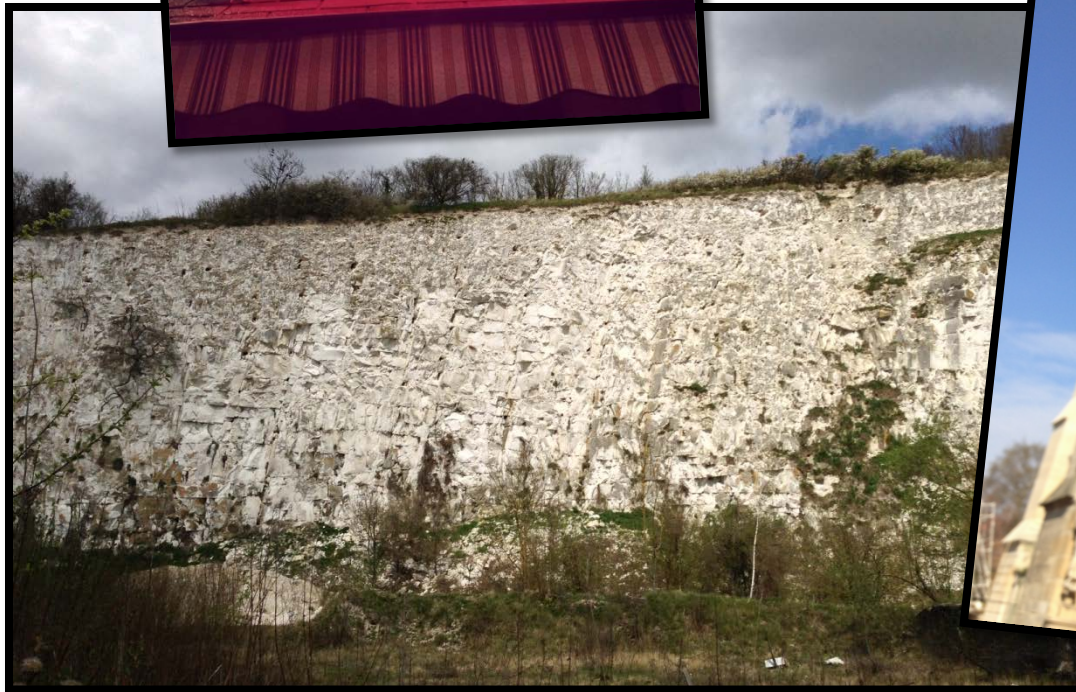


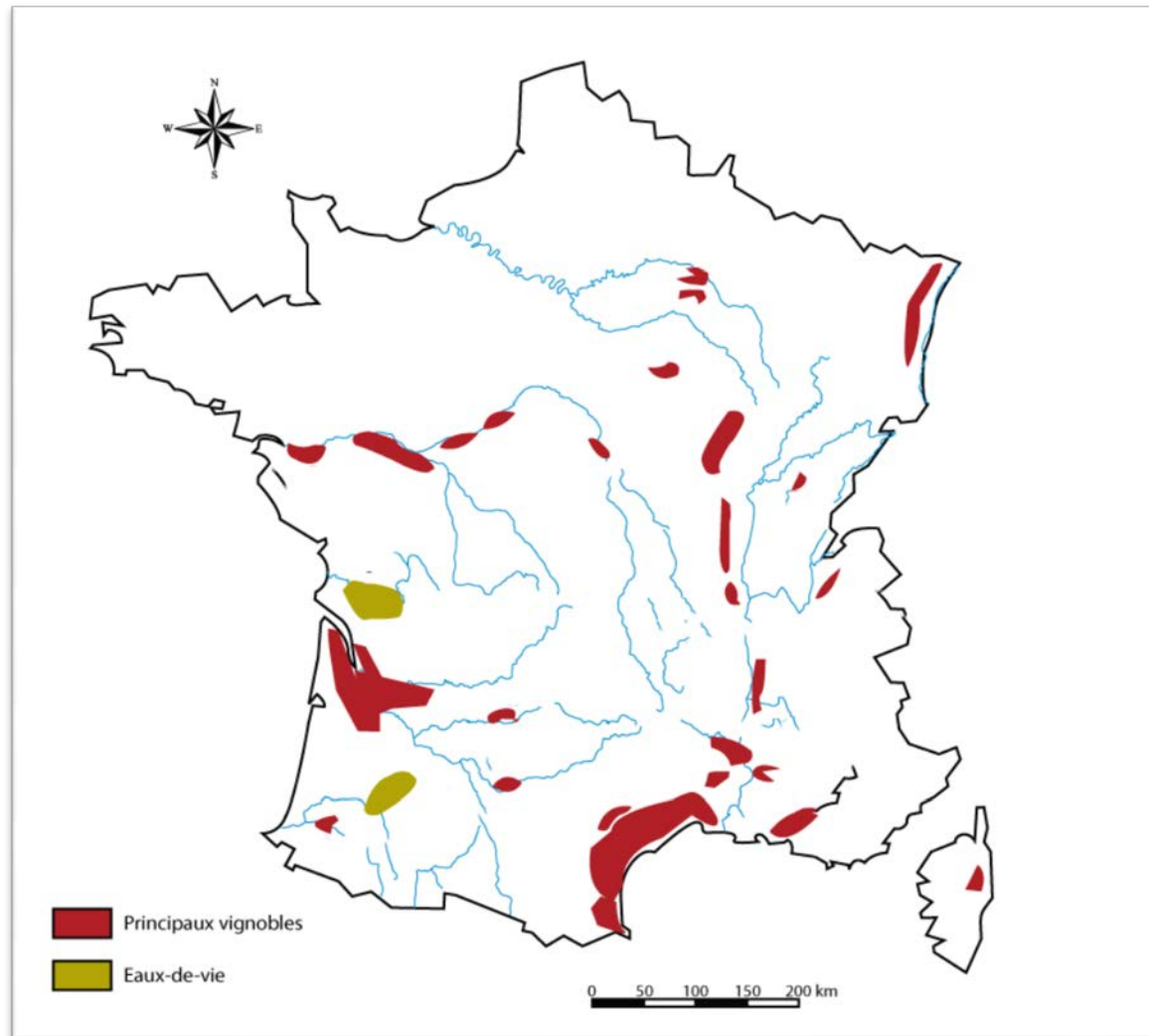
CHAMPAGNE PRIMER

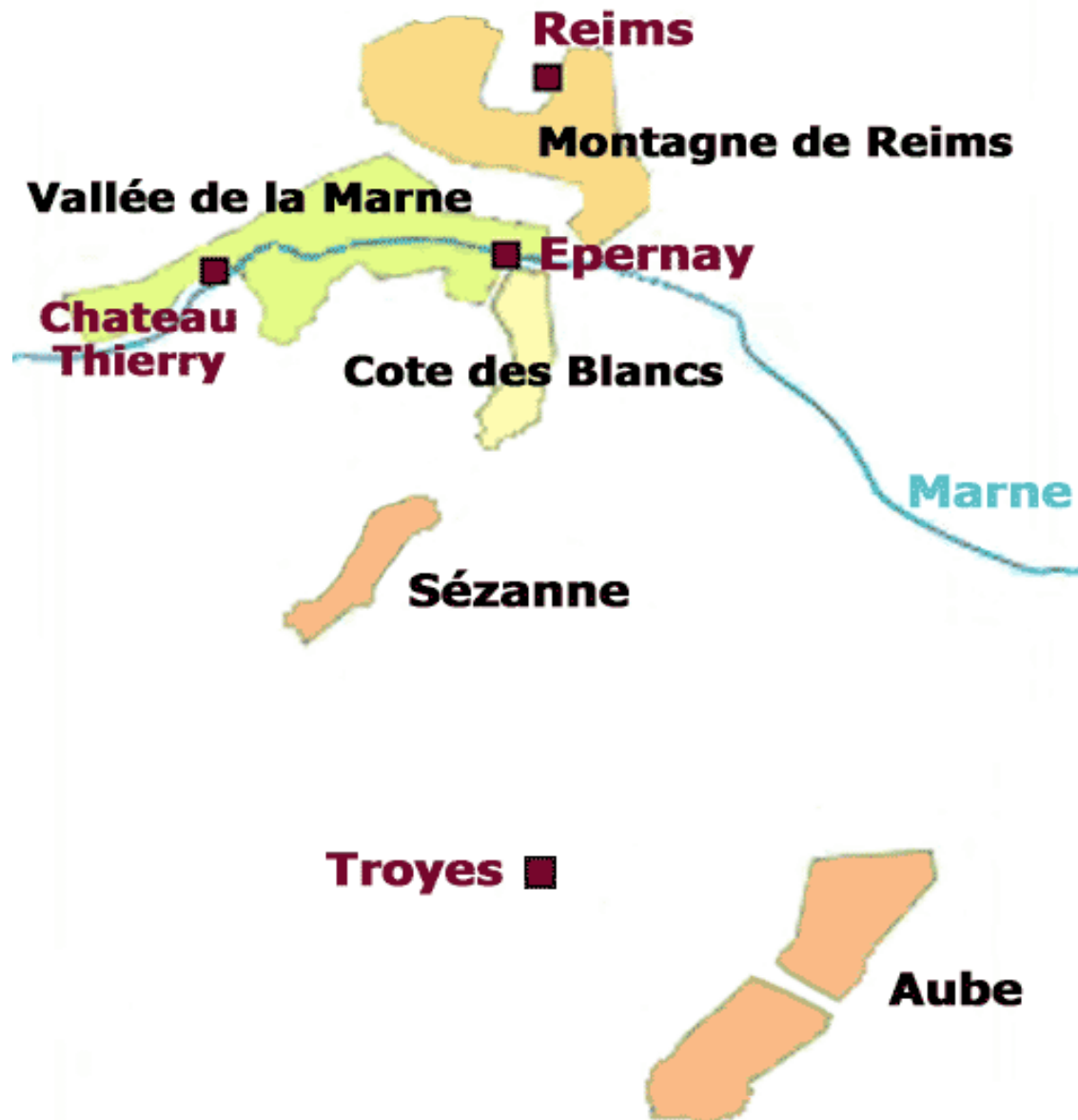
POLANER SELECTIONS – TEAM NY

SEPTEMBER SALES MEETINGS



Geography Lesson: Where IS Champagne?





How Champagne is Made

- Primary fermentation (alcoholic and malolactic, if done)
- Blending and bottling of still wine(s)
- Secondary fermentation occurs in bottle (induced by addition of yeast and sugar) to create CO₂
- Aging: Minimum of 1.5 years required by AOC regulations, minimum of three years to be labeled a vintage Champagne.
- Riddling (*rémuage*): done either manually or mechanically so that the lees settle in the neck of the bottle (sealed with crown cap).
- Disgorgement (*dégorgement*) & dosage (*liqueur d'expédition*): Neck of the bottle is frozen and the cap removed. The pressure in the bottle forces out the ice containing the lees, and the bottle is quickly corked to maintain the carbon dioxide in solution. Usually, some syrup (liqueur) is added to maintain the level within the bottle...and sweeten things up a bit!
- QUIZ: *In addition to Pinot Noir, Pinot Meunier & Chardonnay, what other three indigenous grape varieties are allowed in Champagne?*

Champagne Trends

Once upon a time...

- Grand Marques set the standard
- Each house had its signature style, produced consistently by blending vintages and “house” dosage (liqueur d’expédition)
- Champagne was the ultimate beverage for special occasions. See: Great Gatsby

Today and beyond...

- Rise of grower Champagne! (popularized largely by Terry Theise)
- “Big is bad, small is good” movement. Idea that growers offer the true taste of each village vs. larger volume blended products
- Shake-out of the Grower segment due to over proliferation and mixed quality
- Increased support for more “Vinous” Champagne category by some renegade producers who wanted to alter the Champagne “metaphor” into a new experience
- Use of bigger bowl stemware and even decanters! Flutes only for that old, *fuddy-duddy* stuff!



Pierre Moncuit

Le Mesnil-sur-Oger, Côte des Blancs

- Top Cote des Blancs producer and one of our original growers. At one point, we sold over 400 cs/yr
- Limestone soils in Grand Cru of Le Mesnil are prized for their beautiful expressions of minerally Chardonnay (e.g. Salon, Krug “Clos de Mesnil”), and their potential for aging
- Wines fermented in stainless to accentuate brightness and raciness of the *terroir*
- Relatively old vines, averaging 30 years
- Unusual approach in that all the “NV” wines are actually 100% vintage
- Finished with low dosage
- Basically “textbook” Blanc de Blancs from the Cote des Blancs, and a great value compared to the other big names of Le Mesnil

Hugues de Coulmet Blanc de Blanc Brut NV
(12/750) \$ 340, 328/2, 312/3

- From vineyards in Sézanne, south of the Côte des Blancs
- 100% Chardonnay, 100% 2010 vintage
- 9g dosage
- Great value for BTG Blanc de Blancs
- Disgorged: 12/2012

Moncuit-Delos Blanc de Blanc GC [Cuvée 2010]
(12/750) \$396, 360/2, 349/5

- 100% Chardonnay from famed Grand Cru of Le Mesnil
- 100% 2010 vintage
- 8g dosage
- Excellent example of a Blanc de Blancs from this great *terroir*
- Half-bottles avail too!
- Disgorged: 4/2013



Larmandier-Bernier

Vertus, Côte des Blancs

- Small, biodynamic grower located in Vertus
- Very low yields, 100% hand harvested, natural yeast fermentation, no fining/filtration
- Produces ripe grapes, reflective of *terroirs*, requiring little or no dosage
- Wines fermented in mix of tank and old 4,000L *foudres*. TdV and Cramant VV are 80% *foudre*
- Extremely pure, precise wines with elegance, power and definition
- Top wines are all single-vineyard(s), single-vintage and single variety

Longitude Bl de Blancs 1er Cru Extra Brut NV

a.k.a. "Blanc de Blancs 1er Cru Extra Brut"

(12/750) \$496, 480/2, 460/3

- Chardonnay from Vertus 1^{er} Cru (70%) and three Grand Cru villages of Avize, Oger and Cramant – all on same longitudinal plane.
- Base of 2010, with 30% of reserve wines (07 & 08)
- Elevage in combo of tank and large wood barrels
- 4g dosage
- Disgorged: September 2012

Latitude Blanc de Blancs Extra Brut NV

a.k.a. "Tradition"

(12/750) \$460, 440/2

- Chardonnay from vineyards south of the village of Vertus -- historically planted to Pinot – all on the same latitudinal plane.
- Base of 2010, with 30% of reserve wines
- Elevage in combo of tank and large wood
- 4g dosage
- Disgorged: September 2012

Agrapart et Fils

Avize, Côte des Blancs



- Small grower in Avize, producing about 7K cs a year. Recently reached cult status
- 100% *massale* selection Chardonnay, average age 35 years
- No chemical additives in vineyards, plows soil (including some with a horse!)
- Harvests by hand, natural yeast fermentation, including cultivation of indigenous yeasts for 2nd fermentation
- Elevage in combo of tank and older, larger barrels
- Bottling without fining and filtration. Low to zero dosage levels

Terroirs Blanc de Blanc Extra Brut NV

(12/750) \$480

- Blend of têtes de cuvée from terroirs in Avize, Oger, Cramant and Oiry.
- 100% Chardonnay, 50% 2007; 50% 2008
- South/southeast-facing hillsides, limestone and clay soils
- Natural yeast fermented, 25% in barrel; 100% malo; bottled unfiltered; SO2 50 mg/liter
- 25% aged in older 600L casks, the rest in tank; manual riddling
- 5 grams dosage
- Disgorged December 2012

Jacques Selosse

Avize, Côte des Blancs

- The original “Champagne Renegade”!
- Started in the early `80’s taking over the family domaine in Avize
- Wanted to turn the elite Champagne establishment on its head
- Extreme focus on viticulture (low yields, natural viticulture) to get purest expression of the individual *terroirs* of his territory
- Believes that for a wine to express itself, it needs the oxygen exchange that comes with *élevage* in wood
- Singularly-styled wines: powerful, textured, highly complex wines that develop with bottle age or with aeration in glass or decanter





RH Coutier

Ambonnay, Montagne de Reims

- Small grower in the Grand Cru village of Ambonnay, another of the great Pinot villages in the Montagne de Reims
- Holdings are 2/3 Pinot, 1/3 Chard
- Chardonnay helps provide some freshness and lift to the base of Pinot Noir
- Practicing organic, with treatments only when necessary; we discovered them at an Organic/Biodynamic wine fair in Italy!
- Sell the majority of their grapes, but keep the best for themselves
- All wines fermented in stainless steel, except Cuvée Henry III (mix of barrel and tank)

Brut Tradition Grand Cru NV

(12/750) \$360, 336/2

- 75% Pinot Noir, 25% Chardonnay
- Base of 2009 vintage, plus reserve wines
- 6g dosage
- Round, full-style Champagne, perfect for fall!
- Really good value for a Grand Cru Champagne from the Montagne de Reims
- Classic, old-style label
- Disgorged: December 2012

Brut Rose Grand Cru NV

(12/750) \$380, 360/2

- 55% Chardonnay, 45% Pinot Noir (assemblage)
- Base of 2009 vintage, plus reserve wines
- 6g dosage
- Very "Pinot-ey" aromas and flavors
- Fabulous value for 100% Grand Cru Rosé!
- Disgorged: July 2012

Gatinois

Aÿ, Vallée de la Marne



- Small producer located in the Grand Cru of Aÿ, which technically is in Vallée de la Marne, but *terroir* and vine orientation are more like Montagne de Reims
- Gatinois was one of our first producers, almost since the beginning!
- South-facing, hillside vineyards, with good % of limestone in the subsoils
- Major supplier to Bollinger, but keep the best fruit for themselves
- Most of their holdings are mass selection of special clones known as Petit Pinot d'Aÿ, which is a small-yielding, tiny berried clone that is unique to this village. It is thought to have higher acidity than traditional Côte d'Or varieties.

Brut Tradition NV

(12/750) \$380, 360/2

- 90% Pinot Noir, 10% Chardonnay (primarily Petit Pinot d'Aÿ)
- Fermented in tank
- Full, powerful Pinot-based style (great food wine!)
- Disgorged: February 2013

Brut Rose NV

(12/750) \$420, 396/2

- 90% Pinot Noir, 10% Chardonnay
- Assemblage-style rosé: Pinot Noir component is Gatinois' still Ay Rouge made from 60 year old vines (about 10% of blend)
- Mostly 2009 vintage (with bit of 07 and 08)
- 6g dosage
- Full-style, very Pinot-ey Rosé
- Disgorged: December 2012

Christophe Mignon

Festigny, Vallée de la Marne

- Small grower in growing area south of the Marne River and along the Flagot tributary. Known for its high % of Pinot Meunier, which is particularly well-suited to the deep clay and chalky Tuffeaux soils dominating the terrain.



- Mignon's unique approach to viticulture is something we like to refer to as *The Mignon Method*, which combines natural practices including biodynamics, phytotherapy, homeopathy and geobiology. All work in the vineyards and cellar follows the lunar calendar. Rare ratio of one worker per hectare.

Christophe Mignon Blanc de Noirs Pur Meunier Brut Nature 2006

(12/750) \$520

- Blend of southwest-facing vineyards planted in '76
- Parcels vinified separately in combination of stainless steel and apoxy-lined tanks.
- Zero dosage
- Disgorged: April 2012
- Rich, layered, dark-toned minerality, hints of almond on back

Pur Meunier Brut Rose NV

(12/750) \$520

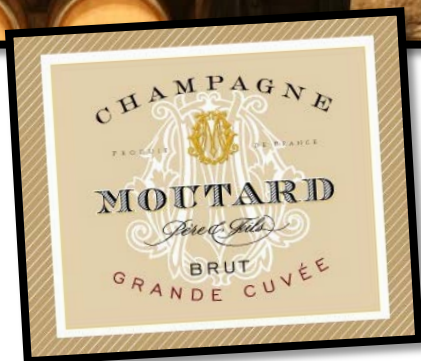
- Blend of southwest-facing vineyards planted in '76
- Parcels vinified separately in combination of stainless steel and apoxy-lined tanks.
- 50% 2009, 50% 2010. Aged 24 months in bottle
- 6 grams dosage
- Disgorged: June 2012
- Fresh, lively and finesseful

Jérôme Prévost

Gueux, Vallée de la Marne

- Tiny grower in Gueux, just SW of Reims
- Single-vineyard (Les Beguines), Single-variety (Pinot Meunier), Single vintage wines
- Worked with Anselme Selosse and made his first vintages (98-01) in Selosse's cellar in Avize
- Viticulture officially in "lutte raisonnée" but no chemical additives to soil unless absolutely necessary (catastrophic circumstances)
- 45 year old vines, cropped extremely low\
- Élevage in larger barrels (500/600L), low SO₂, no fining or filtration
- Bottles Spring after harvest, and disgorges about 16 months later, no dosage
- Believes that Champagnes should age just as great vintage wines do





Moutard

Buxeuil, Côte des Bar

- Medium-sized NM (Negociant-Manipulant) in the warmest, southernmost region of Champagne
- Produces about 75,000 cs per year (~25% estate grapes/75% purchased)
- Many Grand Marques source Pinot Noir from the area because of ripeness, freshness & power achieved
- Cote des Bars shares same Kimmeridgian limestone subsoils and geological substrate as in Chablis
- Grows some rare and unique indigenous varieties such as Arbanne, Petite Meslier and Pinot Blanc

Brut Grand Cuvée NV

(12/750) \$320, 308/2, 296/3

- 100% Pinot Noir, 10-20 year old vines
- Stainless steel fermented, no malo, 10 g dosage
- Power of Pinot Noir with the freshness of limestone

Disgorged: April 2013

• 375 mls and Mags available too!

Rosé de Cuvaion Brut NV

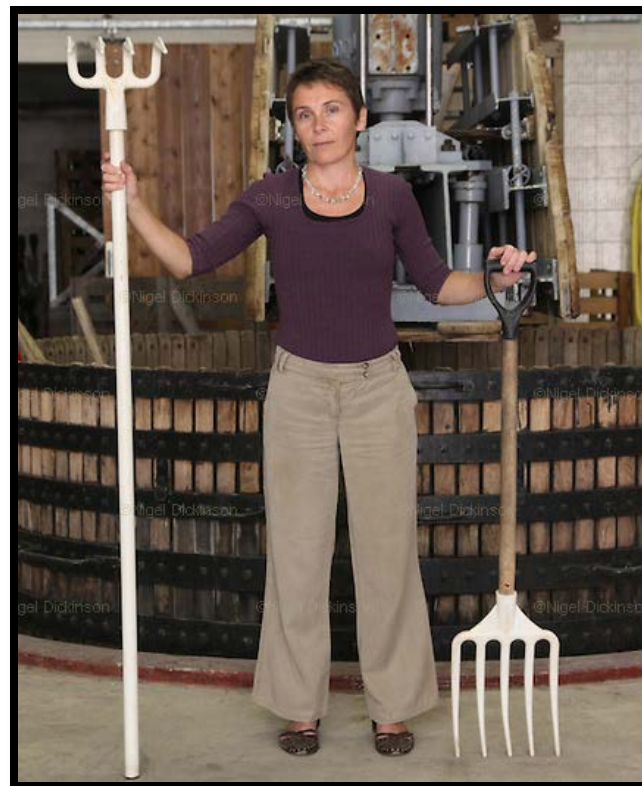
(12/750) \$360, 340/2, 320/3

- 100% Pinot Noir, made with maceration
- 3 years on lees, 10 g dosage
- Great price for a rosé of this quality...and there is continuity!
- Disgorged: October 2012
- 375mls, 1.5Ls and 3Ls available too!

Marie Courtin

Polisot, Côte des Bar

- Tiny grower located in the village of Polisot, 7km from Cedric Bouchard
- Produces single-vineyard, single-vintage, single-variety Champagnes from Biodynamically-farmed grapes
- Established in 2001, first vintage was 2005
- 100% hand-harvested, natural yeast fermentations (from yeasts gathered from vineyards and cultivated at winery)
- 35-40 year old hillside vineyards. SE exposure with soils of clay/limestone. Bands of Kimmeridgian give the wine extra energy and cut
- Uses pendulums to help determine decisions in vineyard treatments, harvesting and winemaking
- Recommends serving wines in regular glasses to allow for development through increased aeration



Resonance [Cuvée 2010]

(12/750) \$240, 228/2

- “Résonance” refers to the balancing energies of earth and sky that create the *terroir*
- Aged 100% in stainless steel, zero dosage
- Disgorged: March 2013
- Powerful, “briny” style Pinot Noir Champagne you could pair w/ oysters!

Efflorescence 2008

(12/750) \$320

- “Efflorescence” refers to something that evolves in perpetuity
- Sourced from the bottom of the hill which has most power and potential
- Aged in used Barriques, zero dosage
- Disgorged September 2010
- Definitely a “food Champagne”, could easily go with game and meat dishes that are not too heavy



Nathalie Falmet

Rouvres-les-Vignes, Côte des Bar

- Small grower at the end of the line for Aube plantings.
- One of few women in Champagne to hold the title of both vigneron and oenologist.
- Runs a lab in Bar-sur-Aube where she serves as a consulting oenologist for 35 Champagne clients in the region.
- Inherited and farms 3.2 hectares of vineyards planted by her parents – primarily Chardonnay with small amounts of Pinot Noir and Pinot Meunier
- She seeks balance, power, delicacy and terroir definition in her wines

Brut Nature NV (12/750) \$596

- 100% Pinot Noir from .5 hectare
- Kimméridgian clay-limestone; 30 year old vines
- Vinified in stainless steel, 24 months sur lie
- Zero dosage
- Disgorged: February 2013

Tentation Rosé de Saignée NV (12/750) \$649

- Saignée obtained by maceration of destemmed Pinot Noir and Pinot Meunier
- Constant tasting during vinification, helps Nathalie track and understand the aromatic and flavor spectrum that her wines span over time
- Kimméridgian clay-limestone; 45 year old vines
- 9 grams dosage
- Disgorgement: August 2012

Cédric Bouchard

Celles-sur-Ource, Côte des Bar

- Former sommelier in Paris
- First vintage was 2000 working with some of his family's vineyards
- One of the hottest producers in the region
- Inflorescence: farms vineyards, but doesn't own
- Roses des Jeanne: his own estate vineyards
- Extremely low yields in vineyards (~2 tons/acre Inflorescence, ~1 ton/acre on RDJ)
- All wines single-vineyard/vintage/variety
- 1st press, crushed by foot natural yeast, unfined/unfiltered
- Unlike Selosse and others, he believes in all stainless steel fermentation
- Long slow secondary fermentation in cool conditions to create extra fine bubbles
- Zero dosage at bottling
- Recommends (gently) decanting and serving his wines in regular wine glasses



Bouchard Inflorescence Val Vilaine Blanc de Noirs [2011] (12/750) \$599

- 1.5 hectare vineyard in the lieu-dit "Val Vilaine" consisting of 100% Pinot Noir
- Aged for 16 months on the lees in stainless steel.
- Zero dosage
- Disgorged April 2013
- Concentration, opulence and oh-so-fine bubbles