



## Wine Talk: August 2009

The newsletter of Terroir Wines: Edition 7

Welcome to the August edition of Wine Talk, Terroir Wines' newsletter. Last month we highlighted Ventoux wines due to the Tour de France. The response was amazing and we would like to thank you all for your continued support. This month is all about the Loire Valley as well as two new wines from the southern Rhone. It is also about some of the best organic and biodynamic wine producers in France! We are deviating somewhat from our normal format because we need to describe each of these exciting new wines and producers and the introductory offers we have.

We have four, rather than two, special packs for you this month. We are letting you know a few days ahead of their arrival so you can secure your order.

We also have a new business model – we suddenly realised that our special packs weren't that special. We were offering a 10% discount on the special packs but we also offered a 10% discount on any other orders of six or more bottles. We also don't charge freight for any order that's a multiple of 6 bottles. So our special 6 packs were no more special than any 6 pack you might have put together for yourself.

We've solved that problem by giving the special packs 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)!

### Terroir Wines' Loire Valley special packs ...

**Loire Valley special white 6-Pack value sampler** (see website for details):

Domaine Daniel Chotard Sancerre Blanc  
Domaine Saint Nicolas Les Clous Blanc (2 bottles)  
Domaine de la Garrelière Touraine Cendrillaon Blanc  
Domaine du Moulin Cheverny Blanc (2 bottles)

**The price for this pack is \$150.45 including freight (our RRP is normally \$177).**

**Loire Valley special red 6-Pack value sampler** (see website for details):

Domaine Guion Bourgueil Domaine Rouge  
Domaine du Moulin Cheverny Rouge  
Domaine Saint Nicolas Fiefs Vendeens Reflets Rouge  
Domaine Mosse Vin de Table Bois-Rouge  
Domaine de la Garrelière Touraine Rouge (Gamay Sans Tra La La)  
Domaine Daniel Chotard Sancerre Rouge

**The price for this pack is \$147.05 including freight (our RRP is normally \$173).**

The **Loire Valley special white 6-Pack prestige sampler** (see website for details):

- Domaine Mosse Anjou Le Rouchefer Blanc 2007
- Domaine Moisse Savennieres Arena 2007
- Domaine Daniel Chotard Sancerre Cuvee Marcel
- Domaine Saint Nicolas Fiefs Vendeens Les Haut de Clous
- Domaine Saint Nicolas Fiefs Vendeens Cuvee Maria
- Domaine du Moulin Cour Cheverny Les Acacias
- **The price for this pack is \$261.80 including freight (our RRP is normally \$308).**

The **Loire Valley special red 6-Pack prestige sampler** (see website for details):

- Domaine Guion Bourgueil Cuvee Prestige Rouge
- Domaine Mosse Anjou Rouge
- Domaine Daniel Chotard Cuvee Champ de l'Archer Rouge
- Domaine Saint Nicolas Fiefs Vendeens Le Poire
- Domaine du Moulin Cheverny Les Ardilles
- Domaine Saint Nicolas Fiefs Vendeens Cuvee Jacques
- **The price for this pack is \$214.20 including freight (our RRP is normally \$252).**

## **Our next shipment is in Australia and will be available this week!**

In the last newsletter we explained that we have now sourced a number of wines from the Loire Valley and the Rhône. We can now report that the refrigerated container has arrived.

The costs are all in and we've set the prices so the wines are available for order. They are all on the order form at the end of this newsletter. So the end of August will be a busy time when the shipment arrives.

We have included a description of the vineyards again and we have also included the names of the specific wines we have for sale so you can see the range of individual offerings that will be available. For this newsletter we have included a more detailed description of the wines.

Specific details about each wine are available on [www.terroirwines.com.au](http://www.terroirwines.com.au).

**Domaine Saint Nicolas** lies very close to the Atlantic Ocean in the Vendée, just south of where the Loire spills into the Atlantic (not too far from the city of Nantes).

Very few people know about the Fiefs Vendéens appellation or the wines produced here but winemaker Thierry Michon is becoming a cult figure in Paris and the United States for his precise winemaking skills and his vineyard practices, which are certified as organic and biodynamic.

His wines are on the wine list at the prestigious Le Grand Vefour in Paris, for example. He produces both red and white wines and we are particularly impressed with his Pinot Noir range. Brem is a sub-appellation within the broader Fiefs Vendeens appellation and it is here that Thierry has his vineyards.

Thierry produces a range of wines from entry-level whites and reds (lesClous Blanc and Reflets Rouge) to stunning top-level wines such as the La Grande Piece which is a refined Pinot Noir that is taking the USA by storm.

One of the special things about Thierry's entry level Les Clous white wine is that it matches perfectly with the local oysters. This is one of the most famous oyster producing regions of France. We have just been informed that the Les Clous is sold out in France because of the Les Clous/oyster association. From our experiences in this area of France we also think this wine

will match perfectly with the native and Pacific oysters of Tasmania and the Sydney rock oysters of NSW.

Domaine Saint Nicolas Fiefs Vendeens Brem Les Clous Blanc 2008

Domaine Saint Nicolas Fiefs Vendeens Brem Reflets Rouge 2008

Domaine Saint Nicolas Fiefs Vendeens Brem Cuvee Franc Blanc 2006

Domaine Saint Nicolas Fiefs Vendeens Brem Le Haut des Clous Blanc 2006

Domaine Saint Nicolas Fiefs Vendeens Brem Cuvee Maria Blanc 2005

Domaine Saint Nicolas Fiefs Vendeens Brem Cabaret Rouge 2006

Domaine Saint Nicolas Fiefs Vendeens Brem Cuvee Jacques Rouge 2005

Domaine Saint Nicolas Fiefs Vendeens Brem Le Poire Rouge 2005

Domaine Saint Nicolas Fiefs Vendeens Brem La Grande Piece Rouge 2004

**Domaine Stéphane Guion** is a small estate in the Bourgueil appellation that lies between the cities of Tours and Angers. This is a red wine only appellation where the wines are based on either Cabernet Franc or Cabernet Sauvignon but local winemakers invariably favour Cabernet Franc. Stéphane's family was the first to adopt organic viticulture in this area and he only produces two wines – the Cuvée and the Prestige Cuvée. These wines will sell for an incredibly reasonable price.

Domaine Stéphane Guion Bourgueil Cuvee Domaine

Domaine Stéphane Guion Bourgueil Cuvee Prestige

**Domaine Mosse** was one domaine that constantly appeared on the wines lists of natural wine bars and restaurants on a recent trip to Paris.

The first time we tried their natural Anjou Rouge the effect was startling. This is a wine that grabs you by the throat and says 'look at me!'. It is pure, it is made with precision and skill and it tastes absolutely wonderful. We are particularly excited about the Anjou Rouge 2007 which is a blend of Cabernet Sauvignon and Cabernet Franc. This is a pure, thrilling wine that is fresh and lively on the palate and has a lingering finish.

We also love the Anjou Le Rouchefer 2007 Blanc and a rare Savenieres Arena 2007

(Savenieres is an appellation just south-west of the city of Angers where some wonderful wines are produced). We will also make available their lower priced, but not to be dismissed, Vin de Table.

Domaine Mosse Anjou Le Rouchefer Blanc 2007

Domaine Mosse Anjou Rouge 2007

Domaine Mosse Savenieres Arena 2007

Domaine Mosse Vin de Table Bois-Rouge 2007

**Domaine de la Garrière** is another biodynamic estate just south of Tours run by Francois and Pascaline Plouzeau. Both Wine Spectator and Robert Parker in the United States have rated their wines highly. We love their Cendrillon (Cinderella) which is made from 90% Sauvignon Blanc and 10% Chardonnay and their Touraine Gamay Sans Tra-La La.

Domaine de la Garrelière Touraine Cendrillon 2008

Domaine de la Garrelière Touraine Gamay Rouge 2008 (Gamay Sans Tra-La La)

Domaine de la Garrelière Touraine Cuvee Cinabre 2007

Domaine de la Garrelière Touraine Le Rouge 2007

**Domaine du Moulin** is where Hervé Villemade makes exceptional wines that can be found in many of the natural wine bars in Paris such as the wonderful Racines. We will be bringing in a wine that is intriguing because of its rarity. It is from the tiny appellation of Cour Cheverny near Tours where the only permitted grape in Romorantin – a grape that was originally planted by the Romans in Burgundy. Hervé also makes some fine Sauvignon Blanc wines and red wines made from a blend of Pinot Noir and Gamay.

Domaine du Moulin Cour Cheverny Les Acacias Blanc 2006

Domaine du Moulin Cheverny Domaine Blanc 2008

Domaine du Moulin Cheverny Cuvee La Bodice Blanc 2007

Domaine du Moulin Cheverny Domaine Rouge 2008

Domaine du Moulin Cheverny Cuvee Les Ardilles Rouge 2007

**Domaine Daniel Chotard** produces classic Sancerre whites and reds in a beautiful area to the west of the village of Sancerre. We are particularly pleased with the elegant Cuvée Marie Henri but think you will also be surprised by the quality of red, which is a Pinot Noir.

Domaine Daniel Chotard Sancerre Blanc 2008

Domaine Daniel Chotard Sancerre Cuvee Marcel Henri 2007

Domaine Daniel Chotard Sancerre Rouge Cuvee 2006

Domaine Daniel Chotard Sancerre Rouge 2007

**Domaine Catherine le Goeuil** is in the southern Rhône near the village of Cairanne which lies not too far from Chateauneuf-du-Pape. Cairanne is a special village where the wine is considered to be of such high quality that growers can add the name of the village to the label. Catherine is a very thoughtful winemaker who produces only one cuvée called Cuvée Léa Felsch which is an elegant red wine of considerable complexity. We first tried this Cote du Rhône at Les Pupos wine bar in Paris and contacted Catherine the next day as we were so impressed with it. This wine is certified organic.

Domaine Catherine le Goeuil Cotes du Rhône Villages Cairanne Cuvee Lea Felsch Rouge 2006

More information about the individual wines is also available of the Terroir Wines web site ([www.terroirwines.com.au](http://www.terroirwines.com.au)).

## Grape Variety of the month: Negrette

Negrette is a quite a rare red grape variety that is thought to be related to the Mavro grape from Cyprus. It produces expressive, spicy, deep-red, full-bodied, yet elegant wines but plantings are restricted to only two areas in France - Fronton and Fiefs Vendéens.

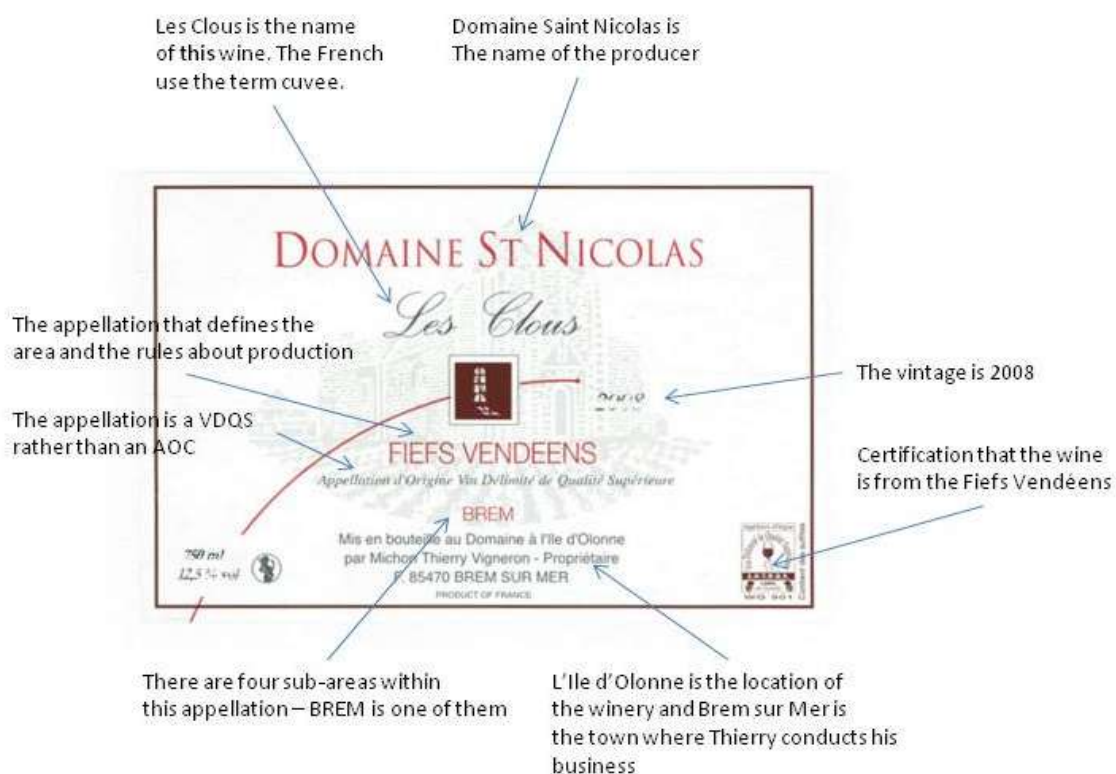
The grapes form tight, compact bunches and the grape itself is small, quite black and of elliptical shape.

In Fronton in the south-west of France Negrette is a required variety for red wines and must comprise between 50% and 70% of the blend. This is not the case in the Fiefs Vendéens appellation below the Loire where any percentage can be used.

We love the pure Negrette produced by biodynamic guru Thierry Michon in the Fiefs Vendéens appellation. Experts in the cultivation of this grape agree that it produces much better wines if the yields are kept low – and Thierry’s vines certainly produce low yields! His Domaine Saint Nicolas Le Poire is a beautiful, elegant wine and it is available in Australia now that our latest shipment has arrived.

## French Wine Labels Explained

This month we are providing an explanation of one of our new wines, the Domaine Saint Nicolas Fiefs Vendéens Les Clous. This is a crisp, white wine that is a perfect introduction to the biodynamic wines of talented Thierry Michon.



And just a word about the VDQS or Vins Délimité de Qualité Supérieure mentioned on the label. The highest level of appellation in France is the AOC and a so-called lower level is VDQS. However there are good and bad wines that have AOC status and the same applies to VDQS. The winemakers of the Fiefs Vendéens area generally produce wines of very good quality and Thierry Michon is producing wine that can hold its head high against the finest wines of France – hence the reason why it is found in so many of France’s leading restaurants.

What is missing from the label is the grape variety – a very common thing in France where everyone knows that a white Sancerre is made from sauvignon blanc or a Condrieu is made from viognier. This wine is a blend of chenin blanc (45%), chardonnay (45%) and the little known groslot (10%).

## Order Form

Name: .....

Street: .....

Suburb: ..... Postcode: ..... State: .....

Telephone: ..... Email: .....

| Special - current newsletter selection                             | Price inc GST              | Number   | Sub-total |
|--|----------------------------|----------|-----------|
| Loire Valley special white 6-Pack value sampler                    | \$150.45                   |          |           |
| Loire Valley special red 6-Pack value sampler                      | \$147.05                   |          |           |
| Loire Valley special white 6-Pack prestige sampler                 | \$261.80                   |          |           |
| Loire Valley special red 6-Pack prestige sampler                   | \$214.20                   |          |           |
| Compose your own selection   | Price per<br>single bottle |          |           |
| Chateau Unang Côtes du Ventoux White 2007                          | \$20                       | SOLD OUT |           |
| Chateau Unang Cuvee Adeline Côtes du Ventoux White 2006            | \$30                       |          |           |
| Chateau Unang Côtes du Ventoux Rosé 2007                           | \$24                       |          |           |
| Chateau Unang Côtes du Ventoux Red 2006                            | \$21                       | LIMITED  |           |
| Chateau Unang La Source Côtes du Ventoux Red 2006                  | \$31                       |          |           |
| Chateau Unang La Croix Côtes du Ventoux Red 2005                   | \$50                       |          |           |
| Chateau Unang Carignan St Gabriel Red 2007                         | \$24                       |          |           |
| Domaine de Cascavel Cuvee le Cascavel Côtes du Ventoux Red 2005    | \$23                       | LIMITED  |           |
| Domaine de Cascavel les Amidyves Côtes du Ventoux Red 2004         | \$32                       |          |           |
| Caravinserrail In Fine Côtes du Ventoux White 2007                 | \$17                       | SOLD OUT |           |
| Caravinserrail In Fine Côtes du Ventoux Red 2007                   | \$17                       | LIMITED  |           |
| Domaine des Grands Devers Côtes du Rhône White 2006                | \$25                       | LIMITED  |           |
| Domaine des Grands Devers Côtes du Rhône Red 2006                  | \$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 Oligocene Red 2004                              | \$55                       |          |           |
| St Jean du Barroux White 2006                                      | \$66                       |          |           |
| Jean Marc Burgaud Morgon Les Charmes 2007                          | \$36                       | LIMITED  |           |
| Jean Marc Burgaud Morgon Côte du Py Reserve 2007                   | \$42                       | LIMITED  |           |
| Jean Marc Burgaud Morgon Côte du Py 2007                           | \$40                       |          |           |
| Jean Marc Burgaud Morgon Côte du Py James 2007                     | \$57                       | SOLD OUT |           |
| Jean Marc Burgaud Bull'Go sparkling                                | \$ 38.00                   | SOLD OUT |           |
| Domaine Catherine Le Goeuil Cuvee Lea Felsch 2006                  | \$29                       |          |           |

|   |      |         |  |
|---|------|---------|--|
| Domaine Mosse Le Rouchefer 2007   | \$51 |         |  |
| Domaine Mosse Anjou Rouge 2007  | \$42 |         |  |
| Domaine Mosse Savennieres Arena 2007                                      | \$66 | LIMITED |  |
| Domaine Mosse Vin de Table Bois-Rouge 2007                                | \$30 |         |  |
| Daniel Chotard Sancerre Blanc 2008  | \$35 |         |  |
| Daniel Chotard Sancerre Cuvee Marcel Henri 2007                           | \$45 |         |  |
| Daniel Chotard Sancerre Rouge Cuvee Champ de l'Archer 2007                | \$45 |         |  |
| Daniel Chotard Sancerre Rouge 2007  | \$37 |         |  |
| Domaine Saint Nicolas Blanc Les Clous 2008                                | \$32 |         |  |
| Domaine Saint Nicolas Rouge Reflets 2008                                  | \$32 |         |  |
| Domaine Saint Nicolas Blanc Cuvee Franc Blanc 2006                        | \$39 |         |  |
| Domaine Saint Nicolas Blanc Le Haut des Clous 2006                        | \$53 |         |  |
| Domaine Saint Nicolas Blanc Cuvee Maria 2005                              | \$53 |         |  |
| Domaine Saint Nicolas Rouge Cabaret 2006                                  | \$39 |         |  |
| Domaine Saint Nicolas Rouge Cuvee Jacques Rouge 2005                      | \$50 |         |  |
| Domaine Saint Nicolas Rouge Le Poire 2005                                 | \$55 |         |  |
| Domaine Saint Nicolas Rouge La Grande Piece 2004                          | \$70 |         |  |
| Domaine Stephane Guion Bourgueil Cuvee Domaine 2007                       | \$21 |         |  |
| Domaine Stephane Guion Bourgueil Cuvee Prestige 2006                      | \$23 |         |  |
| Domaine de la Garreliere Touraine Cendrillon 2008                         | \$30 |         |  |
| Domaine de la Garreliere Touraine Gamay Rouge 2007 (Gamay Sans Tra-La La) | \$29 |         |  |
| Domaine de la Garreliere Touraine Cuvee Cinabre 2007                      | \$32 |         |  |
| Domaine de la Garreliere Touraine Le Rouge 2007                           | \$27 |         |  |
| Domaine de Moulin Cour Cheverny Les Acacias Blanc 2006                    | \$40 |         |  |
| Domaine de Moulin Cheverny Domaine Blanc 2008                             | \$24 |         |  |
| Domaine de Moulin Cheverny Blanc La Bodice Blanc 2007                     | \$33 |         |  |
| Domaine de Moulin Cheverny Domaine Rouge 2008                             | \$24 |         |  |
| Domaine de Moulin Cheverny Les Ardilles Rouge 2007                        | \$37 |         |  |
|   |      | Total   |  |

Note: Please send your order to [wine@terroirwines.com.au](mailto: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.