



French Wines & Spirits

"Rendez-Vous" 2010

TASTING GUIDE

➔ NEW DELHI

FRENCH EMBASSY

Monday, April 12th, 2010

➔ MUMBAI

HOTEL NOVOTEL MUMBAI

Wednesday, April 14th, 2010

www.ubifrance-events.com/french-wines-spirits-drinks


UBIFRANCE
AND THE
FRENCH TRADE COMMISSIONS

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Tasting Guide

The 2010 French Wine and Spirits «Rendez-Vous»
is a tasting event

Organised by

**The French Trade Commissions of New
Delhi and Mumbai**

and

UBIFRANCE

The French Agency for international business development

French Trade Commission of New Delhi Embassy of France in India

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Exhibitors

N°

ARMAGNAC DE MONTAL	1
CHAMPAGNE LOUISE BRISON	2
CHATEAU DE L'ORANGERIE	3
CHATEAU LA BRIE	4
CHATEAU MONTAUD	5
MAISON LOUIS DE GRENELLE	6
NATURAL WINE EXPORTS	7
R & V Cie (Rivoyre & Varenne)	8
VIGNOBLES LA COTERIE	9
WYNEDEE	10





ARMAGNAC DE MONTAL

Address: Route d'Aire sur Adour,
32110 NOGARO

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Email: montal@de-montal.com

www.de-montal.com

N° 1

Product information

ARMAGNAC and COTES DE GASCOGNE, FLOC DE GASCOGNE

- de Montal Château du Rieutort, Armagnac (Bas-Armagnac), VSOP
- de Montal Château du Rieutort, Armagnac (Bas-Armagnac) XO
- de Montal Château du Rieutort, Armagnac (Bas-Armagnac) 1965
- de Montal Château du Rieutort, Floc de Gascogne, White or Red
- Rieutort, Côtes de Gascogne, White mellow, 2008
- de Montal, Blanche Armagnac AOC, White



Armagnacs et vins de Montal



Philippe LAYUS-COUSTET
Manager

Price Category € < 2.5 - > 10

Company profile

From our 1 000 hectares of vineyards, located in the most famous area, the Bas-Armagnac, we produce Vins de Pays des Côtes de Gascogne (white dry or mellow, rose, red), Armagnacs (VS, VSOP, Napoleon, XO and old vintages from 1893 to 2000), white Armagnac, Floc de Gascogne, Liqueurs, fruits with Armagnac, and sparkling wines.

We offer a large range of grape varieties : Sauvignon, Chardonnay, Colombard, Petit Manseng, Folle Blanche, Tannat, Merlot... with a grape-picking at night and transport in inert stainless steel trailers to preserve aromas. Exclusively pneumatic pressing.

For the Armagnacs, distillation on our 3 cooper stills called Athos, Porthos and Aramis, supervised by D'Artagnan statue.

We have got the certification Iso 9001 version 2000, since 2004.

We supply a great choice of products for restaurants, bars, department stores and duty-free shops, which we export among 30 countries.



CHAMPAGNE LOUISE BRISON

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Fax: +33 3 25 38 68 82
Port : +33 6 07 38 92 08
Email: francis@louise-brison.fr
www.louise-brison.fr

N° 2

Product information

CHAMPAGNE

- Champagne Louise Brison, Sparkling wine,
White, Louise Brison Brut Vintage, 2004



Francis BRULEZ
Export Manager

Price Category € > 10

Company profile

We are producer in champagne where our vineyard stretches across a magnificent hillside facing south-south-east at an altitude of 320 metres. Ideally situated to capture the sunlight, it enables our Chardonnay and Pinot Noir vines to bring the crop to perfect maturity at harvest time. In order to preserve the microbiology of our soil, we do not use any chemical fertilisers, insecticides or fungicides.

Our Chardonnay wines are fermented in oak casks and blended with Pinot Noir after alcoholic fermentation. Preserving the natural acidity of the grapes, we do not systematically use malolactic fermentation. Our wines develop their qualities during the time they spend maturing in oak casks. Then, after lightly fining and filtering them, we put the future champagne in bottles, where they acquire their sparkle. Long years of cellaring bring out all their aromas and flavours, giving our champagnes refinement, roundness and character.



CHÂTEAU DE L'ORANGERIE

Address: Château de l'Orangerie
33540 SAINT FELIX DE FONCAUDE
Tel: +33 5 56 71 53 67
Fax: +33 5 56 71 59 11
Email: jci@chateau-orangerie.com
www.chateau-orangerie.com

N° 3

Product information

BORDEAUX

- L'Orangerie, AOC Bordeaux, Red, White, Rose, 2008, 2009
- Grand classique du Château de l'Orangerie, Château de l'Orangerie, AOC 1ères Côte de Bordeaux, Red, 2007
- Grand classique du Château de l'Orangerie, AOC Bordeaux, White, 2009
- L'Or du Château de l'Orangerie, AOC Cadillac, Blanc Liqueureux, 2007
- L'Or du Château de l'Orangerie, AOC Loupiac, Blanc Liqueureux, 2008
- Pink Panther, AOC Bordeaux, Rose, 2009



Jean-Christophe ICARD
Manager

Price Category € 2.5 - 7,5

Company profile

The Château de L'ORANGERIE, the origin of which, according to a property title from the archives, goes back to 1790 has been owned by the same family since that date.

The vineyard is composed of 115 ha of vines.

The Château de L'ORANGERIE is known for its traditional products, the quality of its wine, it also has a long experience in the creation of packaging, unique and innovative concepts.



CHÂTEAU LA BRIE

Address: Domaine de la Brie
24240 MONBAZILLAC
Tel: +33 5 53 74 42 42
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Email: cecile.dupuy.boissiere@wanadoo.fr
www.chateau-la-brie.fr

N° 4

Product information

BORDEAUX SOUTH WEST

- Château La Brie, Bergerac blanc sec, White, 2009
- Château La Brie, Bergerac rouge, Red, 2009 (bronze medal in Paris 2010)
- Château La Brie, Côtes de Bergerac moelleux, White, 2009
- Château La Brie, Bergerac rouge, Red, Prestige 2007 (Berliner Gold medal 2010)
- Château La Brie, Côtes de Bergerac rouge, Red, Plénitude 2005 (SILVER Medal Paris 2008, BRONZE Medal Mâcon 2008, Recommended by Andreas Larsson, Best Sommelier of the World 2007)
- Château La Brie, Monbazillac, blanc, 2008



Cécile DUPUY-BOISSIERE

Export Consultant - Europe Area Manager

Price Category € < 2.5 - 7.5

Company profile

«Château La Brie» is the wine label of the Agricultural and Viticultural College of Bergerac. The vines stretch over 55 hectares, on south-eastfacing hills near the village. Their average age is around 20 years.

La Brie owns a winery of 1,248 m², mainly built for educational purposes, separated in 3 major different zones : reception of the harvest, vinification (2 very different halls to separate the whites from the reds), and storage (in two different places for the bottles and the barrels).

As any self conscious winegrower, Château La Brie adapts also its management of the vineyard to the real risks and protects its "Terroir" by practising sustainable agriculture.

La Brie's key words : AFAQ Quality, Safety and Environment Certification, moderate prices, fruity and velvety wines which bring pleasure to all type of consumers (beginners and connoisseurs).



CHÂTEAU MONTAUD

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Château Montaud, Route des Maures
83390 PIERREFEU DU VAR
Tel: +33 4 94 28 20 30
Fax: +33 4 94 28 26 26
Email: vignoblesravel@wanadoo.fr
www.vignoblesravel.com

N° 5

Product information

PROVENCE

- La Malice de Thaïs, AOC Côtes de Provence, Rose, 2009
- La Malice de Thaïs, AOC Côtes de Provence, White, 2009
- La Malice de Thaïs, AOC Côtes de Provence, Red, 2008
- Château Montaud, AOC Côtes de Provence, Rose, 2009
- Château Montaud, AOC Côtes de Provence, White, 2009
- Château Montaud, AOC Côtes de Provence, Red, 2008



Frédéric RAVEL
Manager

Price Category € 2.5 - 5

Company profile

VIGNOBLES FRANCOIS RAVEL is a family owned Company, founded in 1964. Few by few they settled a viticultural estate which is to-day one of the most important in Provence area.

Located on an old roman settlement, CHATEAU MONTAUD is the central plant where are gathered winery, bottling plant, maintenance and administration of VIGNOBLES FRANCOIS RAVEL.

Besides Côtes de Provence wines (Château Montaud, La Malice de Thaïs), rose, red, Blanc de blancs, we propose a prestigious line of Varietal Wines

Low yield without irrigation, perfect ripeness of the harvest, sharp technology and noble traditions

We are proud to introduce our wines.



MAISON LOUIS DE GRENELLE

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49415 SAUMUR CEDEX
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N° 6

Product information

LOIRE VALLEY

- Louis de Grenelle, AOC Saumur/sparkling, Rose, « Corail » Sec
- Louis de Grenelle, AOC Saumur/sparkling, White, « Ivoire » Brut
- Louis de Grenelle, AOC Saumur/sparkling, White, « Ivoire » Demi-Sec
- Louis de Grenelle, AOC Saumur/sparkling, White, « Grande Cuvée » Brut
- Château de la Durandière, AOC Saumur/still, Red, 2008/Young Vines
- Château de la Durandière, AOC Saumur/still, Red, 2008/Old Vines



Marion VENET
Export Manager

Price Category € 2.5 - 7.5

Company profile

The Louis de Grenelle House has been elaborating fine sparkling wines AOC Saumur and AOC Crémant de Loire by traditional method for 150 years.

As the last independent and family owned sparkling wine house in Saumur, Loire Valley, Louis de Grenelle has always kept a close link with the « terroir » and the vineyard since it was a winegrower, Hubert BODET, owner of the Château de la Durandière, who took over the Caves Louis de Grenelle in 1976. Since then, his children, Françoise Flao (CEO of the Maison Louis de Grenelle—elaboration of fine sparkling wines) and Antoine (manager of the Château de la Durandière-sourcing of clear/base wines) carry on the tradition of wines of AOC Saumur and AOC Crémant de Loire and are the advocates of the style and quality of the Louis de Grenelle wines.



NATURAL WINE EXPORTS

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Les Cauvaux

49390 MOULIHERNE

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Port : +33 6 83 77 00 82

Email: naturalwineexports@gmail.com

www.naturalwineexports.blogspot.com

N° 7

Product information

ALL FRENCH PRODUCTION AREAS

- Les vins contés, Vin de Table, Red, Poivre et Sel 2009
- Les vins contés, Cour Cheverny, White, 2008
- Marcel Lapierre, Vin de France, Red, Raisins Gaulois 2009
- Nicolas Testard, Beaujolais, Rosé, Pink Rabbit 2009
- Nicolas Reau, Chinon, Red, Garance 2007
- Julien Frey, Alsace, White, Pinot Blanc 2008
- La Brillane, Côteaux d'Aix en Provence, Red, Brillane 2008
- Melaric, Saumur, White, Billes de Roche 2008



Matthieu de GENEVRAYE
General Manager

Price Category € 5 - 7.5

Company profile

Natural Wine Exports is an export agency dedicated to French natural wines.

Natural wines are elaborated from organic and biodynamic grapes, which are fully respected in the cellar, natural winemaking excluding oenological intrants such as industrial yeast.

We and all our partners believe these traditional methods provide sharpness, complexity and lead to the purest expression of the terroir.

Natural wines are now the top trend on the French market, in search of pleasure, freshness and authenticity.



R&V Cie (Rivoyre & Varenne)

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33000 BORDEAUX
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Email: jderivoyre@orange.fr
www.rivoyre.fr

N° 8

Product information

BORDEAUX

- Château Laurès, Entre-Deux-Mers, White, 2009
- Château Laurès, Bordeaux Supérieur, Red, 2007
- Château Fourcas Hosten, Lustrac Médoc, Red, 2004
- Les Cèdres d'Hosten, Lustrac Médoc, Red, 2005
- Propriété Privée, Lustrac Médoc, Red, 2004
- Propriété Privée, Lustrac Médoc, White, 2009



Jérôme de RIVOYRE
Manager

Price Category € 2.5 - 10

Company profile

Since my ancestor Saint Anac decided in 1865 to take up the career of wine merchant, all the men in my family have followed in his footsteps. After spending several years working in the wine sector in France and abroad, I decided to return to Bordeaux to carry on the family tradition of wine merchant specialising in Bordeaux wines, a tradition that goes back almost 150 years. Our speciality has always to offer, on one hand, a limited selection of growths that we have carefully chosen ourselves and which we have monitored closely over many years and on the other hand, a number of rigorously selected Crus Bourgeois offering the best possible value for money and a number of rigorously selected Grands Crus.

Wishing you an enjoyable tasting. Best wishes.



VIGNOBLES LA COTERIE

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84190 BEAUMES-DE-VENISE
Tel: +33 4 90 12 41 05
Fax: +33 4 90 65 02 05
Email: kunal.chug@lacoterie.fr
www.lacoterie.fr

N° 9

Product information

RHONE VALLEY

- La Coterie, Chateauneuf du Pape, Red, 2007
- Légendes des Toques, Côtes du Rhône, Red, 2009
- La chapelle Notre Dame d'Aubune, Beaumes de Venise, Red, 2007
- Tradition, Muscat Beaumes de Venise, White
- Cristal Rosé, Muscat de Beaumes de Venise, Rose
- La coterie, Côtes du Rhône Villages Séguret la Coterie, Red, 2009



Kunal CHUG
Export Manager

Claude CHABRAN
Vice Chairman

Price Category € < 2.5 - > 10

Company profile

Vignobles la coterie is a leading producing group from Rhone Valley, Southern France.

Union of 5 renowned cooperative wineries and individual Estates, our union aims at offering international brands both for the on trade and off trade market.

Our modern brands cover all appellation from Rhone Valley including the famous chateaufort du pape red or white, sweet Muscat as well as generic Cotes du Rhone or vdp wines.

Our chief winemaker, president of the winemaker association from Rhône valley aims at producing modern and fine wines.



WYNEDEE

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www.wynedee.com

N° 10

Product information

ALL REGIONS

- Chardonnay Vin de Pays d'Oc, Chardonnay, White, 2008
- Sauvignon Vin de Pays d'Oc, Sauvignon, White, 2008
- Syrah Vin de Pays d'Oc, Syrah (Shiraz), Red, 2008
- Merlot Vin de Pays d'Oc, Merlot, Red, 2008
- Blanc de Blancs de Neuville, Chardonnay, White, 2009
- Bordeaux La chapelle St Martin, Cabernet Sauvignon/Merlot, Red, 2008
- Bourgogne Pinot Noir, Domaine Leron, Pinot Noir, Red, 2006



Antony MARECHAL
CEO

Price Category € 2.5 - > 10

Company profile

Wynedee is dedicated to sell French wines within the European Market and to export quality wines in India. The goal of Wynedee is primarily to approach the wine by its flavours (such as spicy, fruity, vegetal and floral). The company is managed by Antony Ganesh Maréchal, MBA HEC MONTREAL, born in India. We propose a broad range of products based on indian market's needs (from basic wines to «Grand Cru» wines of France and Italy).

Wynedee is also addressing the French consumers (B2C) through its website : www.wynedee.com



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