



UNDISCOVERED FRENCH DRINKS

THE FALL PORTFOLIO TASTING 2014

OVER 150 UNDISCOVERED FRENCH
WINES AND SPIRITS

1 DAY
5 CITIES

ATLANTA { WEDNESDAY **THE 8TH OF OCTOBER**, 2014
FROM 11:00 AM TO 4:00 PM

CHICAGO { WEDNESDAY **THE 8TH OF OCTOBER**, 2014
FROM 11:00 AM TO 5:00 PM

HOUSTON { WEDNESDAY **1ST OF OCTOBER**, 2014
FROM 11:00 AM TO 5:00 PM

NEW YORK { TUESDAY **THE 7TH OF OCTOBER**, 2014
FROM 11:00 AM TO 6:00 PM

SAN FRANCISCO { WEDNESDAY **THE 8TH OF OCTOBER**, 2014
FROM 11:00 AM TO 5:00 PM

UBIFRANCE - YOUR CONNECTION TO THE FRENCH VINEYARD

IN PARTNERSHIP
WITH

 SevenFifty

 france

 UBIFRANCE

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SC CHATEAU DES FOUGÈRES

PRODUCER, WINEGROWER

Clos Montesquieu - BP90009 - 33651 La Brède Cédex - FRANCE
www.ChateauDesFougères.fr

ARNAUD BAUDRU

Cellphone: +33630630164 Telephone: +33558510868
CONTACT@CHATEAUFUGERES.FR

THE CHATEAU DES FOUGÈRES Clos Montesquieu vineyard cultivates 30 acres of Graves vines in La Brède (Bordeaux region). The property belonged to descendants of philosopher, businessman and winegrower Charles de Montesquieu who was the first to champion the wines of the Graves region, and to build the reputation of the Bordeaux vineyards throughout France and in England. Most of the land is devoted to reds, divided between Merlot (45%) and Cabernet Sauvignon (55%). Our long collab-



ORATION with Stéphane Derenoncourt allows us to introduce: CHATEAU DES FOUGÈRES Clos Montesquieu red Graves is aged in oak casks for 14 to 16 months, resulting in an elegant wine with distinct, refined flavors. It comes from our vineyard's most gravelly plots, and the majority of the production is matured in French oak barrels. Rouge Fougères Clos Montesquieu is a very appealing, fruity wine that is matured in tanks for 12 months. It comes from plots with highly varied soils, blending clay, gravel and sand.



These products will be available to taste in:

New York, San Francisco

CHATEAU DES FOUGÈRES Clos MONTESQUIEU	ROUGE FOUGÈRES Clos MONTESQUIEU
GRAVES	GRAVES
MERLOT, CABERNET SAUVIGNON	MERLOT, CABERNET SAUVIGNON
2010	2011
Red	Red
7,000 bottles	26,000 bottles
9.00€ - 11.00€ EXW	6.90€ - 8.30€ EXW
PRIMEURS 2010 by JAMES Suckling: 89-90/100	1001 DEGUSTATIONS (2011): 2 STARS AND COUP DE CŒUR
Not imported	Not imported

Export: 80% to Europe, Asia
Annual production: 450 Hl

Château
de la Terrière

depuis 1535



CHÂTEAU DE LA TERRIÈRE

FAMILY ESTATE

CHÂTEAU DE LA TERRIÈRE - 69220 CERCIÉ - FRANCE

WWW.TERROIRS-ET-TALENTS.FR

RÉMI COGNET

Cellphone: +33678643123

REMI.COGNET@TERROIRS-ET-TALENTS.FR



CHÂTEAU DE LA TERRIÈRE IS AN 18-HECTARE (45 ACRE) VINEYARD, LOCATED IN THE LARGEST OF THE 10 BEAUJOLAIS CRUS - BROUILLY. THE CHÂTEAU, BUILT IN THE 13TH CENTURY, SITS NEAR MT. BROUILLY, AN ANCIENT VOLCANO LOOMING 1000 METERS HIGH IN PLAIN VIEW SOUTH OF THE ESTATE. THE SOILS ARE PURE, ROSE-COLORED GRANITE. THE WINE

ESTATE WAS PURCHASED BY THE BARBET FAMILY IN 2003, A FAMILY OF VIGNERONS WITH ROOTS GOING BACK 300 YEARS. THE VINES RANGE IN AGE FROM 45 TO 70 YEARS OLD AND ARE TRAINED USING THE "GOBELET" METHOD, AN ANCIENT METHOD OF VINE TRAINING INVOLVING NO WIRES OR OTHER SYSTEM OF SUPPORT, AND RESULTING IN A GOBELET-SHAPED GROWTH.

These products will be available to taste in:

New York, Houston

CHÂTEAU DE LA TERRIÈRE	TRADITION	CHÂTEAU DE LA TERRIÈRE	CLUVÉE DE LA LURE	CHÂTEAU DE LA TERRIÈRE
AOP Beaujolais Villages	AOP Brouilly	AOP	AOP Moulin-à-Vent	AOP Fleurie
GAMAY NOIR À JUS BLANC	GAMAY NOIR À JUS BLANC	GAMAY NOIR À JUS BLANC	GAMAY NOIR À JUS BLANC	GAMAY NOIR À JUS BLANC
2013	2013	2012	2011	2011
Red	Red	Red	Red	Red
13,000 bottles	24,000 bottles	3,600 bottles	9,000 bottles	4,600 bottles
3.80 € EXW	4.90 € EXW	4.74 € EXW	5.60 € EXW	5.25 € EXW
	INTERNATIONAL WINE CHALLENGE 2014: SILVER		CONCOURS DES VIGNERONS INDÉPENDANTS 2014: SILVER - CONCOURS DES GRANDS VINS DU BEAUJOLAIS 2014: GOLD - CONCOURS DES GRANDS VINS DE FRANCE/MÂCON 2012: GOLD	CONCOURS INTERNATIONAL DU GAMAY 2013: SILVER - CONCOURS VICTOR PULLIAT 2012: 1ER PRIX - CONCOURS DES GRANDS VINS DE FRANCE / MÂCON 2012: BRONZE
Already imported in some states	Already imported in some states	Already imported in some states	Already imported in some states	Already imported in some states

Export: 50% to Europe, Asia, North America
Annual production: 850 Hl





CHAMPAGNE DE CASTELNAU

WINE COOPERATIVE

5, RUE GOSSET - 51100 REIMS - FRANCE
 www.champagne-de-castelnaud.eu

HERVÉ AUGUSTIN

Cellphone: +33671519434 Telephone: +33326778942
 h.augustin@crvc.fr



Founded in 1916, Champagne de Castelnaud is now based in the heart of Reims. Under this label, we offer the best of our production: "La Crème de la Crème". In fact, we are the XO of Champagne, we push the ageing longer than any other house in Champagne: 6 years and more for the Brut Réserve and 11 years for our 2 vintages 2002. Our Brut Réserve was elected last year in London Best Brut Non Vintage on the UK market by the IWSC.

These products will be available to taste in:



New York, Houston

CHAMPAGNE DE CASTELNAU BRUT RÉSERVE	CHAMPAGNE DE CASTELNAU BRUT	CHAMPAGNE DE CASTELNAU ROSÉ	CHAMPAGNE DE CASTELNAU MILLÉSIME 2002
AOC CHAMPAGNE	AOC CHAMPAGNE	AOC CHAMPAGNE	AOC CHAMPAGNE
40% CHARDONNAY, 20% PINOT NOIR, 40% PINOT MEUNIER	82% PINOT NOIR, 18% PINOT MEUNIER	35% CHARDONNAY, 14% PINOT NOIR, 51% PINOT MEUNIER	50% CHARDONNAY, 10% PINOT NOIR, 40% PINOT MEUNIER
NV	NV	NV	2002
Sparkling	Sparkling	Sparkling	Sparkling
100,000 bottles	-	-	-
14.00€ EXW	14.00€ EXW	17.00€ EXW	20.00€ EXW
Best Brut NV Champagne trophy from IWSC 90/100 Wine Spectator 2014.	INTERNATIONAL WINE CHALLENGE 2013: BRONZE Medal VINALIES INTERNATIONALES 2013: Silver Medal	INTERNATIONAL WINE CHALLENGE 2013: Silver Medal IWSC 2013: Silver Medal	VINALIES INTERNATIONALES 2013: Gold Medal DECANTER WW AWARD 2012: Silver Medal IWSC 2012 & 2013: Silver Medal
Already imported in some states	Already imported in some states	Already imported in some states	Already imported in some states

Export: 60% to Europe, Asia, North America
 Annual production: 3000 HI





CHATEAU CONDAMINE BERTRAND

FAMILY ESTATE, PRODUCER, WINEGROWER

2, AVENUE Wladimir d'ORMESSON - 34120 LÉZIGNAN-LA-CÈBE - FRANCE

WWW.CONDAMINE-BERTRAND.FR WWW.FACEBOOK.COM/LA.CONDAMINE.BERTRAND

Bei BOUIS

Cellphone: +33628660336 Telephone: +33467252796

CONDAMINE.BERTRAND@GMAIL.COM

CHATEAU CONDAMINE BERTRAND is a family winery since 1792 in the LANGUEDOC REGION. WE ARE THE PIONEER OF THE FIRST AOC WHITE WINE IN THE LANGUEDOC REGION AND OUR 100% PETIT VERDOT IS PROFESSIONALLY WELL-KNOWN. THANKS TO AN EXCELLENT COST PERFORMANCE, WE HAVE WON A QUITE GOOD REPUTATION IN EUROPE AND VARIOUS AWARDS IN DIFFERENT INTERNATIONAL WINE COMPE-



titions. We produce 350,000 bottles each year on our 50 hectares of vineyards, among which 80% is red wine and 20% is white. We export 98% of our wine to 25 different countries and we are nowadays looking for a good partner in USA.



These products will be available to taste in:

Atlanta	New York, Atlanta	New York, Atlanta	New York, Atlanta	New York, Houston, San Francisco	New York, Houston, San Francisco
CHATEAU CONDAMINE BERTRAND	DOMAINE CONDAMINE BERTRAND MERLOT	DOMAINE CONDAMINE BERTRAND CABERNET-SAUVIGNON	DOMAINE CONDAMINE BERTRAND SAUVIGNON	DOMAINE CONDAMINE BERTRAND ELIXIR	CHATEAU CONDAMINE BERTRAND TOP WINE
AOP Languedoc	IGP Pays d'Oc	IGP Pays d'Oc	IGP Pays d'Oc	IGP Pays d'Oc	AOP Languedoc
Syrah, Grenache, Mourvèdre	Merlot	CABERNET SAUVIGNON	Sauvignon	Syrah, CABERNET SAUVIGNON	Syrah, Grenache
2013	2013	2013	2013	2012	2012
Red	Red	Red	White	Red	Red
50,000 bottles	20,000 bottles	20,000 bottles	20,000 bottles	2,000 bottles	1,000 bottles
2.90 € EXW	2.68 € EXW	2.68 € EXW	2.68 € EXW	6.00 € EXW	18.00 € EXW
Not imported	Not imported	Not imported	Not imported	Not imported	Not imported

EXPORT: 98% TO EUROPE, ASIA

ANNUAL PRODUCTION: 2000 HL





DOMAINE SALMON

Family Estate

LES LANDES DEVIN - 44690 CHÂTEAU-THÉBAUD - FRANCE

DOMINIQUE SALMON

Cellphone: +33684187574 Telephone: +33240065366

CONTACT@DOMAINE-SALMON-MUSCADET.COM



IT WAS IN 1766 THAT OUR FAMILY STARTED WORKING THE LAND AND THE VINEYARD IN THE TOWN OF CHÂTEAU-THÉBAUD, AND IT WAS IN 1984 AT THE AGE OF TWENTY YEARS THAT I TOOK OVER THE FAMILY DOMAINE. THE VINEYARD OF OUR DOMAINE STRETCHES OVER 50 HECTARES, IN SUSTAINABLE FARMING. EACH YEAR, OUR WINES RECEIVE AWARDS AT NATIONAL WINE COMPETITIONS.



These products will be available to taste in:

New York, Atlanta

DOMAINE SALMON RÉSERVE DU FIEF	DOMAINE SALMON OLD VINES
AOP MUSCADET SÈVRE ET MAINE SUR LIE	AOP MUSCADET SÈVRE ET MAINE SUR LIE
MELON DE BOURGOGNE	MELON DE BOURGOGNE
2013	2013
White	White
30,000 bottles	5,000 bottles
2.60 € EXW	3.00 € EXW
SUSTAINABLE AGRICULTURE	SUSTAINABLE AGRICULTURE
	GILBERT ET GAILLARD: Gold 88/100
ALREADY IMPORTED IN SOME STATES	ALREADY IMPORTED IN SOME STATES

Export: 10% to Europe, North America
Annual production: 2500 HI





SAS COGNAC CHABASSE

NEGOCIANT

51, RUE ÉLYSÉE LOUSTALOT - 17400 SAINT-JEAN-D'ANGÉLY - FRANCE
 www.cognacbowen.com  www.facebook.com/pages/COGNAC-BOWEN

MAÏALIE CHABASSE

Cellphone: +33682172754 Telephone: +33546321148

maïalie@chabasse.com

Founded in 1818 by JEAN BAPTISTE CHABASSE, COGNAC CHABASSE is situated AT SAINT-JEAN-D'ANGÉLY AT THE HEART OF DELINEATE COGNAC AREA. RENÉ-LUC CHABASSE, 5th GENERATION, WORKING IN THE GROWTH OF HIS TWO BRANDS OF COGNAC, CHABASSE AND BOWEN, BOTH OF THEM HAVE AN INTERNATIONAL LUXURY POSITION. OUR COMPANY HAS BEEN RECOGNISED BOTH FOR THE QUALITY OF OUR PRODUCTS AND FOR THE DESIGN OF OUR BOTTLES. THE HISTORY OF THE BOWEN RANGE STARTED WHEN A MAN CREATED



A BLEND OF COGNAC ESPECIALLY FOR A WOMAN. THE MAN WAS THE GREAT-GRANDFATHER OF RENÉ-LUC CHABASSE, OWNER OF COGNAC ESTATES AND BRANDS. IN THE COURSE OF ONE OF HIS TRIPS TO INDIA, HE MET ELISABETH BOWEN, A YOUNG ENGLISH LADY WHOSE FAMILY OWNED A FARM NEAR PONDICHERRY. HE PUT ALL HIS EXPERTISE AND SENSITIVITY INTO CRAFTING AN AROMATIC AND SUBTLE COGNAC FOR HER. TODAY, MAÏALIE CHABASSE, MR CHABASSE'S DAUGHTER, IS THE AMBASSADOR OF THE BRAND. WE HAVE 60 HECTARES OF VINEYARDS.



New York, Atlanta, Chicago, Houston, San Francisco

These products will be available TO TASTE IN:

BOWEN VS	BOWEN VSOP	XO	Gold'n Black	EXTRA	India
VS	AOC COGNAC	AOC COGNAC	AOC COGNAC	AOC COGNAC	-
Ugni Blanc	Ugni Blanc	Ugni Blanc	Ugni Blanc	Ugni Blanc	Aperitif
NV	NV	NV	NV	NV	-
Spirits	Spirits	Spirits	Spirits	Spirits	Spirits
70,000 bottles	70,000 bottles	30,000 bottles	7000 bottles	3000 bottles	100,000 bottles
19.00€ EXW	23.00€ EXW	48.00€ EXW	57.00€ EXW	198.00€ EXW	19.00€ EXW
-	-	-	-	EXTRA BOWEN "OSCAR OF PACKAGING" - IFEC "PRESTIGE SECTION"	-
Not imported	Not imported	Not imported	Not imported	Not imported	Not imported

Export: 99% to EUROPE, EASTERN EUROPE, ASIA, SOUTH ASIA, OCEANIA, AFRICA, SOUTH AMERICA, NORTH AMERICA

ANNUAL PRODUCTION: 504 HL



VODKA



FJ BARON DISTRIBUTION

NEGOCIANT

860, AVENUE DE MONTIGNAC - 16100 MERPINS - FRANCE
www.ice-one-vodka.com

Frederic BARON

Cellphone: +33686753148 Telephone: +33545821630
CONTACT@ICE-ONE-VODKA.COM



FJ Distribution, created in 2011, is located in COGNAC. It makes a spirit: THE ICE ONE BARON. This company is composed of 3 people: Frederic BARON (MANAGER), Stéphanie Briday (SALES AND EXPORTS MANAGER), Bertrand Auriol (MASTER BLENDER). ICE ONE BARON is a PREMIUM vodka, made in the CHARENTE REGION (WESTERN FRANCE) which is worldwide famous for its unique know-how in the field of spirits making and blending. Our vodka, which is made from 100% FRENCH WHEAT UNDERGOES A FIVE TIME DISTILLATION, CAREFULLY REDUCED AND FILTERED.



THESE
PRODUCTS
WILL BE
AVAILABLE
TO TASTE
IN:

NEW YORK, ATLANTA, CHICAGO,
HOUSTON, SAN FRANCISCO

ICE ONE BARON
Vodka
WHEAT
NV
Spirits
20,000 bottles
9.00 € EXW
Not imported

EXPORT: 80% TO EUROPE, ASIA



DOMAINE DE VÉNUMS

Family Estate

13, AVENUE JEAN MOULIN - 66220 SAINT-MONT - FRANCE

www.DOMAINEDEVENUS.COM DOMAINE DE VÉNUMS

Alice EUVRARD

Cellphone: +33685550200 Telephone: +33468591881

domaine.devenus@orange.fr



THE DOMAINE DE VÉNUMS WAS CREATED IN 2002 BY TWO FRIENDS WHO ARE WINE LOVERS. THEY FOUND A MAGICAL PLACE: LES FENOUILLETÈDES, THE HIGHEST NORTH VALLEY OF ROUSSILLON AOC, WHERE THEY FOUNDED AN EXCEPTIONAL WINE ESTATE... ORIGINAL AND HIGHLY ECLECTIC. 14 GOOD FRIENDS JOINED THEM IN 2003, ALL OF THEM BEING PASSIONATE WINE LOVERS AND WISHING TO MAKE THE WINES OF THEIR DREAMS, READY TO DRINK IT IF NOT TO SELL IT. THE DOMAINE DE VÉNUMS IS PARCELLED OUT RIGHT ACROSS THE FULL RANGE

OF SITES THAT SAINT-PAUL-DE-FENOUILLET HAS TO OFFER: OVER 40 INDIVIDUAL PLOTS, ALL BETWEEN 300 AND 500 METERS' ALTITUDE. IN SIX YEARS, DOMAINE DE VÉNUMS REACHED A SIZE OF OVER 15 HECTARES OF VINES, SOME OF THEM BEING MORE THAN 80 YEARS OLD. THE SOIL IS MAINLY BLACK SCHIST TYPICAL OF THE HIGHER END OF THE AGLY VALLEY. AMAZING COMBINATIONS OF ALTITUDE, WIND AND NATURAL DRAINAGE LEND THEMSELVES TO A PARADOX: A TRUE SOUTHERN VINEYARD THAT CAN YET DELIVER FRESHNESS AND DELICACY OF FLAVOUR.

THESE PRODUCTS WILL BE AVAILABLE TO TASTE IN:



New York, SAN FRANCISCO

L'EFFRONTÉE	TENTATIONS
AOC Côtes du Roussillon Blanc	AOC Côtes du Roussillon
MACCABEU, GRENACHE GRIS, VERMENTINO, CARIQAN BLANC	GRENACHE, SYRAH, CARIQAN
2011	2010
White	Red
6,000 bottles	8,000 bottles
8.00€ EXW	6.00€ EXW
89 WINE SPECTATOR, Gold medal DECANTER	88/100 PARKER
ALREADY IMPORTED IN SOME STATES	NOT IMPORTED

Export: 6% TO EUROPE, EASTERN EUROPE

ANNUAL PRODUCTION: 300 HL





UBIFRANCE

THE FRENCH EMBASSY TRADE OFFICE

ATLANTA Office

DANIEL BOWERS

Tel: +1 (404) 495 1666
daniel.bowers@ubifrance.fr
3399 PEACHTREE ROAD NE,
SUITE 500
ATLANTA, GA 30326



NEW YORK Office

VINCENT PICHOT

Tel: +1 (212) 400 2181
vincent.pichot@ubifrance.fr
1700 BROADWAY,
30th floor
NEW YORK, NY 10019



CHICAGO Office

JOHN BRUNNER

Tel: +1 (312) 327 5244
john.brunner@ubifrance.fr
205 NORTH MICHIGAN AVENUE,
SUITE 3730
CHICAGO, ILLINOIS 60601



SAN FRANCISCO Office

NATACHA FAUCON

Tel: +1 (514) 670 3987
natacha.faucon@ubifrance.fr
88 KEARNY STREET, SUITE 700
SAN FRANCISCO, CA 94108



HOUSTON Office

MARIE-HÉLÈNE CROUHADÉ

Tel: +1 (713) 985 3276
marie-helene.crouhade@ubifrance.fr
777 POST OAK BLVD, SUITE 600
HOUSTON, TEXAS 77056



OUR PARTNERS

