

## **sud. circle release #20, March 2023**

We weren't inspired to do a release based on the wines of South America because we like big Argentine Malbec, or cheap Chilean Sauvignon Blanc. There's a market for those things, but what compels us more is the people, stories and wines on the fringes. The forgotten grapes, growing along the road on long drives through lonely hills, under the watchful gaze of the Andes. The quiet families toiling on a patch of earth sacred to their lineage.

A piece of land, however small, can contain holy power. In the wine world, it's felt in places like La Tâche in Burgundy or Diamond Creek's Lake Vineyard in Napa Valley. That power doesn't just come from the fact that grapes are planted there. We slowly give power to those pieces of land, whether it's over two generations or two hundred. Through the vines planted on it, the land speaks its name. If we're smart and sensitive enough, we learn how to listen. In places like Burgundy, they've had a few thousand years of practice hearing what the land has to say, but the rest of the world is still learning how. We've sought out people who are pioneering new holy ground, and faithfully interpreting that land.

One of the wines in this box is made by a real terroir whisperer. Pedro Parra spends his life among vines all over South America and the world. He's hired for his geology and terroir PhD, but he goes beyond that to teach others how to listen to their land, wherever it may be. To get out of the way and amplify the music of the earth. The other wines in this box are made by similar vine prophets—voices crying in the wilderness. They're going against the grain of commercial, commoditized wine to let vines and their grapes speak with clarity and volume.

People like Pedro Parra and Derek Mossman may be the Chilean voices most associated with great vineyard discovery, but Matias Riccitelli, German Massera and Sebastian Zuccardi are on a similar journey over the Andes in Argentina. These vigneron have resurrected forgotten old varieties, like the Bequignol in this release. More of this grape is planted in Argentina than in its homeland of France! Some of these old vineyards are in danger of being bulldozed or replanted with rows of cheap Cabernet. That destructive impulse is held in check by winemakers and oenologists. They believe in a vineyard and the importance of what it has to say. It'd be a shame if someone decided that a potential La Tâche was better off as a Panera, and never gave a vineyard plot the chance to really show us what it can do.

By drinking these wines, we're legitimizing the preservation of old vineyards and their history. We're even taking part in writing the modern story of South American wine by voting with our palates for things that are honest and transparent. So keep drinking well. It's making a difference.

For this release we partnered with Pilar Hernandez, a Chilean cookbook author and chef living in Seattle. Her recipes are *incredible* and we've already made several of them. Included is a booklet with six of them, paired to the wines from this release. The Lomito sandwiches are the real deal.

South America's other famous crop is coffee. Please enjoy this small pouch of coffee from our friends at Camber. This Bellingham-based roaster is at the vanguard of ethically-sourced, high-quality coffee and we've worked with them to select a special Colombian single origin coffee. You can now drink your Crunchy Red Fruit in the morning, too. As always, thank you for your support.

Sincerely,  
Jackson, Gretchen, Kelsey  
the Crunchy Red Fruit team