

## ANNUAL RESTAURANT POLL cabernet sauvignon

"I GET AS EXCITED ABOUT ESOTERICA as much as the next guy does, but I have to make sure that there is a really good selection of California cabernet since that's what my guests want," says Dana Farner of *Cut* in Beverly Hills. People did indeed want cabernet this year: it regained the top position among most popular restaurant wines, after three years of falling behind pinot noir. It wasn't just a steakhouse pour, either. "Given my restaurant and the high percentage of seafood dishes we sell, I'm always surprised by the amount of cabernet that moves," comments Chris Bradford of L.A.'s *Crustacean*.

Many headed toward Napa and Sonoma standouts like Jordan, Silver Oak and Caymus. With cabernet's desirability on an upswing, Tonya Pitts at San Francisco's *One Market* noticed that more guests were asking for older vintages, and she ended up selling a lot of the 1998 Dunn Howell Mountain. Other sommeliers also reported that older vintages of Napa cabernet were selling well, from 2003 Corison by the glass to seriously old bottles from the likes of Heitz and Inglenook.

Bordeaux was more of a mixed bag—sometimes hot, sometimes cold. Jeff Hagley of Atlanta's *Resto* explains, "I've seen a lot of Bordeaux in the past few years, but it's not as popular as it once was. I think it's because of the price. It's just not as accessible as it used to be."

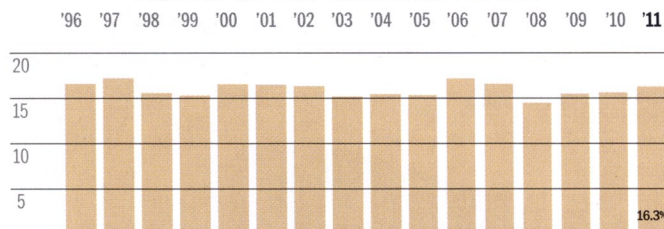
The average price of a bottle of cabernet rose in sync with its popularity to \$88, edging on the high-water mark of \$90 set in 2006.

### CABERNET SAUVIGNON SHARE OF POINTS & AVERAGE PRICE

by Country	% Share of Points			Avg. Price		
	'09	'10	'11	'09	'10	'11
America	95.0%	92.1%	93.0%	\$80.01	\$82.44	\$88.28
France	1.9	5.7	2.6	91.00	78.50	101.90
Chile	1.8	1.2	1.8	34.20	42.20	28.25

by Appellation	% Share of Points			Avg. Price		
	'09	'10	'11	'09	'10	'11
Napa Valley	56.2%	54.4%	59.1%	\$90.79	\$93.90	\$99.10
Sonoma	14.6	20.9	20.0	85.27	75.89	79.80
Washington	6.9	5.9	3.9	65.48	53.72	76.20
Bordeaux	1.9	5.1	2.6	91.00	81.73	108.10
Margaux	0.2	0.6	0.4	225.00	70.00	105.00
St-Julien	0.0	1.0	0.2	-	116.33	143.00
Pauillac	0.4	0.6	0.4	63.00	97.00	145.00
St-Estephe	0.1	1.0	0.1	85.00	95.00	60.00

### CABERNET SAUVIGNON AS A % OF TOP-SELLING WINES



### MOST POPULAR CABERNET SAUVIGNON

Rank	Pts.	Winery	Bottling	Avg. Price
1	97	Jordan Vineyard & Winery HEALDSBURG, SONOMA CTY., CA	Alexander Valley Estate	\$106
2	60	Silver Oak Wine Cellars OAKVILLE, NAPA VLY., CA	Alexander Valley	\$130
3	60	Cakebread Cellars RUTHERFORD, NAPA VLY., CA	Napa Vly. Howell Mountain Dancing Bear Ranch	\$158 \$248
4	48	Caymus Vineyards RUTHERFORD, NAPA VLY., CA	Napa Vly.	\$145
5	48	Stags' Leap Winery NAPA, NAPA VLY., CA	Napa Vly. Stags Leap District The Leap	\$95 \$90
6	44	Stag's Leap Wine Cellars NAPA, NAPA VLY., CA	Napa Vly. Artemis	\$105
7	40	Franciscan Oakville Estate RUTHERFORD, NAPA VLY., CA	Napa Vly. Oakville Estate Rutherford	\$57 \$73
8	34	Duckhorn Vineyards RUTHERFORD, NAPA VLY., CA	Napa Vly. Napa Vly. Decoy	\$91 \$83
9	33	Heitz Wine Cellars ST. HELENA, NAPA VLY., CA	Napa Vly.	\$95
10	33	Nickel & Nickel RUTHERFORD, NAPA VLY., CA	Napa Vly. Kelham Vineyard Yountville State Ranch	\$130 \$135
11	28	B.R. Cohn GLEN ELLEN, SONOMA CTY., CA	Sonoma Silver Label Sonoma	\$53 \$66
12	28	Rodney Strong Vineyards HEALDSBURG, SONOMA CTY., CA	Alexander Valley Sonoma Reserve	\$49 \$68
13	24	J. Lohr Winery CALISTOGA, NAPA VLY., CA	Paso Robles Seven Oaks	\$200

**11 28 B.R. Cohn**  
GLEN ELLEN, SONOMA CTY., CA

**Sonoma Silver Label**  
Sonoma

**\$53**  
**\$66**

16	20	Alexander Valley Vineyards HEALDSBURG, SONOMA CTY., CA	Alexander Valley	\$41
17	20	Grgich Hills Cellar ST. HELENA, NAPA VLY., CA	Napa Vly.	\$106
18	20	Rombauer Vineyards ST. HELENA, NAPA VLY., CA	Napa Vly.	\$73
19	20	Simi Winery HEALDSBURG, SONOMA CTY., CA	Alexander Valley Alexander Valley Landslide	\$51 \$85
20	18	Markham Winery ST. HELENA, NAPA VLY., CA	Napa Vly.	\$60
21	17	Freemark Abbey ST. HELENA, NAPA VLY., CA	Napa Vly.	\$66
22	16	Sterling Vineyards CALISTOGA, NAPA VLY., CA	Central Coast Vintner's Collection Howell Mountain	\$34 \$80
23	15	Frog's Leap Winery RUTHERFORD, NAPA VLY., CA	Napa Vly.	\$91
24	15	Paul Hobbs Winery SEBASTOPOL, SONOMA CTY., CA	Napa Vly. Crossbarn Napa Vly.	\$108 \$145
25	14	Honig Cellars RUTHERFORD, NAPA VLY., CA	Napa Vly.	\$86
26	14	Joseph Phelps ST. HELENA, NAPA VLY., CA	Napa Vly.	\$113
27	14	Louis Martini Winery ST. HELENA, NAPA VLY., CA	Napa Vly. Sonoma	\$49 \$32
28	14	Mt. Veeder Winery NAPA, NAPA VLY., CA	Napa Vly.	\$81
29	13	Beringer Vineyards ST. HELENA, NAPA VLY., CA	Knights Valley California Stone Cellars	\$44 \$30
30	13	Ramey HEALDSBURG, SONOMA CTY., CA	Napa Vly.	\$106
31	12	Beaulieu Vineyard RUTHERFORD, NAPA VLY., CA	Napa Vly. Rutherford	\$48 \$85
32	11	Robert Mondavi Winery OAKVILLE, NAPA VLY., CA	Napa Vly. Oakville	\$60 \$75