

TERROIRS  
ET TALENTS

2021 PRESSPACK

*Master*  
**CRAFTSMEN**  
**WINE**  
**MAKERS**  
BETWEEN  
*Beaujolais*  
AND  
**SOUTHERN**  
**BURGUNDY**



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# EDITORIAL

*Mastery of materials,  
and a quest for excellence*

The work of a master craftsman demands competence, perseverance and talent. This beautiful definition perfectly sums up the work of the winemakers that make up our Terroirs et Talents association. Our group is driven by the desire to bring together several family estates, unique in origin, with extensive vine and wine expertise. Our objective is to offer the best of Gamay Noir and Chardonnay between Beaujolais and southern Burgundy. Singular and distinct characters, united by a shared vision of vines and wines, federated by the same ideals of respect for materials and the desire to produce precise, elegant terroirs wines. The aim of our association is to offer a full and high quality range covering two regions that are currently enjoying a renaissance, whilst we focus on distribution networks both in France and overseas. You can trust us...we're master craftsmen!

Grégory Barbet

*A full and high quality range covering  
two regions that are currently enjoying a renaissance*

## identity

The fundamental grounding is shared: constant work on the vines and the soils, environmentally friendly methods, getting the best from the terroirs. Grapes are grown in plots before blending and are picked by hand. Wine-making methods respect the grape and the work is customised every year to match the vintage produced. Each estate preserves its singular identity within a framework of creating wines of strong character, precise, generous, elegant and perfect for ageing. Working together also means working in the same direction, under the same impetus, discussing, sharing and helping each other to guarantee high quality wines.

## a union

The origin of the association is first and foremost a story of friendship and the coming together of two people: Hervé Dupond and Xavier Barbet. Each had a long history in wine to their name. The Dupond and Barbet families have been present in Beaujolais since 1580 and 1711 respectively. In 2007, they came together and formalised the association to share certain services and tools. Their objective was to offer more efficient services and a broader selection of wine to their customers. eight years later, Grégory Barbet joined the project with the same desire, the same philosophy and the same convictions. This natural and human alchemy represents the DNA of Terroirs et Talents. It has guided our development

## Master craftsmen winemakers between Beaujolais and southern Burgundy

Yoan Pitoiset is the association's consultant oenologist. He provides technical support, from managing the vines to advice in the cellars. He visits the vines every year with our winemakers to ensure the health and quality of the grapes before the harvests. A great way of adapting to the vintage before the wine is made. When the cellar work is in full swing, he visits every estate to taste the different batches and talk with the vintners. Taste, wisdom, reflection and perspicacity are the keys to success.

with the inclusion of other estates over the years, focused on consolidating obvious synergies. Today, Terroirs et Talents is a commercial association of several family estates between Beaujolais and Mâconnais. Each Estate retains its label and its identity and Terroirs et Talents sells the wines for each entity. The main markets are represented as follows: 50% for France (direct to wine merchants, restaurants, small independent wholesalers), 25% for Europe (Belgium, the UK, the Netherlands) and 25% for export (Canada, Japan, China, the US).

## GAMAY NOIR, PINOT NOIR'S "LITTLE SISTER"

Established in the area since the early 15th century, its history runs parallel to that of Beaujolais. Before phylloxera struck, we believe that Gamay Noir vines covered over 160,000 hectares in France. Today it is a unique grape variety and rarely grown. Nearly 50% of the world's 30,000 hectares are in Beaujolais, where it represents 98% of the vines planted. Here, it found poor granite soils, a niche to develop all its finesse and expressive diversity. It produces grand wines, fruity and flexible. It is Pinot Noir's little sister! Gamay Noir generates feminine, ethereal, voluptuous wines with less potency but more roundness. Using whole bunches of grapes (called traditional method), the wines boast a pretty ruby colour. The fragrances are dominated by fruit: raspberry, wild strawberry, blackberry and black cherry. Made in the Burgundy style, the resulting wines are robust and deep with spicy or liquorice notes.

## PINOT NOIR, NOBILITY AND FINESSE

Burgundy's emblematic grape has a history that runs parallel with that of the Cîteaux religious order and Pinot Noir has been passing on its respectability to Burgundy's grand wines since the 13th century. With a global vineyard area of nearly 100,000 hectares (including 30,000 hectares in France and 10,000 in Burgundy), Pinot Noir is today grown on every continent. A delicate grape with very thin skin, it produces wines of exquisite finesse with aromas of cherry, raspberry and blackberry. Grown on grand terroirs then aged in oak casks, its aromas are deeper and more structured with extremely complex aromatics.

alli  
an  
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## CHARDONNAY, NATIVE GRAPE VARIETY FROM MÂCONNAIS

It may be one of the most globally present grape varieties, but the eponymous village in north Mâconnais confirms the origins of this fabulous grape. Here, Chardonnay was already grown in the 11th century by Cluny monks before spreading north of Burgundy and more recently to the rest of the world. The name comes from the Latin Cardonnacum, which depicts the place where thistles grow ("chardons" in French). On its native soil, Chardonnay expresses itself beautifully. Its potential is glorified here. The wines it creates are full and elegant with delicate, fruity aromas. Its character varies with the terroirs, from orchard blossom to flint, white-fleshed fruit (pear, lychee) to citrus and peach...and also toast, butter, brioche, hazelnut and honey.



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## The estates

### Château de la Terrière, the jewel in the crown

After belonging to successive generations of nobility, Château de la Terrière was bought in 2003 and extensive work has been done in the cellars and in the vineyards. Today, it is managed by Grégory Barbet, helped by Frédéric Maignet, winemaker for the Estate.

The vines at Château de la Terrière are on average 50 years old. They grow south-facing, half-way up the side of a deep, dry pink granite hill for Brouilly and Régnié, on manganese and iron oxyd-rich soils for Moulin-à-Vent and well-drained sandy soils for Fleurie. In 2010, the estate became a pioneer when it planted the Pinot Noir grape in the Pierres Dorées area. The vines are farmed following sustainable practices, the soils are worked with machines, with as little intervention as possible. Six hectares are in conversion to organic certification (Agriculture Biologique).

In other words, everything is done precisely and accurately to enhance the expression of the soils and respect the vines. The approach is traditional with hand-harvesting. The bunches are put in trays to avoid crushing and to make grape sorting far easier. Recently, clover sowing was carried out on the cover planted plots of land to limit the weeding, restructure the ground and fix the atmospheric nitrogen. Yoan Pitoiset is the master craftsman at Château de la Terrière. He embraces the risks of the unknown.

*Area* • Around 28 hectares

*Grape varieties* • Gamay Noir, Pinot Noir

*Appellations* •

AOP Cru Brouilly : 12 hectares single vineyard

AOP Cru Régnié : 5 hectares - Vineyards La Sibérie and La Tour Bourdon

AOP Cru Moulin-à-Vent : 1,6 hectares

AOP Bourgogne Pinot Noir : 6 hectares



| Ludovic Dupeuble, Yoan Pitoiset and Grégory Barbet

*The vines are farmed following sustainable practices, the soils are worked with machines, with as little intervention as possible.*

He designs and adapts the winemaking methods to take into account the appellation, harvest quality and year. The aim is to give the wine the time to fully express itself, to create batches with great potential for ageing. A small amount of sulphites is added when the wine is bottled. This ensures all the purity of the fruit is retained.

In 2009, the quality of the grapes was superb and the château's team decided to go even further and created a without added sulphite batch with grapes from the area called "Sibérie", in the Régnié appellation. Vin Sauvage à Poil was born!

A winemaking and ageing method that requires no addition of sulphites and perfectly matches with the typical characteristics of this terroir that produces a fruity, pure and mineral wine.

• *Favourite* • The plot of La Tour Bourdon holds a surprising pyramid of stoneware blocks, and which makes it one of the remarkable "Géosites" of Beaujolais. This stoneware was formed 200 million years ago but the origin of the creation of these round blocks remains a mystery among geologists.

• *Distinguishing features* • *Vin Sauvage à Poil*, the cuvée without added sulphite, the purest expression of its terroir. Born to be wild!

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Ethereal wines that combine elegance,  
mineral edge and freshness -  
all celebrated Auvigue characteristics.

Area • 8,5 hectares

Grape varieties • Chardonnay

Appellations •

Pouilly-Fuissé AOP, Mâcon AOP,  
Saint-Véran AOP, Bourgogne AOP

## Auvigue, a demonstration in white

Like vines, our roots run deep and are firmly established in the heart of the Pouilly-Fuissé appellation. The story began in 1946 when Francis Auvigue, known as “grandfather”, started a little wine business to promote and develop the appellation that was only 10 years old. He was one of the first and most fervent ambassadors.

In the 1970s, Jean-Pierre and Michel Auvigue, grandfather’s equally impassioned heirs, joined the business, developing it by extending the range to include other Mâcon appellations.

The first plot-based winemaking began in the 1950s initiated by grandfather. Jean-Pierre and Michel continued his work with a precise approach that gave each plot the opportunity to best express its particularities such as “La Frérie”, “Aux Chailloux” and “Les Crays”. Respect for terroirs and the environment is and always has been a priority for the Auvigue family.

Today, the grapes they use come from their 8.5 hectares of vines in the Pouilly-Fuissé appellation or are purchased after careful selection from the best plots in the Pouilly-Fuissé, Saint-Véran and Mâcon appellations.

• *Favourite.* 2010 vintage, taut and concentrated, typical of the Auvigue style.

• *Distinguishing features* • Despite its deconsecration over 150 years ago, the old church in Fuissé is still an integral part of the local landscape, standing proud in the village square. With Auvigue it has found a new vocation with two other elements of local heritage: wine and wine tourism. After a massive refurbishment project respecting the building and its history, the church is now home to its first harvest and its first visitors.

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Sylvain Brenas represents the 5th Auvigue generation and keeper of the flame. He has entrusted vineyard management and winemaking to Céline Hirsch who is focused on preserving the Auvigue heritage by always offering ethereal wines that combine elegance, mineral edge and freshness - all asserted Auvigue characteristics.

Since 2019, purchased grapes and those from the 8.5 hectares in Pouilly are vatted in the old Fuissé church, in the heart of the appellation and as close as possible to the vines.



## Domaine des Trois Tilleuls, from father to daughter

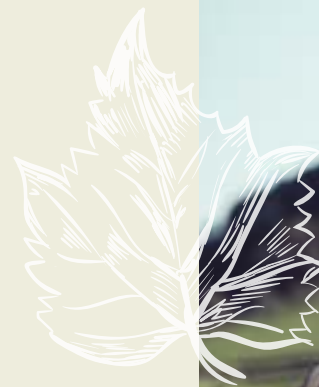
Domaine des Trois Tilleuls has been in the Bouchacourt Bessard family since the 1930s. It was founded by the grandfather of Sylvie Bouchacourt, who passed it on to his son, who in turn left it to his daughter in 1987. Sylvie and her husband Denis represent the 3rd generation of winemakers on this family estate.

The roles are clearly defined; Sylvie manages the estate while Denis dedicates his time to producing the wine. The estate in Solutré Pouilly grows its vines at the foot of the fascinating Roche de Solutré, with the Roche de Vergisson in the background. The soils are chalky and mineral. The style here is very "solutréen": freshness, mineral edge and tension are the key words.

The philosophy of Domaine des Trois Tilleuls is based on respect for tradition and minimum intervention.

Within this logic, the vines are traditionally grown with partial grassing for ground labour. The vinification is also traditional: pneumatic pressing, static settling and natural malo-lactic fermentation always carried out to its full potential. Two thirds of the volumes produced are aged in enamelled steel vats; the other third is matured in French oak casks. Sylvie and Denis Bouchacourt produce wines with a mineral aromatic profile, infused with elegance and precision.

*Area* • 5,50 hectares  
*Grape varieties* • Chardonnay  
*Appellations* •  
4 hectares in Pouilly-Fuissé AOP,  
1.5 hectares in Mâcon Solutré AOP



The vines are traditionally grown with partial grassing for ground labour



- *Favourite* • Vieille Vigne cuvée, mineral and elegantly woody. The immediate impression is soft, with aromas of hazelnut and toast. It is a full and round wine, with a mellow woodiness, good length and a mineral finish revealed by a hint of vanilla.

- *Distinguishing features* • At the estate, the vatting room is built into the hillside, and all the winemaking machines use gravity. No pumps are used at all. By reducing handling and interference to a minimum, the integrity of the grapes is preserved.

- *Contact* • Sylvie et Denis Bouchacourt Bessard Gerbeaux - 71 960 Solutré Pouilly, +33 (0)6 12 60 07 79 [contact@domainestroistilleuls.fr](mailto:contact@domainestroistilleuls.fr)



The wines from Côte de Nervers are full-bodied and authentic. They spend 2 years in the bottle before reaching the market.

Area . 3 hectares

Grape varieties . Gamay Noir

Appellations .

Brouilly AOP



## Côte de Nervers, keeper of the flame

The buildings may date from the 18th century but Domaine Côte de Nervers has been in the Dupond family for four generations. Today it is Philippe Dupond, professor at Suze La Rousse University and a consultant at the Paul Bocuse Institute, who manages the estate.

The vines grow opposite the impressive Mont Brouilly, on a hillside facing due south. The duality of this soil with its blue stones, identical to the famous Côte du Py, and red clay make this terroir truly unique. A vast planting programme is currently under way with half a hectare of new vines planted every year.

At the estate, the relationship with the vines is one of respect, revealing and releasing the full expression of the terroir. The vines are tended using traditional methods, pruned and harvested by hand and managed on a parcel-by-parcel basis.

The wine is made using classic, traditional methods with whole bunches and semi-carbonic maceration in cement tanks that lasts between 15 and 18 days. The wines from the Côte de Nervers estate are full-bodied and authentic. They spend two years in the bottle before reaching the market.

• *Favourite* • We can't decide between the 2018 vintage, rich, full-bodied with lots of freshness and the south-facing view...breathtaking!

• *Distinguishing features* • The estate's motto "In Domino Confido. In the storm, I leave everything up to the lord".

• *Contact* • Côte de Nervers, Philippe Dupond  
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## Domaine de la Pirolette, quintessential charm

In the heart of Saint-Amour, a little village with two Michelin Star restaurants, Domaine de la Pirolette is perched at the top of a hill, facing the church. Full of character, the estate which dates back to 1600 inherited the name of a pretty white flower: the Pirole (Wintergreen in English). It is one of the largest estates in Saint-Amour, very well located on the appellation's best terroirs.

Here, the vines are grouped around the property, enjoying the very varied soils, particularly pebbly soils with sandstone and blue stones, clay and deep altered pink granite, facing south and south-east. The most emblematic plots are vinified separately, respecting the different areas: "Le Carjot", "La Poulette", "La Pirolette"...

The plots at the top of the hill produce elegant wines full of freshness, energy and mineral edge whilst the vines that grow on the piedmont plains are more peppery, spicy and rustic.

Since the vineyard was taken over by Grégory Barbet in 2014, a lot of trellising has been done to mechanically work and weed the soil. Today, the estate is inputting organic material and developing environmentally-friendly farming practices.

*Area* • 15 hectares  
*Grape varieties* • Gamay Noir  
*Appellations* •  
Cru Saint-Amour AOP



*The estate is inputting organic material and developing environmentally-friendly farming practices*

In the traditional vatting room with its concrete vats, the grapes are macerated whole or destemmed. The technique used, called the "grate hat" or "chapeau grillé" is an age-old ancestral one. A wooden grate keeps the "hat" submerged and pumping over and dumping are still possible. This gentle extraction helps provide structure while retaining the elegance of the terroir.

Maceration lasts between 15 to 20 days before the wines are slowly aged for a year prior to bottling. La Pirolette from Saint-Amour ideally appreciates a few years in a wine cellar.

• *Favourite* • The "La Poulette" parcel is aged in an egg-shaped vat, that produce a wine full of fruit and energy.

• *Distinguishing features* • 2014 was the first harvest since the estate was taken over by Grégory, his two sisters and a group of passionate friends. It is a story of people who absolutely love wine, hence the estate's nickname: "the passionate bunch". Harvests are great fun here. Everyone comes together for a fabulous time.

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*The philosophy of the estate is to work precisely, adopting farming practices half-way between reasonable and organic*

Area • 25 hectares

Grape varieties • Gamay Noir, Pinot Noir, Chardonnay

Appellations •

Beaujolais AOP, Beaujolais Rosé AOP, Bourgogne AOP



## Domaine Romy, the pioneers of the south

For the Romy family, wine has been a family tradition that began in 1700. Moreover the napoleonic land registry of 1815 proves that all the plots were crashed by vineyards on the village of Morancé, in this beautiful area of Pierres Dorées. The estate took an interesting turn in the 2000s.

Nicolas, the enthusiastic heir to his family's passion, returned to the estate after visiting vineyards all over the world, looking for other winemaking experiences. His creativity and his ideas however had to adapt to the legal and family framework. Beaujolais Nouveau was enjoying a boom, but Nicolas took a different stance and decided to produce rosé Beaujolais. He also planted new grape varieties, including Chardonnay on suitable soils and pursued the idea of making fruity white wines, of stronger character.

The philosophy of the estate is to work with precision, adopting farming practices half-way between sustainable and organic. Domaine Romy has been a firm supporter and member of the Terra Vitis farming approach for 10 years: "the pleasure of wine from healthy, living soil".



| Nicolas Romy

Nicolas adapts the vine yields to the potential for each plot, producing healthy and ripe fruit and therefore getting the most flavour. The next stage is to preserve all this potential during vatting, for each plot. All the work is focused on the grape. The grapes are vinified at low temperature to retain all the fruit in the Gamay Noir. Maceration is adapted to extract the most potential from the grapes, to create structure and complexity on the palate. The wines are then worked meticulously and with precision.

For the Chardonnay, he looks for freshness and fruit. Here, white Burgundy, charming and expressive, is an aperitif - as crisp and crunchy as a grape. Domaine Romy wines are enjoyable and affordable.

- **Favourite.** The Gamay grape that produces wonderful rosé wines, aromatic with a nice pink pale colour.
- **Distinguishing features.** 4 hectares of Chardonnay in the Clos de La Chapelle area of Pierres Dorées!
- **Contact.** Dominique et Nicolas Romy  
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06 68 09 36 50 - [contact@domaineromy.fr](mailto:contact@domaineromy.fr)



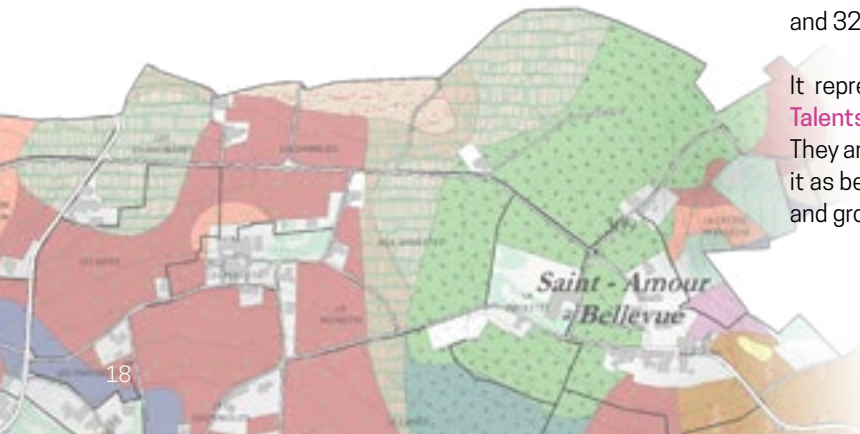
*From small streams  
great rivers flow*

## CHARACTERISTICS OF THE BEAUJOLAIS TERROIR

Currently enjoying a renaissance, the Beaujolais area has been the subject of an in-depth study of soils and terroirs between 2009 and 2019. On the basis of this study, the soils of 96 Beaujolais villages have been mapped to show the specific characteristics of each one. Nearly 500 maps translate the information collected over 10 years of the study carried out by Sigales. **This study is unique.** Never has a wine-growing area had so much information about the geological composition, altitude, slopes and exposure.

Today, the results represent a precious tool for all winemakers. Every Beaujolais area has its own geological personality made up of a combination of different soils, often with very local additional variants. Slopes, exposure and energy received in the soil are generally different from one vineyard to the next but also between neighbouring villages. Beaujolais is a wine-growing region that has **one of the world's oldest terroirs** (400,000 years for blue stones and 320,000 years for pink granite).

It represents an incredible palette with which the **Terroirs and Talents winemakers** can express all their expertise through wine. They are aware of the potential of their terroir and want to promote it as best as possible. To achieve this, they carefully work the land and grow vines that respect each of the different terroirs.



*There is strength  
in unity*

### DID YOU KNOW?

Beaujolais is the only wine region that has the "UNESCO Global Geopark" label. This label is awarded to areas that have a geological heritage of international interest. In particular, it helps promote initiatives that preserve the geological history and heritage.



## A COLLECTIVE ENVIRONMENTAL COMMITMENT

Winemakers are confirming their shared principle behind how they tend their vines: respecting what nature has to offer. This theme has led them to several environmental initiatives and an overhaul of the vineyards.

### HEV – High Environmental Value

All parts of the association have been certified Level III HEV (High Environmental Value) which demands results measured by environmental performance indicators. For many years, they have all been using **sustainable farming practices** which include respectful treatment soil, water and air.

The philosophy of Terroirs & Talents pushes every winemaker to do their utmost to **preserve biodiversity**: mechanical soil practices, the use of alternative

techniques to reduce treatments. To slow soil erosion, support the often sloped land in Beaujolais and always with the aim of maintaining biodiversity, plant cover is used on several plots. Hay cut from certain plants also creates a natural mulch, useful during the hot season to prevent water evaporation.

*small opportunities  
encourage great friendships*

### Organic Farming

The Romy estate, Auvigue estate and certain plots of Château de la Terrière (Régnié and Pinot Noir) are currently transitioning to organic farming methods.

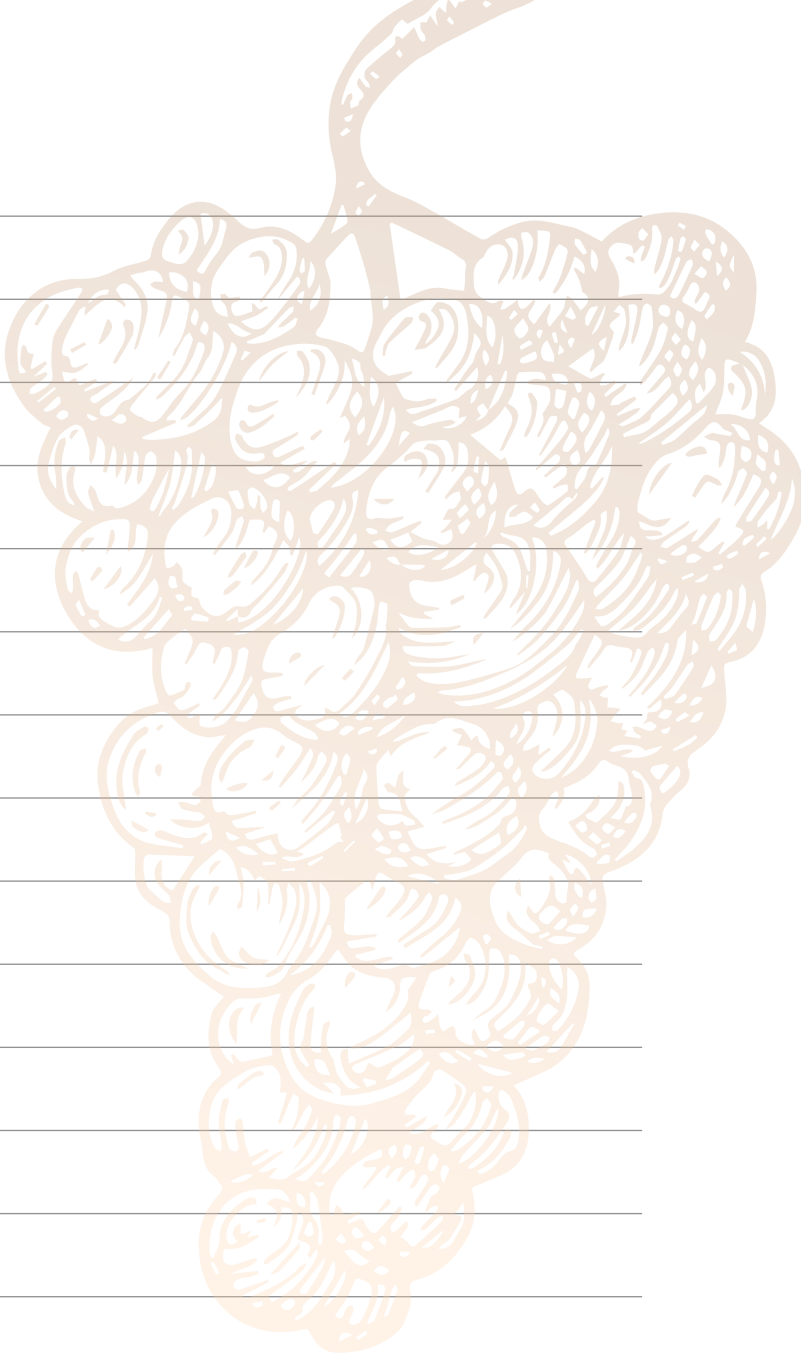
For many years, these estates have banned the use of insecticides and pesticides. Today, they are moving to a fully organic certification.

In parallel, everyone involved in Terroirs & Talents makes every effort to safeguard the environment through recycling waste and wastewater.

*small  
is beautiful*

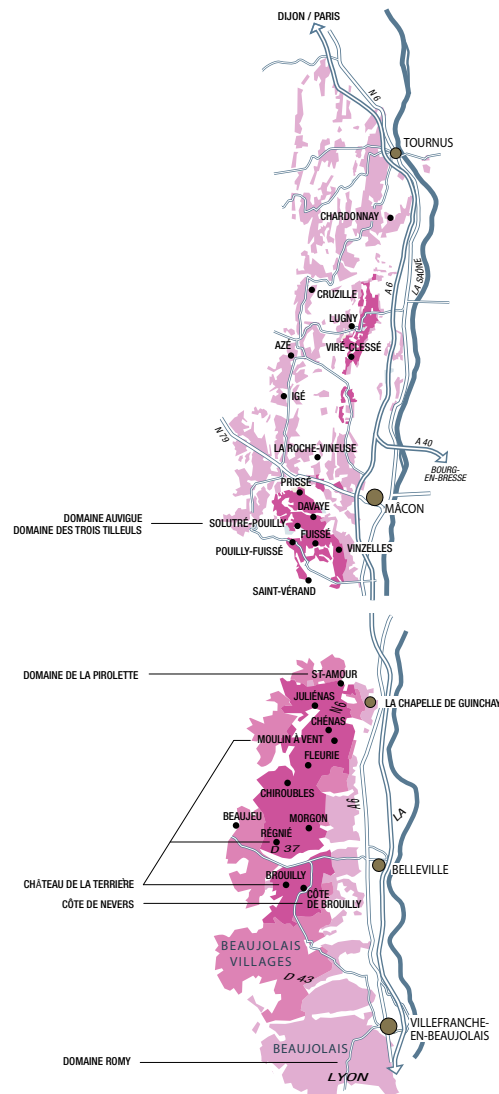


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# CONTACT TERROIRS & TALENTS

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