



CHAMPAGNE GRATIOT-PILLIÈRE

— à Charly-sur-Marne —

NEWSLETTER February 2013

Dear clients and customers,

It gives us great pleasure to bring you up to date with the news from the Maison for the second half of 2012, as well as what is coming up in the future.

Small crop, great vintage



After a rainy, cool spring which disrupted the development and the ideal growth of the vines and the grapes, the sun finally settled on the slopes around July 15 and remained right through to the harvest.

The low crop yield and ideal weather conditions gave us grapes of excellent maturity with exceptional aromatic concentration.

The harvest scheduled for the 25th of September (forecast at the end of July) in the end started on the 13th of September in parcels with very few grapes.

The first tastings of the wines (before blending) were carried out in November and are very promising, giving us a glimpse of a great vintage, which will be ready to be enjoyed in June 2015, at the earliest.

Our cuvées available in 2013

CUVÉES "TRADITION": for early 2013, we are offering the same vintage Brut, Demi-sec and Brut available at the end of 2012. In 2012, the Extra Brut has attracted many enthusiasts and has gained presence as an aperitif.

BRUT ROSÉ: this cuvee, characterized by its more-ish and fruity qualities, is more and more successful with each passing year. It is the champagne for any time.

BRUT MILLÉSIME: Farewell to the 2007! Welcome the 2008!

Available since early December, it is a delicate champagne, the signature of an exceptional vintage. Excellent as an aperitif, try it with finely iodized seafood flavours: Carpaccio of scallops, fine de claire oysters, a casserole of fruits de mer", and for the more adventurous, fresh seared prawns ... with Champagne.

CUVÉE MATHYS: the 2002 cuvée met with great success in 2012. The last bottles were sold for the year-end holidays.

In March, a new vintage Mathys will be available. The results of the wines from the 2003 harvest will be in the same vein as in 2002: very fine bubbles, supported by a deep colour, olfactory richness with a great aromatic complexity and generous and persistent in the mouth.

RATAFIA :

The freshly pressed grape juice is blended with Champagne Marc. Softened by the sugar of the non fermented grapes and warmed by the alcohol of the Champagne Marc it shines at any time of the day, try it with small savoury puff pastries, cheeses, even 'blue' varieties, and also with desserts especially chocolate.

At the beginning of the year, a new Ratafia, made from the 2011 harvest will be available. It now comes in a brand new white glass bottle complementing its brilliant amber colour with copper highlights.

A wonderful gift for friends and family !



Export, news conquests

In 2012, we have strengthened our position in the British market. We have been working since May with an importer located in London (Armit Wines). Our champagnes are now served in several renowned establishments across the country.

In the United States, we are distributed in the Midwest Region by the importer Major Brands (St. Louis, Missouri) and are present in the largest chain store in Missouri (Schnucks).

The Finnish market is also opening up for us. Following a 3 day salon in Helsinki last March, we have started a nice collaboration with an Estonian importer (Promixan OÜ/kyytipoika.com), who distributes our champagnes in Finland and Estonia, and shortly will be available in the other Baltic countries and Russia (St. Petersburg).

As for New Caledonia and French Guyana, our champagnes are now distributed in the Reunion Island by Run Austral Champagne. The people of La Reunion appreciate our champagnes, too!

For 2013, our efforts will focus on strengthening the existing markets and prospecting 2 or 3 new destinations. This debuts in March with a meeting with representatives from the wine distribution houses in Copenhagen (Denmark). We will also be going to Stockholm (Sweden), restarting the Norwegian market and perhaps exploring a few opportunities in Asia.

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Do not hesitate to recommend our site to your friends, your loved ones, to your clubs, etc... You can also follow us on Facebook by clicking the "Like" button on our page:
<https://www.Facebook.com/champagne.Gratiot.Pilliere>

We remain at your disposal for any further information.

Sparkling greetings,
Olivier et Sébastien GRATIOT