FRANCE - BORDEAUX

SPECIFICATIONS (What you have to know)	**DISTRICTS, COMMUNES AND VINEYARDS** **Bordeaux**: generic, Entre-Deux-Mers **Bordeaux and Côtes de Bordeaux**: **South West Left Bank**: Médoc, Haut-Médoc, Saint-Estèphe, Pauillac, Saint-Julien, Margaux, Moulis, Listrac, Graves, Pessac-Léognan, Sauternes **Right Bank**: Fronsac, Saint-Émilion, Pomerol, Satellites **KEY LIGHT WINES** Red Generic Bordeaux AC Médoc or Haut-Médoc Cru Classé Saint-Émilion Grand Cru Pomerol Graves or Pessac-Léognan White Generic Bordeaux AC Sauternes or Barsac Graves or Pessac-Léognan **KEY FACTORS** **Grape varieties:** Cabernet Sauvignon, Merlot, Cabernet Franc, Petit Verdot, Malbec, Carménère, Sauvignon Blanc, Sémillon, Muscadelle, Bordeaux blend **Viticulture:** Noble rot, Botrytis, Botrytised, Bordeaux mixture **Vinification:** Triage, cryoextraction, micro-oxygenation, barrel maturation, barrique, chai, cuve, élevage, concentration
HISTORY	- 300AD: poet Ausonius first author and winegrower. Ch. Ausone named after him. - 1152: Bordeaux under British rule. King John grants privileges incl. tax exemption for exports. - 14th: Bordeaux = major export port for the wine trade with ¼ of Bdx wines exported to Britain. - 17th: development of the **Dutch wine trade**. The Dutch drained and planted in the Médoc to create the basis for today's fine wine region. Trade and trade wars with Britain continued. - 18th: establishment of **merchants** from Britain and Germany able to buy, cellar and export the 'new French clarets' w Barton & Guestier (1725), Cruse (1819) - 1852: **powdery mildew** hit and was only beaten in 1858 w **sulphur spraying** - 1855: in response to a request by Napoleon III for the world exposition in Paris, the Bordeaux brokers formalised a market ranking based on the prices fetched by the estates in Médoc, Sauternes & Barsac = **official 1855 classification** - 1870s-80s: **Phylloxera** followed by **downy mildew** = serious setback in the trade development. - 1918-1930s: After WWI -> Châteaux changing hands - 1936: creation of Bordeaux **AOC** - 1950s: Mouton Rothschild began bottling at the estate and others followed before becoming mandatory for first class growths in 72. In parallel, modernisation and replanting of some of the top estates e.g. Ch Pétrus. - 1953 & 1955: **St Émilion & Graves classification**. - 1970: the growing demand of the US market led to the sale of this vintage **en primeur**. - 1973: energy **crisis** > a lot of the merchants and leading Châteaux had to be rescued by investors (e.g. Axa Millésimes) - Late 20th/early 21st: global economic boom -> huge demand and price increase for top-end Bordeaux and **overproduction** of lower-end wines.

CLIMATE &
WEATHER
	- **Moderate maritime** climate. Viticulture possible thanks to:
	  - The warming effect of the Gulf Stream
	  - The coastal pine forests on the Atlantic coast acting as wind break and rain barrier
	  - The Gironde estuary acting as a large body of water redistributing heat at the end of the growing season
	- Strongest maritime influence in Médoc (warmer); decreases inland.
	- Spring mild & damp; summers hot w occasional storms; mild autumns & winters > grey rot
	- 2,000h of sunshine/yr; 900mm avg rainfall (distributed evenly throughout the year); 20.5C avg temp in July
	- **High vintage variations** due to different temperature and rainfall year to year.

SOILS &
TOPOGRAPHY
	- Varied soils but mainly:
	  - Left bank: **gravels**, sand and clay. Gravel> help regulate water supply to the vine.
	  - Right bank: **limestone**, clay and sand. St-Émilion famous for limestone plateau.
	  - Entre-deux-mers: clay and limestone
	- Low altitude (max 100m)

GRAPE VARIETIES	

	Reds (88% of plantings) **1. Merlot (56% of plantings)** One of the most planted dark-skinned grape in the world; most planted in France Progeny of Cabernet Franc grape; **early flowering** (-> **coloure** risk), prone to **rot** Responds better to damp, cool soils (e.g. St Émilion, Pomerol and Entre-deux-Mers) that retain moisture. Typically dominant in Right bank blends Medium body & tannins, adds smoothness to blend **2. Cabernet sauvignon (20%)** Progeny of Cab Franc & Sauv Blc Spontaneous crossing in the Bordeaux vineyards in the 18th Small-sized berries w thick skin and large pips > **concentrated phenolics** Ageing potential and affinity for oak Moderate yields; deep coloured, tannic full-bodied wines w blackcurrant aromas. Typically dominant in Left bank blends **3. Cabernet Franc (10%)** Co-parent of Cab Sv & Sv Blc Well suited to cool inland climates Buds, matures **early** -> easier to ripen fully vs. Cab Sv Less susceptible to poor weather at harvest Lighter in colour, the wines have berry fruits flavours, unobtrusive tannins and **higher acidity** vs. Cabernet Sauvignon **Earlier maturing** vs. Cab Sauvignon **4. Petit Verdot (1%)** **Late ripening** **Thick-skinned** Deep colour, hi tannins **Spicy & floral** Enjoying a revival in quality++ estates Only in the riper vintages **5. Cot/Malbec (1%)** Sensitive to **coulure, frost, downy mildew and rot** Decreasing. Used for early drinking reds. Whites (12% of plantings) **1. Sémillon (6%)** Golden grape variety Easy to cultivate: vigorous, resistant to coulure + disease Thin skin -> Prone to **noble rot** Low acidity and oily texture Often blended w Sauv Blc in dry wines (Graves) adding **richness**, **colour** and **honeyed** flavours and in sweet unfortified wines (Sauternes, Barsac) adding botrytis flavours, colour **2. Sauvignon blanc (5%)** Green-skinned Buds **early** and ripens early **Vigorous** vine (-> use of low vigour rootstock + canopy management) **Grassy** (//cab sv), green fruits, elderflower w fresh **acidity** **3. Muscadelle (1%)** Minor constituent in sweet white wines Used almost exclusively in blends to add **fruitiness** (grapey aromas // muscat) and perfume. Others: Ugni blanc, Colombard, Merlot blanc
VITICULTURE	**110,000ha = #1 AOP area under vine in France** before Rhône Concentration of ownership with: - Avg holding going from 5ha in 87 to **14.5ha in 2011** - 23% biggest vineyard owners own 64% of vineyards Key hazards: **harvest rain**, **grey rot** > **sprayings**. **Guyot** training system: single (St Émilion) or double (Médoc) on low wires Vine density 4,500 - 10,000 vines/ha Easy **mechanization** because flat land Majority of vineyards **harvested by machine** excl. for sweet wine for bunch selection and triage High average vine age (careful replanting) **Green harvest** to concentrate sugars
WINEMAKING	**Red wine vinification** > Chaptalisation once routine, now = **reverse osmosis** (costly investment) in wettest vintages > Grapes selection at harvest and at the winery ("**triage**") > **Concentration** (i.e. removal of water from unfermented grape must) > higher alcohol, smoothes harsh tannins, stablilizes colour. Wines more approachable in youth. Important in cool vintages. > Fermentation and maceration for up to **3 weeks** in large 'cuve' made from oak, concrete or stainless steel at slightly **higher temperature vs. New World** (max 30°C) using **ambient yeasts**. > **Extraction** during fermentation via pumping over several times a day > Potential addition of stalks for more tannins. Grape varieties fermented separately. > **Post-fermentation maceration** for up to 1 week (increases colour and tannins) > Wine racked in barrels after / before (for ++ quality e.g Le Pin) MLF of 225l-Limousin oak barriques. Before MLF=better integration and wines more approachable for "en primeur" tasting. > Barrel ageing: 0-24 months, 30 - 100% new oak > adds complexity, colour stabilization, tannins > Wine racked off its lees into fresh barrel every 3 months and fined with egg whites in the first year and then moved to a separate chai for final ageing before bottling. > **Blending** done in first few months after fermentation or at bottling.

	White wine vinification - *Dry whites* > Use of **cryomaceration**/macération pelliculaire i.e. skin contact at low temperatures before fermentation for more flavours > Long & cool fermentation in traditional oak or stainless steel at 15-20°C to retain flavours > Barrel maturation for the upper echelons (Graves / Pessac Léognan) > High doses of SO2 in finished dry wines - *Sweet whites* > **Moëlleux** (lower quality: Loupiac, St Croix du Mont…): Fermentation stopped via chilling, SO2 and sterile filtration. > **Liquoreux** (Sauternes, Barsac) - Must weight, physiological ripeness and botrytis levels determine the quality of wine - Cryoextraction (freshly picked grapes frozen for stronger sugar concentration and pressed immediately afterwards) used by Ch. d'Yquem in poor vintages (e.g. 87) - Long pressing in hydraulic or basket presses - Fermentation in tanks or barriques (of which 1/3 new) until 14% abv reached (natural stop or via SO2). - Chaptalisation is permitted in weaker vintages but better estates avoid the practice - Ageing in oak barrels for 18-36mths with up to 100% new oak.
WINE CLASSIFICATION	**Property** classification, not the land (different from Burgundy) **1. Médoc and Sauternes: the 1855 Classification** Request by Napoleon III in preparation for the 1855 Universal Exhibition in Paris > Bordeaux Syndicat des Courtiers ranked wines using decades of trading statistics. ***a. Médoc:*** 60 Châteaux from the Médoc + 1 (Haut-Brion) in 5 different grades: **Château Haut-Brion** **Château Latour** **Château Lafite** **Château Mouton-Rothschild (since 73 only)** **Château Margaux** Second growth (x14 e.g Cos d'Estournel, Ch Marbuzet) / Third growth (x14 e.g Calon Ségur) / Fourth growth (x10) / Fifth growth (x18 e.g Cos Labory, Pontet Canet, Pedesclaux, Grand Puy Lacoste, Lynch Bages…) The classification only changed once (to promote Mouton from 2nd to 1st growth) since 1855 > arguments as to wether it is still reliable. ***b. Sauternes:*** Similar to Médoc with 26 Châteaux in Sauternes (incl. Barsac). **Château d'Yquem** = single Premier Cru Supérieur above the 11 first growths and 14 second growths **2. Médoc Cru Bourgeois** - 1932: classification created for other quality Châteaux from Médoc appellations that missed out on the 1855 classification. 444 Châteaux listed. - 2003: 78 Châteaux excluded. Accusations of partiality -> legal complaints. - 2007: the term Cru Bourgeois was annulled and deemed illegal - 2008: classification re-instated with the following basis: > Cru Bourgeois is a designation of quality (label) > Qualification determined by visit to the property and tasting by independent panel. > Qualification awarded annually and awarded by an independent organisation > Any estate in the Médoc can apply - 2018: Old classification between Cru Bourgeois, Cru Bourgeois Supérieur et Cru Bourgeois Exceptionnel reinstaured, for 5 years **3. Graves 1959 Classification** No hierarchy -> all wines are 'cru classé' 16 Châteaux with 13 reds and 9 whites (Includes Ch Haut-Brion) **4. St Émilion classification (1955, 1996, 2006, 2012)** a. St Emilion AOP b. St Emilion Grand Cru AOP with: > Straightforward Grand Crus (~600 Châteaux) > Grand Cru Classé (64 Châteaux in 2012) > Premier Grand Cru Classé (18 Châteaux in 2012) with: > 14 Grade B Châteaux > 4 Grade A Châteaux (**Angélus, Ausone, Cheval Blanc, Pavie**) Classed growths (i.e. GC Classé + Premier GC classé) reviewed **every 10 years** or so. 2006: rulling faced legal complaints and was annulled.

	2012: new classification based on terroir, estate management & tasting, independently verified. **5. <u>Garage wines (unclassified)</u>** Top wines produced in tiny quantities by **microchâteaux** from low yields + super-ripe grapes + 100% new oak (Parker influenced). E.g Le Pin. Wines are full bodied, concentrated w moderate acidity, soft tannins and rich, complex berry fruit.
WINE APPELLATIONS & STYLES	**1. BORDEAUX AOP (●○○) – 50,000ha = 50%** - Largest production of AOP wine in France; represents 60% of all Bdx reds and 40% of whites - Most of the volumes comes **mainly from Entre-deux-mers, coops and petits châteaux** - Most of the Bordeaux brands (e.g. Mouton Cadet) are Bordeaux ACs. - Covers top quality wines such as Le Pavillon blanc from Margaux and dry whites from Sauternes. - Most Bordeaux AOP are low in alcohol with min 10% abv and most finished wines 11-12.5%
[redacted]	***COURSE TASTING NOTES: Straight red Bordeaux AOP*** *- Deep garnet colour showing youth, medium intense unripe flavours of 1ary fruit (plum, blackcurrant, prune), cedar and herbaceous notes (stalk, green pepper) = classic unripe Cabernet Sv. Medium acidity with astringent tannins, medium alcohol and medium body. To be drunk young.*
[redacted]	***COURSE TASTING NOTES: Straight white Bordeaux AOP*** *- Pale lemon green colour, medium intense nose of 1ary fruit (gooseberry, lemon, grapefruit) and herbaceous (dill, grass). Medium acidity, medium – alcohol, light bodied, quite simple, to drink now.*
	- **Bordeaux Supérieur AC**: Bordeaux AOP **+0.5%**; mainly reds but can be white. **2. Left bank** - West and South of the Gironde and Garonne (Médoc to Sauternes). - Typical left bank blend is 75% Cab Sauv + 25% Merlot - 12 key appellations: **MÉDOC AOP (●) – 5,000ha / 37m btls** - North of St Estèphe - Soils predominantly clay with some gravel but not as well-drained and **heavier** - Wines mostly from Merlot - Can be earthy, rustic and even a bit lean. - Majority sold in bulk to coops or the Bordeaux trade for generic wines - Some quality wines from individual Châteaux e.g. Potensac, Les Ormes Sorbet and Vieux Robin. **HAUT-MÉDOC AOP (●) – 4,500ha / 30m btls** - South of St Estèphe down to the outskirts of Bordeaux - **Gravel soils** - Lower yields permitted (55hl/ha, 40 for commune ACs) and **higher minimum planting density** vs. Médoc AOP - Best wines have same deep colour, concentration and ageing potential as classed growths - Includes 6 communal appellations: St Estèphe, Pauillac, St Julien, Listrac, Moulis, Margaux. **> Saint-Estèphe AOP (●) – 1,200ha / 8.3m btls** - Most northerly - Gravel soils + limestone and clay > less draining > cooler > can delay ripening > more Merlot > generally higher acidity grapes + exceptional wines in hot vintages such as 2003. - Deep coloured wines, full of extract, austere in youth but w ageing potential. - Style softened with more Merlot - Use of **concentration** techniques (including reverse osmosis) - 54% Crus Bourgeois (e.g Ch Haut Marbuzet, Meney, De Pez), 20% classed growths (Montrose 2nd, Cos d'Estournel 2nd, Ch Marbuzet 2nd, Calon Segur 3rd, Cos Labory 5th) and 17% for the only cooperative in the area **> Pauillac AOP (●) – 1,200ha / 8.1m btl** - Deep gravelly soils and close proximity to Gironde > considered as best in Ht Médoc. - Cabernet Sauvignon territory w powerful concentrated, long-lived reds - 3 of the 5 first growths: Latour, Lafite, Mouton-Rothschild **> Saint Julien AOP (●) – 900ha / 6m btls** - 2 well-exposed & well-drained gravelly plateaux on Gironde estuary; smallest of Médoc's top 4 - Cabernet Sauvignon dominates plantings but wines show more mellow fruit and balance - 80% of vineyards owned by 11 high profile Châteaux committed to high level of quality - No first growths but 5 2nd, 2 3rd and 4 4th growths that represent 80% of St Julien production **> Margaux AOP (●) – 1,500ha / 9m btls** - Largest, most southerly & most isolated communal appellation; 5 villages incl. Margaux - **Varied soils** (limestone, chalk, clay and sand) but fine wines mostly from gravelly soils - Best wines = deep colour, structure of top Médoc w a **silkier texture** and **elegant** perfumes

- Several Châteaux failed to keep up with quality improvements. **Ch Margaux** was revived in 78 and **Ch Palmer** has been consistently good.
- 2nd growths: Rauzan-Ségla, Rauzan-Gassies, Durfort-Vivens, Lascombes, and Brane-Cantenac. 3rd growths, Desmirail, Ferrière, Dubignon-Talbot, Palmer.

COURSE TASTING NOTES: Margaux AOP Grand Cru Classé *Ch Prieuré-Lichine 2016 - Deep purple colour, a medium intense nose of blackcurrant, bell pepper, cedar, oak, eucalyptus, mint (= classic Cabernet notes), medium + very ripe tannins, medium acidity, high alcholol, medium – body. Great ageing potential.*

> Listrac AOP (●) – 650ha / 4.8m blts
- Cool limestone-clay soils > Merlot more planted vs. Cabernet Sauvignon
- Higher yields permitted
- Dominated by the Listrac coop but also 20 Châteaux incl. Rothschild's **Ch Clarke**

> Moulis AOP (●) – 600ha / 4m btls
- Smallest communal appellation
- High proportion of limestone and clay + some gravel to the east
- No classed growths, best wines from Cru Bourgeois e.g. **Ch Chasse Spleen**

Graves AOP (●●) – 3,000ha / 24m btls
- Large region extending 50km south of Bordeaux along the left bank of the Garonne;
- Only region **equally famous for whites & reds**.
- Whites on sandy soils and reds on gravelly soils
- Cabernet-dominated wines are lighter in body and earlier maturing
- **Graves supérieur** is another appellation for sweet wines.

Pessac-Léognan AOP (●●) – 1,600ha / 9m btls
- Created in 1987 for the most celebrated part of the Graves district, directly south of the town of Bordeaux
- Most urban wine area in Bordeaux; mostly red wine production
Home to only 1855 first growth outside of Médoc: **Ch Haut Brion**

COURSE TASTING NOTES: White Pessac-Léognan Grand Cru Classé *Château Carbonnieux 2016 - Pale lemon green colour, medium – intense nose of lemon and cheese(> malolactic fermentation). Dry palate with medium + acidity, medium – alcohol, medium bodied, with light aromas of lime, grapefruit, elderflower, chamomile, vanilla (oak), medium + finish, and ageing potential 5 to 10 years.*

COURSE TASTING NOTES: Red Pessac Léognan Grand Cru Classé *Ch Carbonnieux 2015 - Deep purple colour, medium + intense notes of blackcurrant, red pepper, blackberry, stalk, grass showing youth. Medium + acidity, medium + rounded tannins (> warm vintage), long finish and ageing potential up to 10 years.*

Sauternes AOP (Sweet wines only) – 1,700ha
- Small area within the southern tip of the Graves area, along the Garonne river, 40km away from Bordeaux; covers 5 communes incl. Sauternes and Barsac
- Specific **mésoclimate** w all communes close to two rivers (Ciron & Garonne). In the Autumn, the cool spring-fed Ciron meets the warmer Garonne -> evening mist form and linger until late morning when the sun burns them away
- Requirements: max **25hl/ha** yields (Yquem 9hl/ha), min 13% abv; pass **taste test**; from Sémillon / Sauvignon Blanc / Muscadelle; **chaptalisation** permitted in weaker vintages
- Sémillon typically 80% of the blend. Sauvignon blanc brings acidity & freshness. Muscadelle for aromatics
- 18 36 months in oak (30 to 100% new)
- Importance of **selective (hand) harvest** and **triage**
- Very costly to make due to time consuming and labour intensive harvests

Barsac AOP (Sweet wines only) - 540ha
- Unique situation amongst the 5 Sauternes communes with proximity to Ciron river and alluvial soils
- Lighter, drier, higher acidity and more elegant wines vs. Sauternes
- Can be registered as Sauternes or Barsac
- **Ch Climens, Coutet & Doisy-Daëne** count amongst the top estates.

3. Between the Garonne and Dordogne

Entre-Deux-Mers AOP (●) – 1,600ha
- Largest wine-making area of Bordeaux
- Clay and sandy soils
- Most vineyards use the Lenz Moser high vine trellising system

- Dry whites mainly from Sauvignon blanc usually blended with Sémillon, Muscadelle & Ugni blanc
- 2nd largest dry white AOP after Bordeaux AOP w around 100,000hl/yr
- NB: reds from the area not allowed in AOP -> sold under Bordeaux AOP

Sainte Croix du Mont (Sweet whites) – 425ha
- Area in the south of Entre-deux-mers facing Barsac and Sauternes

Premières Côtes de Bordeaux (●)
- Right bank of the Garonne, north of Ste Croix du Mont
- Part of Cotes de Bordeaux since 2007
- Formerly renowned for sweet whites; now reds mainly from Merlot, blended w Cab Sauv and Franc
- Fruity, medium-bodied wines to be drunk within 3-5 years

4. Right bank
- Mostly **limestone and clay** soils suited more for **Merlot and Cabernet Franc**.
- Typical right bank blend: 60% Merlot 30% Cabernet France 10% Cabernet Sauv (Ch. Pavie)
- 10 key appellations:

> Saint Émilion AOP (●) – 5,500ha
- East of Libourne, around the town of medieval town of St Émilion
- Declared World Heritage by UNESCO in 99
- Winemaking area that **precedes Médoc** and important shipping wine down the Dordogne river in the Middle Ages via its port Pierrefite nearby.
- One of the most intensive **monocultures** in Bordeaux (vines everywhere)
- **Myriad of soils** (up to 17 terroirs identified) but 5 main types of soils:
  1. Limestone plateau > most top vineyards e.g. Clos Fourtet
  2. Côtes: slopes off the Plateau made of clay-limestone -> Ch Ausone, Ch Pavie
  3. Graves: gravelly, pebbly soils in the northwest, bordering w Pomerol -> Ch Blanc, Ch Figeac
  4. Sables: sandy plateaux west and east of town > lighter + shorter lived
  5. Dordogne plain: alluvial gravels directly below town > lighter + shorter lived
- Merlot = 60% of plantings
- Wines aged in oak, rich in tannins, red berry fruit developing to **tobacco & cedar** w age.

- ***Saint Émilion Grand Cru AC***: 65% of production. Same geographical delimitation but higher min abv, lower yields and approval by tasting panel required.
- Own classification system; key estates include **Ch Ausone, Angélus & Cheval Blanc**.

COURSE TASTING NOTES: St Emilion Grand Cru Classé *Château Dassault - Garnet colour (with a purple rim if young), pronounced 1ary fruit aromas of bramberry, red plum, strawberry, cherry (red fruit > Merlot) and minty notes. Medium acidity (almost always in Bdx except bad vintages), medium + coarse tannins if young, medium body and medium intense flavours of plum, black pepper, cedar, nutmeg. Long finish and can keep and improve up to 10 years.*
At its peak this wine should have developed complex notes of mushroom, leather and tobacco and tannins should be polished.

> St Emilion satellites: Lussac / Montagne / Puisséguin / Saint Georges Saint Émilion AOP (●) – 3,900ha
- 4 villages = northern extension of St Emilion hills & can add 'St Émilion' as a suffix
- Same limestone-clay soils but later ripening cycle so autumn weather more critical
- Wines Merlot-dominated, slightly more **rustic**
- Numerous small producers but the cooperative "Les producteurs réunis" = 40% of Lussac and 20% Puisseguin production. Montagne-St Emilion largest division.

> Pomerol AOP (●) – 800ha
- North-east of Libourne and North-west of St Emilion
- No limestone but **gravel, sand and clay** -> early ripening zone for Merlot (80% of plantings)
- Wines richer w spicy, blackberry flavour.
- All top Châteaux e.g. **Petrus, Lafleur** are on the central plateau (clay and gravel soils)
- Production mostly by **small estates** (avg holding 6.5ha) that command premium prices.
- Only major wine district with no classification system

COURSE TASTING NOTES: Pomerol AOP *Ch du Domaine de l'Eglise 2016 - Deep purple ("red") colour, a medium + intense nose of blackcurrant, blackberry, ripe cherry, sweet vanilla (oak + modern style) and dark chocolate, medium soft tannins, medium body, high alcohol and medium finish.*

> Fronsac AOP (●) - 1,100ha & Canon-Fronsac AOP (●) – 300ha
- North-west of Libourne
- Triangular area between Isle river (east) and Dordogne (south)
- Formerly regarded as top area along w St Emilion but never fully recovered post-phylloxera

	- Hilly terrain most from clay and limestone - 78% Merlot makes full bodied & tannic reds that can be astringent and rustic if not well made - Canon-Fronsac is generally south-facing i.e. w better potential but variable results. > **Côtes de Bourg AOP (●●) - 3,900ha** - Right bank of the Gironde opposite Margaux - Hilly limestone and clay terrain w slightly warmer climate and one of the lowest rainfall in the region - Merlot dominates and wines are usually blended, occasionally w **Cot/Malbec** (6% of plantings) that gives liquorice notes to the winess - Red wines full-bodied and firm w earthy fruitiness. - Small proportion of white wines made from Ugni blanc and Colombard. - Top estates include **Ch Roc des Combes & Ch Fougas**. > **Côtes de Bordeaux AOP (●●●)** - Group of 4 appellations: Blaye, Premières Côtes de Bordeaux, Côtes de Franc & Côtes de Castillon since 2007 - Similar geography, climate to the right bank. - Merlot dominate.
PRODUCTION & BUSINESS	**<u>Vintages</u>** Outstanding: 2000, 2005, **2009** (rich, plush), 2010 (fresher, more angular) Good: 2001, 2003 (hot, atypical new world style wines), 2004, 2008 Average: 2002 (wet) **<u>Production</u>** 5.5m hl/yr of AOP wine with: - 90% reds and 10% white - 50% made from Bordeaux AOP and only 12% from the top Left/Right bank ACs **<u>Bordeaux exports</u>** - 2/3 of Bordeaux wines are exported with now less than half going to the EU - China biggest export market since 2010 w hi volume (nearly ½m hl) & value (€350m) - UK is #4 with 250,000hl imported of mainly higher value bottles (€300m). - Coops = 25% of production - Slow move towards branding and marketing strategies following increased competition on international markets **<u>Key brands</u>** **Mouton Cadet** - Most successful Bordeaux w **15m btls** sold/yr - Created in 1930 (poor vintage) as a second wine - Success of this wine forced de Rothschild to turn to neighbours for grapes the following years - Initially sold as Pauillac but eventually as Bordeaux AOP since 47. Now fruit mainly from Entre-deux-mers - Range: reds incl. Réserve Médoc / St Emilion, rosé, white incl. Réserve white Graves and Réserve Sauternes. - Reds = mainly Merlot w 6-10mths ageing, whites = mainly Sauvignon blanc w 4mths ageing **Malesan** - 2nd biggest selling Bordeaux brand w 12.7m btls/yr - Owned by Groupe Castel since 03 - Reds/rosé/whites **Baron de Lestac** - 3rd biggest selling Bordeaux brand w 9m btls/yr, also owned by Groupe Castel. - Red & white Bordeaux AOP from typical Bdx varieties and 'Les Hauts de Lestac' sold as higher end Haut-Médoc AOP **<u>Key estates</u>** **Château Potensac – Médoc** - 57ha - Delon family (who also owns Ch. Léoville Las Cases) - One of the Crus Bourgeois Exceptionnels in the then banned 03 listing - Very dark wines, rounded & spiced w cedar notes and ageing potential **Château Cos d'Estournel – St Estèphe** - 2nd growth estate adjacent to Château Lafite - Founded in 1811

- Run by the Ginestet/Prats families since 70
- 65ha with 60% Cabernet Sauvignon and 40% Merlot (slightly higher vs. other Left bank)
- Rich, dense, finely textured grand vin.
- 2nd wine: Les Pagodes de Cos introduced in 94.

Château Lafite-Rothschild – Pauillac
- 1st growth
- One of the largest Châteaux w 100ha north of Pauillac
- Planted in late 17th
- Prestigious image built in 18th via le Marquis de Ségur, who improved winemaking techniques and counted Thomas Jefferson amongst its customers and advocates
- After a period of Dutch ownership w further improvements, it was by French banker Baron James de Rothschild in 1868; now under direction of Eric de Rothschild since 74
- One of the most expensive wine in the world (05: ~£10k/case).
- 70% of Lafite wines in China deemed fake.

Château Léoville Las Cases – St Julien
- (Super)2nd growth estate
- 97ha
- Flagship of St Julien
- Largest part of the former Léoville estate (split in 3 after the French Revolution) awarded to the Marquis de las cases.
- Now run by the Delon family
- Vineyards very close to the Ch. Latour 1st growth in the north.
- Very strict quality management for wines that are firm, deep coloured, Cabernet-based.

Château Margaux – Margaux
- 1st growth
- Most important wine estate of Margaux
- 262ha w 87ha eligible for Margaux AOP
- Dates back from 12th century but significant wine production started in 16th and prestige built in the 18th with auctions at Christie's and praise by Thomas Jefferson.
- Now run by Corinne Mentzelopoulos
- Typical blend is 75% Cab Sauv, 20% merlot, 2.5% Cab Franc, 2.5% Petit verdot for the red
- Range: Grand vin, Pavillon rouge and Pavillon Blanc (Sauv Blc classed as Bordeaux AC)

Château Palmer - Margaux
- Consistently overachieving 3rd growth
- 52ha estate
- 47% Cab Sauv, 47% Merlot 6% Petit Verdot
- Alter Ego de Palmer (≠2nd wine) made from same quality terroir but different assemblage for earlier drinking

Château Chasse Spleen – Moulis
- Longstanding leading cru bourgeois of Moulis
- Winemaking estate since 1560
- Now run by Claire Villars
- Underwent great improvements in the early 80s with the help of Émile Peynaud.
- 80ha dominated by Cab Sauv (73%), Merlot (20%) and 7% Petit Verdot.

Château Haut-Brion – Pessac-Léognan
- Only 1st Growth non-Médoc
- Most famous property in Graves district
- Estate build in the 16th; prestige since 17th
- Now run in tandem w Ch La Mission Haut Brion by the Dillon
- 48ha with 45% Merlot, 44% Cabernet Sauv, 10% Cabernet Frc & 1% Petit Verdot
- Vineyards slightly elevated (27m) on gravel and some clay w warmer microclimate > early ripening
- Range: reds (1er cru and Le Clarence de Haut-Brion) and 2 whites. Clarendelle as Bordeaux brand since 03.

Château d'Yquem - Graves
- Superior 1st growth in Graves district
- Château dates back from the 15t
- Makes botrytised wines since 19th
- 126ha (only 100ha in production at one time) located on a small hill
- 80% Sémillon and 20% Sauv Blc
- Extremely low yields (9hl/ha)
- Average 5 passages at harvest
- Juice pressed 3 times
- 3 yrs new oak ageing

- About 8,000cs/yr
- Also produces a dry white Ygrec.
- No wine produced if vintage is too poor e.g. 2012.
- Cryoextraction introduced to help in poor vintages
- Wines are golden, rich w hi acidity and botrytis aromas. Hi longevity and premium prices.

Château Ausone – St Émilion
- Small Grand Cru classé A estate named after poet Ausonius who had his villa there in 300AD.
- 7ha with 50% Cabernet Franc & 50% Merlot located on the steep slopes of the Côtes
- Produces 2,000cs/year; 2nd wine Chapelle d'Ausone
- Michel Rolland appointed consultant in 95

Château Pétrus - Pomerol
- Unclassified estate in the eastern portion of Pomerol
- Owned by J P Moueix, wine merchant
- 11ha vineyards
- 95% Merlot and 5% Cabernet Franc on heavy clay soil w iron subsoil (unique)
- Avg of vines 45yrs
- Wines aged in 100% new oak
- Not classified but highly recognised and commands premium prices

Château Bonnet – Bordeaux AOP
- 1.5m btls/yr
- Owned by André Lurton who also owns crus in almost all parts of Bordelais
- 270ha dedicated
- Reds, whites & rosés
- Réserve reds aged in barrels and great value

Faculté d'œnologie de l'Université de Bordeaux founded in 1880
Émile Peynaud > better understanding & control of fermentation temperatures and MLF
Michel Rolland > advocate of super-ripeness + microbullage/microoxygenation

Terms
Châteaux, Microchâteaux & Petits Châteaux
- *Châteaux*: Generic term > no need for physical Château (e.g. Ch Léoville-Barton has no Château).
- *MicroChâteaux*: Unofficial term to designate Bordeaux right bank miniature estates producing ultra-modern wines (deep coloured, early-maturing, sweet, oaky) produced in small quantities (often < 1000 cases/year).
- *Petits Châteaux*: not small in size but in reputation and price; mainly under Bordeaux, Bourg or Côtes de Bdx ACs.

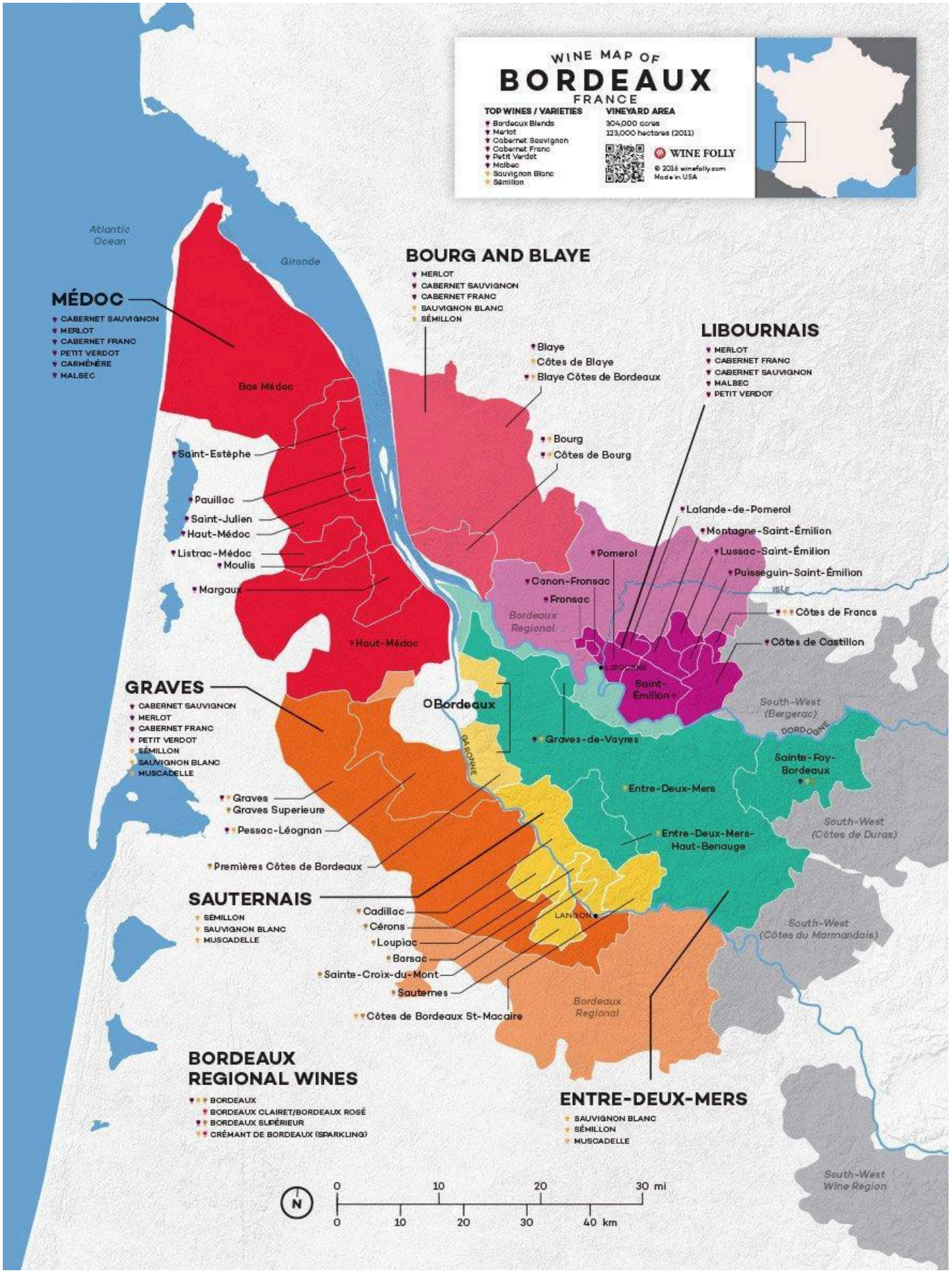
The Trade
La Place de Bordeaux (Producers -> courtiers -> négociants -> export/shippers):
- Historically, merchants or négociants bought wine in bulk, blended it and aged it in their cellars (mostky in Quai des Chartrons)
- Nowadays, the role of merchants has evolved to the one of broker/courtier (lack of cashflow due to price rise).

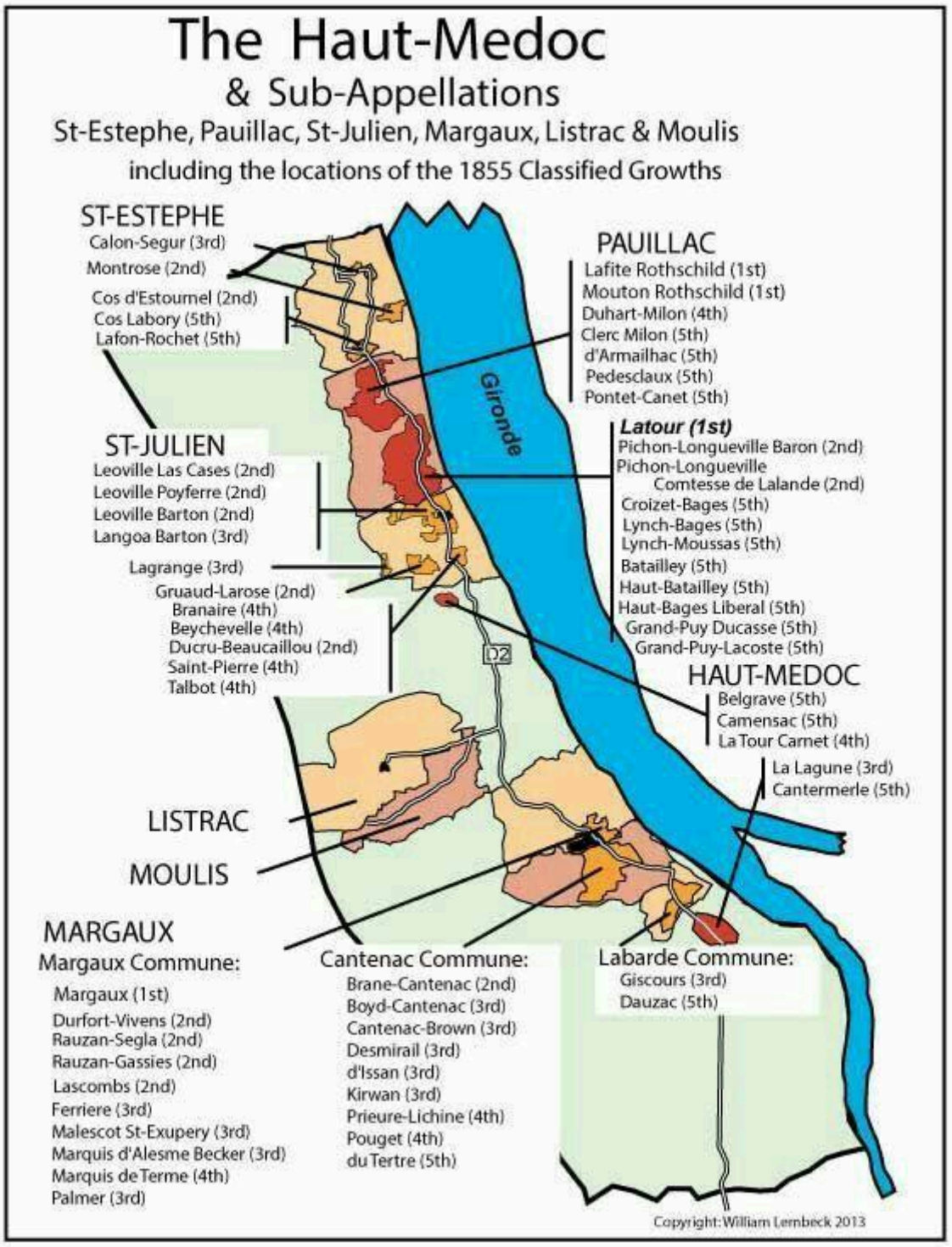
a. Courtiers

Paid by négociants to submit samples from producers, obtain best price & manage legal requirements for the transaction. Usually specialised in a specific area with close relationships with the producers.
b. Négociants
Buys, blends and sells generic wine in bulk or bottle or buys individual Châteaux wines to sell either in bulk or bottle

Bordeaux wine buying
Unique to Bdx. Wines sold either **en souche** (before harvest) or **en primeur** before release.
En Primeur: stock on pre-sale March after harvest by top Châteaux to free up cash tied up in stock. Finished wines released to buyer 2 years after harvest.

SWOT ANALYSIS
S: heritage and expertise / Bdx brand / Bdx university (Peynaud, Rolland) / important international influence
W: lack of strong international brands / fragmented ownership / complex and static classifications
O: new EU regulations regarding table wine / Concentration of ownership / rise of new brands
T: competition at top and bottom end of market / marginal climate / overproduction

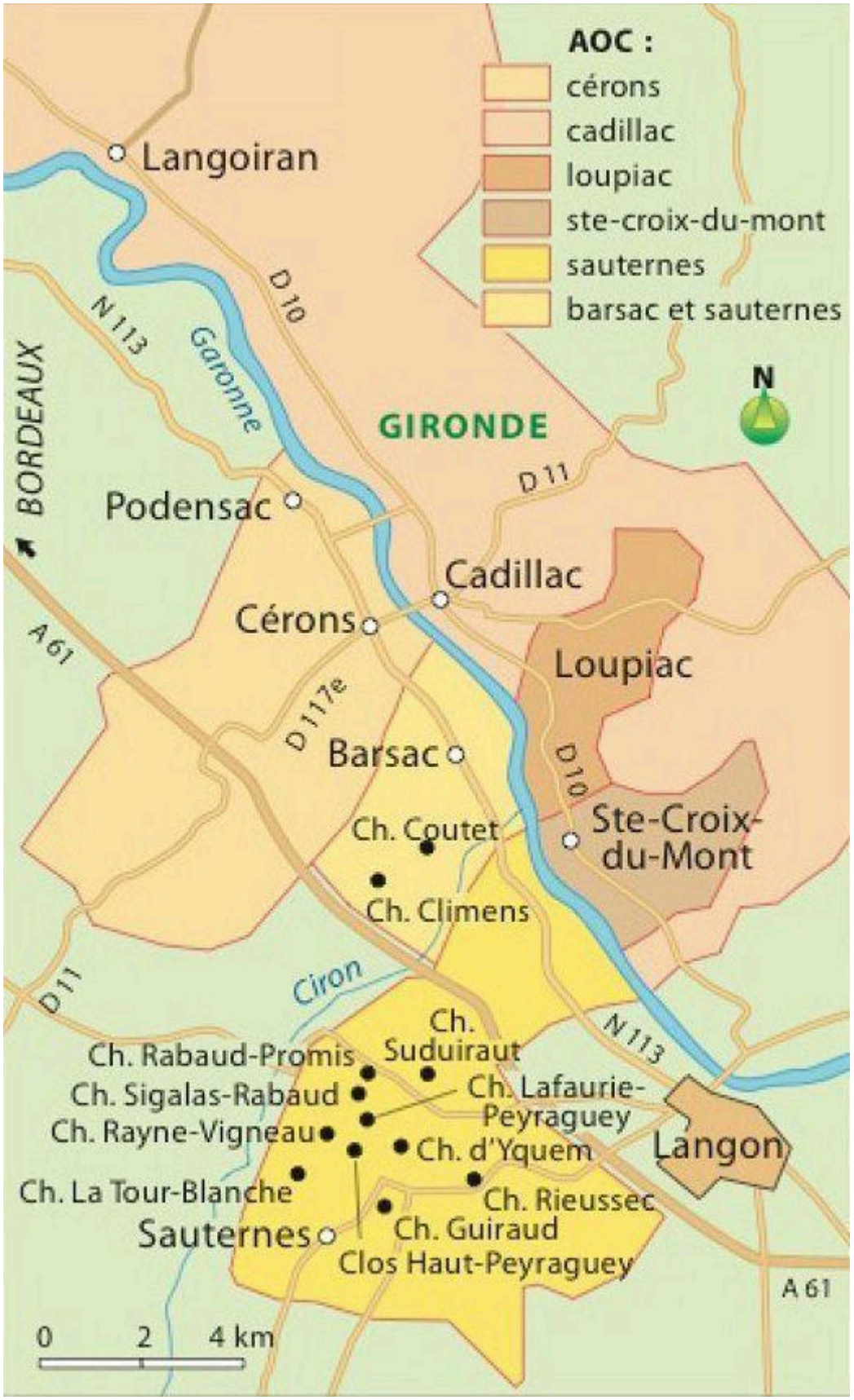

WINE MAP OF
BORDEAUX
FRANCE
TOP WINES / VARIETIES
Bordeaux Blends
Merlot
Cabernet Sauvignon
Cabernet Franc
Petit Verdot
Malbec
Sauvignon Blanc
Sémillon
VINEYARD AREA
304,000 acres
123,000 hectares (2011)
WINE FOLLY
© 2016 winefolly.com
Made in USA
Atlantic Ocean
Gironde
MÉDOC
CABERNET SAUVIGNON
MERLOT
CABERNET FRANC
PETIT VERDOT
CARMÉNÈRE
MALBEC
Bas Médoc
Saint-Estèphe
Pauillac
Saint-Julien
Haut-Médoc
Listrac-Médoc
Moulis
Margaux
Haut-Médoc
BOURG AND BLAYE
MERLOT
CABERNET SAUVIGNON
CABERNET FRANC
SAUVIGNON BLANC
SÉMILLON
Blaye
Côtes de Blaye
Blaye Côtes de Bordeaux
Bourg
Côtes de Bourg
LIBOURNAIS
MERLOT
CABERNET FRANC
CABERNET SAUVIGNON
MALBEC
PETIT VERDOT
Lalande-de-Pomerol
Montagne-Saint-Émilion
Lussac-Saint-Émilion
Puisseguin-Saint-Émilion
Pomerol
Canon-Fronsac
Fronsac
Côtes de Francs
Côtes de Castillon
Bordeaux Regional
LIBOURNE
Saint-Émilion
GRAVES
CABERNET SAUVIGNON
MERLOT
CABERNET FRANC
PETIT VERDOT
SÉMILLON
SAUVIGNON BLANC
MUSCADELLE
Bordeaux
Graves-de-Vayres
GARONNE
DORDOGNE
South-West (Bergerac)
Sainte-Foy-Bordeaux
Entre-Deux-Mers
Graves
Graves Superieure
Pessac-Léognan
Premières Côtes de Bordeaux
Entre-Deux-Mers-Haut-Benauge
South-West (Côtes de Duras)
SAUTERNAIS
SÉMILLON
SAUVIGNON BLANC
MUSCADELLE
Cadillac
Cérons
Loupiac
Barsac
Sainte-Croix-du-Mont
Sauternes
Côtes de Bordeaux St-Macaire
LANGON
South-West (Côtes du Marmandais)
Bordeaux Regional
BORDEAUX REGIONAL WINES
BORDEAUX
BORDEAUX CLAIRET/BORDEAUX ROSÉ
BORDEAUX SUPÉRIEUR
CRÉMANT DE BORDEAUX (SPARKLING)
ENTRE-DEUX-MERS
SAUVIGNON BLANC
SÉMILLON
MUSCADELLE
South-West Wine Region
N
0 10 20 30 mi
0 10 20 30 40 km

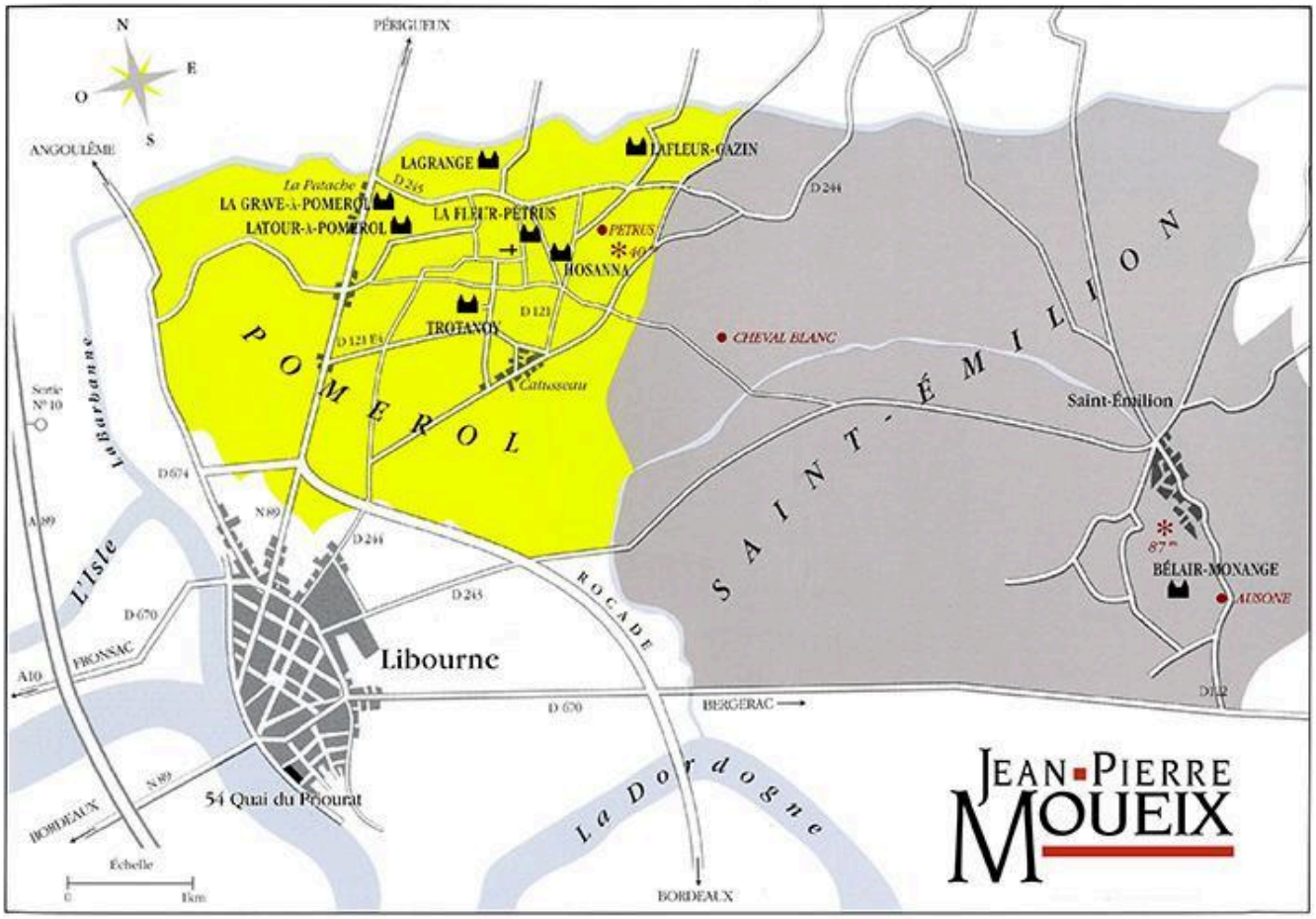

The Haut-Medoc
& Sub-Appellations
St-Estephe, Pauillac, St-Julien, Margaux, Listrac & Moulis
including the locations of the 1855 Classified Growths
ST-ESTEPHE
Calon-Segur (3rd)
Montrose (2nd)
Cos d'Estournel (2nd)
Cos Labory (5th)
Lafon-Rochet (5th)
PAUILLAC
Lafite Rothschild (1st)
Mouton Rothschild (1st)
Duhart-Milon (4th)
Clerc Milon (5th)
d'Armailhac (5th)
Pedesclaux (5th)
Pontet-Canet (5th)
Gironde
Latour (1st)
Pichon-Longueville Baron (2nd)
Pichon-Longueville
Comtesse de Lalande (2nd)
Croizet-Bages (5th)
Lynch-Bages (5th)
Lynch-Moussas (5th)
Batailley (5th)
Haut-Batailley (5th)
Haut-Bages Liberal (5th)
Grand-Puy Ducasse (5th)
Grand-Puy-Lacoste (5th)
ST-JULIEN
Leoville Las Cases (2nd)
Leoville Poyferre (2nd)
Leoville Barton (2nd)
Langoa Barton (3rd)
Lagrange (3rd)
Gruaud-Larose (2nd)
Branaire (4th)
Beychevelle (4th)
Ducru-Beaucaillou (2nd)
Saint-Pierre (4th)
Talbot (4th)
D2
HAUT-MEDOC
Belgrave (5th)
Camensac (5th)
La Tour Carnet (4th)
La Lagune (3rd)
Cantermerle (5th)
LISTRAC
MOULIS
MARGAUX
Margaux Commune:
Margaux (1st)
Durfort-Vivens (2nd)
Rauzan-Segla (2nd)
Rauzan-Gassies (2nd)
Lascombs (2nd)
Ferriere (3rd)
Malescot St-Exupery (3rd)
Marquis d'Alesme Becker (3rd)
Marquis de Terme (4th)
Palmer (3rd)
Cantenac Commune:
Brane-Cantenac (2nd)
Boyd-Cantenac (3rd)
Cantenac-Brown (3rd)
Desmirail (3rd)
d'Issan (3rd)
Kirwan (3rd)
Prieure-Lichine (4th)
Pouget (4th)
du Tertre (5th)
Labarde Commune:
Giscours (3rd)
Dauzac (5th)
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Estates of Pessac-Léognan



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AOC :
cérons
cadillac
loupiac
ste-croix-du-mont
sauternes
barsac et sauternes
N
Langoiran
D 10
N 113
Garonne
BORDEAUX
GIRONDE
D 11
Podensac
Cadillac
Cérons
A 61
Loupiac
D 117e
Barsac
D 10
Ste-Croix-
du-Mont
Ch. Coutet
Ch. Climens
D 11
Ciron
N 113
Ch.
Suduiraut
Ch. Rabaud-Promis
Ch. Sigalas-Rabaud
Ch. Lafaurie-
Peyraguey
Ch. Rayne-Vigneau
Ch. d'Yquem
Langon
Ch. La Tour-Blanche
Ch. Rieussec
Sauternes
Ch. Guiraud
Clos Haut-Peyraguey
A 61
0
2
4 km


N
E
O
S
PÉRIGUEUX
ANGOULÊME
LAGRANGE
LAFLEUR-GAZIN
La Patache
D 245
LA GRAVE-À-POMEROL
LATOUR-À-POMEROL
LA FLEUR-PÉTRUS
PETRUS
40
HOSANNA
D 244
TROTANOY
D 121
D 121 E3
CHEVAL BLANC
Cantenac
POMEROL
SAINT-ÉMILION
Saint-Émilion
Sortie N° 10
La Barbanne
D 674
N 89
A 89
D 244
L'Isle
D 670
PRIGNAC
D 245
ROCADE
BÉLAIR-MONANGE
AUSONE
A 10
Libourne
D 670
BERGERAC
54 Quai du Priourat
N 89
BORDEAUX
La Dordogne
Échelle
0
1km
BORDEAUX
JEAN-PIERRE
MOUEIX