



Wine Talk: February 2010

The newsletter of Terroir Wines: Edition 11

Welcome to the February 2010 edition of Wine Talk, Terroir Wines' newsletter (just in time this month). We have some interesting selections this month and news of some exciting new wines about to arrive from France.

This month we release the new vintage of everyone's favourite – the Chateau Unang Blanc. This is one of the best value wines we stock – and buying by the six-pack makes it even more of a bargain!

Remember that the special packs attract a 15% discount instead of a 10% discount so if you order a special pack you really are getting a special deal (not that a 10% discount and free freight on your own selection isn't a good arrangement too)!

We're also having our first real SALE. We have a few cartons of 2007 Chateau Unang Rosé left which we are offering at a 20% discount to make room for the 2008 vintage. This delicious wine has been one of our most popular wines. These final cases are from a second shipment.

Our order form for these packs and any other wines is at the end of this newsletter. But there's no need to use the order form. Just send us an email listing the wines and packs you would like to order if that suits you better. We'll confirm the price by return email before processing your order.

Château Unang Blanc 2008 6 pack

One of our most affordable whites, which is great to drink alone but also go well with food, especially the food of summer – seafood, salads, and pickled vegetables, the dish of the season. Don't put these wines away – they are perfect for enjoyment now.

Château Unang Ventoux Blanc 2008 – 60% Clairette, 40% Roussanne (6 bottles)

The recommended retail price for this six-pack is \$120. The special price is \$102 (freight free).

Chateau Unang Rosé 2007 6 pack clearance sale – 20% off

Our stocks of the limpid, pink, savoury Grenache-based 2007 Chateau Unang Rosé have dwindled to a few remaining cases. In order to make room for the next vintage we are selling out the remaining stock at a huge 20% discount and we will send them to you freight free within Australia!

The recommended retail price for this six-pack is \$144. The special price is \$115.20 (freight free).

Natural Wines – 6 pack

Articles in the national press this week show that more and more is being written about natural wines, and last newsletter we pointed you to an article that we have published on the foodtourist.com Web site explaining the background to the natural wine movement. These are wines that are ‘alive’. They have not been doused with sulphur during winemaking, they have not been sprayed with chemicals or pumped up with irrigation or chemical fertilisers. The flavour of the soil and the taste of the fruit have not been hidden with commercial yeasts and they have not been filtered. In short – they are ‘natural’. Here we offer six good-value wines that show why we are so committed to this movement.

Domaine Saint Nicolas Fiefs Vendéens Les Clous 2008 – Biodynamically grown Chenin Blanc, Chardonnay and Grolleau Gris (see Grape Variety in this issue). A beautiful white wine for seafood.

Domaine de la Garrelière Touraine Cendrillon 2008 – 90% Sauvignon Blanc, 10% Chardonnay – 30% of the Sauvignon Blanc has spent some time in oak barrels to add complexity.

Domaine de la Garrelière Touraine Gamay Sans Tra La La 2008 – 100% Gamay and a great, lively drinking red wine made from biodynamically grown grapes.

Domaine du Moulin Cheverny Rouge 2007 – 50% Pinot Noir, 50% Gamay – a lovely red wine with only 12% alcohol and very low sulphur.

Domaine du Moulin Cheverny Blanc 2007 – 70% Sauvignon Blanc, 30% Chardonnay – a natural wine by one of the masters of the movement

Domaine Mosse Vin de Table Bois-Rouge 2007 – 25% Cabernet Sauvignon, 75% Cabernet Franc from Agnès and René Mosse, two of the leading exponents of natural wines in the Loire Valley.

The recommended retail price for this six-pack is \$171. The special price is \$145.35 (freight free).

News from Terroir Wines

New suppliers from Burgundy and south west France

We are very pleased to announce the imminent arrival of small quantities of wines from three new suppliers that we alluded to in the last newsletter. They should be in our warehouse within two weeks.

We will only have very small quantities so if you would like some it might be a good idea to let us know now because we’re anticipating they will sell out very quickly. Pricing will be available soon after the wine arrives in early March when we know the freight costs and taxes that all importers must pay on both the original cost of the wine plus the cost of getting it from the vineyard in France to the final destination in Australia.

Alice and Olivier de Moor

Alice and Olivier are well known for their pure, natural wines that they craft from small plots in Chablis, Chitry and the little known Saint Bris appellation. Their wines are highly sought-after in Paris and New York so we were delighted when they agreed to release some of their dwindling supplies for Australia.

They have been tending their organic vines near their village of Courgis for almost fifteen years now. Courgis lies north west of Dijon so it is quite a cold area leading to low yields from the vines. Both Alice and Olivier are qualified winemakers and they work together to craft these stunning wines. All the grapes are picked by hand and only natural yeasts are used to ferment the wines which are matured in oak barrels that are typically one to four years old to ensure that the oak flavours do not dominate the fruit.

The **Domaine De Moor Chablis Rosettes** is a flinty, minerally Chardonnay from their steep Rosettes vineyard which lies in the Chablis appellation. This is one of their top wines and is highly sought after.

The **Domaine De Moor Bourgogne Chitry** is made from a vineyard that lies just outside the Chablis boundary so those in the know snap up this wine as it has all the characteristics of a Chablis but at a lower price. It is a pure Chardonnay and is classified as a Burgundy Village wine (the village being Chitry).

We are particularly pleased to have been offered some of their award-winning **Domaine De Moor Bourgogne Aligoté**. Aligoté is the second white grape of Burgundy and wine made from this grape is popular locally but not seen much outside of France. In the right hands it can be a wonderful wine – and this one certainly is. We've long been fans of this grape and this wine has been receiving accolades on both sides of the Atlantic.

Domaine Fanny Sabre

Fanny Sabre is a young (mid-twenties) rising star of the natural wine movement in France. She is based in the beautiful town of Beaune which lies in the heart of Burgundy and she tends her nearby plots of land which lie in three main appellations, Beaune Premier Cru, Savigny and Pommard. Only miniscule quantities of her wine are available. She struggled to find some to send to Australia because most of her tiny production is pre-ordered by savvy wine bars in Paris. However because we transport the wine in refrigerated containers and because we represent a number of her natural wine colleagues she dug deep to help us out.

We will be able to offer small quantities of her **Domaine Fanny Sabre Savigny Blanc 2008**, the **Domaine Fanny Sabre Savigny Rouge 2008**, the **Domaine Fanny Sabre Bourgogne Blanc 2008** and the **Domaine Fanny Sabre Bourgogne Rouge 2008** for those who would like to try these full-of-life Burgundies.

Domaine D'en Ségur

One of our good customers from Victoria first brought these wines to our attention after he returned from a holiday in the Tarn region of south-west France. He asked us if we could source some for him, which we're doing, and we've added a few more cases to the order to make them available more widely. Domaine D'en Ségur is owned by Pierre Fabre who returned to his village of Lavaur north-east of the city of Toulouse in 1989. He planted a vineyard of Merlot, Syrah, Braucon and Duras (the latter two being indigenous grape varieties) along with smaller quantities of Cabernet Sauvignon and Cabernet Franc and a little Gamay. The white varieties are Sauvignon Blanc and Chardonnay from which crisp white wines of some elegance are made. All of his wines have received accolades in wine shows and from wine magazines across Europe.

We will have a few cases of their **Domaine D'en Ségur Vins de Pays des Côtes du Tarn Le Rouge 2007** which is made from Duras, Syrah and Braucon and **Domaine D'en Ségur Vins de Pays des Côtes du Tarn Sauvignon Sec 2008** made from 100% Sauvignon Blanc for those who want a very good-value wine from an area where wine is not often imported into Australia.

Southern Rhone vintage of the decade: 2007

All indications point to 2007 being the vintage of the decade in the southern Rhone including the Ventoux appellation. We are therefore delighted to release the amazingly good value Chateau Unang Rouge 2007 which we sell for \$21 a bottle. This mix of Shiraz, Grenache and Carignan is a beautiful, smooth well-made red wine with plenty of character. And, of course, if you buy 6 bottles you will get it 10% cheaper and we send it to you freight free.

Wonderful article by Randall Grahm of Bonny Doon wines

Twitter is an excellent site for sourcing useful information about wine-related topics. This week one of the people we follow 'tweeted' an article by iconoclast winemaker Randall Grahm of the famous Bonny Doon winery in California. It's the transcript of a speech he delivered at the University of California earlier this month.

Called *Why Should Terroir Matter?*, it's a thoughtful discussion about old and new winemaking practices, and it's beautifully illustrated too. Here's a short extract:

Despite the fact that on the surface, the idea of drip irrigation seems brilliant – who doesn't think that small berries aren't a great idea for red wine – I believe that this element of "control" also carries with it an unintended negative consequence, essentially infantilizing plants, restricting root systems, which means potentially less mineral uptake, and a much greater drought sensitivity, but most importantly a loss of the expression of the character of the site. It can be rather like growing grapes in flower-pots, making vines gatherers rather than hunters, the vitaceous equivalents of Chauncey Gardner, if you remember Peter Sellers in "Being There."

Judge his comments for yourself here:

<http://www.beendoonsolong.com/2010/02/why-should-terroir-matter/>

You can also read him on Twitter at the following link:

<http://twitter.com/RandallGrahm>

A word about Terroir Wines suppliers (repeated from last newsletter)

At a recent tasting one of the participants asked us why the wines were so different to the many wines he had tasted before. He commented on the freshness and the fact that they tasted 'alive'. Our answer was that we only import our wines from family-run vineyards where the people who tend the vines also always make the wine. They therefore are in control all aspects of the production to ensure that the soil is alive, the grapes are tended with care especially when being picked (no mechanical harvesters wreaking their havoc) and generally there is no use of commercial yeasts in the winemaking process. All use very little sulphur and only at the bottling stage. And, of course, most of our vineyards are certified organic or biodynamic and the rest use sustainable practices in the vineyard. Even some of the vineyards that are not certified organic maintain strict organic practices.

Grape variety of the month: Grolleau Gris

Grolleau Gris (also known locally as Groslot Gris) is a grape found in the Fiefs Vendéens appellation in Western France. Grolleau Gris is not planted very widely and is rarely seen in wines imported into Australia. Note that there is also a red variety of the Grolleau grape that is commonly used in the Loire to make Rosé wines.

It is used by biodynamic guru Thierry Michon in his lovely white wine Domaine Saint Nicolas Les Clous. Here it is teamed with an equal mix of Chardonnay and Chenin Blanc (each 45%) and Grolleau Gris makes up the remaining 10%.



French Wine Labels Explained: Domaine Daniel Chotard Sancerre

Domaine Daniel Chotard lies close to the beautiful village of Sancerre some two hours south of Paris. It is here that he makes his thrilling Sancerre Sauvignon Blanc and some beautiful Sancerre reds from Pinot Noir. We have been delighted with the reaction to these wines with many customers returning for a second, third or fourth order of these great, yet reasonably priced wines.



Sancerre lies just to the east of Bourges and very close to the Loire River as you can see from the map of France above and the map of the immediate area below. Daniel's village of Reigny, about 9 kilometres from Sancerre, is shown below as well.



Sancerre is the AOC appellation named after the beautiful village in central France

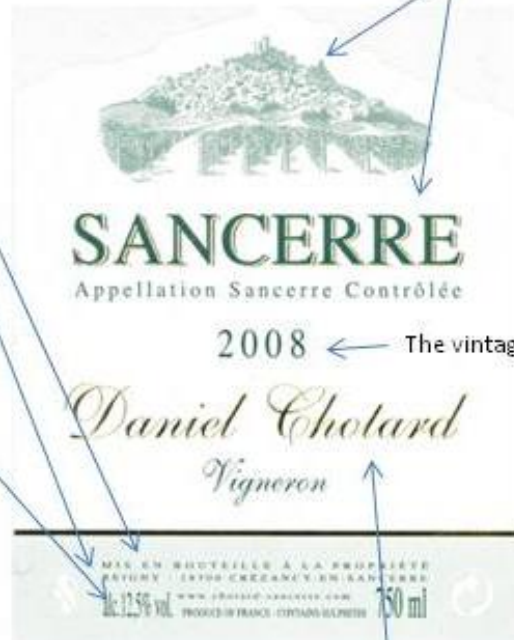
mis en bouteille à la propriété means 'bottled at the property'

Daniel's winery is in the 'hameau' or village of Reigny which lies within the commune of Crezancy

Daniel's whites, reds and rosé wines are all a sensible 12.5%

2008 ← The vintage is 2008

Daniel Chotard is the vigneron – the person who makes the wines



Order Form

Name:

Street:

Suburb: Postcode: State:

Telephone: Email:

Special - current newsletter selection	Price inc GST	Number	Sub-total
Château Unang Blanc 2008 - – 6 pack	\$102		
Chateau Unang Rosé 2007– 6 pack	\$115.20		
Natural Wines – 6 Pack	\$145.35		

Compose your own selection	Price per single bottle		
Chateau Unang Ventoux Cuvee White 2008	\$21		
Chateau Unang Ventoux Cuvee Adeline White 2006 LIMITED	\$30		
Chateau Unang Ventoux Rosé 2007	\$24		
Chateau Unang Ventoux Red 2007	\$21		
Chateau Unang Ventoux La Source Red 2006	\$31		
Chateau Unang Ventoux La Croix Red 2005	\$50		
Chateau Unang St Gabriel (Carignan) Red 2007	\$24		
Domaine de Cascavel Ventoux Cuvee le Cascavel Red 2005 LIMITED	\$23		
Domaine de Cascavel Ventoux les Amidyves Red 2004	\$32		
Domaine des Grands Devers Côtes du Rhône White 2006 LIMITED	\$25		
Domaine des Grands Devers Côtes du Rhône Red 2006 LIMITED	\$19		
Domaine des Grands Devers Côtes du Rhône Villages Valreas Red 2005	\$28		
Domaine des Grands Devers Côtes du Rhône Villages Visan Red 2005	\$26		
St Jean du Barroux Ventoux Oligocene Red 2004	\$55		
St Jean du Barroux Ventoux White 2006	\$66		
Domaine Catherine Le Goeuil Cairanne Cuvee Lea Felsch 2006	\$29		
Domaine Mosse Anjou Le Rouchefer 2007	\$51		
Domaine Mosse Anjou Rouge 2007	\$42		
Domaine Mosse Bois Rouge 2007	\$32		
Domaine Mosse Archillée Rosé 2008 LIMITED	\$35		
Domaine Mosse Savenierres Arena 2008 LIMITED	\$66		

Compose your own selection	Price per single bottle		
Daniel Chotard Sancerre Rouge 2007 LIMITED	\$37		
Daniel Chotard Sancerre Champ de l'Archer Rouge 2007	\$43		
Daniel Chotard Sancerre Blanc 2007	\$33		
Domaine Saint Nicolas Fiefs Vendéens Les Clous Blanc 2008	\$32		
Domaine Saint Nicolas Fiefs Vendéens Reflets Rouge 2008	\$32		
Domaine Saint Nicolas Fiefs Vendéens Cuvée Franc Blanc 2006	\$39		
Domaine Saint Nicolas Fiefs Vendéens Le Haut des Clous Blanc 2006	\$53		
Domaine Saint Nicolas Fiefs Vendéens Cuvée Maria Blanc 2005	\$53		
Domaine Saint Nicolas Fiefs Vendéens Cabaret Rouge 2006	\$39		
Domaine Saint Nicolas Fiefs Vendéens Cuvee Jacques Rouge 2005	\$50		
Domaine Saint Nicolas Fiefs Vendéens Le Poiré Rouge 2005 LIMITED	\$55		
Domaine Saint Nicolas Fiefs Vendéens La Grande Pièce Rouge 2004	\$70		
Domaine Stephane Guion Bourgueil Cuvee Prestige 2006	\$23		
Domaine de la Garreliere Touraine Cendrillon 2008 LIMITED	\$30		
Domaine de la Garreliere Touraine Cuvee Cinabre 2007 LIMITED	\$32		
Domaine de la Garreliere Touraine Gamay Sans Tra La La 2007	\$31		
Domaine du Moulin Cour Cheverny Les Acacias Blanc 2006 LIMITED	\$40		
Domaine du Moulin Cheverny Domaine Blanc 2008	\$23		
Domaine du Moulin Cheverny Domaine Rouge 2008	\$23		
Domaine du Moulin Cheverny Les Ardilles Rouge 2007	\$35		
TAKE OFF 10% FOR ORDERS IN MULTIPLES OF 6	Total		

Note: Please send your order to wine@terroirwines.com.au, post it to GPO Box 2160, Hobart, 7001, Tasmania or fax to 03 62247552. We will then contact you to discuss payment arrangements. You can pay by credit card, cheque or direct bank deposit. If you order wine in lots of 6 (they can be mixed) we will pay the freight charges anywhere in Australia. If freight costs apply, we'll contact you and let you know how much it will be is before processing your order.

If you pay by cheque please make the payment to Quill Australia Pty Ltd, not Terroir Wines.