

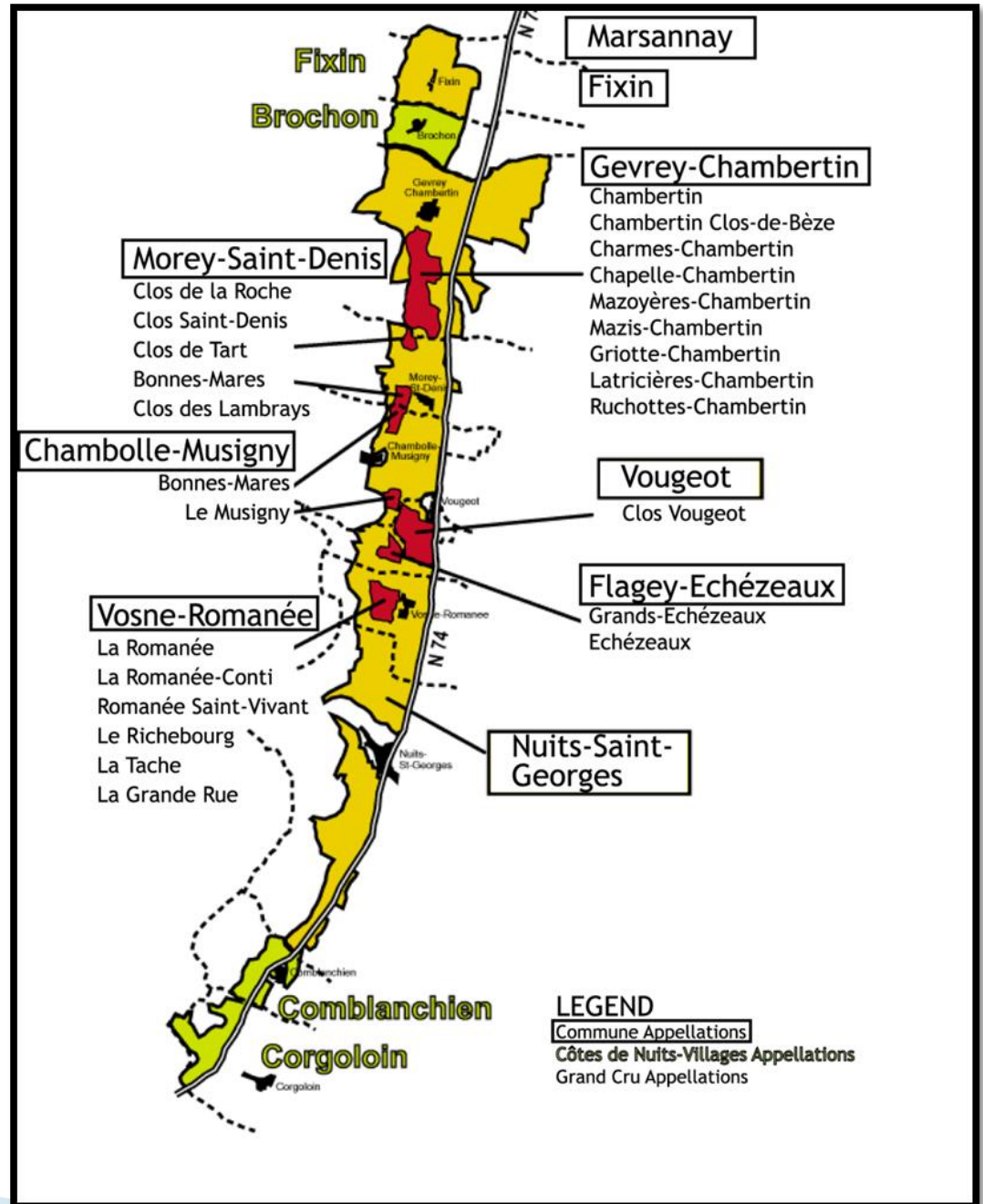
# THE BACKROADS OF “LA COTE D’OR”



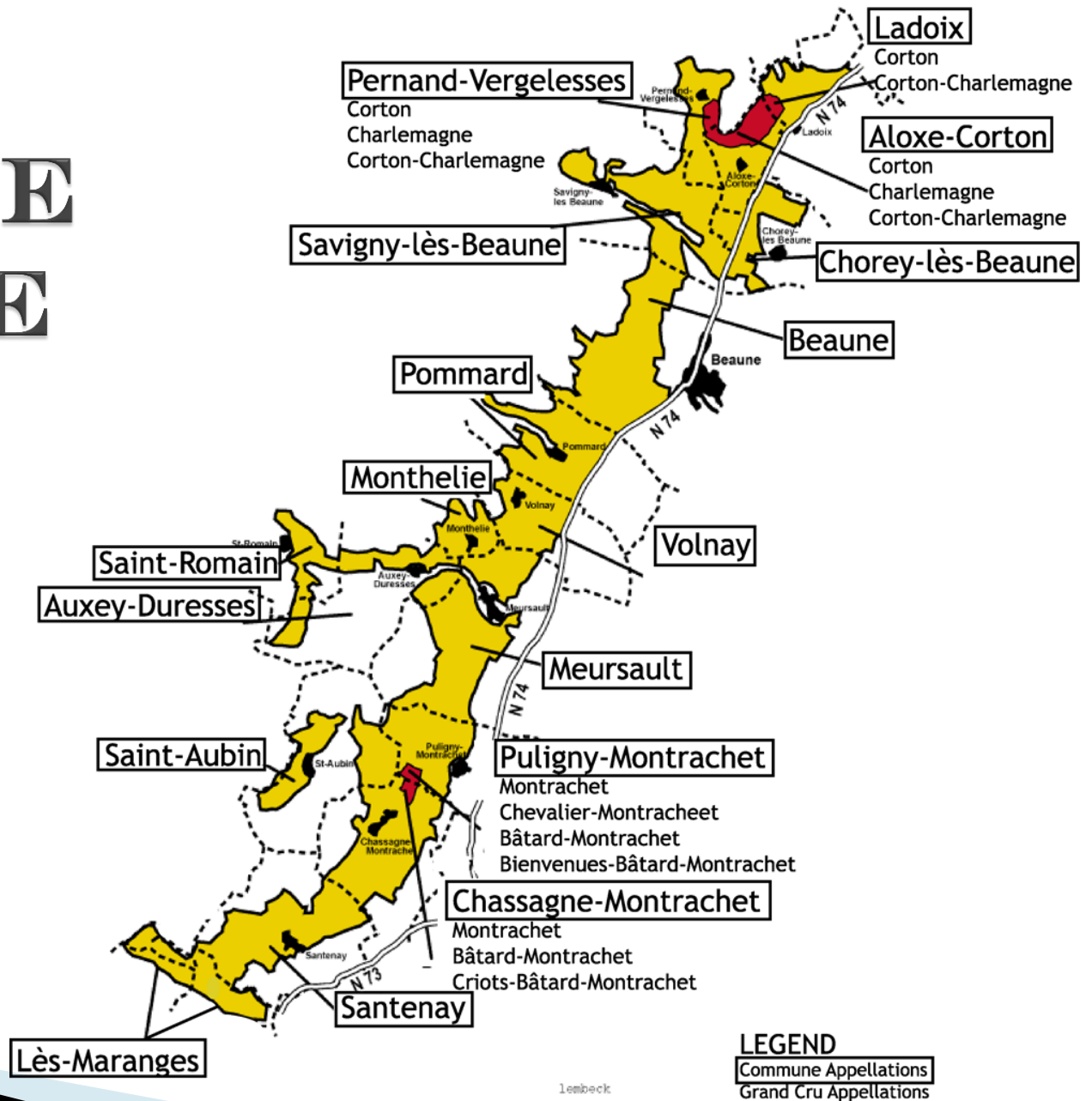
# DOWNSTAIRS AT THE "ABBEY"



# COTE DE NUITS



# COTE DE BEAUNE



# BURGUNDY'S “BLUE COLLAR WINES”



**HIGH ON VALUE--**

**--LOW ON GLAMOR**

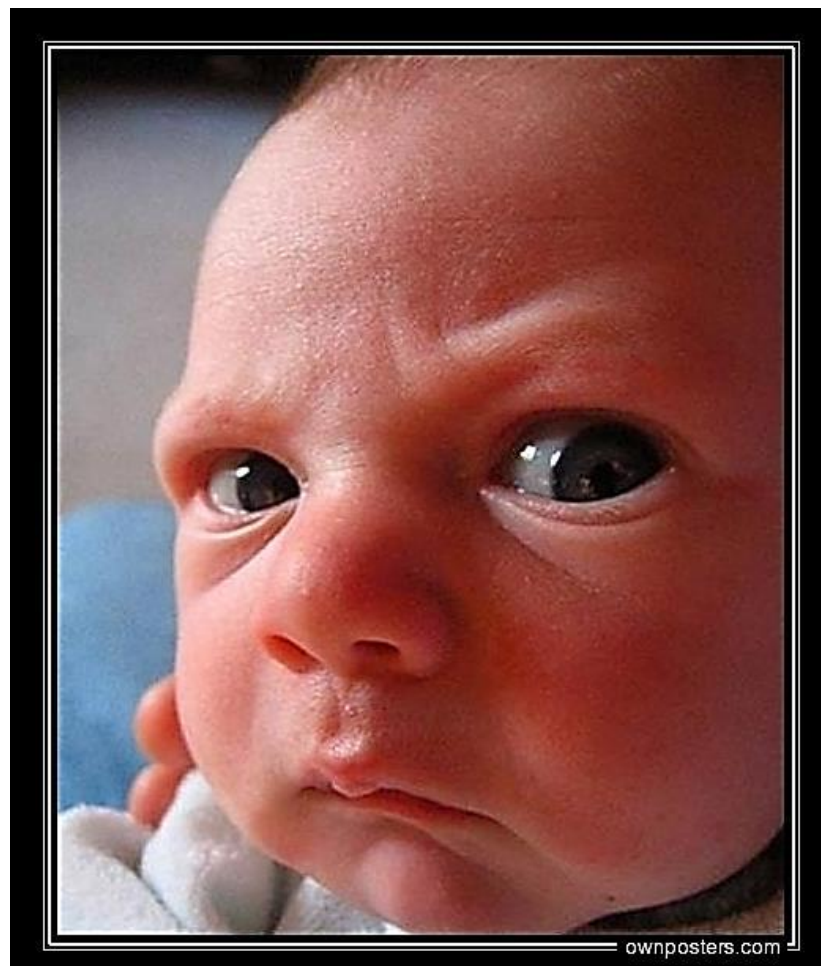


# Bottle Price Comparisons—village classification

- ▶ Marsannay \$20
- ▶ Fixin \$30
- ▶ Pernand–Vergelesses \$34
- ▶ Savigny–Les–Beaune \$37
  
- ▶ Gevrey–Chambertin \$57
- ▶ Chambolle–Musigny \$66
- ▶ Vosne–Romanee \$60
- ▶ Volnay \$60



# WHY NO GLAMOR??





# ONE REASON---



# MORE REASONS--

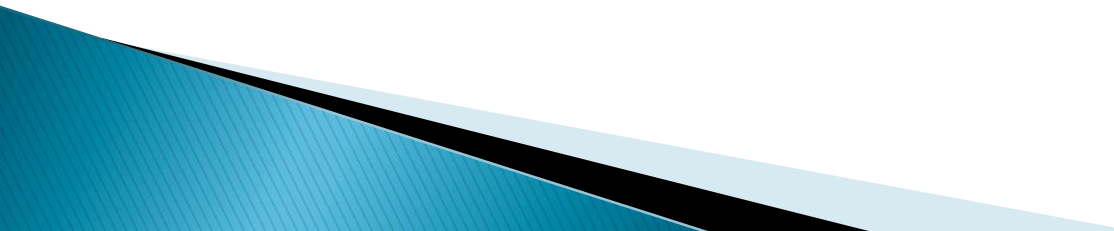
## ▶ PRONOUNCIATION



# CAN YOU QUICKLY SAY THESE WINES 5 TIMES?



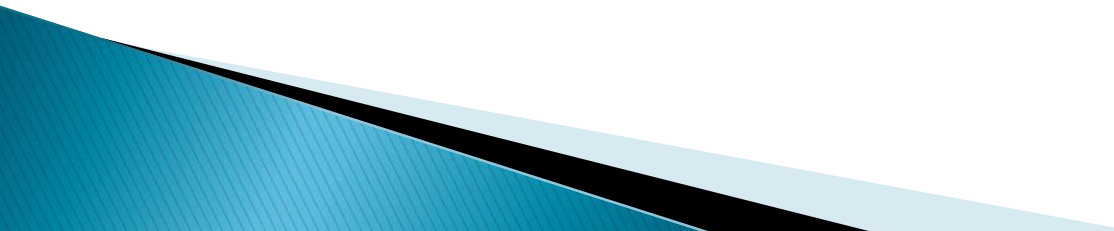
# **MORE REASONS---**

- ▶ **LESS CELEBRITY**
  - ▶ **FEWER “STAR” PRODUCERS**
  - ▶ **LESS GLAMOR**
  - ▶ **LESS DISTRIBUTION**
- 

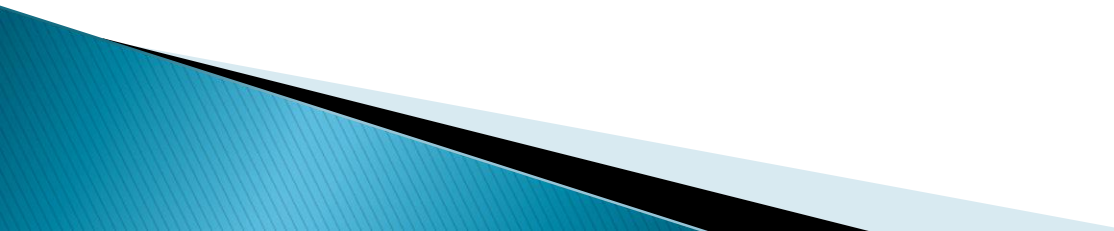
# MARSANNAY



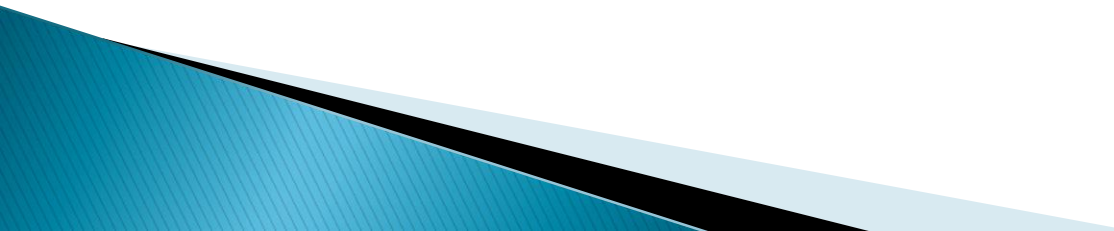
# Marsannay **POINTS OF DISTINCTION**

- Burgundy's finest rose' wine.
  - Only Burgundy village appellation which includes red, white, and rose' wines.
  - Northernmost village appellation in the Cote d'Or.
- 

# MARSANNAY FAST FACTS

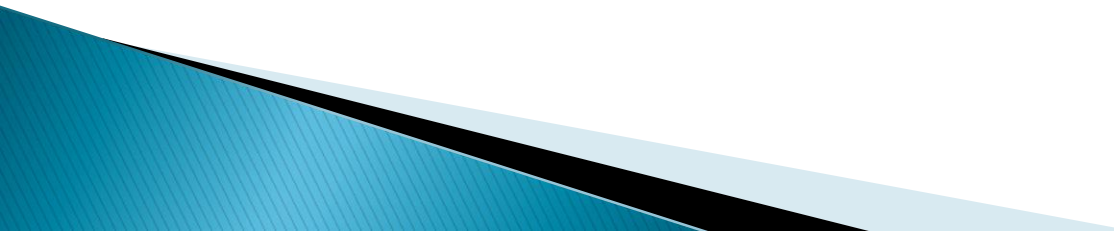
- Village AOC established 1987 for red, white and rose' wines.
  - Includes Chenôve, Marsannay-La-Cote, and Couchey.
  - No premier cru vineyards yet.
- 

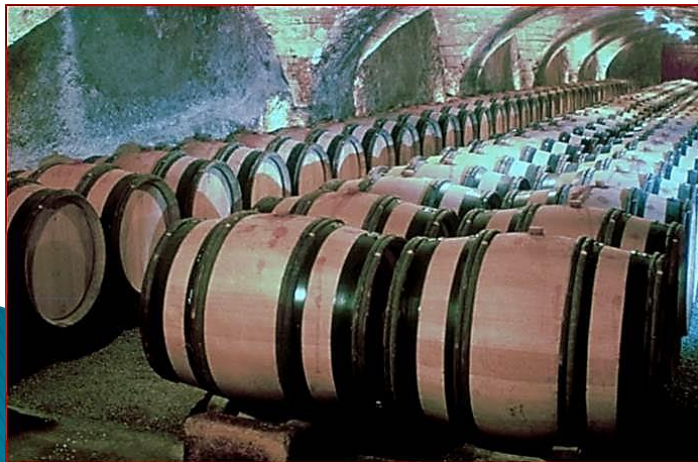
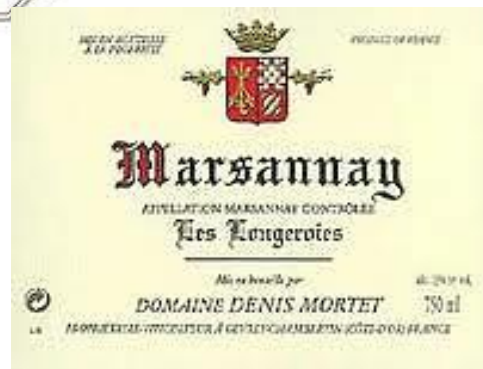
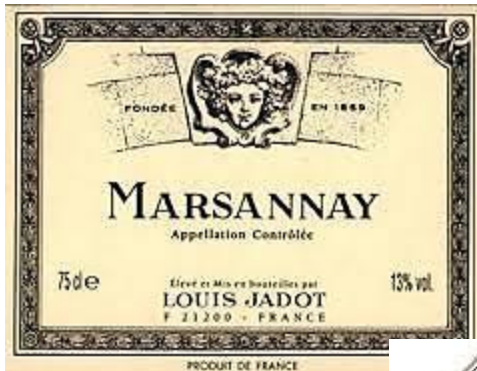
# EARLY HISTORY

- Wine production since AD 658.
  - Early vineyards owned by Duke of Burgundy and monks at St-Benigne.
  - In 1648, Chenôve wine sold at higher prices than those of Gevrey-Chambertin.
- 



# 20<sup>TH</sup> CENTURY DEVELOPMENTS

- In 1919, Joseph Clair “invents” Marsannay Rosé.
  - 1987, Marsannay receives village AOC
  - Investment by other Côte d’Or producers elevates image of wines.
- 



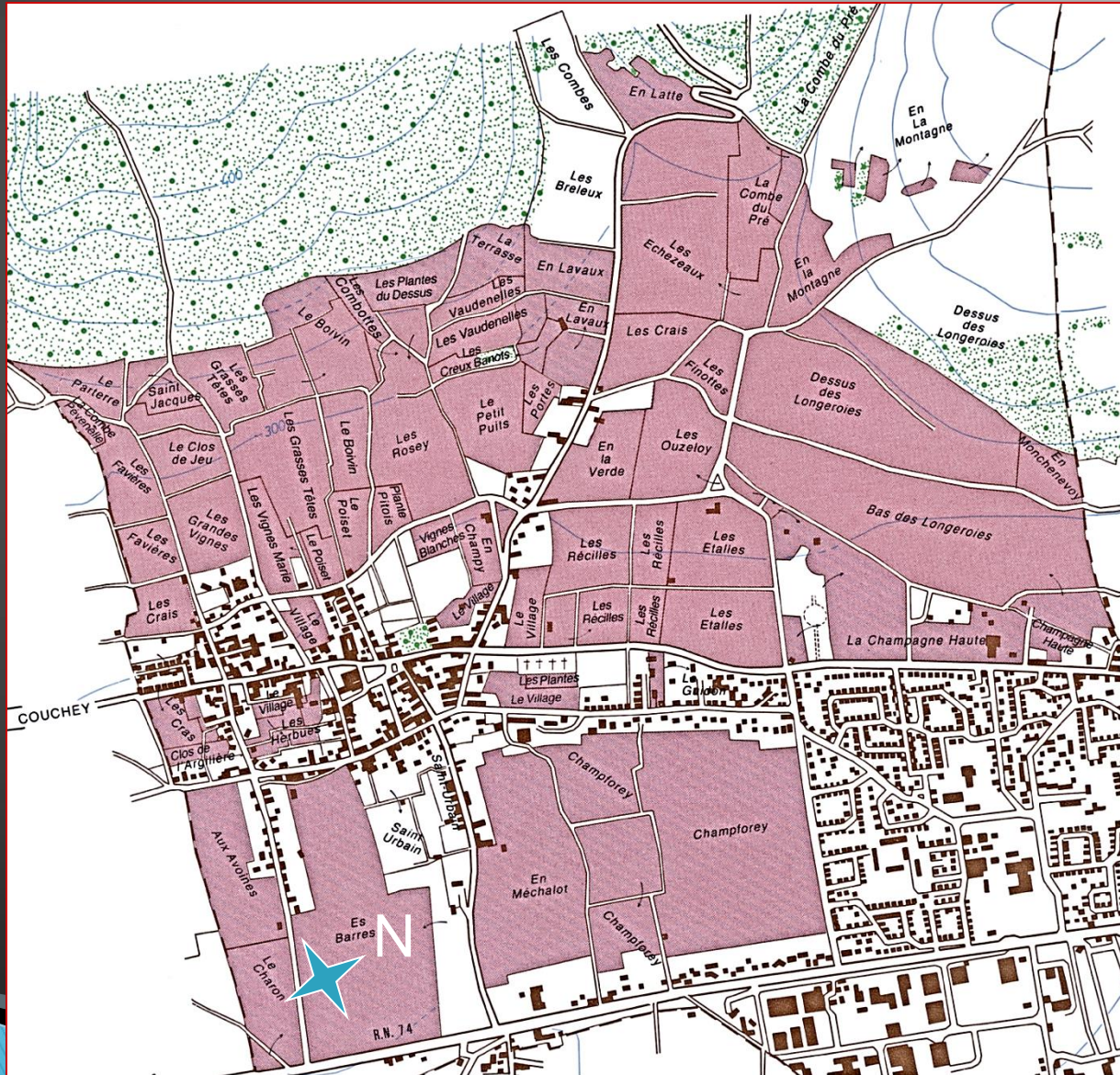
GRAND VIN DE BOURGOGNE  
*Marsannay*  
 APPELLATION MARSANNAY CONTRÔLÉE

*Louis Latour*  
 MIS EN BOUTEILLE À BEAUNE PAR LOUIS LATOUR NÉGOCIANT-ÉLÈVEUR  
 A BEAUNE - CÔTE-D'OR - FRANCE  
 PRODUCT OF FRANCE

750ml

13% vol.

# Marsannay-La-Côte



# WINE PRODUCTION

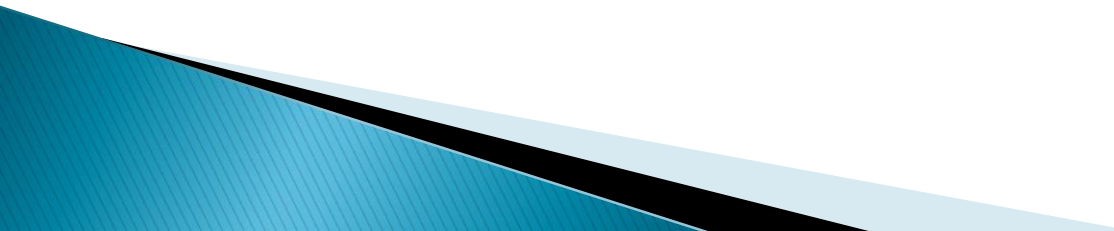
(PITIOT 2012)

- Red and Rosé: 475 acres;  
88,889 cases (13% is Rosé)
- White: 85.9 acres;  
18,889 cases

*(Note: Marsannay white wine represents 52% of Côte de Nuits white wine production)*

- **Total:** 560.9 acres  
107,778 cases

# MARSANNAY WINE STYLES

- Reds: stylish, fruit-forward, supple, early charm.
  - Rosé: poised, racy, lively red fruit, refreshingly crisp.
  - White: peachy-apple fruit, crisp and lean, lighter than Fixin whites.
- 

# Let's Taste the Wines



# FLIGHT 1

## 2015 Domaine Collotte Marsannay Rose



# Philippe Collotte





# 2014 LOUIS LATOUR MARSANNAY

GRAND VIN DE BOURGOGNE

*Marsannay*  
APPELLATION MARSANNAY CONTRÔLÉE

*Louis Latour*

75 cl

MIS EN BOUTEILLE A BEAUNE PAR LOUIS LATOUR NÉGOCIANT-ÉLEVEUR  
A BEAUNE - CÔTE-D'OR - FRANCE  
PRODUIT DE FRANCE

Alc. 13% vol.

# LOUIS-FABRICE LATOUR, 7<sup>TH</sup> GENERATION





D 122 E

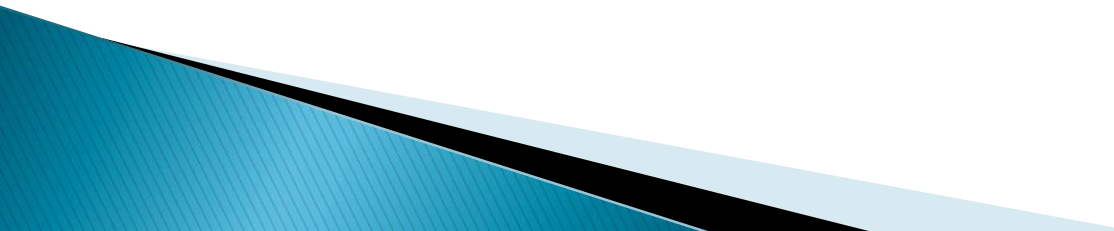
FIXIN

10 h

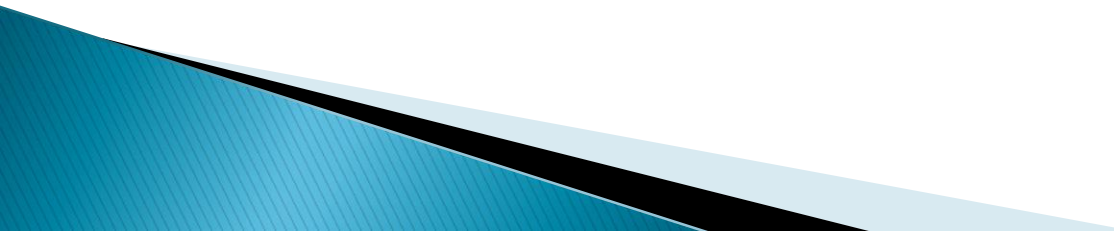


**Fixin Vineyards**

# Fixin **POINTS OF DISTINCTION**

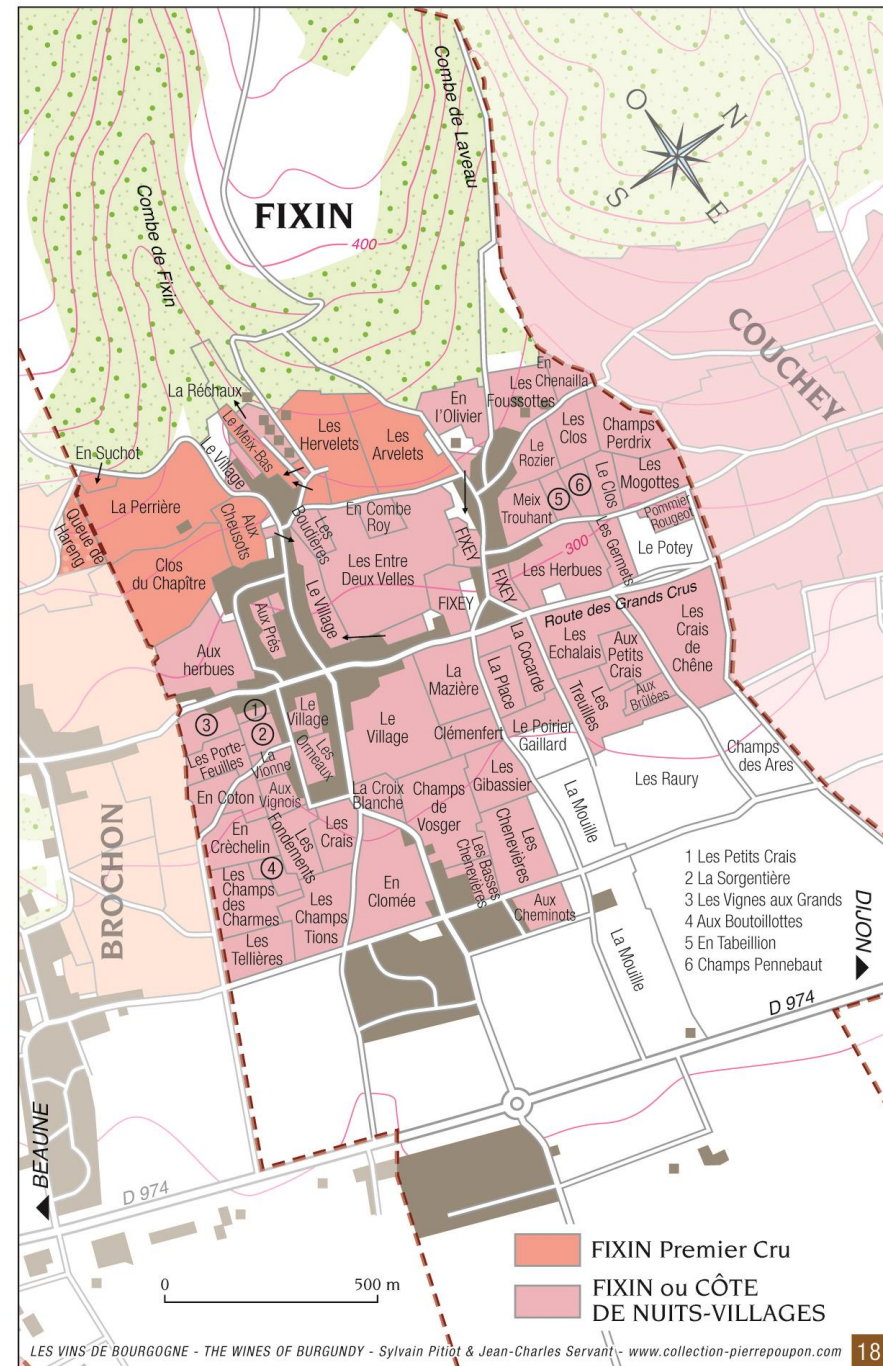
- Little brother to Gevrey–Chambertin.
  - Location of a Napoleon vineyard, museum, and sculpture.
  - Three of 6 premiers crus are “monopoles”
- 

# FIXIN FAST FACTS

- An early Roman settlement.
  - Important viticulture since the Middle Ages.
  - Same geologic strata package as Chambertin.
  - Six Premiers Crus
- 

# Top Premiers Crus

- **Clos de la Perrière** (6.7 Ha), monopole of Philippe Joliet.
- **Clos du Chapitre** (4.79 Ha), monopole of Guy Dufouleur.
- **Clos Napoléon** (1.83 Ha), monopole of Domaine Gelin.



# A NAPOLEON CONNECTION

- Claude Noisot
- Clos Napoléon Vineyard (1.83 Ha)
- Parc Noisot, Museum, and Sculpture.



Napoleon



# FIXIN'S NAPOLEON TRIBUTE



# FIXIN AOC PRODUCTION

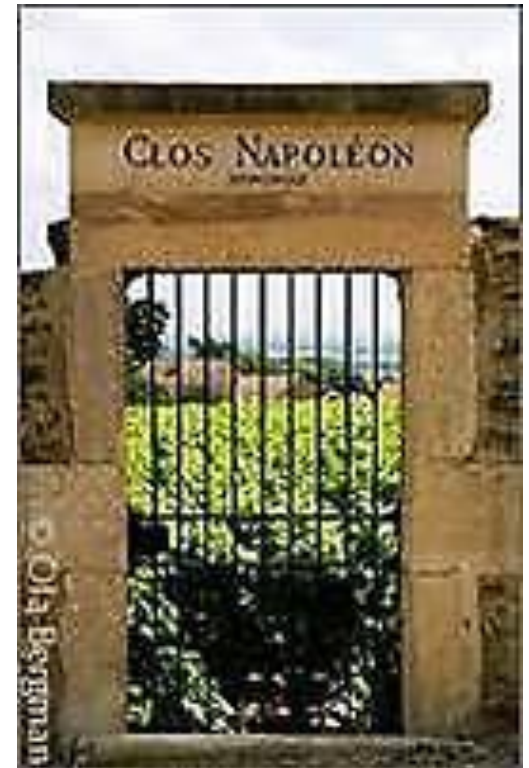
(PITIOT 2012)

- **Reds:**            296.7 ac;      41,044 cases
- **Whites:**        12.3 ac;        1,856 cases



# FIXIN RED WINE STYLE

- a bit “sauvage”, showing an austere richness and power. Wines from the northern part of the slope are lighter and softer.
- overall, more structured and robust than Marsannay.



# DOMAINE LOUIS JADOT WINEMAKER, Frederic Barnier

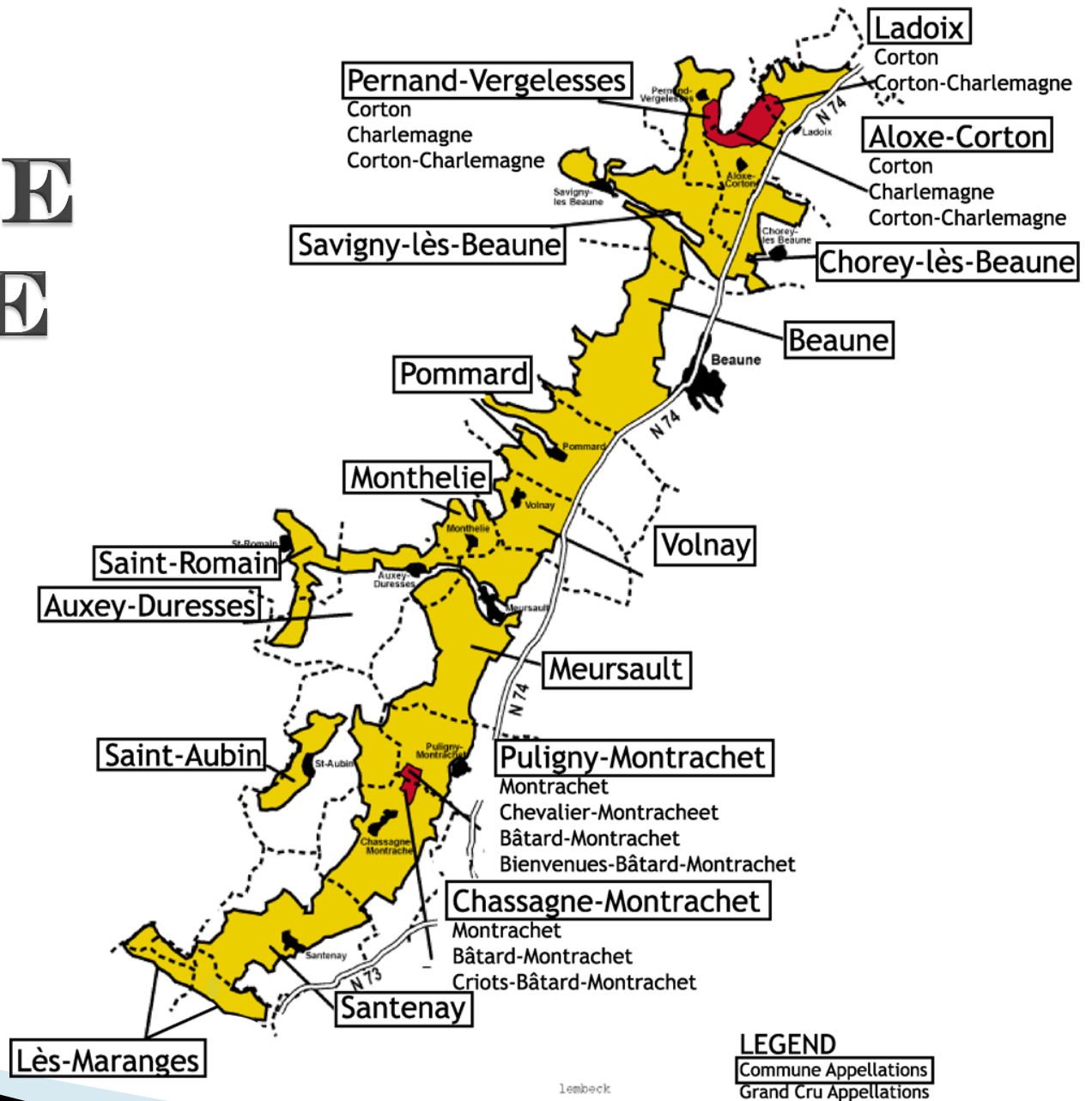


2013 Louis Jadot Fixin



**PIERRE HENRY GAGEY,  
MANAGING DIRECTOR  
MAISON LOUIS JADOT**

# COTE DE BEAUNE

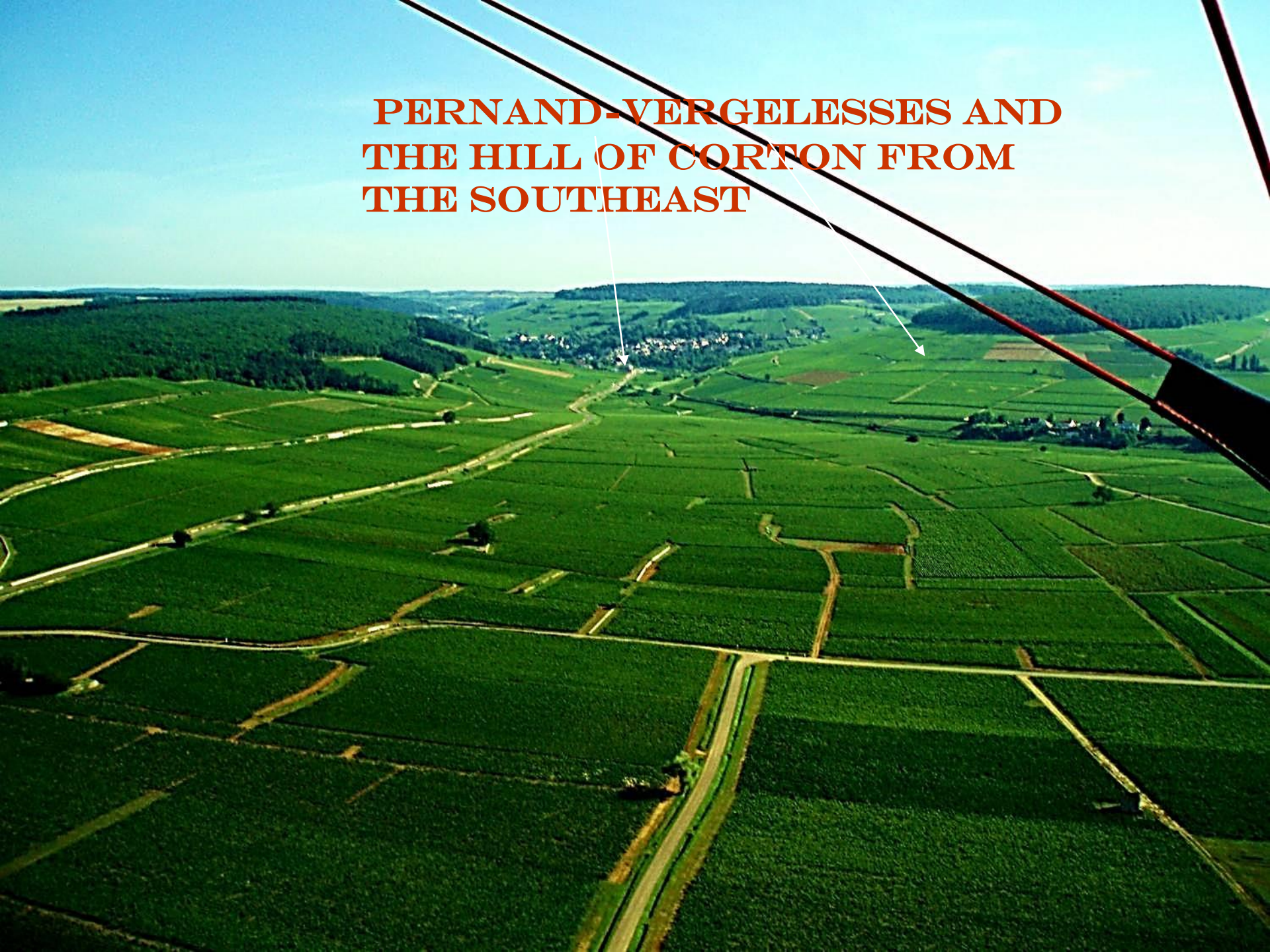


# Pernand-Vergelesses



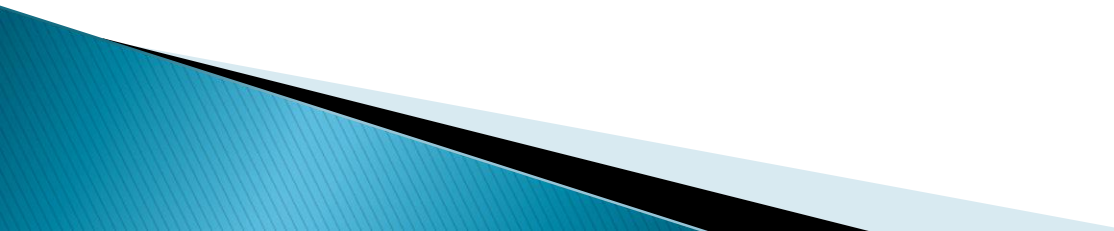
Village of Pernand-Vergelesses in foreground with vineyards viewed from the west

**PERNAND-VERGELESSES AND  
THE HILL OF CORTON FROM  
THE SOUTHEAST**





# Pernand's **POINTS OF DISTINCTION**

- Includes significant grand cru vineyards on the mountain of Corton (one third of Corton–Charlemagne).
  - 47% of red vine acreage is premier cru.
  - Wines are undervalued because of difficult spelling and pronunciation of name and less desirable vineyard exposures.
- 

# PERNAND-VERGELESSES

## FAST FACTS

- Has one third of Corton–Charlemagne. Includes the vineyard parcel previously owned by Emperor Charlemagne.
- 8 Premiers Crus
- Can include pinot blanc, pinot beurot, and aligote with chardonnay in white wines.

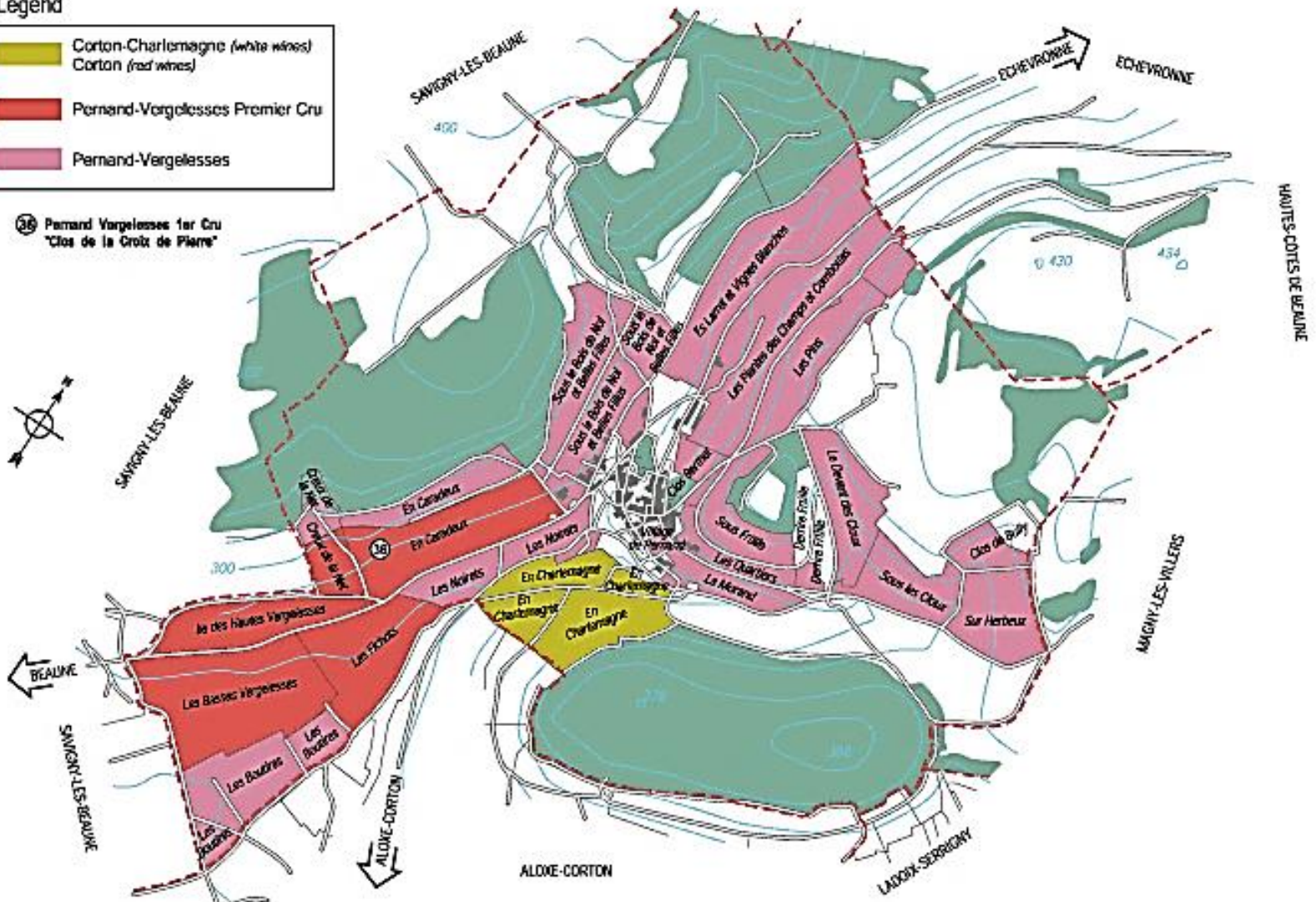


# Pernand–Vergelesses

## Legend

-  Corton-Charlemagne (white wines)  
Corton (red wines)
-  Pernand-Vergelesses Premier Cru
-  Pernand-Vergelesses

**26** Pernand Vergelesses 1er Cru  
"Clos de la Croix de Pierre"



# PERNAND PRODUCTION

- **Red Wines:** 288.7 ac. (incl 108.5 ac premiers crus).  
33,033 cs. (incl 17,233 cs premiers crus).
- **White Wines:** 217.7 ac. (incl 43.5 ac premiers crus).  
27,800 cs. (incl 9,033 cs premiers crus).
- Wine Production is 57% red, 43% white. In the past 20 years, white has gone from 25% to 43%.

# PERNAND WINE STYLE

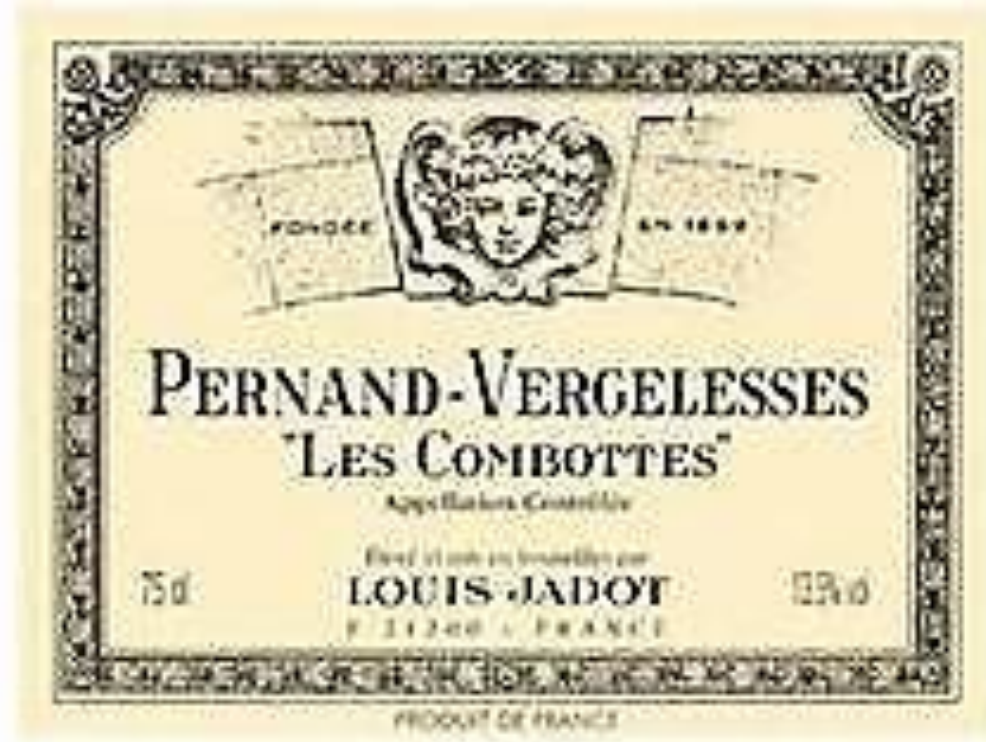
*“like an old Maine Farmer”*

- Reds are characterful, a bit austere, a mingling of earth and soft berries.
- Whites are crisp, apple-like, with a slight herbal note.
- One of the Cote d’Or’s best values.



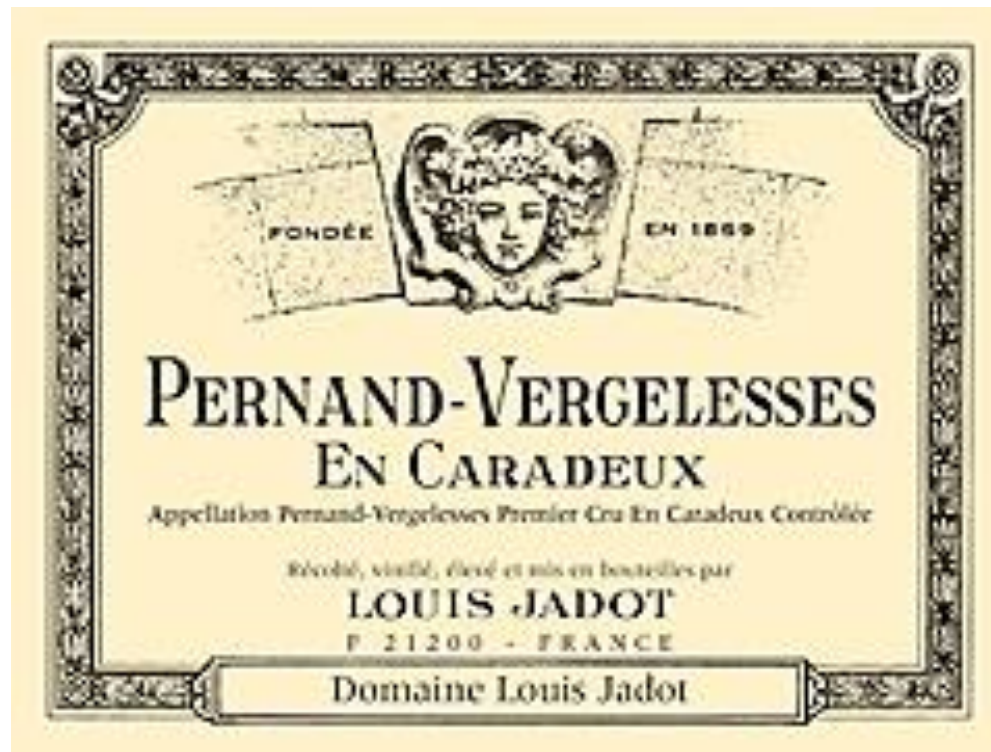
# FLIGHT #2

- ▶ 2012 Domaine Louis Jadot  
Pernand-Vergelesses Blanc “Les Combottes”



# FLIGHT #2

- ▶ 2012 Domaine Louis Jadot  
Pernand-Vergelesses En Caradeux



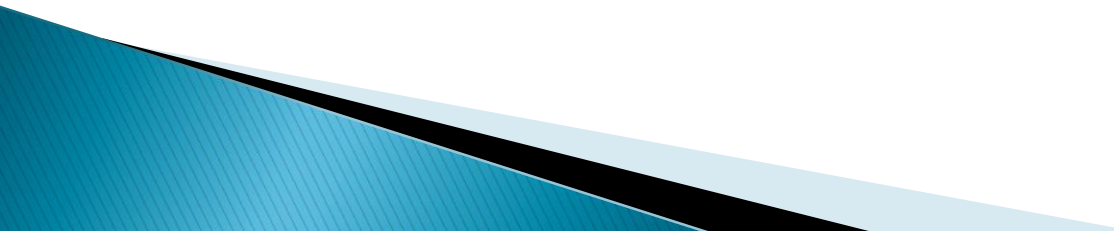
# SAVIGNY-LES-BEAUNE



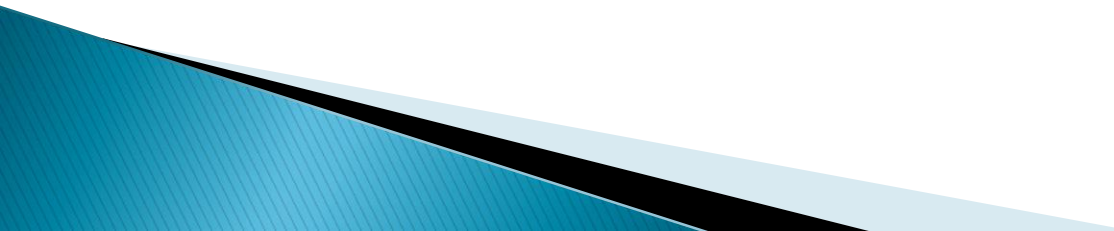


# Savigny–Les–Beaune

## **POINTS OF DISTINCTION**

- Second largest red wine producing village in the Cote de Beaune, after Beaune.
  - Two different major slopes, one facing South/SE, the other facing East/NE.
  - Home of Burgundy's inventor of straddle tractor, de-stemmer, and row-vine planting.
- 

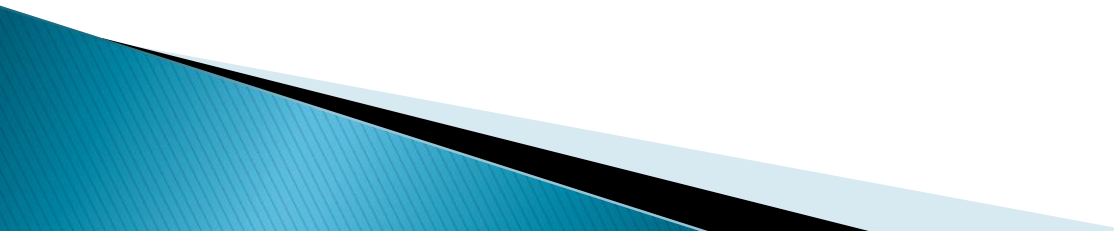
# SAVIGNY FAST FACTS

- Sits at the “headwaters” of the Rhoine Valley
  - Multiple sub-soils
  - A variety of exposures
  - Ranks #2 among Cote de Beaune villages in red wine production.
- 

# Jet museum in Savigny



# SAVIGNY PRODUCTION

- **Red Grapes: 816.6 ac, incl 319 ac (1er Cru)**
  - **White Grapes: 111.3 ac, incl 32 ac (1er Cru)**
  
  - **Red Wines: 128,489 cs, incl 50,911 cs (1er Cru)**
  - **White Wines: 20,378 cs, incl 5,000 cs (1er Cru)**
  
  - **NOTE: REDS QUALIFY FOR COTE DE BEAUNE AND COTE DE BEAUNE-VILLAGES APPELLATIONS. THE VILLAGE HAS 22 PREMIERS CRUS.**
- 

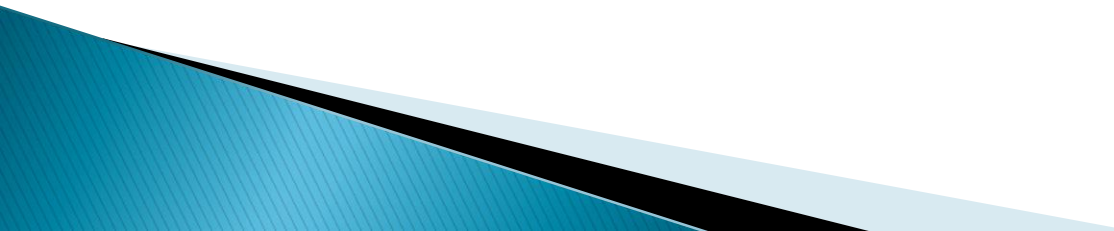
# THE TWO FACES OF SAVIGNY-LES-BEAUNE



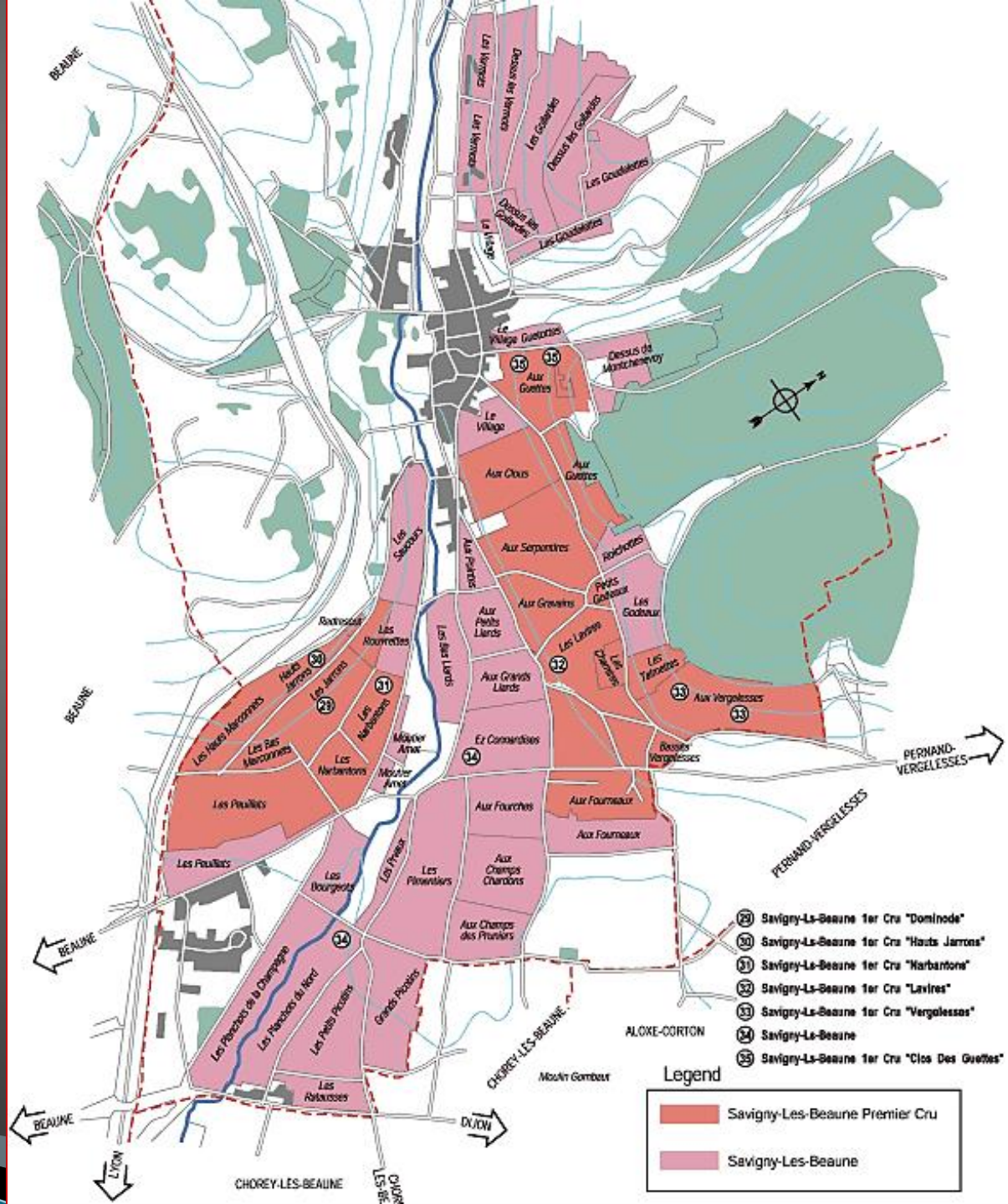
Mont Battois

Bois Noel

# THE TWO FACES OF SAVIGNY

- Bois Noel (Pernand-side), facing SE & South.
  - Mont Battois (Beaune-side), facing NE & East.
  - Wine Styles:
    - Pernand-side more medium weight, elegant.
    - Beaune-side more structured and earthy.
    - Both age well for 10 years, gaining complexity.
- 

# SAVIGNY- LÈS- BEAUNE



# BEAUNE-SIDE (MONT BATTOIS)

- Soil is sandier, with less stones, and limestone deposits on lower slopes.
- **Top Premiers Crus:**
  - Marconnets, 20.6 ac, rich and concentrated.
  - Les Jarrons, 34.1 ac, dense fruit and structure, includes “La Dominode”.

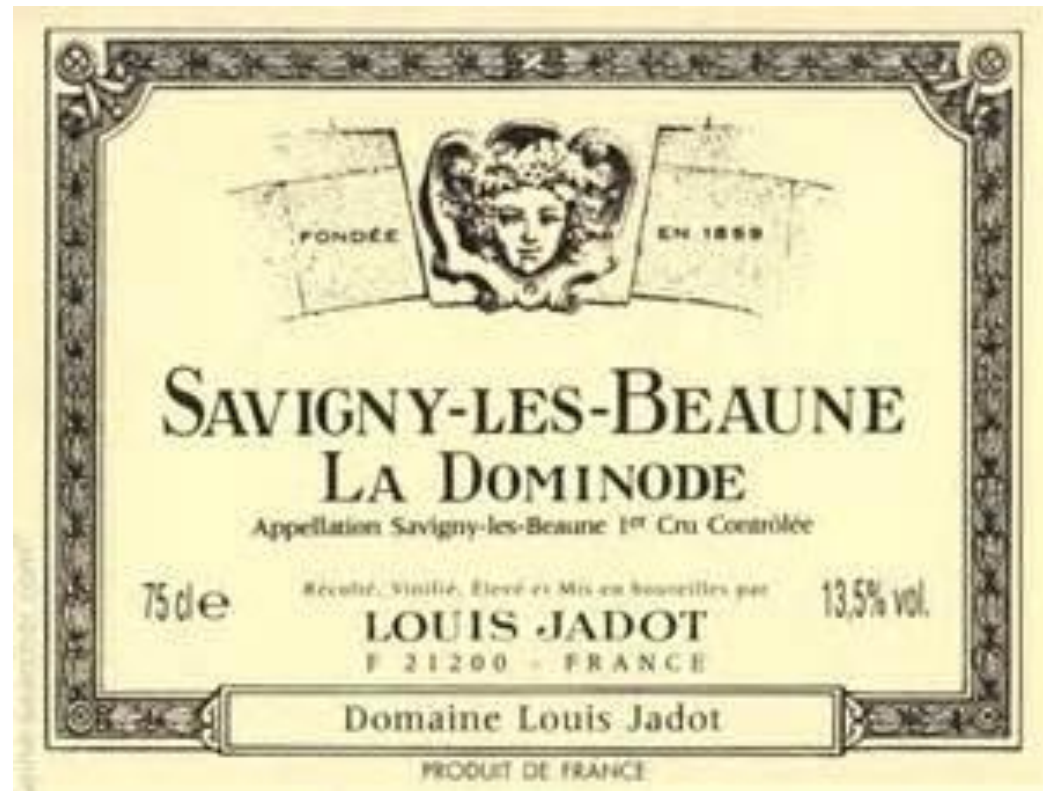


# PERNAND-SIDE (BOIS NOEL)

- Geology is similar to Corton, with a gritty, sandy marl & ferruginous oolite on top slopes, reddish-brown limestone on lower slopes.
- **Top Premiers Crus:**
  - Aux Serpentieres, 30.5 ac, a wine of finesse.
  - Vergelesses, 46.6 ac, intense and refined.
  - Les Lavieres, 43.6 ac, appealingly delicate.

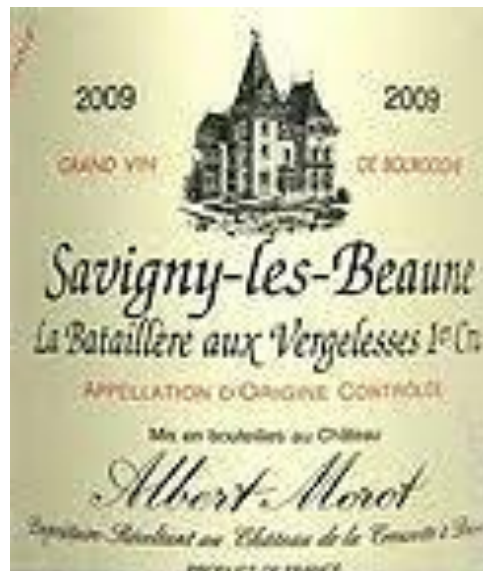
# FLIGHT #3

- ▶ 2012 Domaine Louis Jadot  
Savigny-Les-Beaune “La Dominode”



# FLIGHT #3

- ▶ 2014 Domaine A. Morot Savigny-Les-Beaune “La Bataillere aux Vergelesses” (monopole)



Geoffroy Choppin de Janvry

# Let's Sum It Up-----



- ▶ **Why Pay for Glamor?**