## Wine Spirits

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LACTOLX, Nick's Italian Cafe

## CABERNET SAUVIGNON

America's thirst for cabernet has remained remarkably consistent, while the demand for most other varieties has waxed and waned in the past two decades. This year cabernet accounted for 13.8 percent of the most popular restaurant wines, compared to 16.6 percent last year, an erosion likely due to a surge in imported wines in the poll responses. But anecdotally, wine buyers at numerous restaurants reported that the demand for cabernet remained strong.

The most popular cabernet this year was Jordan from Alexander Valley, a brand that regularly lands in the top spot, followed closely by Caymus, which shot to the top of the cabernet list last year as diners gravitated to that wine's rich, ample style.

For Bordeaux affordable enough to sell in any volume, wine buyers told us they found more success this year with merlot- and franc-dominant Right Bank wines, though Raj Vaidya at Daniel in NYC listed the 1997 Potensac from the Médoc (around 40 percent cabernet) as his biggest new success: "It's not a grand château, not a complex wine, but it's priced in a sweet spot. We picked up a ton of cases and blew through it."

Many wine buyers reported that the market for high-end California cabernet remains strong. At *Binkley's* in Phoenix, one of Rob Sargent's top ten wines was the 2012 Odette, a new single-vineyard project in Stags Leap—he sold bottle after bottle at \$280. Ambitiously priced cabernets also moved by the glass, many sommeliers said. When Tonya Pitts of San Francisco's One Market served the '89 Caymus Special Selection at \$75 a glass, the bottle didn't last a week.

To a large extent, however, sommeliers report that high-octane cabernets are on the wane. "We try to have those iconic names on the higher end: Dunn, Araujo, producers that are making benchmark styles of wine. We're not offering that [overextracted] style anymore," says Haley Guild Moore of Town Hall in San Francisco. And Raphael Ginsburg of Ai Fiori in New York sold plenty of the 2012 Frog's Leap Rutherford Cabernet: "It's more herbaceous and restrained, and I was concerned it wouldn't have broad appeal, but I underestimated people's palates; they don't always need the richest thing."

Given cabernet's strong performance at so many restaurants, why did it have a somewhat weaker showing in this year's poll? Ben Teig of Redbird in Los Angeles offers a generational explanation: "The 'millennial' kids, they're coming in and asking, 'Do you have wine from Jura? Do you have grüner? Do you have any nebbiolo that I can afford?' They don't want to drink cabernet, especially from the New World. And definitely not Napa, because that's what their parents drink."

## MOST POPULAR CABERNET SAUVIGNONS

Rank	Brand	Bottling	Avg. Price
1	Jordan Vineyards	Alexander Valley	5114
2	Caymus Vineyards	Napa Valley	\$159
3	Silver Oak Wine Cellars	Alexander Valley Napa Valley	\$155 \$197
4	Justin	Paso Robies Paso Robies Isosceles	\$67 \$110
5	Louis Martini Winery	Sonoma County Alexander Valley Reserve	\$50 \$60
6	Ladera Vineyards	Napa Valley	\$7.
7	Stag's Leap Wine Cellars	Napa Valley Artems Stags Leap District Fay	\$11 \$19
8	Columbia Crest	Horse Heaven Hills H3 Columbia Valley Grand Estates	\$3 \$3
9	Faust	Napa Valley	\$11
10	Heitz Wine Cellars	Napa Valley	\$10
11	Franciscan Estate	Napa Valley	\$6
12	Avalon	California Napa Valley	\$3 \$4
13	Stags' Leap Winery	Napa Valley Stags Leap District The Leap	\$7 \$11
14	Frog's Leap Winery	Napa Vailey Rutherford Estate	\$7 \$11
15	Darioush	Napa Valley	\$18
16	Duckhorn Vineyards	Napa Vailey	\$12
17	Honig	Napa Valley	\$8
18	Oberon	Napa Valley	\$6
19	Frank Family	Napa Valley	\$10
	Hess Collection	California Hess Select	\$3

21	J. Lohr	Paso Robies Seven Oaks	\$37
	Pied à Terre	Napa Valley	\$52
	Joel Gott	Napa Valley Napa Valley Blend No. 815	\$39 \$33
24	Cakebread Cellars	Napa Valley	\$144
25	Chateau Ste. Michelle	Columbia Valley Indian Wells	542
26	Educated Guess	Napa Valley	\$58
27	Round Pond	Napa Yalley Kith & Kin Napa Yalley	\$66 \$123
28	Chappellet	Napa Valley Mountain Cuvee Napa Valley Signature	\$54 \$150
29	Chateau Montelena	Napa Valley Napa Valley Caisstoga Cuvée	\$100 \$98
30	Robert Sinskey Vineyards	Cameros Napa POV	\$8.
	Smith & Hook	Central Coast	\$5
32	Alexander Valley Vyds.	Alexander Valley	\$4
22	Chiarello Family Vineyards	Napa Valley Bambino	\$7
33	Corison	Napa Valley	\$13
35	Nickel & Nickel	Dakville CC Ranch Rutherford Napa Valley Quicksilver Vineyard	\$20 \$14
36	Amapola Creek	Sonoma Valley	\$9
37	Newton Vineyard	Sonoma County Red Label	S8
	Simi Winery	Sonoma County	\$5
	ZD Wines	Napa Valley	59
40	Fisher Vineyards	Napa Valley Unity	\$7