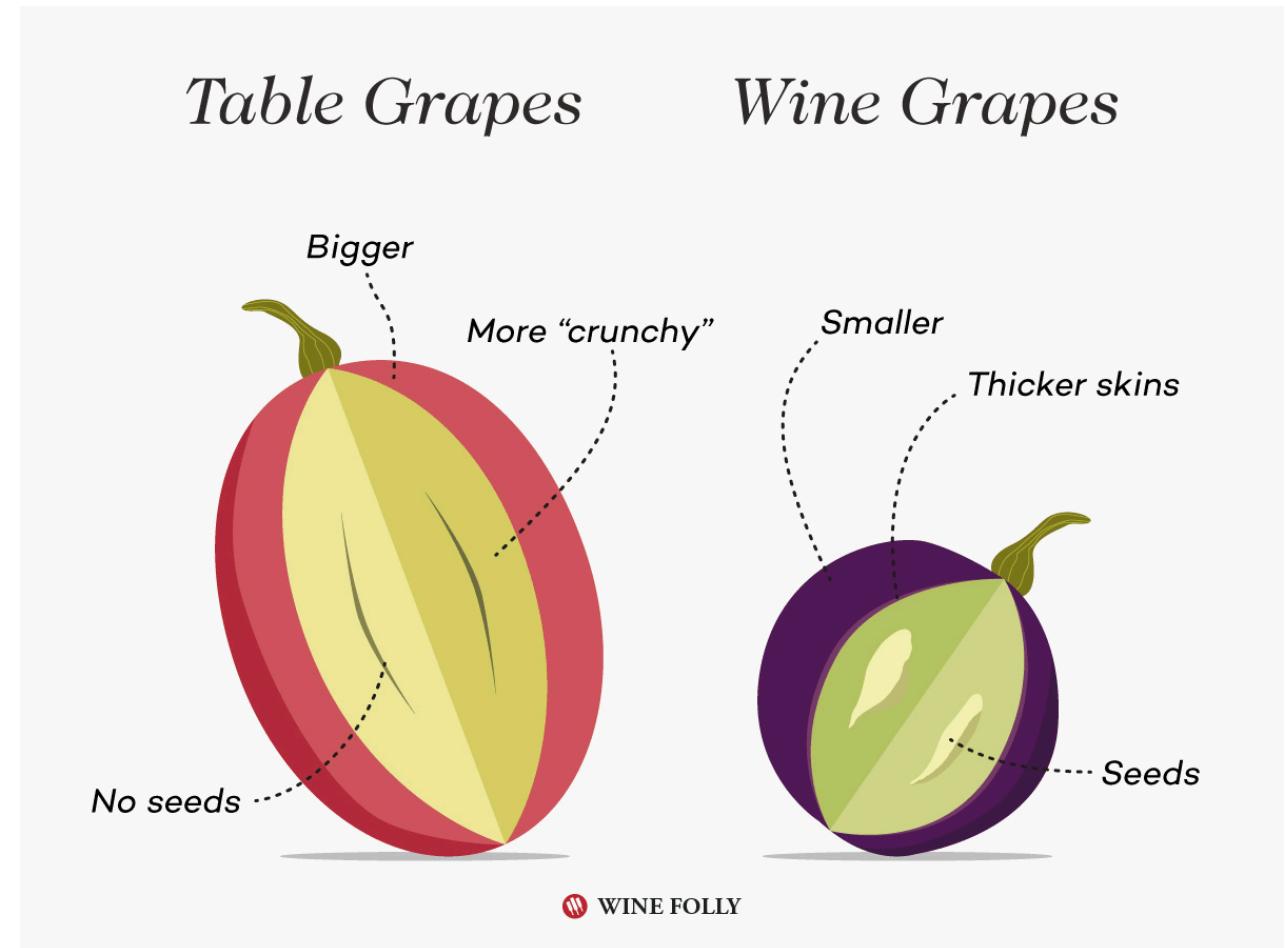


*Wine 101  
Glassware  
Concepts  
Tasting*



# What is wine?

- Wine is an alcoholic beverage made from fermented grape juice.
- Technically wine can be made from any fruit, but the species of grape (*Vitis Vinifera*) is smaller, has thicker skins, and can ripen further than table grapes. This has been found to be ideal for making world class wine.





# Old World

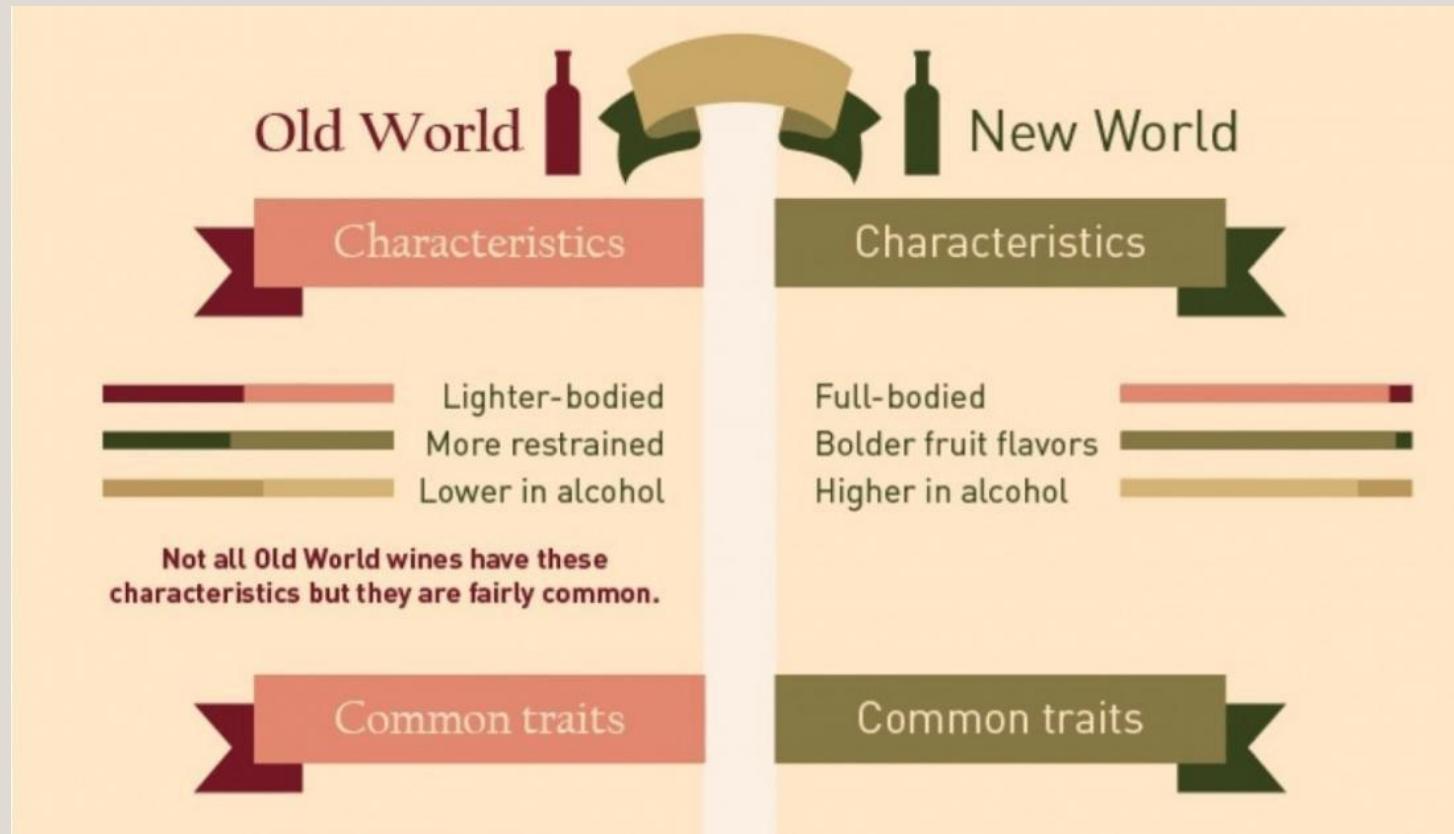
*Where wine began*

- The countries in the Old world were the ones who created traditions, techniques, and rules with regards to the winemaking.

# New world

*Where wine ended up*

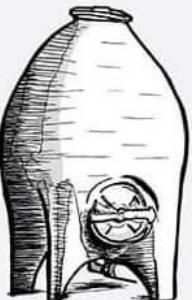
- These countries borrowed the traditions from the Old world in order to kickstart their own regions.
- Over time, through creativity and circumstance, many winemakers threw out many of the old methods and developed new ones.



# HOW WHITE WINE IS MADE

WINE FOLLY

This is just the tip of the iceberg. Keep exploring!  
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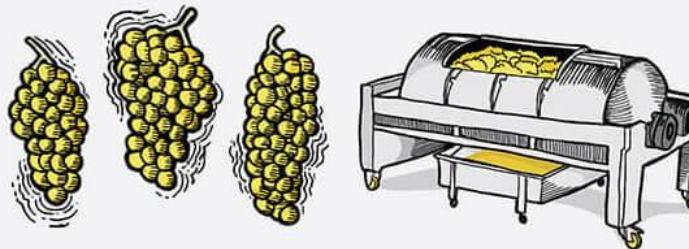
## Fermentation ←

Fermenting in sealed tanks reduces oxygen exposure, preserving delicate floral aromas. Porous vessels, like oak, increase oxygen exposure and add richer spice flavors.



## Malolactic

The winemaker may allow malolactic bacteria to convert tart malic acid into creamy lactic acid. Malolactic fermentation (MLF) lowers acidity, reduces fruitiness, and adds creamy, buttery flavors to white wines.



## Harvest grapes

The vintner chooses when to harvest and if it's done by hand or machine. Generally, white wine grapes ripen earlier in the season than red wine grapes.



## Add yeast ←

Yeast (wild or commercial) eat grape sugars to make alcohol, CO<sub>2</sub>, and heat. White wines ferment for about 14 days at 57–70 °F (14–21 °C). Lower fermentation temperatures preserve delicate floral and fruit aromas.



## Stir lees

Wines age in tanks or barrels for up to a year. While wines age, the vintner stirs yeast particles (called "lees") to add more texture and creaminess.

## Press grapes

The grape bunches go directly into a press. Some aromatic varieties receive extra time on the skins before pressing to add texture.



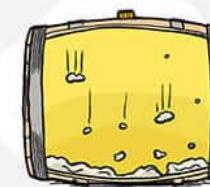
## Settling ←

Juice settles in a chilled tank to remove suspended grape solids that would typically add bitterness to the texture and flavor. Juice is tested and sulfur dioxide is added to stop microbial growth.



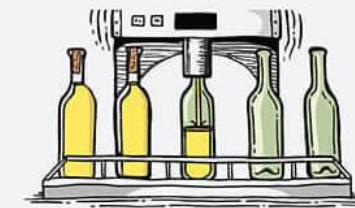
## Blending

The winemaker blends grape varieties or tanks together to create the final wine. Winemakers often rely on texture as the aromas haven't finished evolving.



## Clarification ←

Clarifying or "fining" agents (such as egg whites or vegan bentonite clay) remove dissolved proteins to make wines clear. Then, wine passes through a filter for sanitation. Some wines are left unfiltered and unfiltered.



## Bottling

Bottling occurs with minimal exposure to oxygen. Sometimes sulfur dioxide is added during this stage to ensure there will be no bacterial spoilage.



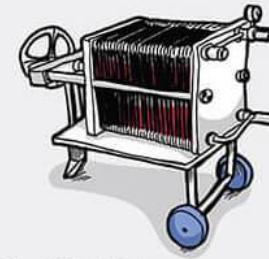
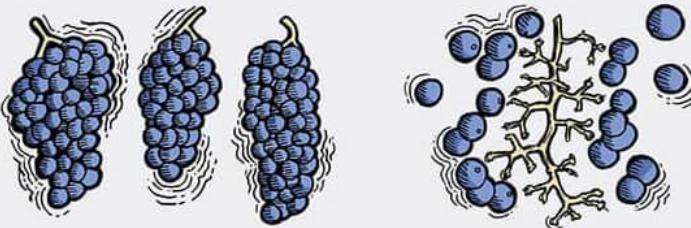
## To market

White wines typically go directly to the marketplace. A few rare examples age in bottles for longer to develop.

# HOW RED WINE IS MADE

WINE FOLLY

This is just the tip of the iceberg... keep exploring!  
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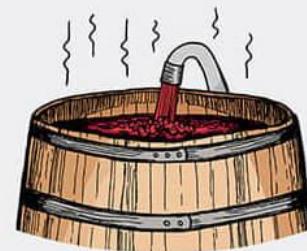


## Press

After the fermentation, vintners drain the freely-running wine from the tank and press the skins and seeds for any remaining "press" wine.

## Harvest grapes

The vintner chooses when to harvest and if it's done by hand or machine. Generally speaking, red wine grapes ripen later in the season than white wine grapes.



## Prepare grapes

Grape bunches get destemmed. Some vintners ferment whole clusters to add tannin. The must is analyzed while grapes cold soak. Most winemakers add sulfur dioxide during this step to stop microbial growth.



## Fermentation

Grape skins give red wine its color and flavor. So, during the fermentation, vintners punch down grapes or pump-over the must so the skins stay submerged.



## Add yeast

Yeast (wild or commercial) eat grape sugars and make alcohol, CO<sub>2</sub>, and heat. Red wines ferment for an average of 5–21 days at 68–88 °F (20–30 °C) and often get left to macerate on the grape skins for 7–28 days after the fermentation completes.



## Malolactic

As wine settles in tanks or barrels, a second "fermentation" happens. Malolactic fermentation (MLF) is when bacteria converts sharp malic acid into smoother, more chocolatey-tasting lactic acid.

## Aging

Red wine ages in barrels or tanks for several months to several years. Oak barrels enhance red wines with aromatic compounds (such as vanillin) and subtle oxidation.

## Blending

The winemaker blends grape varieties or barrels together to create the final wine. Winemakers often rely on texture as the aromas haven't finished evolving.

## Clarification

Clarifying or "fining" agents (such as egg whites or vegan bentonite clay) remove proteins. Then, wine passes through a filter for sanitization. Some wines are left unfiltered and unfiltered.



## Bottling

Bottling occurs with minimal exposure to oxygen. Sometimes sulfur dioxide is added during this stage to help preserve the wine.

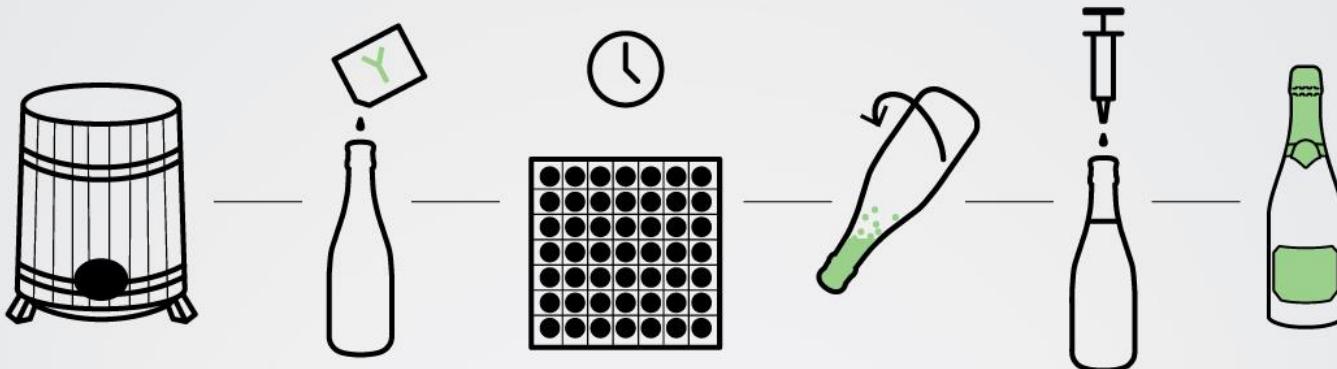


## Bottle aging

Some wines continue to age in bottles for years until release.

## Traditional Method

### SPARKLING WINE PRODUCTION



#### CUVÉE

After wines complete the first fermentation, the winemaker creates a blend or "cuvée" with a selection of base wines.

#### TIRAGE

Wines are bottled blended with a small mixture of yeast and sugar/must to initiate the 2nd fermentation. This mixture is called the Liqueur de Tirage.

#### AGING

Wines age for a period of time on the lees (dead yeast particles). Aging lasts from about 9 months to about 5 years (depending on quality level).

#### RIDDLING / DISGORGING

Bottles are rotated so that lees descend to the neck of the bottle. Then the bottle necks are placed in a frozen bath and opened such that the frozen block of lees pops out.

#### DOSAGE

Some wine and sugar/must (called residual sugar-RS) is added back to the bottle. This mixture is also called Liqueur d'Expedition

**BRUT NATURE** 0-3 g/L RS

**EXTRA BRUT** 0-6 g/L RS

**BRUT** 0-12 g/L RS

**EXTRA DRY** 12-17 g/l RS

**DRY** 17-32 g/L RS

**DEMI SEC** 32-50 g/L RS

**DOUX** 50+ g/l RS

## Saignée Method Rosé



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## Blending Method Rosé



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## Maceration Method Rosé



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## The Truth: Oak Makes Wine Taste Better

### Oak Barrels add

- Lots of flavor.
- A safe environment for fermentation to occur.
- A way to slowly integrate oxygen so the wine can develop slowly.
- An easy way to move a lot of liquid

### Oak Factors

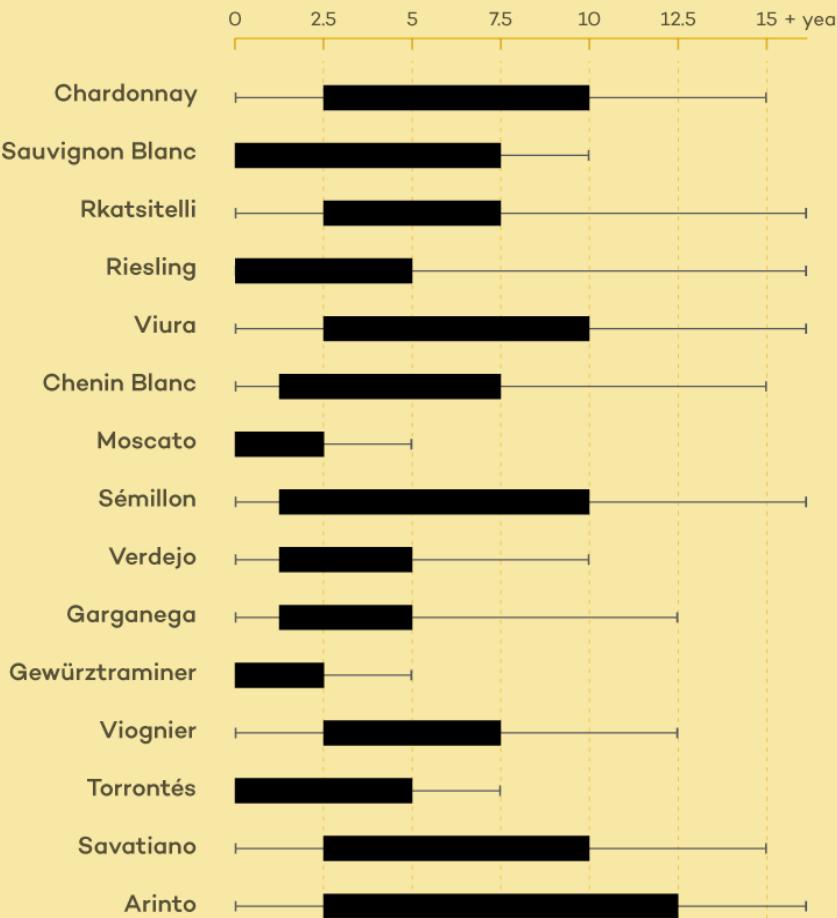
- French vs American vs Others
- Old wood vs new wood
- Size of vessel
- Grain structure
- Toast level
- Oak chips
- Time in barrel
- The forest the wood came from





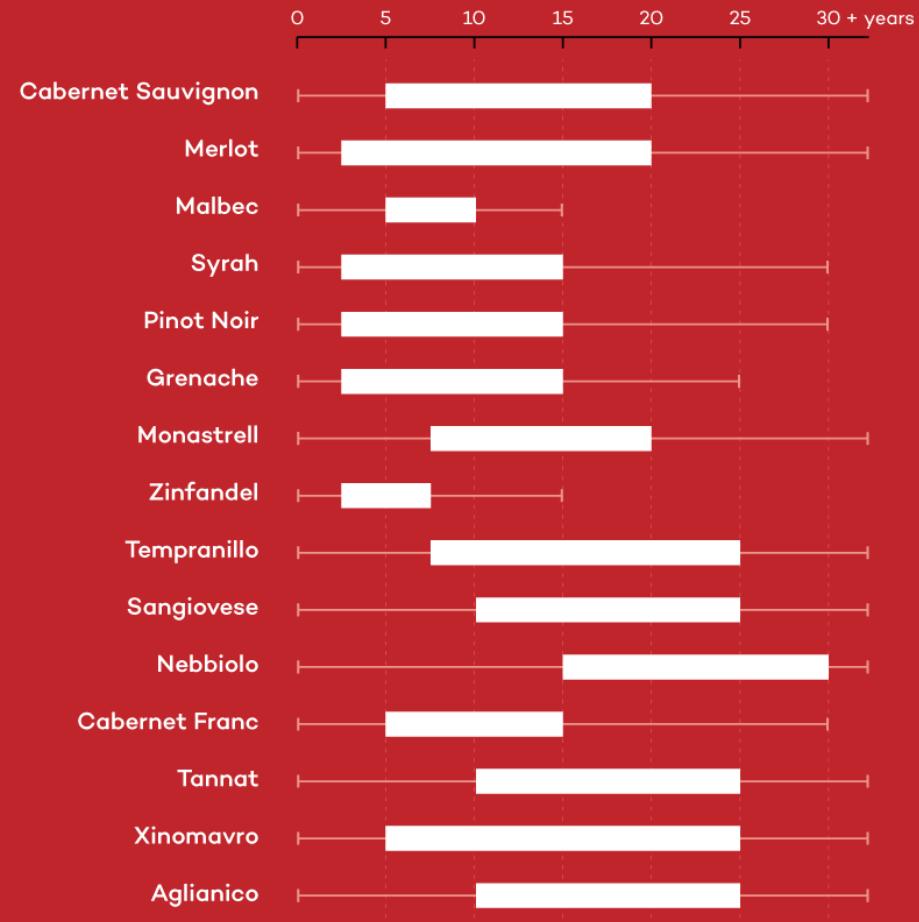
## AGING CHART FOR WHITE WINES

Best practices for different white wine varieties.



## AGING CHART FOR RED WINES

Best practices for different red wine varieties.





# KEY FACTORS

## INFLUENCING GRAPE GROWING

- |          |                              |           |                                   |
|----------|------------------------------|-----------|-----------------------------------|
| <b>1</b> | DIURNAL<br>TEMPERATURE RANGE | <b>6</b>  | WATER<br>QUALITY                  |
| <b>2</b> | HOURS OF SUNSHINE            | <b>7</b>  | SOIL                              |
| <b>3</b> | CLIMATE                      | <b>8</b>  | TOPOGRAPHY                        |
| <b>4</b> | WEATHER PATTERNS             | <b>9</b>  | PROXIMITY TO<br>BODIES OF WATER   |
| <b>5</b> | RAINFALL                     | <b>10</b> | MICROBES PRESENT<br>IN THE REGION |

And the list goes on...

## France!

- Over 200 Indigenous varieties
- 307 different label names
- World Famous wines
- Historic
- Diverse





**Pinot Noir:** The origin place of Pinot Noir produces a rustic and bold style of Pinot Noir with notes of cranberry, hibiscus, rose hip, and a dusting of earthy herbs. Bourgogne Rouge is a great place to start, but you can find greater quality from [the Bourgogne Villages](#).

**Oaked Chardonnay:** The origin place of Chardonnay produces the richest styles from the regions in the Côte de Beaune. Read more [about white Burgundy](#).

**Unoaked Chardonnay:** A lean style of Chardonnay with notes of quince, starfruit and sometimes passion fruit. Most notably you'll find this style [from Chablis](#), but Pouilly-Fuisse and the regions in Mâcon also do a great job.

**Gamay:** A region devoted to a single variety (Gamay) that offers seductive aromas of plum, cherry, violet, and peony. The region produces a ton of [Beaujolais Nouveau](#), but the best wines to seek out are from one of the [10 Beaujolais Crus](#).

**Syrah:** There are 2 major areas in the Rhône Valley and the smaller region that runs along the Rhône river is where you'll find Syrah. [Northern Rhône](#) Syrah offers a much more savory profile with notes of black olive, plum, and dried green herbs. Look for St. Joseph and Crozes-Hermitage.

**Grenache-Syrah Blend:** The [Southern Rhône](#) is famous for its blends of primarily Grenache, Syrah, and Mourvèdre. Wines exude ripe raspberry, plum and dried lavender with a smoky overtone. The Côtes du Rhône Villages, including Vinsobres, Vacqueyras, Gigondas, and Rasteau, are all quite worthy. The most sought after wineries are mostly found in the sub-region of Châteauneuf-du-Pape.

**Marsanne Blend (white):** A very small percentage of the Southern Côtes du Rhône area is dedicated to white wines, made with the regional varieties of Marsanne and Roussanne. This bolder white is the gestalt of fine Chardonnay with notes of lemon, beeswax, and apricot.



**Riesling:** A dry style of Riesling that is quite refreshing as it is haunting with its sometimes smoky aromas. All [51 Grand Cru vineyards](#) specialize in this grape.

**Pinot Gris:** A sweeter style of Pinot Gris that explodes with apricots, limes, and honeyed richness.

**Gewürztraminer:** One of the most aromatic wines on the planet with notes of rose water, lychee, and perfume. Wines are richer in style, taste just off-dry (although most are dry) and are best enjoyed within a year or two of release.

**Sparkling Alsace:** Crémant d'Alsace is made in 2 styles, a white made with mostly Pinot Gris and Pinot Blanc which gives it a sweetish apricot kick and a rosé style made with 100% Pinot Noir that offers raspberry and cherry notes with creamy bubble finesse.

**Sparkling Blanc de Blancs:** Blanc de Blancs or “white of whites” is made with 100% Chardonnay grown in Champagne. Wines offer apple, lemon, and beeswax notes with crisp acidity and creamy bubbles.

**Sparkling Blanc de Noirs:** Made with the two red grapes of Champagne (Pinot Meunier and Pinot Noir), Blanc de Noirs or “white of blacks” produces wines with more body and notes of white cherry, mushroom, lemon, and raspberry.

**Sauvignon Blanc:** A lean and herbal style of Sauvignon Blanc with flavors of thyme, lime peel, honeydew melon, and grass. Wines are labeled [Sancerre](#), Pouilly-Fumé, Touraine, Reuilly, Quincy and Cheverny (for classic 100% Sauvignon Blanc).

**Chenin Blanc:** In the middle [Loire Valley](#) is where you'll find awesome Chenin Blanc wines that range in style from dry to sweet and still to sparkling. Flavors range from delicate notes of flowers and apricots from Vouvray and Montlouis-sur-Loire, to rich applesauce-like flavors from aged Savennières.

**Muscadet (white):** The perfect white for shellfish, clams, and mussels hailing from the western maritime region of Nantes in the Loire. Wines are bone-dry with subtle notes of sea shell, lime, green apple, and pear skin. [Muscadet Sèvre et Maine](#) is the most popular appellation for Muscadet.

**Cabernet Franc:** A very herbaceous and rustic style of Cabernet Franc with spicy notes of bell pepper, tart red cherry, and gravelly minerality. Look for wines labeled as Chinon and Bourgueil.



**Left Bank Red Bordeaux:** A bold, dry red using Cabernet Sauvignon and Merlot in the blend, with flavors of black currant, graphic, mint, and gravelly-tobacco notes. This is a more rustic style of Cab-Merlot that's known to age well for 20+ years.

**Right Bank Red Bordeaux:** A slightly softer, rustic red made with mostly Merlot and Cabernet Franc, with flavors of black cherry, tobacco, and mint. Look for wines from Pomerol, Saint-Émilion, and Fronsac.

**White Bordeaux:** Less than 10% of the region's production is dedicated to [White Bordeaux](#) which is a zippy blend of Sauvignon Blanc and Sémillon. Wines offer up pink grapefruit, green melon, and beeswax notes. Entre-Deux-Mers and Pessac-Léognan offer great examples.

**Sauternais (sweet whites):** An intensely sweet white wine. The Sauternais appellations include Sauternes, Barsac, Cérons, and Cadillac among others.

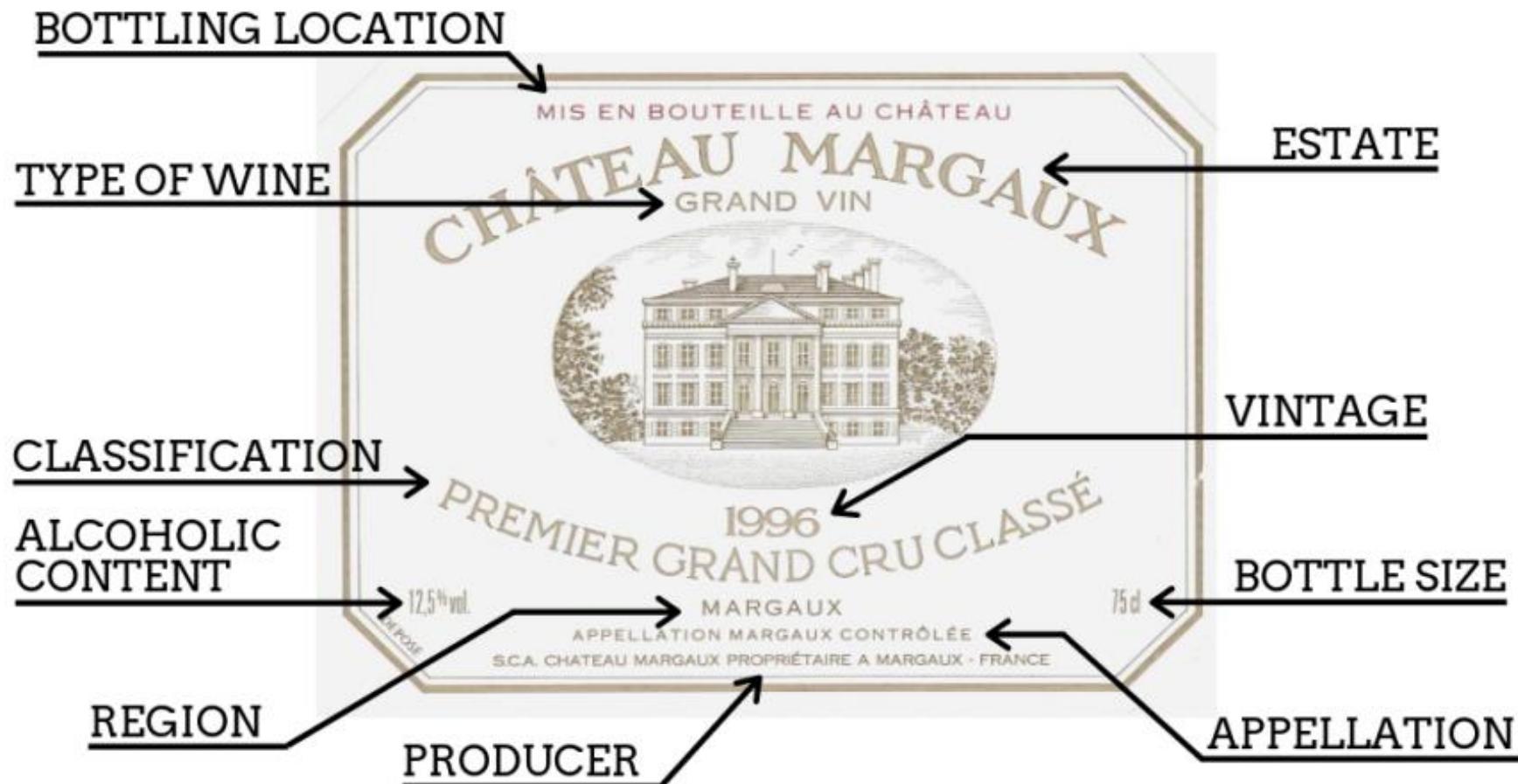
**Rosé:** The most productive region for rosé in all of France (if not the world), Provence delivers boatloads of delicate, onion-skin colored dry rosé wines with notes of strawberry, watermelon, and crunchy celery. Check out [Côtes de Provence](#) for great quality.

**Mourvèdre:** The tiny [region of Bandol](#) produces a deeply black red wine with notes of black plum, roasted meats, and Provençal herbs. Wines easily age for 10–20 years.

**Grenache Blend:** The [Languedoc-Roussillon](#) regions excel at blended red wines, which include varieties like Grenache, Syrah, Mourvèdre and Carignan. Imagine bold red raspberry, licorice, and grilled plum with a somewhat herbal oregano kick.

**Carignan:** One of the most underrated red grapes of the Languedoc-Roussillon, [Carignan](#) offers up notes of dried cranberry, raspberry, licorice, and cured meats.

# Understanding French Wine Labels



# Italy

*2,000 Indigenous varieties  
4,000 year old wine regions  
Lots of traditional methods  
Largest wine producing country*





## Sangiovese

– Italy's champion red variety, Sangiovese, [goes by many names](#). You've probably heard of a few of them:

[Chianti](#)

[Brunello di Montalcino](#)

Vino Nobile de Montepulciano

This grape grows all over Italy and because of this, you'll notice that Sangiovese wines vary widely from one region to the next. In Tuscany, you can find very earthy Sangiovese wines with black cherry notes and bold tannins, and in Southern Italy, around Campania, you can find lighter Sangiovese wines tasting of strawberries and roses with medium tannins.

## Nebbiolo

– [Piedmont's](#) most [well respected red wine](#) is actually quite tiny in terms of how much exists in the world. Just so you have a relative comparison, there are nearly 50 times more Cabernet Sauvignon grapes planted in the world than Nebbiolo. Nebbiolo has many regional names and styles:

Barbaresco

Barolo

Valtellina

Ghemme

Gattinara

Nebbiolo from the hotter growing areas can be very bold, tannic, and long-lived, as is [the case with Barolo](#). In the north, as with Ghemme and Gattinara, Nebbiolo can be quite delicate and tart in taste, smelling of roses and Bing cherries.

## Valpolicella Blend

**Drink By:** Varies by [style of Valpolicella](#).

**22,000 Acres – Veneto** – Varies on Style. A blend of Corvina, Molinara, and Rondinella.

This signature blend of grapes makes everything from Veneto's tart and simple *Valpolicella Classico* to the [highly prized Amarone wines](#) – a wine made by partially dehydrating Valpolicella grapes to increase the intensity of the resulting wine.

## Pinot grigio:

Pinot grigio originated in [Burgundy, France](#), as [pinot gris](#), but it now grows extensively in northern Italy—especially in the Friuli-Venezia Giulia region. [Pinot grigio varietal wines](#) tend to be light and crisp.

## Glera:

Glera is a white wine grape variety most famous for its use in [prosecco](#), [the sparkling white wine](#) that is Italy's answer to Champagne. Friuli-Venezia Giulia and Veneto are the only two regions that can legally produce prosecco, which must be made with at least 85 percent glera.

## Trebbiano

aka Ugni Blanc. Trebbiano is Italy's most planted white wine grape and is the same grape used to make Cognac and Balsamic Vinegar. Trebbiano is found as a blend in white wines all over Italy. It's called Orvieto DOC in Umbria.

## Northern Mediterranean Coast

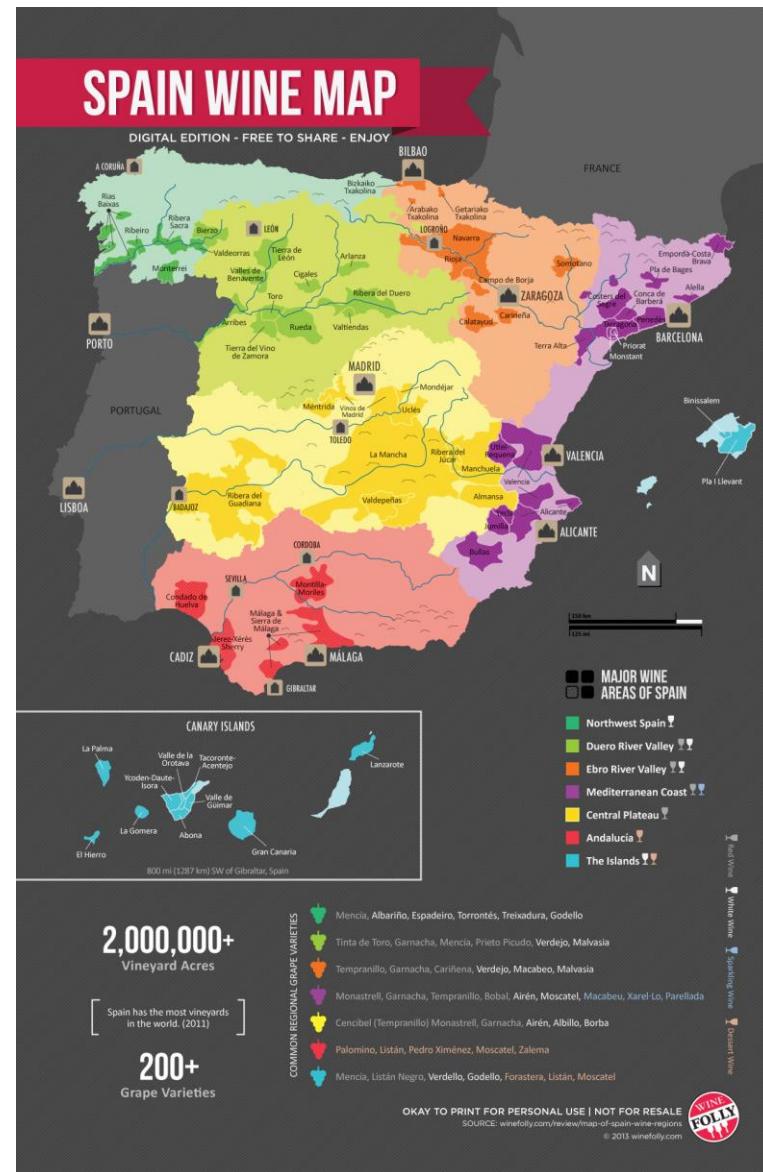
Many grapes grow well in Catalunya because of the many unique microclimates from coast to inland hills. Along the coastline, [Cava is the reigning queen](#). Cava is Spain's answer to Champagne. However, instead of using the same ol' French grapes, they incorporate indigenous ones which make for savory wines with finesse.

## Ebro and Duero River Valleys

Regions to Know: Rioja, Ribera del Duero, Toro, Rueda, Cariñena

Key Grapes: Tempranillo, Garnacha, Carignan, Verdejo, Viura

The Ebro and Duero River Valleys produce some of Spain's most noteworthy Tempranillo wines. In Rueda, there grows an exceptional, minerally Spanish white wine grape [called Verdejo](#).



## Northwest “Green” Spain

Regions to Know: Rías Baixas, Ribeira Sacra, Bierzo, Txakolina

Lush green valleys in the mountains lead to cities along the water where the cuisine includes lots of fresh fish.

[Albariño is the champion](#) grape of Rías Baixas, found in the extreme Northwest of the Spanish wine map. Expect to drink mineral-driven, zesty white wines along with a few tart, elegant and aromatic red wines [made with Mencía](#).

## Andalucía

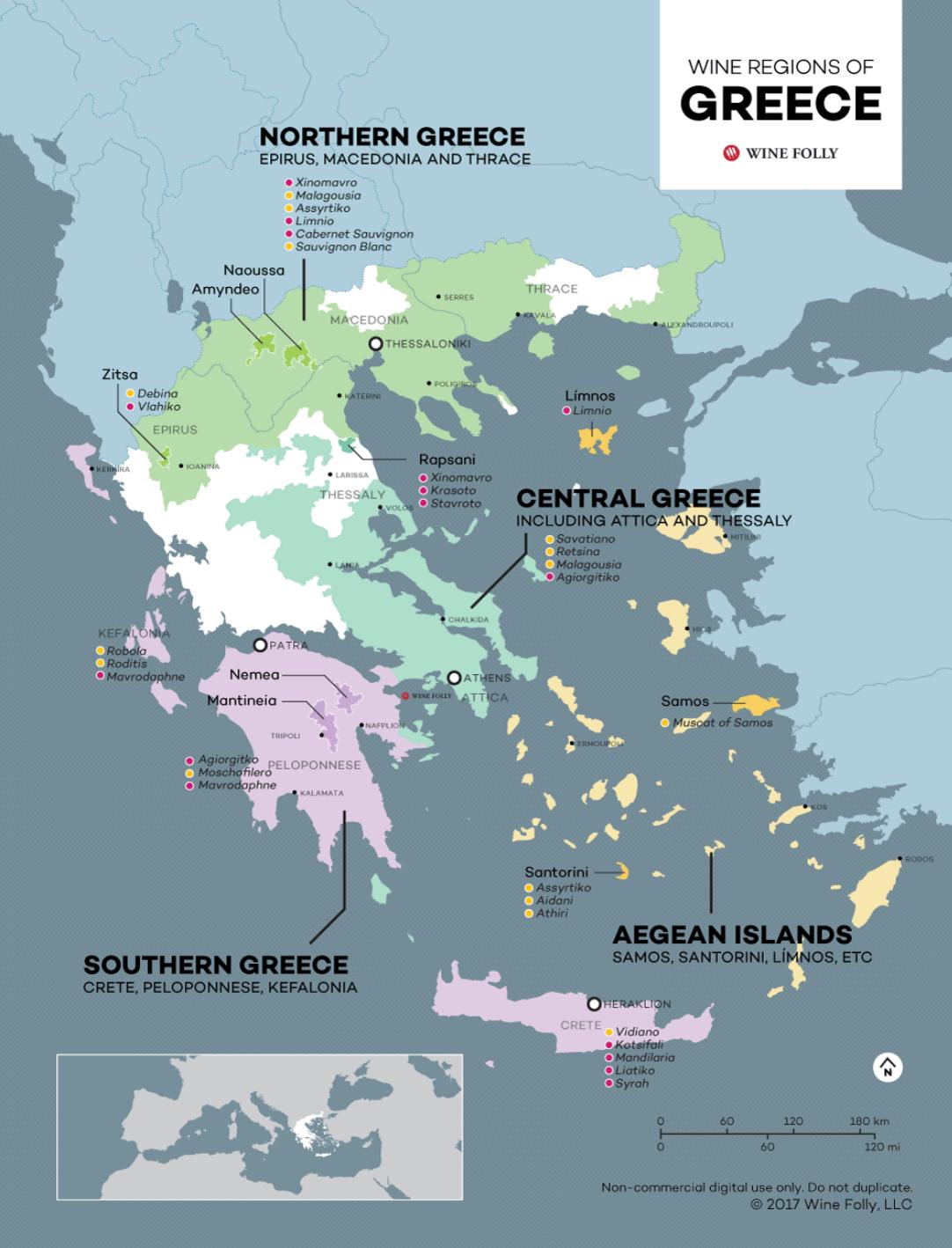
Andalucía is most famous for Sherry. The Sherry wines everyone ought to try are those on the dry side, including [Manzanilla](#) and [Amontillado](#).

Montilla-Moriles on the other hand, produces one of the sweetest wines of them all. It's called “PX” and it's made from Pedro Ximénez grapes. An aged PX, like those from [Bodegas Toro Abala](#), is sweet enough to be poured over ice cream.

# Greece



- One of the oldest wine growing regions
- Incredible value
- Unique Varietals
- Very diverse styles of wine



Greece can essentially be divided up into four primary climatic zones:

## Northern Greece – Wet: Epirus, Macedonia and Thrace

Aegean Islands – Arid: Mediterranean Islands (Santorini, Samos, Límnos, etc.)

# Central Greece – Modulating Mediterranean: Central Greece, Thessaly, and Attica

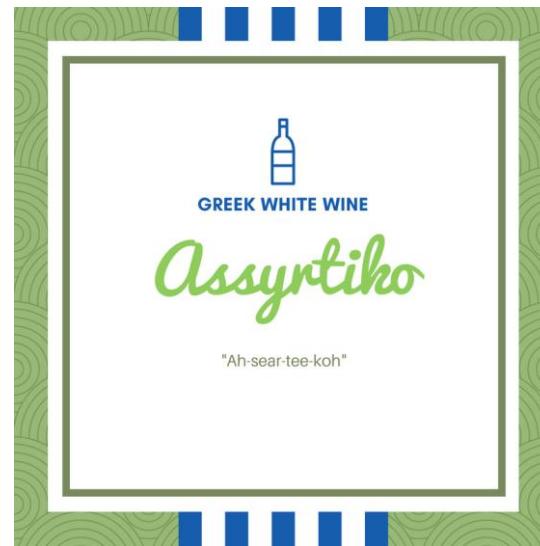
## Southern Greece – Stable Mediterranean: Crete Peloponnese, and Kefalonia



a lovely dry, aromatic white wine with flavors of peach, potpourri, and sweet lemon.



Savatiano offers flavors of sweet honeydew, green apple, and lime with tingling acidity, akin to [Chablis](#).



This is a lean white wine with passion fruit, flint, and lemon flavors, subtle bitterness, and saltiness on the finish.



almost like a cross between [Viognier](#) and [Chardonnay](#), with peach, lime, and orange blossom and lemon oil



GREEK RED WINE

## Xinomavro

"Keh-see-no-mav-roh"

Xinomavro is being hailed as "The Barolo of Greece," dark cherry fruit, licorice, allspice, and subtle tomato notes with high-tannin and medium-plus acidity.



GREEK RED WINE

## Agiorgitiko

"Ah-your-yeek-tee-koh"

a well-known wine from Nemea, a region in Peloponnese. These red wines are full-bodied with flavors of sweet raspberry, black currant, plum sauce, and nutmeg with subtle bitter herbs



GREEK RED WINE

## Rapsani

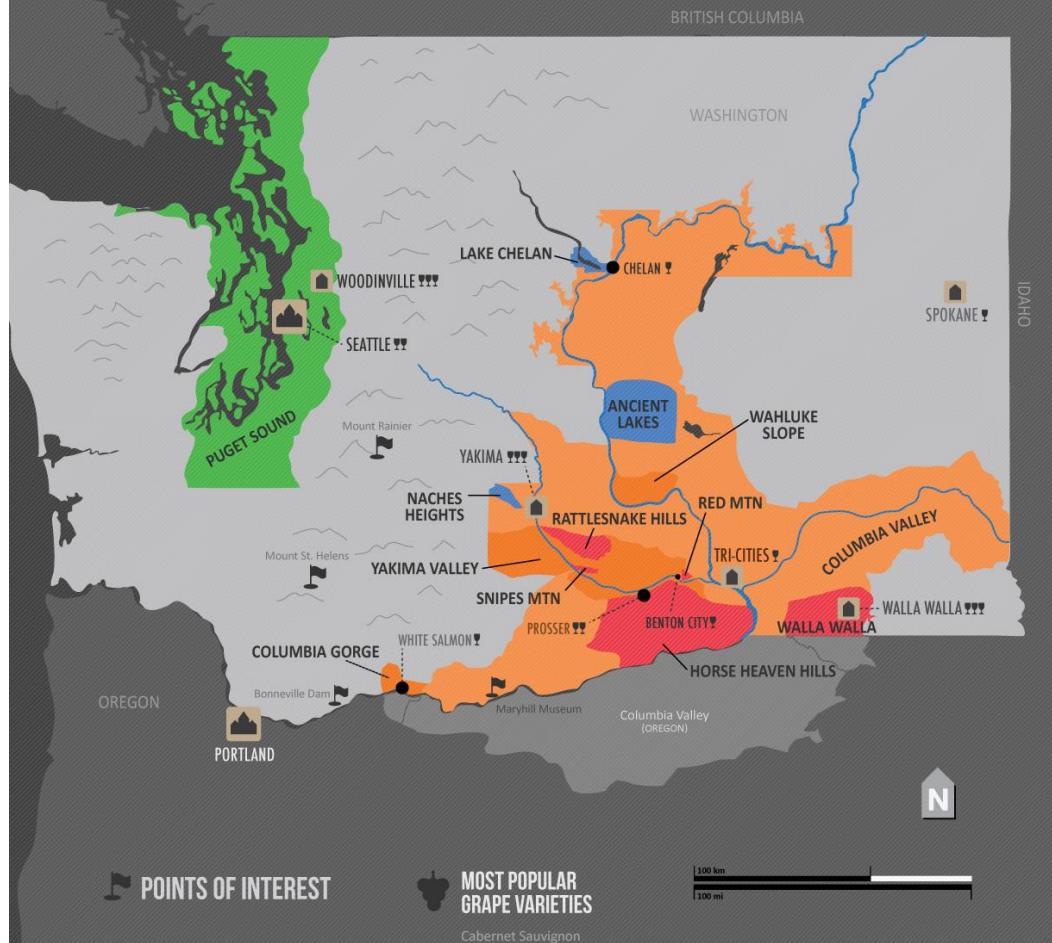
Xinomavro-Krasato-Stavroto Blends

Blended wines are typical, with a dominance of Xinomavro and spicy flavors of raspberry, anise, fennel, cherry, and occasionally olive or tomato.



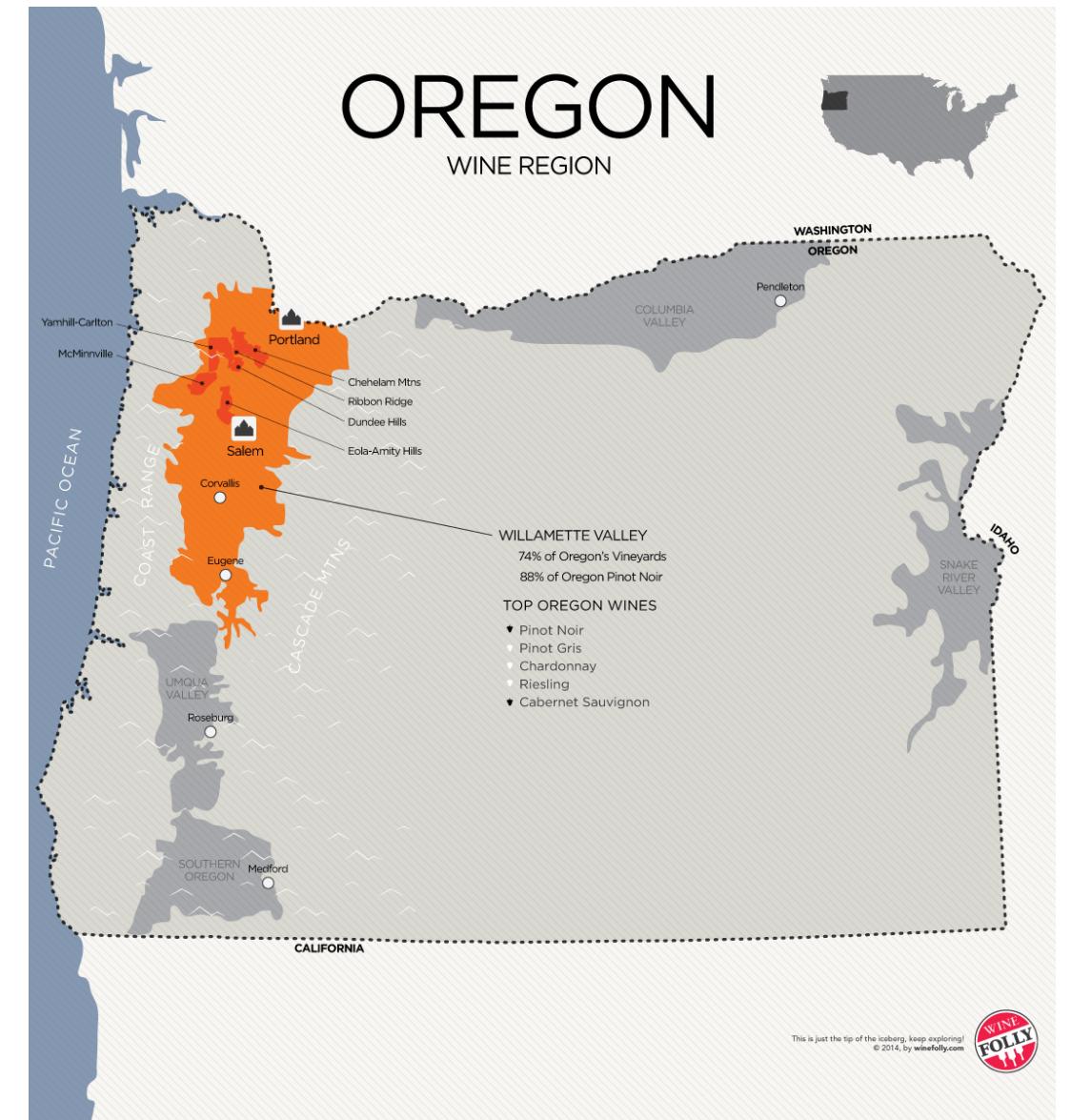
# WASHINGTON WINE MAP

DIGITAL EDITION - FREE TO SHARE - ENJOY



# OREGON

WINE REGION

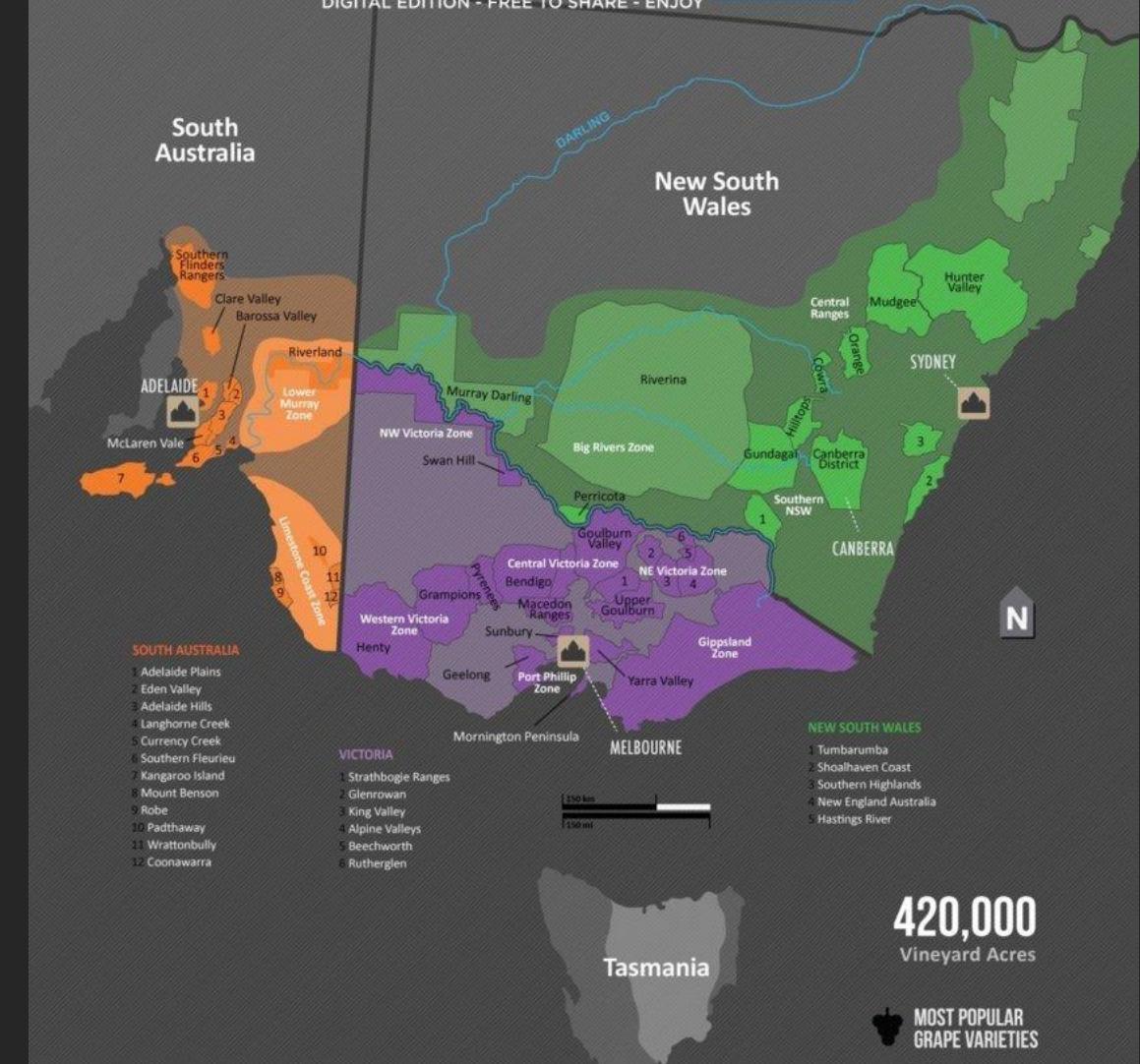


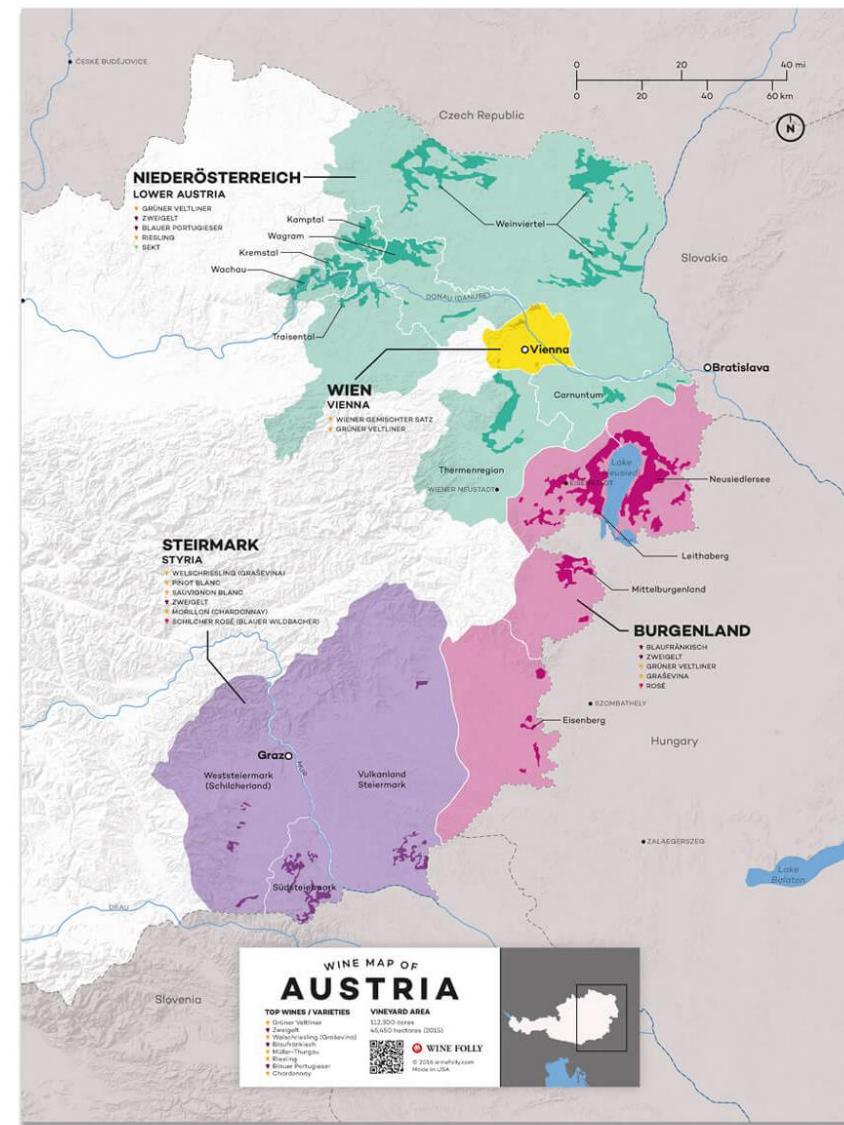
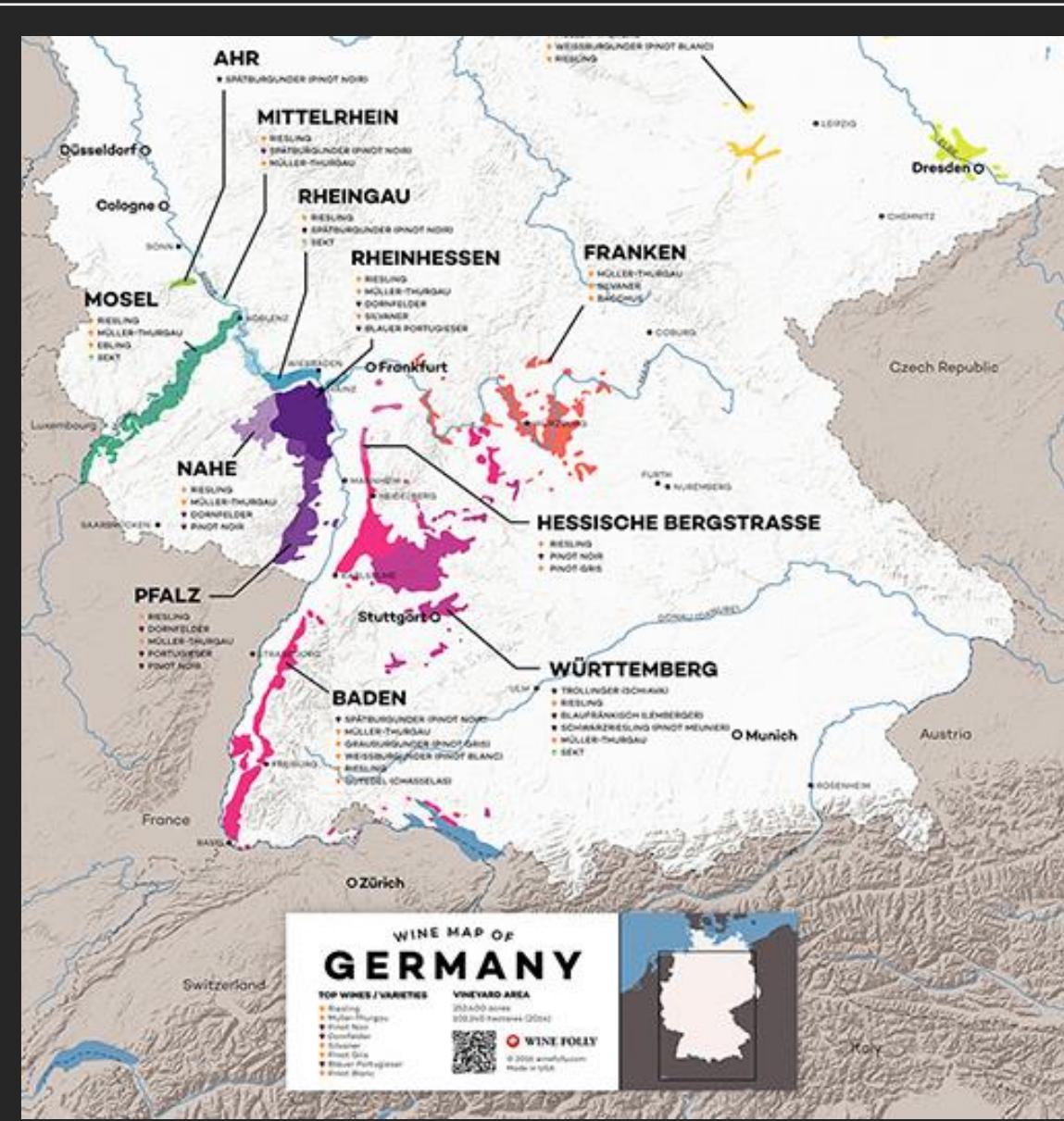
# NEW ZEALAND WINE REGIONS



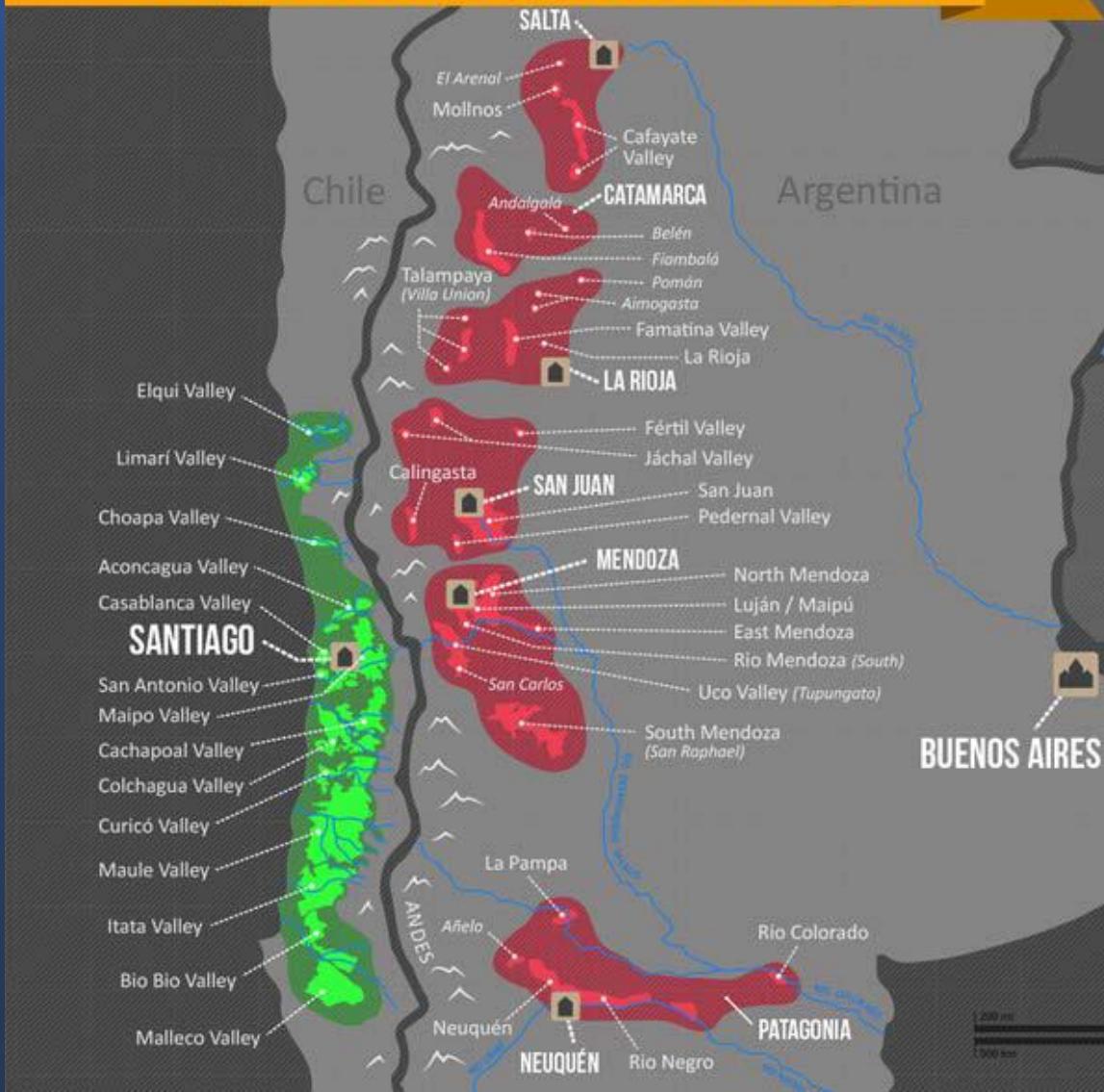
## AUSTRALIA WINE MAP

DIGITAL EDITION - FREE TO SHARE - ENJOY





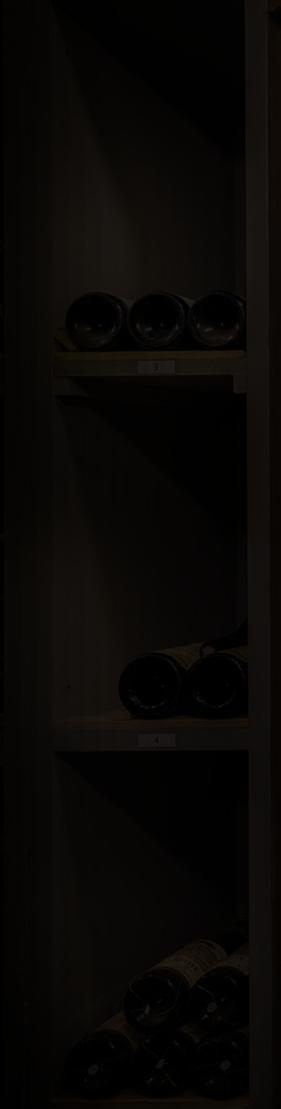
# SOUTH AMERICA WINE MAP



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“Whether we are drinking the titans that paved the way for modern wine or a wine from a first generation grower bursting with passion, all wine has the potential to be enjoyed by the people it brings together.”

— Jason Howick  
Head Sommelier



Stemware should be...

- Polished to be free of fingerprints and especially water marks
- Room temperature. Not hot or warm
- No lipstick on the rim
- Placed at the 11 o'clock to the water glass

Pour sizes for our BTG Wines

- 5oz for Red, whites, rose, and sparkling
- 3oz for all dessert wines



# Stemware



All Purpose Glass  
-BTG wines  
-Most white  
wines  
-Rose



Bordeaux Glass  
-Cabernet Sauvignon  
-Merlot  
-Malbec  
Cabernet Franc



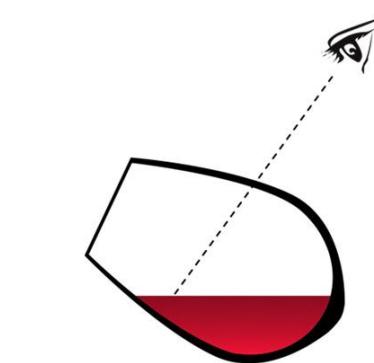
Burgundy Glass  
-Pinot Noir  
-Sangiovese  
-Nebbiolo  
-White Burgundy



Flute  
-Sparkling wine  
-Champagne  
-Prosecco



Dessert Wine Glass  
-Port  
-Sauternes  
-Sweet wine



LOOK



SMELL



TASTE

 WINE FOLLY



THINK

## ACIDITY

A natural component of grapes that helps the wine achieve balance and structure, also called tartness. Too much creates sharpness; too little leads to wines that are dull and flat.

## AROMA

The smell of a young wine or of the grapes used to make the wine, also called bouquet.

## BALANCE

A wine is in balance when the acidity, tannins, alcohol, sweetness and oak (if any) come together in harmony.

## BODY

The feeling of substance a wine forms in the mouth, also called mouthfeel. Described in terms of weight, fullness or texture.

## COMPLEX

A very good balance with distinctive layers of aromas and flavors.

## CORKED

Wine that has been affected by cork taint, caused by a mold in cork bark that gives the wine an off flavor.

## DRY

The opposite of sweet, with less than 0.5 percent residual sugar.

## EARTHY

The smell of earth or soil present in a wine.

## FINISH

The length of time a wine's aftertaste lingers on the tongue.

## FLORAL

The aroma of flowers in a wine, usually a white wine.

## GRASSY

An herbaceous aroma in a wine.

## GREEN

Clean, grassy or herbal flavors, often attributed to young white wines.

## JAMMY

Rich, concentrated fruit flavors, often applied to California Zinfandel and Australian Shiraz.

## MINERALLY

An aroma reminiscent of stones, chalk or mineral-laced soil in a wine, usually white, often thought to be the taste of a wine's terroir.

## OILY

A rounded, viscous feeling on the palate, commonly found in oak-aged Chardonnays.

## RICH

Great depth of fruit and a powerful, long finish.

## SPICY

The impression of a spice like pepper or anise, perceived through the nose as an aromatic element.

## TANNIN

An astringent substance that comes from both grape skins and oak barrels and causes a dry, puckering sensation in the mouth.

## TERROIR

The influence of every aspect of a vineyard site, including the soil, sun exposure, wind direction, vineyard microclimate and other natural elements on the wine when it is brought together with the human element. Also referred to as a wine's sense of place.

## TOASTY

A toasted, nutty, smoky aroma in a wine, which comes from aging in oak.

## YEASTY

An aroma of bread or bread dough, common in many sparkling wines and some still whites.

# Wine Books

- Windows of the World by Kevin Zraly
- Wine Folly by Madeline Puckette
- Wine: A Tasting course by Marnie Old
- Wine Simple by Aldo Sohm
- Beyond Flavor by Nick Jackson MW
- A Sommelier's Atlas of Taste by Raj Parr