



CHAMPAGNE  
GRATIOT-PILLIÈRE  
— PROPRIÉTAIRE - RÉCOLTANT —

# NEWSLETTER

FEBRUARY 2025

*To our dear clients, both near and far,*

Your Gratiot-Pillière family is happy to share with you our news of this second semester of 2024.

## *A Miraculous Harvest!*

Since our first harvest in 1991, the 2024 vintage season has been the most challenging we've ever faced—exhausting and requiring constant vigilance. Persistent humidity and a severe lack of warmth throughout the spring and early summer led to relentless downy mildew attacks in the vineyard. This delayed the vines' phenological development and resulted in a loss of about 15% of the harvest.

Fortunately, a sunnier August allowed the grapes to ripen well. However, the start of September brought back spring-like conditions—cool and rainy—raising fears of fruit deterioration and insufficient maturity.

MIRACLE! On September 14, the sun returned at just the right moment, bringing summer-like temperatures. In just two or three days, ripening accelerated, and we ultimately pressed juices of excellent quality, especially from our flagship varietal, Meunier. Tasting sessions in November have been rather encouraging, leaving us with a sense of satisfaction considering the immense effort this season required.

A huge thank you to our 42 "guest pickers" who joined us for a day, experiencing the harvest firsthand and sharing in the conviviality that followed. The sun was shining, and spirits were high. For us, it was a wonderful moment of connection—one we'd love to relive... 😊



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## *A Look at the Champagne Market*

In this uncertain global context, there's a noticeable hesitation to build, expand, and invest. This stagnation has led to a 10% drop in Champagne sales in 2024—a decrease of 30 million bottles, particularly in premium markets like the U.S., U.K., and Japan. The price surge by some of the major Champagne Houses has only amplified this trend. The average price of a bottle of Champagne in 2024 stands at around €26 (including tax).

We've chosen a more balanced approach—our pricing reflects an increase from pre-COVID levels but remains more moderate than that of most major operators. This decision helps us maintain stability during these turbulent times.

## *Thank you Delphine, Thank you Christian*

In celebration of St. Vincent/St. Paul, patron saints of winemakers, we wanted to honor **Delphine**, who has been assisting us on the commercial side for over 15 years. We are proud to award her the **Bronze Medal** from the Champagne Winemakers' Corporation.

A big thank you to Delphine for her energy, enthusiasm, attentiveness, kindness, and above all, her unwavering dedication to Champagne Gratiot-Pillière. Not a day goes by without a client asking for Delphine. Customer service is in her DNA!

As for **Christian**, he joined us in 1983 at the age of 18. Over 41 years working in our vineyards, through all kinds of weather. He knows every aspect of vineyard work by heart and has been a true professional throughout these four decades.

Sadly (for us), the time has come for his well-earned retirement. It has always been a pleasure working with Christian. We warmly thank him for his commitment, work ethic, team spirit, and good humor.

We are honored to award him the **Gold Medal** from the Champagne Winemakers' Guild—a well-deserved recognition! Bravo and THANK YOU!

Christian will certainly be missed, but it's just a short goodbye, as he has already signed up for the 2025 harvest 😊!

Sparkling greetings,

*Olivier & Sébastien*



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