



Editorial

We have already made much progress since the Newsletter No. 10, in which we expressed to you our determination to deal with the sanitary and economic crisis in the best possible way.

We have been working to adapt our Cooperage to the expectations of the different markets and set the new internal organization that will allow us, along with all of you, to take a new step forward in 2021.

Thanks to the commitment of each and every one of us in an overall declining market, we are maintaining our technical performance and our market share. The very good taste returns we are recording lately are getting us very excited.

In this context, we do not fail to express our thoughts for Michael Weyna and Corey Guinee in the wake of the dramas taking place in California and Oregon, and which also echo the trials that Australia experienced last year.

With all our encouragement,
Nicolas
and the entire team of the cooperage.

A new Direction • Brand new « Terroirs d'exception » • Process optimization • Élection du « Best Young Winemaker »

A new Direction with the arrival of Pierre MARLOT



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For the past few months, Yvonnick BOSSY has been the operational director of the Cooperage. He has focused his activities on the Production/Organization functions, Logistics and Quality. Thanks to his intervention, we have improved coordination between departments and set up new exchange processes to increase our reactivity.

Many thanks to Yvonnick for the efficiency of his action.

Following the departure of Sébastien COSSIN, we have recruited a new Director in the person of Pierre MARLOT (43 years old) who will start his activity on November 2nd in Mercurey. He will spend some days at NT Bois to assimilate our know-how in logging and stave mill operations.

To introduce you to Pierre, let's first talk about his professional background.

In his previous 2 positions, Pierre had the mission to create, manage and drive logistics and Customer Service on a daily basis



► Originally from Irancy (Yonne), a wine-producing village located 15 Kms from Chablis, he has been living for more than 10 years near Chalon-sur-Saône.

► Over the last 13 years he has worked in the service of two Unions of Cooperative Cellars as Director of their Supply-Chain.

- From 2008 to 2015, on behalf of the Union Blasons de Bourgogne (25 million bottles /year) grouping together La Chablisienne (Chablis), Bailly-Lapierre (Auxerrois), Winegrowers de Buxy (Côte Chalonnaise), Cave des Hautes Côtes (Côte de Nuits and Côte de Beaune) and the Vignerons des Terres Secrètes (Mâconnais).

- Since 2016, on behalf of the Union « La Compagnie de Bourgogne » (17 million bottles/year) grouping together Bailly-Lapierre (Auxerrois), Vignerons de Buxy (Côte Chalonnaise), Cave de Viré (Mâconnais), Cave d'Azé (Mâconnais), Château de Chénas (Beaujolais), Château des Loges (Beaujolais) and the Vignerons des Pierres Dorées (Beaujolais).

In these two positions, Pierre's main missions were to create, manage and drive the Logistics and Customers Services, Purchasing and Information Systems divisions on a daily basis.

Thanks to these experiences, Pierre has the following professional traits :

- **Skills** in team management
- **Knowledge** of human-sized organizations
- **Developer** and Project Manager
- **Commercial profile** focused on human relationships.
- **Mastery** of Supply Chain / Sales / Purchasing / Information Systems functions.

Pierre will take advantage of rest of this year to learn about the different activities of the Group and to receive personal training in the manufacture of barrels by passing over each workstation.

He will take full possession of the expectations of his mission from January 2021.

We welcome him to the TM team.

A stroll in the forest with our brand new «Terroirs d'exception»



«The Terroirs d'Exceptions» is the result of three decades of dedicated collaboration with our clients, whose quest for perfection is never ending.

Wood selection

A choice of historic forests with traceability of plots and soils.
No over-sorting to keep the expression of the best soils:
Blend of 3 pallets from the same forest, reproducible over time.

The range

Wood selection		Formats	
27 mm	Drying 30 months	Fontainebleau	BG / BX / 300L 400 L / 500 L
		Tronçais	
		Pierre Exceptionnelle	
		Craie Exceptionnelle	

Wood selection		Formats	
22 mm	Drying 24 months	Fontainebleau	BG / BX / 300L 400 L / 500 L
		Tronçais	
		Pierre Exceptionnelle	

Toastings

Delicate toastings, respectful of these woods, based on our research and development work.

- 35 for pinot noir, syrah, chardonnay
- 20 for cabernet, merlot

We have already tested Terroir d'Exceptions with several customers who are all thrilled and curious to try different woods from these exceptional terroirs.

The response and welcome so far has been unanimous.

Some are particularly attracted by wood from renowned forests like, Tronçais and Fontainebleau, others are seduced by the unique sensory profile of wood from the « Pierre Exceptionnelle » terroir.

Our aim is to continue and to develop each of these woods, learning and sharing and listening to our clients as we go forward.

We present below the first references obtained from winegrowers for whom we create these unique and authentic barrels.

New references in 2020 in different vineyards in France

Côte de Nuits : <ul style="list-style-type: none"> • Dubois • Jeanniard • Ambroise • Durand 	Côte de Beaune : <ul style="list-style-type: none"> • Claude Nouveau • Dubois • Larue • Rebourgeon • Saint Genys • Terre de Velle 	Côte Chalonnaise : <ul style="list-style-type: none"> • Maréchal • Raquillet • La Monette • Hasard 	Maconnais : <ul style="list-style-type: none"> • Guillot-Broux 	Champagne : <ul style="list-style-type: none"> • Devaux
			Vallée du Rhône : <ul style="list-style-type: none"> • Vieux Télégraphe • Pichon 	Moselle : <ul style="list-style-type: none"> • Maujard

and also historical clients with whom we have started wood selections:

- Domaine Taupenot-Merme Denis
- Domaine Thibault Liger-Belair à Nuits-Saint-Georges
- Domaine Dufouleur à Nuits-Saint-Georges
- Domaine de Villaine à Bouzeron

New references in Australia in 2021

- Larry Cherubino
- Vasse Felix
- Yarra Yering
- Chain of Ponds
- Bannockburn
- Foxey's Hangout
- Yabby Lake
- Pimpemel
- Tasmanian

Process optimization – Barrel Heads



For several years now, we have set up dedicated task-teams to optimize production processes and our internal organization.

It is our demand for optimal quality that drives us to further improve.

One of these teams, and we are telling you about it because we think it can raise your awareness, is oriented towards improving the heads of the barrels of 500 liters to prevent them from «bulging» and leaking.

The task-teams has already identified the solutions to be provided, which can be described in 3 areas of optimization :

1

Control of each head piece on a template

2

Recipe improvement of the dough

3

Head centering in relation to the chime.

These solutions have been tested in recent months at the Cooperage and we have had very good feedback in Burgundy. We have taken the decision to roll out this operating mode for all production.

« Best Young Winemaker » in New Zealand



Congratulations to Ben TOMBS, winner of the New Zealand Winemaker Award, who has been Assistant Winemaker at PEREGRINE WINES for 3 years.

PEREGRINE WINES vinifies its wines in 300 and 500 liter barrels with PIERRE GRUND and ST toast, and has chosen to collaborate with the cooperage since 2011.