



Wine Talk: November 2008

The newsletter of Terroir Wines

Welcome to the first edition of Wine Talk, Terroir Wines' newsletter. We'll use it to let you know about our special offers, new wines and wine stories we think you might enjoy.

We are a small import company specialising in wines from Europe especially from France. And what a time to start a business that involves buying from Europe and selling in Australia!!!

We travel to France often and with friends have a house in the wine village of Caromb which lies in the centre of the Cotes du Ventoux wine appellation and only a few kilometres from some of France's revered appellations like Chateauneuf-du-Pape, Gigondas, Beaufort-de-Venise, Rasteau, Vacqueyras and Cairanne.

We've sourced our first shipment from this area where we have been lucky to find some highly regarded wines even though they may not be very well known in Australia.

We have also made the tough decision to only import our wines in refrigerated containers. This adds to the price but it is just too dangerous to expose these fresh and delicate wines to the ravages of the tropical heat as they make their way by ship from France to Australia. So, our shipping agent collects the wine from each vineyard in a refrigerated vehicle and it stays refrigerated for its complete journey.

Our wines are available for ordering over the Internet and we can sell you any quantity you like from one bottle to dozen lots. If you order in 12 bottle lots we will pay for the freight within Australia.

This month's special selections

Our first shipment has arrived! To celebrate, we have put together two special samplers. The first is our 'good value' selection of a dozen red, white and rose wines from the Cotes du Ventoux and Cotes du Rhone appellations in southern France. These represent excellent value for money and include some exceptionally well-priced wines as well as some at the premium end of the market.

If you would like to order one of these special selections do so soon as we are heading back to Europe in November to talk to new suppliers – we have some very exciting wines that we hope to source for you!



The Good Value Selection

The following wines from the Cotes du Rhone and Cotes du Ventoux appellations are great value for money averaging under \$20 per bottle!

Chateau Unang Unang Cotes du Ventoux White	2
Chateau Unang Cotes du Ventoux Rose	1
Chateau Unang Cotes du Ventoux Red	2
Domaine de Cascavel Cuvee le Cascavel Cotes du Ventoux Red	1
Domaine de Caravinserrail In fine Cotes du Ventoux White	2
Domaine de Caravinserrail In fine Cotes du Ventoux Red	2
Domaine des Grands Devers Cotes du Rhone White	1
Domaine des Grands Devers Cotes du Rhone Red	1

These 12 wines are available at the special price of \$225.15 including GST. To encourage you to sample this selection of wines we will pay the freight to anywhere in Australia.

The Wine Lovers Selection

This is a sample of six of the finest wines in our shipment, that truly show the potential of this region and represent excellent value for money. In particular, the Chateau Unang Cuvee Adeline and the Domaine de Cascavel Cuvee les Amidyves are two of our favourite wines from southern France and we believe they compare very favourably with the other much more expensive wines from nearby!

Chateau Unang Cuvee Adeline Cotes du Ventoux White	1
Chateau Unang La Source Cotes du Ventoux Red	1
Chateau Unang La Croix Cotes du Ventoux Red	1
Domaine de Cascavel Cuvee les Amidyves Cotes du Ventoux Red	1
Domaine des Grands Devers Cotes du Rhone Villages White	1
Domaine des Grands Devers Valreas Cotes du Rhone Villages Red	1

These 6 wines are available at the special price of \$174.80 including GST. To encourage you to sample this selection of wines we will pay the freight to anywhere in Australia.



Grape of the month: Roussanne

If you ask people to name some white wine grapes then they invariably will mention Chardonnay and Riesling – they might even mention some of the trendy white varieties such as Albarino or Gruner Veltliner, but Roussanne, one of the most noble of the Rhone white varieties, rarely gets a run. Yet some of the finest whites from Chateauneuf-du-Pape are based partly on this grape. It can also be used in red wines from here as well in the same way as Viognier is used in the Northern Rhone to round out the powerful Syrah-based wines.

Roussanne is thought to be native to the Rhone area and plantings of this grape can be seen throughout the plains on both sides of the Rhone and on the slopes of Mont Ventoux. It is also found throughout Provence and the Languedoc-Roussillon region.

It is a slow-ripening grape that exhibits a pleasing acidity and benefits from some oak treatment. It adds complexity, aromas and longevity to wines.

Roussanne is used in the white wines from Chateau Unang and Domaine des Grands Devers that we are offering. Perhaps the finest example is the Chateau Unang Cuvee Adeline from the Cotes du Ventoux appellation. This is a lively, complex and immensely satisfying wine that really shows what this grape is capable of delivering.

Domaine de Caravinsrail Côtes du Ventoux In Fine White 2007

This lively, young white wine is produced on the slopes of Mont Ventoux, north-east of the Provencal city of Avignon. The In Fine white is a pale yellow wine with a soft mineral background and aromas reminiscent of flowers, pears and citrus. Sourced from grapes grown in the beautiful Cotes du Ventoux wine region that nestles below the gigantic Mont Ventoux it is a mixture of Clairette and Bourboulenc, two white grape varieties that thrive in this region.

In a posting on WineGeeks in April 2008:

'This pale yellow wine with bright tints offers up a mineral and appetizing nose with notes of white fruits and white flowers. The smooth and wide palate reveals the same flowery and citrus aromas with a nice freshness. White fruits such as pears and peaches are found on the finish. Serve at 48-50°F with cheese (goat), fish and/or seafood, Asian, or Creole cuisine, or simply with friends!'

In the September, 2007 edition of the Wine Spectator, James Molesworth described this wine as:

'Bright and fresh, with peach and floral notes followed by a lively finish.'

It's a bargain at \$17 a bottle, especially with a 10% discount for orders in multiples of 6.

Order Form

Name:

Street:

Suburb: Postcode: State:

Telephone: Email:

Special newsletter selection	Price inc GST	Number	Sub-total
Good Value Selection (twelve bottles)	\$225.15		Sold out
The Wine Lovers Selection (six bottles)	\$174.80		Sold out
Compose your own selection	Price per single bottle		
Chateau Unang Cotes du Ventoux 2007 White	\$20		
Chateau Unang Cuvee Adeline Cotes du Ventoux 2006 White	\$30		
Chateau Unang Cotes du Ventoux 2007 Rose	\$20	Sold out	New shipment in March
Chateau Unang Cotes du Ventoux 2006 Red	\$21		
Chateau Unang La Source Cotes du Ventoux 2006 Red	\$25	Sold out	New shipment in March
Chateau Unang La Croix Cotes du Ventoux 2006 Red	\$40		
Cuvee le Cascavel Cotes du Ventoux Red	\$23		
Domaine de Cascavel Cuvee les Amidyves Cotes du Ventoux Red	\$32		
Caravinserrail In Fine Cotes du Ventoux 2007 White	\$17		
Caravinserrail In Fine Cotes du Ventoux 2007 Red	\$17		
Domaine des Grands Devers Cotes du Rhone White	\$25		
Domaine des Grands Devers Cotes du Rhone Villages White	\$29	Sold out	Sold out
Domaine des Grands Devers Cotes du Rhone Red	\$19		
Domaine des Grands Devers Cotes du Rhone Villages Valreas Red	\$28		
Domaine des Grands Devers Cotes du Rhone Villages Visan Red	\$26		
		Total	

Note: Please send your order to wine@terroirwines.com.au or post it to GPO Box 2160, Hobart, 7001, Tasmania or Fax to 03 62247552. We will then contact you to discuss payment arrangements.

If you order your wines in lots of 12 (they can be mixed) we will pay the freight charges.