

## **Annex C**

### **Wineries**

Champagne Penet-Chardonnet (*Champagne, France*)  
Alexandre Penet

Domaine Paul Jaboulet Aîné (*Rhone, France*)

Penfolds (*Magill, South Australia*)  
Peter Gago

Tenuta dell'Ornellaia (*Tuscany, Italy*)  
Axel Heinz

Viña Almaviva (*Puente Alto, Chile*)  
Michel Friou

Weingut Johanningер (*Rheinhessen, Germany*)  
Markus Haas

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## CHAMPAGNE PENET-CHARDONNET

Champagne, France



PENET - CHARDONNET  
C H A M P A G N E  
GRAND CRU

### History

Family-owned for five generations, Champagne Penet-Chardonnet is an independent, traditional estate exclusively producing Champagne in the ultra premium, 100% Grand Cru range.

The fully-owned 6-hectare vineyard stretches along the towns of Verzy and Verzenay, a Grand Cru area in the "Montagne de Reims" celebrated for its high quality pinot noir grapes. Only the best vines are classified Grand Cru, an honor granted to less than 13% of the vineyards in the Champagne region.

Chardonnet's ancestors were already growing vines in Verzenay in the 17th Century, and the Penet family bought their first vines in Verzy during the French Revolution.

In the early 1930's an integrated Champagne business was set up, followed by the acquisition in 1951 of Mumm's 19th century cellars in Verzy by Gilbert and Désiré Penet.

In the 1940's, Gilbert's son Emile bought a magnificent 19th century manor and winery where he made and sold exclusive handcrafted Champagne for over 50 years.

As mayor of Verzy for 18 years, Emile and his wife Marguerite also hosted many high society events, some of which with Charles de Gaulle's close collaborators. Emile extended the estate by buying more land, and was also the first person in town to use a tractor in the late 1950's.

In 1967 the marriage of Emile's son, Christian to Marie-Louise Chardonnet brought together the Penet and Chardonnet vines under the same house. In the 1980's, Christian, willing to expand the estate even more, built a state-of-the-art winery with his own hands, enabling the family to magnify the outstanding

quality of the wines and better control the process from the vine to the bottle, while benefiting from more modern equipment and improved working conditions. The Penet Chardonnay winery quickly became the largest in town, and is still nowadays the main production site of the estate.



Today, Alexandre Penet represents the fifth generation to run the estate. From a young age, Alexandre assisted first his grandfather Emile and then his father Christian in the ancient art of champagne making, developing from childhood a passion for the family heritage. After having worked in different industries during the early part of his professional career, he is now able to bring together the efficient processes learnt in his strategic management experiences with his life-long family wine expertise, substantially enriching a business where tradition and modernity go hand in hand. Non-vintage Champagnes require experienced knowledge to blend the right grapes at the right time from the year's harvest and reserve wines. Penet-Chardonnay has enhanced this art of blending for centuries, producing a wine with its own distinctive style, and full bodied character.

### **Production**

Each bottle of Penet-Chardonnay Champagne is made with the passion and historical expertise of five generations.

The estate grown Pinot Noir (2/3) and Chardonnay (1/3) grapes, used in all the cuvees, are carefully hand-picked at the perfect time during the harvest and rigorously selected, ensuring only the very best grapes are used.

The grapes are pressed in-house using a Coquard press, considered the top equipment in Champagne. After carefully separating the juices, only the best ones are kept (first press or "cuvée") for the Penet-Chardonnay wines.

The majority of the juices are then fermented in enamel or stainless steel vats, while some are fermented and aged in oak barrels.

In addition, Penet-Chardonnet wines do not undergo malolactic fermentation, thereby preserving the original acidity of the grapes and enhancing their natural fruit. The process allows the fruit character to develop more fully increasing the potential for greater bottle ageing. Moreover, in order to preserve these flavors and their full-bodied character, the wines are not filtrated before bottling.

This, coupled with a minimum of 5 years of ageing 'sur lie' ensures finely moussed Champagnes of depth and real complexity, perfectly reflecting their 'terroir' specificity.

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Only the rarest of excellent vintages allow Penet-Chardonnet to produce the Grande Réserve and Diane Claire, its finest cuvées. Due to the nature of the stringent selection process undergone in creating the Diane Claire, quantities of this preeminent cuvée are very limited.

### **The Wines**

Penet-Chardonnet Champagnes are world-class wines made to satisfy wine enthusiasts who value high-quality craftsmanship and the exclusivity of a unique wine with a strong personality. The zero or very low dosage has positioned Penet-Chardonnet as one of the few rare specialists of "no added sugar" wines, demonstrating not only its commitment to the unique French wine-making tradition but also to the uncommon and yet surprising complexity of extra matured Champagne.

Its complexity and full-bodied character makes Penet-Chardonnet Champagnes ideal for all occasions and perfect for pairing with food.

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## **DOMAINE PAUL JABOULET AÎNÉ**

**Rhone, France**



**PAUL JABOULET AÎNÉ**

### **Honouring a heritage and perpetuating history**

For nearly two hundred years, the hillsides of Hermitage have jealously guarded the secret of a meeting that was

to be the start of an extraordinary story...

In 1834, Antoine Jaboulet (1807 - 1864) started working the land in this region thereby linking his destiny with that of this fertile terroir. By dint of hard work and passion, his vines were to provide him with a wine of exceptional quality, to be perpetuated by his sons, Paul and Henri. It was Paul who then gave his name to the business. Since then, the generations have continued to succeed one another.

The Frey family, longstanding winemakers in Champagne and owners of Château La Lagune in Bordeaux, acquired Maison Paul Jaboulet Aîné in January 2006, thus adding to its portfolio of prestigious names. Frédéric Jaboulet shares the Frey family's passion for excellence.

La Chapelle, which is situated on the hillside of l'Hermitage, looks out over the Rhône Valley. During the 13th century, the Chevalier de Stérimberg made it his home on his return from the crusades. Later still, it became the source of the family's flagship wine, l'Hermitage La Chapelle. The 1961 vintage would be classed among the Twelve mythical bottles of the 20th century, and a small number of bottles and magnums are still kept by Jaboulet and in a few cellars elsewhere in the world.

For nearly two centuries, Jaboulet has been producing wines that represent generations of hard work and a passion for excellence. In order to perpetuate these values, Jaboulet adheres to an unswerving commitment to improving vineyards, through strategic acquisitions and work in the cellars, while respecting the environment at the same time.

The company's hundred or so hectares of vineyards are tended with the greatest possible care. In the northern estates of the Côtes du Rhône, the wide diversity of terroirs and the influence of micro-climates favours the production of Syrah. This is the principle variety, and the sole red grape, grown by Paul Jaboulet Aîné, while Roussanne, Marsanne and Viognier are used for the white wines. This provides the wines of each appellation with a well-defined personality.

Paul Jaboulet Aîné favours traditional vineyard husbandry. Yields are restricted to between 25 and 35 hectolitres per hectare from vines that are on average 40 years old, with the most illustrious being nearly 80 years old. Canopy management, crop thinning, pruning and harvesting are all carried out by hand. Ancestral methods such as the use of hand winches and stake training of vines are still used, all of which requires a skilled, experienced workforce. When they have reached optimal maturity, the grapes are hand-harvested into 20kg crates to keep them in as good condition as possible.

The company is currently undergoing sustainable agriculture qualification, which restricts the use of herbicides in the soil, favours organic fertilisers to encourage the development of micro-organisms, and allows the vines to thrust their roots deep into the ground. The vines consequently benefit from the natural and varied nourishment of the soil.

This background means that the Maison Paul Jaboulet Aîné winemaking team must work tirelessly, using the ancestral methods of the past to move into the future.

The quality of the grapes is of the utmost importance for creating great wines. They are hand-harvested when they have reached optimum maturity. The hand-picking is carried out scrupulously, and the grapes are placed into ventilated 20kg crates.

The lengthy vinification process then reveals the wine's character. The team, comprising in-house oenologists, in close collaboration with Caroline Frey and Denis Dubourdiou, taste and analyse the juice throughout this time, so as to ensure that exceptional wines are produced.

The company's savoir-faire is combined with both tradition and modernity. When the red grapes arrive at the winery, they are sorted by hand, destemmed and crushed. Pre-fermentation maceration takes place in vat to encourage the development of the wine's fruit aromas. Alcoholic fermentation then converts the sugar into alcohol and extracts the tannins and colour, so as to obtain a balanced structure in the mouth and a deep red colour. Malolactic fermentation then refines the aromas and structures. The wines are then blended, which is a decisive stage in creating great wines, and matured in 225-litre casks for between 12 and 24 months, depending on the vintage, in the renowned VINEUM caves.

The white grapes are cold-pressed to ensure freshness, which will guarantee that the wines develop well over time. During malolactic fermentation, the lees are stirred by hand so as to obtain complex aromas. The wines then age in barrel until the beginning of summer.

After bottling, the wine may also remain in our cellars for several more years before release.

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## **PENFOLDS**

### **Magill, South Australia**



Penfolds was founded by a young English doctor who migrated to one of his country's most distant colonies over a century and a half ago. Dr Christopher Rawson Penfold was born in 1811, the youngest of 11 children. He studied medicine at St Bartholomew's Hospital, London, graduating in 1838.

In 1844 Dr Penfold and his wife Mary purchased the Mackgill estate, "comprising 500 acres of the choicest land." By all accounts it was Mary Penfold who was responsible for the management and early winemaking responsibilities of the fledgling wine estate. Initially the wines - made from grenache - were prescribed as tonic wines for anaemic patients and the famous Penfolds slogan '1844 to evermore' harks back to its origins as a prescribed tonic.

By 1870 the Grange vineyard comprised over 60 acres with several different grape varieties including grenache, verdelho, mataro (mourvèdre), frontignac and pedro ximenez. The estate was producing both sweet and dry red wine and white table wines, with a growing market in the eastern Australian colonies of Victoria and New South Wales. A catalogue from 1889 lists wines from the Grange and Magill vineyards as Mataro, Grenache, Constantia, Grange Port, Frontignac, Grange Tawny, Pedro Ximenes, Tokay, Madeira, Grange Sherry and Muscadine. The catalogue adds: "We have also light red and white dinner wines of claret and riesling types, suitable for use in Clubs."

Penfolds and Co. - the newly formed partnership of Mary Penfold and her son-in-law Thomas Hyland and her cellar manager Joseph Gillard - now claimed to be producing over one-third of South Australia's wine. Mary Penfold passed away in 1896 after a remarkable contribution to Australia's wine industry.

Fortified wine production dominated the industry throughout the first part of the 1900s and Penfolds gained a strong reputation for its fortified wines during the 1920s and '30s. Between the world wars the market for fine table wine in

Australia was extremely limited. Penfolds did, however, produce an 'Italian Red' for Italian migrants working the cane fields of Queensland.

In 1943, Penfolds acquired the highly regarded and valuable Auldana Vineyard and winery – adjacent to the Magill vineyard. In 1945, Penfolds purchased the Kalimna Vineyard in the Barossa Valley – at this time the largest vineyard in South Australia. By the late 1940s Penfolds had acquired or planted vineyards in McLaren Vale, Griffith, the Hunter Valley and Minchinbury.

The wine market was changing rapidly by the late 1940s, as soldiers returned from the war and new immigrants settled in Australia. Max Schubert, then a young winemaker at Penfolds, returned to Europe after the war to investigate winemaking. The mission was to learn about sherry production, however a side trip to Bordeaux led to Schubert experimenting with a long-lived red wine that he called Grange.

Schubert looks back on the 1950s Grange years as exciting years of discovery, faith, doubt, and ultimately triumph. In contrast, the 1960s were a period of vindication and Grange stole a march on the rest of the Australian wine industry by setting an incomparable benchmark for longevity, concentration and balance. In August of 1995, Robert Parker, the world's most influential wine critic, wrote in his self-published newsletter *The Wine Advocate* that Grange was "a leading candidate for the richest, most concentrated dry table wine on planet earth." The acceptance of Grange as a great Australian wine had proved that Australia is capable of producing wines equal to the best in the world.

By the early 1960s Max Schubert saw the creation of a dynasty of wines that may differ in character from year to year, but would all bear an unmistakable resemblance to each other. The backbone of Penfolds' emerging red wine portfolio – Bin 389, Bin 707, Bin 28 and Bin 128 – were all introduced during this time.

In 1976 the baton of Penfolds Chief Winemaker passed from Schubert to Don Ditter, who continued to contribute to and refine the house style. The remarkable reintroduction of Penfolds Bin 707 in 1976 illustrated Penfolds' commitment to a

premium cabernet sauvignon and within just a few years would come to be recognised as one of Australia's leading wines.

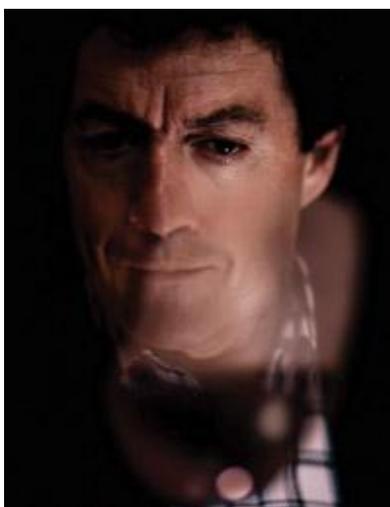
John Duval ensured a smooth transition of winemaking philosophy when he took over as Penfolds Chief Winemaker in 1986. Refinement of house style continued and Duval's outstanding technical ability and instinctive nature are decisively illustrated in the profoundly opulent and beautifully balanced wines of the 1980s.

The 1990s was a period of intense winemaking trials. The 'White Grange' project saw the release of Penfolds Yattarna Chardonnay. The barrage of media attention was extraordinary, illustrating Australia's national interest in the Penfolds brand. Red wine trials resulted in the release of Penfolds' first Barossa shiraz, RWT (Red Winemaking Trial).

In 2002 veteran oenologist Peter Gago became Chief Winemaker and since that time Penfolds has reached into every major wine market in the world. Stand-out releases have included two Special Bin Wines from the 2004 vintage, Block 42 and Bin 60A. 2010 saw the introduction of Penfolds' first Bin Pinot Noir. Taking its number from maturation cellar 23 at Magill Estate, Bin 23 Pinot Noir is a bold addition to the range. Penfolds wines are now widely celebrated for their diversity and quality across many price-points. The strength of Penfolds is that the wine comes first. Penfolds' range of table wines is utterly Australian, evoking a generosity of spirit and the beauty of the Australian landscape.

## **Peter Gago**

### **Chief Winemaker, Penfolds, 2002 – Present**



Peter Gago was born in Newcastle, England, and was raised from the age of six in Melbourne, Australia. After graduating with a Bachelor of Science degree from the University of Melbourne, he spent much of the 1980s teaching mathematics and chemistry.

At the age of 29 and at a career crossroads, Gago undertook a Bachelor of Applied Science in Oenology

at Roseworthy Agricultural College graduating as dux of his course. In 1989 he joined Penfolds as a sparkling wine maker, eventually becoming Penfolds Red Wine Oenologist. In 2002, Peter Gago succeeded John Duval as Penfolds Chief Winemaker – the fourth person to hold the position since Max Schubert was first appointed in 1948.

Gago's imprint on the Penfolds house style reflects a strong sense of custodianship. 'I would not say that my style is particularly evident in the winemaking, although I'm a firm believer in no filtration or fining, natural yeasts, open-top fermentating and other non-invasive techniques. For me it's about knowing when to interfere and when to stay out of the way.'

While Gago has won several awards including the prestigious *Wine Enthusiast* magazine's Wine Maker of The Year in 2005, he insists Penfolds is all about team effort. This strongly held view has brought an important perspective shift. In 2007 Penfolds' red winemaking team was nominated as Winemaker of the Year by the Australian *Gourmet traveller Wine* magazine. The Barons of the Barossa further recognised Gago's team by awarding Penfolds' Grange winemakers Winemaker of the Year, also in 2007.

Peter Gago's peripatetic energy and drive has brought great enthusiasm for Penfolds wines across the globe. Under his bailiwick, Penfolds has released Bin 311 Chardonnay, Bin 8 Cabernet Shiraz, a multitude of great wines under the Cellar Reserve label and the widely applauded 2004 Bin 60A Cabernet Shiraz and 2004 Block 42 Cabernet Sauvignon. Grange, St Henri, Bin 707, Bin 389 and a myriad other bins continue to grow in stature.

Gago's role as a Chief Winemaker is wide-ranging and embraces the reality of a worldwide market. At vintage time, he is a hands-on winemaker, but during the off season he is in heavy demand as the face of Penfolds. In this capacity, Peter excels as a teacher and promoter of Penfolds and Australian fine wine. He is regularly asked to participate in international forums and is the co-author of three educational books on wine.

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## TENUTA DELL'ORNELLAIA

Tuscany, Italy



TENUTA DELL'ORNELLAIA

### The History

The history of wine has always been interwoven with myth. One need but think of the many poets, from the ancient Alkaios to our Carducci, from Baudelaire to Horace (who frowned at drinkers of water), and others, including Iacopone, Tasso, Dante, Bosch, Jordaens, Goya, and Toulouse Lautrec, who have written

of, interpreted, or sung the praises of the sacred nectar. Tuscany, blessed with many great poets, could not avoid this penchant, especially because the land is beautifully suited to viticulture. For this reason many illustrious winemaking families have established their wine-making base here, thus refuting the claims of those who held Chianti to be the only great winemaking region in Tuscany. Among them, Marchese Lodovico Antinori, founder of Tenuta dell'Ornellaia, Piero Antinori, producer of Guado al Tasso, Marchese Incisa della Rocchetta, Sassicaia's father, and Angelo Gaja, all of whom who have contributed to giving birth to wines which are renowned the world over.

### The Vineyards

Tenuta dell'Ornellaia is located on the Tuscan Coast, overlooking the Tyrrhenian Sea, in the section of the northern Maremma between Livorno and the island of Elba. The vineyards extend over two adjacent areas that are separated by Bolgheri's famed Cypress Avenue. There are 99 hectares of vineyards in all, 41 surrounding the Tenuta, and the remaining 58 in an area known as Bellaria, which is closer to the sea. The vineyards are planted at altitudes ranging from 50 to 120 meters above sea level, on slopes ranging from 5° to 20°.

Planting density per hectare ranges from 5,000 vines per hectare in the older vineyards of the Estate to 7,000 vines per hectare in the Bellaria vineyards. By comparison, some of the most recent vineyards can have up to 8,700 vines per hectare.

## **The Winery**

Tenuta dell'Ornellaia's 97 hectares of vineyards are divided into 50 parcels planted to the four varietals: Cabernet Sauvignon (38 hectares), Cabernet Franc (12 hectares), Merlot (38 hectares), Petit Verdot (7 hectares), and varietals Sauvignon Blanc (2,5 hectares), Vigner (0,5 hectares), Petit Manseng (1 hecteres), all of which have adapted perfectly to this part of Tuscany.

The Estate is not just vineyards. The winery, with its modern, innovative design, fits beautifully into the landscape, blending perfectly with the surroundings, and creating a suggestive atmosphere: this is in fact the 'Corpus Vivendi' of the estate, bringing together the production activities and the staff offices.

## **The Vision**

Thirty years ago, a vision: the future of Italian viticulture had to aim for absolute quality, which meant the selection of the proper place, the right moment, and the best people. The place: The hills of Bolgheri, a hilltop town in the Maremma, overlooking the Tyrrhenian Sea. The people: A staff of varied backgrounds, perfectly integrated and ready to pursue the goals posed by the vision: to produce, though the patient interpretation of the environmental characteristics of the Tenuta, not just wines of superb quality, but also to expand the concept of harvest to embrace a broader picture consisting of balance, harmony, experience, dedication and passion.

## **The Harvest**

The grape varietals, Merlot, Cabernet Sauvignon, Cabernet Franc, and Petit Verdot, the composition of the territory, and, most importantly, the flow of the seasons, which is ever changing, influence the date of the beginning of the harvest from year to year. The date is determined thanks to the experience and sensitivity of the field teams that work alongside the vineyards 365 days per year, tasting the grapes from parcel to parcel to understand their degree of equilibrium. Once ripe, the grapes are harvested by hand, and transferred to the cellars, where the vinification begins.

## **The Wine's 'Matrons'**

By tradition, Ornellaia entrusts the first step following the harvest, the examination of the grapes on the sorting table, to the expert hands of its women. It is they who pluck away even the smallest bits of vegetation from the bunches before sending them on to the destemmer that separated grapes from stems. The purity of the wines depends upon their expert work; like 'matrons', they accompany the precious grapes along the long process that will transform them into the wines of Ornellaia, the most authentic expression of terroir.

The respect for the uniqueness of the terroir, combined with the great experience that guides all aspects of winemaking, leads to a limited production to guarantee maximum quality and careful attention to detail, from the hand-harvesting, to the individual vinification and aging of the grapes from each vineyard.

## **The Casa Colonica**

The traditional XIX century casa colonica maremmana, or country house, that is depicted on the Ornellaia label, welcomes guests who visit the Tenuta to discover the secrets of the wines produced in an area that has by now become "the cradle of great reds," and as such gained a true territorial identity. On the hills of Bolgheri, home to the appellation, Tenuta Dell'Ornellaia represents a perfect synergy between the quality of the few, but superlative wines, and its hospitality.

## **Axel Heinz**

### **Winemaker and Director of Production, Tenuta dell'Ornellaia**



Born in Munich, Germany, on 19 November 1971. In 1993, after completing high school, he moved to France, in the Bordeaux region, where he obtained a diploma in Agriculture, "Viticulture Oenologie," from the Lycée d'Enseignement Général et Technologique Agricole de Bordeaux (LEGTA), and got his first experience in vinification at Château La Tour Carnet, in Saint Laurent du Medoc. In 1999, still in Bordeaux, he obtained a masters in Agronomy from the Ecole Nationale d'Ingénieurs des Travaux

Agricoles and the Enological School of Bordeaux, finishing with a thesis dedicated to the premature aging of the Chardonnay-based whites of Limoux. He then transferred to Macau en Médoc, where in 2000 he acted as consultant, representing the wines of many prestigious Bordeaux estates, for Bovitis SARL. The following year in Saint-Emilion, he took the position of Enologist in charge of production for the Château Fourcas Loubaney and the Château la Dominique Saint-Emilion, Grand Cru Classé and Château la Commanderie de Mazeyres Pomerol, a post he held until 2004. Since January 2005 he has been winemaker and Director of Production and for Tenuta dell'Ornellaia - Bolgheri (Livorno). Of French-German origin, he has perfect mastery of Italian, English, French and Spanish.

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## VIÑA ALMAVIVA

Puente Alto, Chile



### History

In 1997, Baroness Philippine de Rothschild, chairman of the advisory board of Baron Philippe de Rothschild S.A., and Don Eduardo Guisasti Tagle, chairman of Viña Concha y Toro S.A., sealed a partnership

agreement with a view to create an exceptional Franco-Chilean premium wine called Almaviva. Produced under the joint technical supervision of both partners, the first vintage achieved immediate international success upon its launch in 1998.

### “Primer Orden”

There is still no official classification of wines in Chile. However, the launch of Almaviva has given rise to the “Primer Orden” category, a Spanish term that corresponds to the French concept “Grand Cru Classé” and the English “First Growth”. In order to qualify as “Primer Orden”, a wine must come from the grapes of a sole vineyard, be made in one single bodega, and have its own technical team, all three dedicated exclusively to the production of one wine.



### The Wine

Made from a blend of classic Bordeaux varieties – in which Cabernet Sauvignon predominates– Almaviva is the result of a felicitous encounter between two cultures. Chile offers its soil, its climate, and its vineyards, while France contributes its winemaking savoir-faire and traditions. The result is an exceptionally powerful and complex wine. Its launch was a major milestone in the development of Chilean wines, both in Chile itself and in the international market.

## **Two Cultures**

The name Almaviva, though it has an Hispanic sonority, belongs to classical French literature: Count Almaviva is the hero of *The Marriage of Figaro*, the famous play by Beaumarchais (1732- 1799), later turned into an opera by the genius of Mozart. The label, meanwhile, pays homage to Chile's ancestral history, with three reproductions of a stylised design, which symbolises the vision of the earth and the cosmos in the Mapuche civilisation. The design appears on the "kultrun", a ritual drum used by the Mapuche. The label bears the name "Almaviva" in Beaumarchais' own handwriting. Two great traditions thus join hands to offer the whole world a promise of pleasure and excellence.

## **The Terroir**

Puente Alto was recognised over 20 years ago, as offering ideal conditions for growing the Cabernet Sauvignon grape, and it is here that 85 hectares have been reserved exclusively for Almaviva. Characteristic features of Puente Alto include its stony soil, cold, rainy winters, and the hot days and cool nights of its summers. The Almaviva vineyard is tended with meticulous care from pruning to harvest. A revolutionary underground drip irrigation system has been installed, making it possible to deliver the precise amount of water that each vine needs with a constant concern for quality.

## **Michel Friou**

### **Winemaker, Viña Almaviva**



Michel Friou graduated from the "Ecole Nationale Supérieure Agronomique de Montpellier" (France) in 1988 with a degree in agronomy and winemaking and went on to practice his trade in Languedoc, the Loire valley, and India between 1988 and 1991.

Interested in work experience abroad and with other cultures, from 1991 to 1994, he was given the opportunity to work in Asia and Oceania in development projects in the tropical forest.

In 1994, he decided to return to the wine industry, and worked in Cape Mentelle (Australia), Château Margaux (Bordeaux), and Domaine Paul Bruno (Chile), before joining Casa Lapostolle (Chile) in June 1996 as plant winemaker, working together with Michel Rolland in the production of the prestigious Clos Apalta wine.

In September 2004, he joined Baron Philippe de Rothschild Maipo Chile to lead the development of a new advanced technology in its Maipo cellar and in all its products.

Since June 2007, Michel Friou is the winemaker of Viña Almaviva, a Chilean wine produced by the strategic alliance between Baron Philippe de Rothschild and Concha y Toro, under the French château concept in the Puente Alto terroir.

Having worked in many parts of Asia for many years, Michel Friou graduated from the "Ecole Nationale Supérieure Agronomique de Montpellier" (France) in 1988 with a degree in agronomy and winemaking and went on to practice his trade in Languedoc, the Loire valley, and India between 1988 and 1991. Return to the wine industry in 1994 and have worked in many different renowned wineries and is now the winemaker of Viña Almaviva, a Chilean wine produced by the strategic alliance between Baron Philippe de Rothschild and Concha y Toro, under the French Château concept in the Puente Alto terroir.

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## **WEINGUT JOHANNINGER**

**Rheinhessen, Germany**

**Markus Haas**



Johanninger Wine Estate is located close to the spot where the Nahe River meets the Rhine River between

Rüdesheim/Rhein and Bad Kreuznach/Nahe. Right in the heart of German viticulture we cultivate vineyard properties of the wine growing areas Nahe, Rheinhessen and Rheingau.

### **Only Estate Grown**

All our wines are made from grapes of our own vineyards, which enables us to have full control over the entire production procedure, from the vine rootstock right up to the final product being bottled on the estate premise

### **Burgundy Varietals**

Due to local traditions with a renowned terroir for Burgundy varieties (*Pinot Blanc, Pinot Noir, Chardonnay*) we put the main emphasis on these wines.

### **Dry And Noble**

All of our wines are vinified to the classification "dry", with the exception of the real noble sweet wine specialities "Beerenauslese" and "Trockenbeerenauslese". The terroir is reflected in our styles of wine.

### **Nahe**

Fertile, lime-rich clay soils suited for Pinot Gris, Pinot Blanc and Chardonnay. It produces the *Pinot Blanc, Pinot Gris, Chardonnay* grape varieties.

### **Rheinhessen**

Löß soils on the slopes of Kieselberg, with a mixture of gravel stone originating from the ocean bed, which was situated in this region many millions of years ago. This produces the *Silvaner, Riesling, Müller-Thurgau and St. Laurent* grape varieties.

## **Rheingau**

Red slate-stone ("Phyllit") on the steep slopes of the Rhine Valley around the town of Assmannshausen. This produces the *Pinot Noir* grape varieties.

## **Estate Sparkling Wine**

With the traditional bottle fermentation process – "Méthode Champenoise" – our selected wines are transformed into sparkling wine. After the fermentation in the bottles has taken place, they are then given ample time in our cool underground cellar, to lie on the lees and mature for at least two to three years. Our sparkling wines are all "BRUT", and they are riddled in the traditional method by hand.

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