

TERRAIRWINES

Wine Talk: December 2008

The newsletter of Terroir Wines

Welcome to the second edition of Wine Talk, Terroir Wines' newsletter and thank you all so much for the overwhelming response to our first newsletter. Although there are no new wines to add to our portfolio this month we still have a lot to tell you about.

We have just returned from a buying trip to Europe (great timing considering the current \$A exchange rate) where we have identified a range of wineries with which we are now trying to secure the rights to import their wine into Australia.

We hope we are successful as they all represent great value for money and are all exciting wines in their own right. We were particularly impressed with a range of Beaujolais cru wines that we sampled and have included a story about the region in this newsletter.

We managed to visit Chateau Unang to catch up with James King and inspect progress with this year's vintage and look at the new terraces he is preparing in the highest part of his estate. We really think that his wines represent the new face of the Ventoux region and are very pleased with the reaction to these wines at the tastings we have held so far.

Raphael Trouiller from Domaine de Cascavel and Caravinserail was delighted with the reaction in Australia to the Cascavel and In Fine wines so far.

Special Offers for December

Summer is Rosé

Mateus has a lot to answer for – for many of us this sweet Portuguese pink wine in its distinctive bottle was our introduction to rosé, and the memories aren't good. It's a small tragedy really – especially if you're still letting Mateus dictate your vision of what rosé tastes like.

Real rosé, which people drink throughout the Mediterranean, but especially in summer in the south of France and Spain, is a perfect daytime drink. It's low in alcohol, which couldn't be better on a sunny day, and has none of that scary sweetness that belongs deep in baby boomer's rosé memories. On the contrary, it should finish with a slight savouriness that reminds you of the red wine grapes from which its made. And its light pink colour is totally seductive, especially if you let the sun shine through the glass.



Our delicious rosé, made by Cotes du Ventoux producer Chateau Unang, shows those characteristics. It's made from low-yielding (typically 35 hl/hectare) hand-picked Grenache, Cinsault and Syrah, three of the classic red grapes from the Rhone valley, and has 12.5% alcohol.

Served slightly chilled, it goes well with food but it's just as good by itself, especially sitting under a leafy terrace, which, once done once, you're bound to want to repeat. To help you make the most of summer, during December and January we're offering a 10% discount on six packs of rosé and free freight.

The 6 pack of rose is \$108.

(Temporarily out of stock due to the popularity of this offer. New shipment on the way. Arrival expected March 2009.)

A 6 Pack of White (well ... sort of)

We've put together a six pack of whites (well nearly – one is that rosé we've just talked about). As an incentive to try these summer wines we have applied a discount of 10% and will pay for the shipping within Australia.

Our Whiteish Six Pack has a bottle of each of these wines:

Chateau Unang Côtes du Ventoux White 2007

A blend of Clairette and Roussanne grapes that have been hand picked from low-yielding vines. At 12.5% it's also low in alcohol, which makes for a lighter, crisper wine.

Our normal retail price is \$20

Chateau Unang Cuvee Adeline 2006

This is also a blend of Clairette and Roussanne but about 20% of the Roussanne has been aged in oak. It's interesting to compare this more full-bodied wine with the less complex Côtes du Ventoux white. The alcohol level is 13.5%.

Our normal retail price is \$30

Caravinsrail In Fine Côtes du Ventoux 2007 White

This is our entry level white and, so far, in Terroir Wines' short life, has been one of our most successful wines, partly because of its very attractive price but also because it's fresh, light and delicious. It's a blend of Clairette (80%) and Bourboulenc (20%), a slightly different blend from that used for the Unang entry level Côtes du Ventoux, which is from nearby.

Our normal retail price is \$17

Domaine des Grands Devers Côtes du Rhone White 'La Moursanne'

Australia is awash with red Côtes du Rhone (we've done our bit to add to that by having a couple in our little portfolio) but there aren't so many whites. It's a pity because, like their red cousins, they're food friendly (i.e. food won't be overpowered by them). This entry level wine Côtes du Rhone is a blend of Roussanne, Viognier and Marsanne, so it's slightly richer than the Côtes du Ventoux wines. It's 13.5% alcohol.

Our normal retail price is \$25

Domaine des Grands Devers Visan Côtes du Rhone Villages white

Visan is one of the named Côtes du Rhone village appellations, a higher level of appellation than a Côtes du Rhone or a Côtes du Rhone Village (unnamed). Both red and white wines are produced in this appellation and Domaine des Grands Devers makes both.

Visan's other claim to fame is that it is one of the four villages purchased by the popes during their reign in Avignon during the 14th century. As a result of that history, the area is called the 'Enclave de Papes'. It is still an enclave – a tiny part of the department of Vaucluse in the department of Drome – it's a bit like having a little bit of Victoria completely surrounded by New South Wales. It's another unique characteristic of France. Our white Visan is made with the same grapes as the La Moursanne but it's slightly richer and has more structure, making it more suitable for really rich food like lobster (is that on your Christmas menu?).

We're in the midst of our very short but special avocado season in Tasmania, with slowly-ripened incredibly rich avocados from Spreyton just arrived in good food shops. We've just tried this wine with crushed Spreyton avocado, coarsely mixed with lemon juice, finely-chopped fresh red chilli, a sprinkling of Espelette pepper, sea salt and olive oil, then piled on toasted ciabatta. It was a great match.

It's also really interesting to taste these two almost identical but quite different **Domaine des Grands Devers** wines one after the other. Given they are made from same grapes by the same wine maker, but from two slightly different patches of land not far from each other, you'll get a feel for the significant impact of terroir.

As an aside, another of the four villages in the Enclave is Richerenches, which each Saturday in winter is the heart of France's truffle trade. Its morning market is the centre of a huge commercial trade and, once its over, you can have a truffle omelette in the village hall.

Our normal retail price is \$29

(Sold out. Replaced in this pack by the beautiful Cuvee Adeline above.)

Chateau Unang Côtes du Ventoux Rose 2007

Not quite white but ... as we said earlier ... summer is rosé so we're keen to do everything we can to seduce you with its pleasures.

Our normal retail price is \$20

(Sold out. Replaced by the Unang Blanc)

The Whiteish 6 pack is \$126.90 (remember 10% discount and no freight).

We don't have any Beaujolais!

We don't have any Beaujolais wines in our portfolio. Does that matter? Well, Australians are used to the thin, reedy Beaujolais that are often imported into this country and they have gained a somewhat tarnished reputation. But the Beaujolais appellation contains many wine styles ranging from the truly awful to the truly sublime.

On a recent wine buying trip we made a point of driving through Beaujolais and sampling some of the better wines on offer. We even attended a wine fair in Beaujeu in the centre of the appellation.

To understand why we are excited about what we saw you need to understand the different wines produced in the Beaujolais region.

The appellation covers red wines made from the Gamay grape and white wines made from Chardonnay and Aligote and they are graded roughly according to quality and the strictness of the rules covering the production. White wines contribute only a miniscule part of the overall production.

At the bottom of the quality is Beaujolais and (interestingly) Beaujolais Superieur. The former is applied to all wines produced in the Beaujolais region that meet the production criteria (must be at least 9% alcohol) and that are not covered by a higher-level nomenclature. Beaujolais Superieur applies to Beaujolais wines with a higher alcohol content of at least 10%. There is also wine branded as Beaujolais Nouveau which is designed to be drunk early – it is wine from the most recent vintage released on the third Thursday of November each year.

The next level of quality are wines labelled Beaujolais Villages which must be produced from vineyards in defined areas and must accord to the required vineyard management and wine production rules.

Then there is the top of the pyramid where 10 Beaujolais crus reign. These are each based on a village (such as Chiroubles), a site such as the Cote de Brouilly or in the case of Moulin a Vent, a windmill. The crus are Brouilly, Chenas, Chiroubles, Cote de Brouilly, Fleurie, Julienas, Morgon, Moulin a Vent, Regnie and Saint Amour.

These are a far cry from the lesser Beaujolais wines. Many are deep red, full-bodied wines of considerable complexity, charm and elegance. Many are also made to be long-lasting. We also like the fact that they are not excessively tannic and therefore are ideal 'food' wines.

Some of our favourite wines come from the Morgon appellation where a number of winemakers are producing wines using organic or biodynamic methods. In particular, look for the wines from the Cote du Py which lies within the Morgon appellation. (Named areas within a Beaujolais appellation such as the Cote du Py are called lieu dits.)

We took this photo of the Cote du Py a couple of weeks ago as we drove through snow storms looking for wines to import.



And here is a tree covered in snow at the edge of the Morgon appellation as we headed towards Chiroubles.



When we wound our way up to Chiroubles the snow was even heavier!



So, until we manage to conclude our negotiations and ship some of these wines to Australia we suggest that you have a look at the Potel Aviron from Moulin-a-Vent which is sold

through the Prince Wine Store in South Melbourne. Potel is a fine wine maker and also produces some excellent Burgundies.

And if you want to try an Australian wine that will give you a feel for the style of wine you can expect then look for a bottle of the lovely Sorrenberg Gamay from Beechworth in central Victoria (although it does have a small quantity of Pinot Noir in it).

Grape of the month – Carignan

Carignan is a very common red wine grape in the south of France. It particularly thrives on the crumbly shale and schist soils found on many of the steep slopes in the Languedoc and is also a popular blending grape in the southern Rhone, the Cotes du Ventoux and in some parts of southern Provence. While it is common as a blending grape, there are also some outstanding examples of single varietal wines from the Corbières and Saint Chinian appellations.

Although it is widespread in southern France it probably originated in Spain where it is known as Mazuelo or Carinyena. In the United States they add an extra 'e' on the end – Carignane. It is not a grape that has distinguished itself in Australia.

Carignan is used to great effect in the Chateau Unang La Source red. At a recent wine tasting the positive effect of the Carignan particularly appealed to a number of the tasters present. We are also considering bringing in a 100% Carignan from this vineyard.

Order Form

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Special newsletter selection	Price inc GST	Number	Sub-total
Summer is Rose (six bottles including freight)	\$108.00	Out of stock	New shipment arrives in March
Six pack of white – sort of (six bottles including freight)	\$126.90		
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, 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 your wines in lots of 12 (they can be mixed) we will pay the freight charges. The two special six packs will be sent freight free. If freight costs apply, we'll contact you and let you know how much it will be is before processing your order.