



Barton & Guestier
DEPUIS 1725



ASSEMBLAGE Newsletter

N°48 - NOVEMBER 2013

Editorial by Philippe Marion

> Thomas Barton at the origin of Duty Free Sales?

In 1722 Thomas Barton left his home-country Ireland, sailing to the Mediterranean with his ship full of wool and dried sheep-meat which he traded in exchange for olive oil and wines. On his way back to Ireland his main worry was to avoid the English who claimed **taxes and duties** on all imported goods!

Near the end of the 18th century, Daniel Guestier made his ships leave from Arcachon instead of Bordeaux, for the same reasons...

The first duty-free shop ever was established in 1947 at Shannon Airport in Ireland!. It was set up to provide a service for Trans-Atlantic airline passengers travelling between Europe and North America whose flights stopped for refueling. It was an immediate success and has been copied worldwide.

Today the **Duty Free & Travel Retail** is an important and increasing part of our business, representing 10% of our sales in 2013. In addition of the Duty Free Shops on airports, it also includes sales on board of airplanes and passenger boats (ferries, cruiselines), in border-shops, as well as to diplomatic and military organizations.

That's a good reason for us to extend our participation in Duty Free dedicated Fairs, and we are pleased to announce that for the first time, Barton & Guestier will be present at **TFWA Singapore, from May 11 to 15, 2014** in addition to IAADFS in Orlando, which is already behind us, and TFWA Cannes that will take place in October.

The Duty Free & Travel Retail market is also a challenging market that requires impactful and exclusive packaging.

Discover more about our new brands and much more in this issue of Assemblage, duty free of course!

Enjoy!

Philippe MARION
Sales & Marketing Director



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New Brands

> EXCLUSIVE DUTY FREE TRAVEL RETAIL: CANISTER FOR LES CHARMES DE MAGNOL MÉDOC

Les Charmes de Magnol Médoc will now be delivered in a new **elegant canister**, putting the accent on the travel theme, illustrated by **the skyline of some worldwide known towers, bridges and other symbols**.

This AOC Médoc is made of 60% Cabernet Sauvignon and 40% Merlot and aged in oak for 6 months.



Tasting notes:

• Nose:

Fine and elegant, with intense black cherry and blueberry notes combined with well integrated moka and dark chocolate hints.

• Palate:

A lot of ripe fruit. The tannic structure is present but velvety all along the fruity and spicy aftertaste.

A delight for all travelers!

The new packaging will become available in May and will be delivered in cartons of 6x75 or 12x75 of which 50% will be in canisters.

> FLEUR DE VIGNE WINEMAKER'S BLEND

New slightly sweet blends for this red and white in the Fleur de Vigne Winemaker's Blend range.

The attractive bright label illustrating the name of the wine, literally translated as "vine flower", a shiny screw cap for quick opening, and of course its new irreproachable quality makes "Fleur de Vigne" the ideal house wine for bars and restaurants.

Tasting notes:

• Fleur de Vigne Red

- Nose:

Flavourful, fruit driven with a lot of ripe red and blackberries (strawberry, black cherry).

- Palate:

Medium bodied and well-balanced wine, with round and soft tannins.

• Fleur de Vigne White

- Nose:

Intense with rich aromas of blackcurrant buds, apricot, white fruit and floral notes when agitated.

- Palate:

Harmonious and well balanced on the palate, with a refreshing aftertaste.



Fleur de Vigne Winemaker's Blend is available in carton outshippers of 12 x 75 cl.





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> BISTRO GIRLS NIGHT OUT - RED BLEND

This Girls Night Out is the newcomer in the Bistro range.

In France, the Bistro is the place where girls get together, have a drink and chat before going out to dance! Of course this red blend, juicy and slightly oaked, will be their perfect companion!



This blend, classified Vin de France, consists of 80 % Merlot, 10% Shiraz and 10% Grenache.

Tasting notes:

• Nose:

Intense and rich, developing flattering notes of coffee, coconut, vanilla, wild strawberry, blueberry and black cherry.

• Palate:

Round and well balanced on the palate, with velvety tannins and a long fruity aftertaste.

Bistro Girls Night Out is available for the USA in carton outshippers of 12 x 75 cl. Other markets upon request.

> CHÂTEAU BARRAIL-LAUSSAC

The 2013 vintage, available as from June, will come to your market with a modern and elegant label that keeps the traditional label shape of the historical B&G Bordeaux wines. A new shiny red and gold capsule branded Barton & Guestier completes the new packaging.

This AOC Bordeaux wine is made of 45% Cabernet Sauvignon, 30% Merlot, and 25% Cabernet Franc.

Tasting notes:

• Nose:

Flattering nose of black fruit (blackcurrant, black cherry) and delicate minty hints when agitated.

• Palate:

A good balance with lots of fruits. The velvety tannins make this wine very approachable already.

Château Barrail-Laussac is available in carton outshippers of 6 x 75 cl.



> B&G NECTAROSE

B&G Nectarose is a well known name worldwide for all B&G winelovers. Already in the early 80's the range consisted of several still wines, going from a NectaRouge, via a NectaRosé to a NectaD'Or. Today, for the Nigerian market, Barton & Guestier launched B&G NectaRose sparkling wine, made of 100% Muscat grapes.

Tasting notes:

• Nose:

Fruity scents with red fruits aromas of strawberry.

• Palate:

Well balanced and aromatic flavours with acidulous notes on the finish.

B&G NectaRose is available for Nigeria in dedicated carton outshippers of 6 x 75 cl. Other markets upon request.





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> CHEF FRED COLLECTION

A new Food & Wine Pairing collection in Poland.

Funny names and elegant drawings for the labels, a screwcap for easy opening and good quality inside, makes it easy for the Polish consumer to choose the right wine to accompany his meal.

The range consists of 4 wines:

- Chicken & Pasta, Cabernet Sauvignon
- Fish & Shrimp, Chardonnay
- Sushi & Thai, medium sweet rosé
- Cake & Icecream, a medium sweet white.



Available for Poland in carton outshippers of 6x75cl. Other markets upon request.

> THE PAIRING COLLECTION "CAKE & ICE CREAM"



Cake & Ice cream is the Polish extension of the Pairing Collection.

This sweet wine is a Bordeaux AOC and of course the perfect match to all desserts...

Available for the Polish market in cartons of 6x75 cl.
Other markets upon request.





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Hot

> BIENVENIDO!



www.barton-guestier.com is now also available in Spanish!



> SEEN ON OUR FACEBOOK FANPAGE : B&G PICKLES





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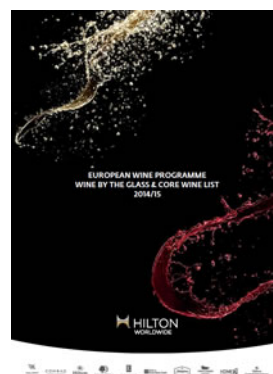
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Event & Markets

> EUROPE: HILTON RESTAURANT LISTING

Barton & Guestier **Passeport Saint-Emilion** is on the core wine list of the **Hilton European Wine Programme 2014/2015** that counts only 9 red wines from all over the world. Barton & Guestier is very proud to be in the selection of this prestigious hotel chain!



> USA



> Laurent Prada winemaker dinner

On March 28, 2014 **Brasserie Jo in Boston** hosted a **Barton & Guestier Wine Pairing Dinner** featuring Laurent Prada, B&G's winemaker. The attendance was composed of 25 guests, including B&G's Massachusetts distributor, retail buyers, and several enthusiastic members of the public.

The specially established 4-course menu included **B&G Muscadet, Saint-Emilion, Médoc** and last but not least **Barton & Guestier Passeport Sauternes**. All the wines and pairings were commented by Laurent Prada.



> Laurent Prada at WD555 tasting in Miami Beach

On March 25th, Laurent Prada commented B&G wines during the 2 hours tasting organized at the WD555. Over 40 people enjoyed the wines on tasting: **Les Charmes de Magnol Médoc** and **Bordeaux Blanc** as well as the wines of **Thomas Barton Réserve** range.





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> United Cape Tasting

B&G USA's Chris Ferraro (pictured on the right) was at the yearly **United Cape Tasting** on March 11 to present Barton & Guestier wines to the trade. The event was a very successful introduction for the Charmes de Magnol Bordeaux Blanc, Bistro Girls Night Out, 2013 Cotes de Provence Rose, and B&G Sparkling Brut and Rosé.



> "Cheeses of France" in Miami

The **Pairing Collection Cheese & Crackers** was the perfect accompaniment to the **Cheeses of France**, special invitees at the ART BASEL event held yearly in Miami. On December 7 and 8, 8000 visitors came to the Cheese Pop-up Café where the event took place.



> Thomas Barton tasting sheets developed by B&G USA!



> IAADFS - DUTY FREE - ORLANDO

Another successful year for Barton & Guestier wines at the IAADFS Duty Free Fair in Orlando. From March 9 to 12 Philippe Marion, Audrey Clos and Hubert Surville received all B&G customers on the brandnew B&G booth. New products like **Bistro Girls Night Out** and **Fleur de Vigne** met great success.





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> CANADA



Partager white and **Partager Merlot** got huge exposure at all LCBO stores during the **HERO DISPLAYS** program during the first two weeks of February. The special placement and visibility had a big impact on sales!



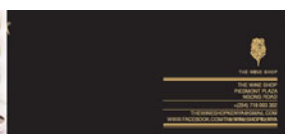
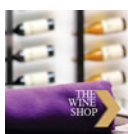
> SALVADOR



Nice visibility for the Barton & Guestier Réserve range during the tastings in Salvador's biggest supermarket chain **Super Selectos** with 92 stores all over the country.

> KENYA

Excellent idea at the Wine Shop that proposed a B&G Culinary journey through France with a special Wine & Dine, it's B&G time, menu.



> SEYCHELLES



If you come across this car, then you must be on vacation on the Seychelles.
Lots of B&G wines to enjoy there!





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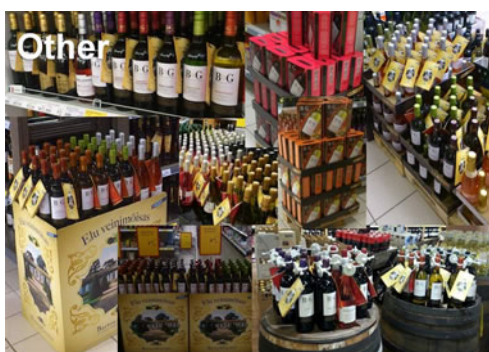
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> ESTONIA

A new film is born! The 4th year of **"Elu Veinimosas" (The house of wine)**, entirely filmed at **Château Magnol**, with 7 1-hour-episodes aired weekly on TV3. Films can be watched on the following link: www.tv3play.ee/sisu/staarid-veinimoisas.

On March 12th, the official press event took place, and attendants could see the first episode of the film, starring **Merlyn Uuskula, Mikk Saar, Teele Viira, Karl-Erik Taukarit, Eva Vaino and Koit Toomet**, **Alari Kivisaar** for the comments and **Chef Hardi Nurmine, Chef de Cuisine at Volga 7 restaurant**.

While the broadcasting is going on, extensive promotions focused on **B&G Réserve varietales** and **Barton & Guestier Passeport AOC** wines in On and Off Trade are taking place, all with excellent visibility for Barton & Guestier. Consumers can also **win a trip to Château Magnol** via a Facebook "answer and win" campaign.



> IRELAND

B&G tasting in Dublin's La Ruelle winebar

B&G Sparkling Chardonnay, Original B&G Sauvignon Blanc and Merlot, and last but not least **Château Magnol** met great success during the tasting that was commented by **B&G's Marine Legoupil**. All the attendants had the occasion to buy the wines at attractive prices after the tasting.





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B&G Brand Ambassador **Anthony Gray**, owner of the **Eala Ban restaurant in Sligo, Ireland**, made a nice decoration of the Château Magnol Wine Connaisseur Programme certificate, pictures and bottles after his venue in 2012. An original idea to highlight a week at Château Magnol.



B&G tasting in "**Nolans of Clontarf**" independent supermarket in Dublin. Huge success for the **B&G Reserve range** and **Original B&G Sauvignon Blanc and Merlot**.
see also: <https://www.facebook.com/NolansClontarf>.

> PROWEIN - GERMANY

Numerous visitors from all over the world on B&G's booth at this **20th edition of PROWEIN** where B&G customers had the occasion to taste new vintages and wines and admire the **new gift** for les Charmes de Magnol. In addition **Thomas Barton Réserve Privée 2010** was available on the France 2014 tasting area, as the wine was awarded with the "**TOP QUALITY CLASS**" label by a German panel from Meininger, editor of Weinwirtschaft. The fair was also the occasion to make some nice Food & Wine Pairing and to present the upcoming improvement on the B&G Passeport premium AOCs, Bordeaux red and white, Muscadet, Vouvray, Rosé d'Anjou, Macon-Villages and Côtes du Rhône. A gold border has been added to each label. More details in the next issue of Assemblage.





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> BELGIUM

Opendoor tasting at **Delsart**, one of B&G Belgian distributors. **B&G Réserve, Les Charmes de Magnol** and **Thomas Barton Réserve** wines were presented by **B&G's Marine Legoupil**. Participants had the occasion to win a trip to Château Magnol and B&G is looking forward to receive Mr Roland Pitance the winner!



> NETHERLANDS

STENA LINE: Barton & Guestier Chablis in Chef's Special in the onboard Metropolian Restaurant of the Stena Line ferry boats.



> DUTCH MOVIE SOOF:

After the successful gala première in Amsterdam on December 2nd in presence of the B&G team, and the official release on December 12th, the film **Soof** meets great success. As per today over 800.000 visitors watched this romantic comedy, in which B&G wines are largely presented. Additional promotional events are organized at Jumbo and C-1000 supermarkets and B&G wines obtained excellent visibility in the daily national newspaper *De Telegraaf* and weekly magazine *Lifestyle*.



Prior to the release and during the "WOMEN-FRIENDS" (vrouw vriendinnen) weekend on November 23 and 24, more than 600 women attended the **Food & Wine workshop** where **B&G wines were associated with recipes from the film SOOF**. Edwin Raben, professional sommelier-oenologue did 8 workshops during the 2 days.

> Barton & Guestier Sauternes present on the Angels of Light gala in Krasnapolsky Amsterdam

On November 9th, 2013 B&G sponsored the prestigious gala dinner organized by **WereldOuders (World Parents)** with **Barton & Guestier Sauternes**. 300 VIP guests, including famous Dutch celebrities enjoyed the high quality show dinner evening for adults and children. The organization raised over € 125.000 for a special children's education project in Middle Latin America. The evening was a big success with a lot of music and show entertainment. The finishing touch was a big sweet and cheese buffet in a beautiful WINTERGARDEN with **Barton & Guestier Passeport Sauternes**.





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> INDONESIA

Thomas Barton Réserve wines accompanied the delicious 6-course dinner created by **Chef Martin Yan** in the Four Season Hotel in Jakarta. The food and wine pairings were commented by **Carlos Varela, B&G Export Manager**. Another B&G Food & Wine Pairing experience!



Red & White is the name of the 7 shops of B&G distributor **PT Panja**. Inside the shop an enomatic proposes the entire B&G wine range on tasting for all the shoppers who want to try the wine before buying.

A great way to promote wines!

> KALININGRAD

Instore tastings are very popular in Kalingrad where B&G Réserve varieties and the Pairing Collection wines meet great success.



> NORTHERN CYPRUS

Nice visibility for Barton & Guestier wines in Northern Cyprus.





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> RUSSIA

Nice visibility for B&G wines in Krasnoe I Beloe stores.

Two models of **wine & dine neckhangers** were developed for Russia, one for the B&G Réserve range and one for the B&G Passeport AOC wines, featuring Chef Frédéric's recipes.

An attractive offering on the shelf!



> PRODEXPO

Alexandra Vnukovskaya and Philippe Marion were present at Prodexpo in Moscow from February 11 to 15th. Barton & Guestier wines and the B&G culinary passports were very much appreciated by the numerous customers and members of the sales force of ROTOR company, B&G's distributor.





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Press review & Awards



> B&G Réserve Merlot 2013

GOLD MEDAL

National IGP Competition (Concours National Vins d'IGP - France)

> B&G Reserve Cabernet Sauvignon 2013

SILVER MEDAL

National IGP Competition (Concours National Vins d'IGP - France)



> B&G Reserve Chardonnay 2013

BRONZE MEDAL

National IGP Competition (Concours National Vins d'IGP - France)

> Château Magnol 2011 in the "100 Best of Bordeaux" in Germany

In many countries, the Bordeaux Wine Council (CIVB) organises the "100 Best of Bordeaux" promotion. The selected wines benefit of special presentations to the press and in store promotions, organised by the CIVB or other promoters such as Sopexa.

The selection criteria: wines that offer unbeatable value!



> Thomas Barton Reserve Privée Médoc 2010

Rated "**TOP QUALITY CLASS**" by a panel of experts from the Meininger Verlag publishing house at the 'France 2014' wine tasting held on 23 and 24 January. The wine was presented at the ProWein tasting areas. Weinwirtschaft - Sopexa 2014 - Prowein (Germany)

> Partager Reserve Merlot 2012

www.thegridto.com (Canada) - December 2013

"This bargain is made by Barton & Guestier, a company that's been pumping out juice since 1725. Pour with cheddar and crackers. Ponce notes: "The nose tempts with aromas of plum jam and red licorice. It's soft, sexy, juicy, fruity, and the best-value French red at the LCBO."





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Château Magnol and its wineschool featured in "Zmones" Lithuania's biggest weekly magazine, following Irma Lauzikeite's visit to the Château in October 2013.



Wino a kuchnia

ABC wina ■



Dostępne w wybranych sklepach Tesco od października 2013

Cabernet Sauvignon

To wino to świetny wybór do lekkich dań z makaronami, kurczakiem w roli głównej. Stanowi idealny duet z prezentowanym przepisem kulinarnym, dopełnia potrawę, podkreśla jej najlepsze aromaty. Wino można podawać również z podobnymi daniami na bazie makaronu lub kurczaka. Wypróbuj je ze swoim ulubionym przepisem!

KURCZAK Z BAZYLIĄ I MAKARONEM

Czas przygotowania: 35 minut
Stopień trudności: ★★★★★

Porcja
• dla 4 osób

- Składniki**
- 250 g makaronu
 - 1 płaska łyżka oliwy z oliwek
 - 1 mała cebula, drobno posiekana
 - 1 posiekany ząbek czosnku
 - 2 puszki (400g) krojonych pomidorów
 - 4 filety z piersi kurczaka bez kości – ugotowane i pokrojone w kostkę
 - 1 mała garść posiekanych liści świeżej bazylii
 - 1/2 małej łyżeczki soli
 - 1/2 suszonej pokruszonej papryczki chili (według uznania)
 - 4 łyżki stołowe świeżo startego parmezanu

Przygotowanie

Ugotuj makaron zgodnie z instrukcją na opakowaniu. Odcedź i odstaw na bok. Podgrzej oliwę na dużej patelni, na średnim ogniu. Podsmaż cebulę i czosnek. Dodaj pomidory, kurczaka, bazylię, sól i papryczkę chili. Zmniejsz ogień i nakryj patelnię pokrywką. Duś przez 5 minut, często mieszając. Połącz sos z pastą, wymieszaj i podgrzej. Podawaj z parmezanem.



FRÉDÉRIC PROUYOEUR SZEFE KUCHNI W CHÂTEAU MAGNOL

Szkołę kucharską w Le Touquet ukończył w 1978 roku, a doświadczenie zdobywał w prestiżowych restauracjach takich jak Volkshaus Hotel i Bern w Szwajcarii, l'Oustau de Beaumanière (5 gwiazdek Michelin) na Riwierze Francuskiej, gdzie pracował z cenionym szefem kuchni Raymondem Thuillierem, a także w restauracji Le Gamin w Londynie. Przez kilka lat Frédéric podróżował po świecie i rozwijał swój talent na pokładzie statków wycieczkowych „Massalia” i „Mermoz”, będąc częścią zespołu firmy Paquet.



Chef Frédéric Prouvoeur featured in Tesco's Magazyn Alkohole on the occasion of the launch of the new brand "Chef Fred Collection".

Magazyn Alkohole

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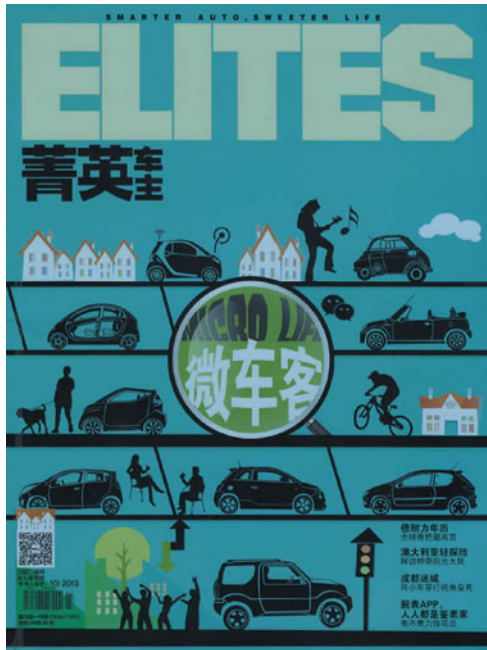


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Château Magnol, B&G Gold Label Sancerre and Châteauneuf-du-Pape are in the spotlight in China's Elites, a high-end lifestyle magazine, where every wine is associated to a recipe. Another great B&G Food & Wine Pairing Experience.





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Good Practice

> WIN THE VISIBILITY WAR!

Impactful launch of The Pairing Collection in Curacao with floorstacking, tastings and crossmarketing.



> Germany

Excellent exposure for **Original B&G** at Edeka in Berlin in Germany.



And for the **Barton & Guestier Passeport** range at Kaufland in Dallgow





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Food & Wine Pairing

> CAMEMBERT, ONE OF THE MOST WELL-KNOWN OF FRENCH CHEESES!

France is also well known for its cheeseboards served during dinner between the main dish and the dessert. It is rather **impossible to recommend only one wine to accompany a cheeseboard** which is usually composed of 4 to 5 different cheeses chosen from different origins and styles, cooked-uncooked, pressed-unpressed, soft-semi-hard-hard or by kind of milk: cow, ewe or goat.



Every cheese should be considered on its own, because every cheese has its own characteristics and deserves the best match! That's why instead of a cheeseboard, **we would recommend to propose only one cheese! One cheese with one wine!** This does not mean that there is only one wine match possible for one cheese. According to the maturity and fat-level of the cheese, its saltiness or bitterness (especially present in the crust of some cheeses), and depending on which aspect of the cheese we want to emphasize, we still have a large choice.

For this issue of Assemblage we propose to put the well-known CAMEMBERT in the spotlight.

Camembert cheese, comes from the small village of Camembert situated in the Normandy region in the North-West of France. It became famous when in the 19th century it could easily be transported to Paris by railroad, well protected in newly invented round wooden boxes.



To guarantee the quality and origin of the cheese, the producers obtained the AOP Camembert de Normandie in 1983.

The cheese is produced with raw cow milk. It takes 2,2 liters and 6 weeks to produce one cheese of 250 gr, which is a disk with a diameter of 10 to 11 cm (4 inch) and 3 cm (1,2 inch) thick.

Camembert is part of the soft cheeses with a bloomy rind.



Have you ever seen the French choose a Camembert?

They take off the wooden cover of the box and press the cheese with their thumbs. Why? To choose the right ripening of the cheese. A supple cheese is the indication of a ripe creamy Camembert, with great taste.



The wine pairing?

A guideline that works quite well in general: choose your wine in the same region as the cheese. That's why the Normans drink a lot of cider (wine made with apples) with their Camembert.

No cider available? Let's then skip to the second guideline:

A creamy cheese appeals for a creamy wine: a creamy Chardonnay would do well, especially one from Burgundy, like a Pouilly-Fuissé or a Macon Villages, both available in the Barton & Guestier Passeport range.

Recommendations for cheese consumption:

Like for the tasting of wines, the temperature of the cheese is important. Most cheeses have to be tasted at room temperature (18-20°C / 64°-67°F), they do not like excessive cold or excessive heat.

Do not serve salad at the same time as the cheese. Often the salad sauce, especially French "vinaigrette", spoils the food and wine pairing, because its high level of acidity.

Serve with fresh bread or crackers.





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People

> INTERVIEW WITH... ALEXANDRA VNUKOVSKAYA - B&G EXPORT MANAGER



Upon your arrival in 2011, what was your first impression of the B&G brand image?

B&G is one of the most solid wine merchant companies in Bordeaux region. The history and heritage of Barton & Guestier is really amazing

and I was positively surprised to see how B&G's team is proud of it. B&G wines are present in more than 130 countries and consumers know it well. B&G is a strong wine brand, even if we cannot exactly say "brand" in the wine business.

How is that brand-image of B&G today?

No doubt, B&G is still one of the strongest. Sometime being French wine means being "old fashioned". But this is not the case at B&G. The marketing team works hard to create something new and be in. On today's competitive markets, French wine should be at the same time traditional and innovative...

Where do you see the most possibilities of development?

The Russian market is still rising, even during this tough period... The Russian consumer is not a novice any more. It's a consumer looking for a good quality wine for a good price. So B&G has a very good potential. Eastern Europe in general needs to be explored more, Balkans area etc.

What has been your biggest satisfaction so far?

Difficult to say, challenge is a part of my job. The biggest satisfaction will be when B&G will become the N°1 wine in my country, Russia.

What is your best travel souvenir? And the worst?

Most of my travel souvenirs are good. Great people and places, new experiences...

The worst is when I have troubles with my luggage (to be honest, quite often)... imagine when you arrive in Russia with -35°C without your luggage and any winter clothes...

A favourite market?

It will sound very patriotic if I will say Russia? I love all my markets. For me it is a great pleasure to share with people the wine culture and French Art of living.

What is your favourite B&G wine?

B&G Réserve Sauvignon Blanc, because I love the Sauvignon grape variety. B&G Passeport Côtes de Provence and B&G Passeport Châteauneuf du Pape are also part of my favourites.

Alexandra joined Barton & Guestier in 2011. Certified Oenologue and holder of a Master Degree in Business Management Wine & Spirits (both obtained in France), she speaks Russian, English, French and German. Alexandra loves music, sports, travelling, meeting new people, discovering new cultures and of course WINE!!!





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Agenda

> MEET B&G AT THE FOLLOWING EVENTS

Schedule meetings or announce your presence right now, by clicking on the links.

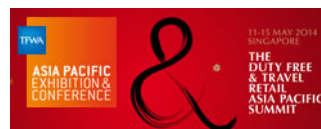
> May 11-15, 2014

TFWA

Singapore

Booth N° D33

B&G contacts: [Philippe Marion](#) - [Marina Julien](#) - [Carlos Varela](#)



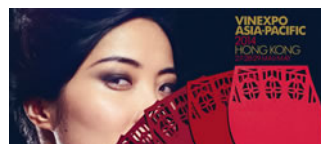
> May 27-29, 2014

Vinexpo

Hong Kong

Booth N° 3N16

B&G contacts: [Carlos Varela](#) - [Philippe Marion](#)



> September 11-14, 2014

"EAT! BRUSSELS, DRINK! BORDEAUX"

Belgium

B&G contacts: [Ignacio Marcos](#) - [Marine Legoupil](#)

> October 26-31, 2014

TFWA

Cannes - France

Booth N° D42

B&G contacts: [Philippe Marion](#) - [Marina Julien](#)

> February 9-13, 2015

Prodexpo

Moscow - Russia

B&G contact: [Alexandra Vnukovskaya](#)

> March 15-17, 2015

Prowein

Düsseldorf - Germany

B&G contacts: [Philippe Marion](#) - [Alexandra Vnukovskaya](#) - [Ignacio Marcos](#) - [Audrey Clos](#) - [Petra Frebault](#)

> March 22-25, 2015

IAADFS Americas

Orlando - USA

B&G contacts: [Philippe Marion](#) - [Audrey Clos](#) - [Marina Julien](#)

> June 21-25, 2015 (to be confirmed)

VINEXPO

Bordeaux - France





Barton & Guestier
DEPUIS 1725

ASSEMBLAGE Newsletter

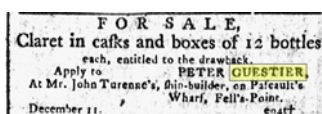
N°48 - NOVEMBER 2013

B&G History

The **history of Barton & Guestier** is **passionate and rich**. Almost three centuries of wines, labels, markets, people and passion...

Today, we are pleased to tell you more about the **link between Barton & Guestier and US President Thomas Jefferson**, that was recently brought to our attention by retired State Archivist Mr. Ed Papenfuss from Baltimore, nowadays investigating on Peter (Pierre Auguste) Guestier, Daniel's brother.

Peter Guestier already sold his brother's wine in 1795 in Fells Point, later incorporated into the city of Baltimore.



It was in 1805 that Thomas Jefferson, a great wine lover who already knew the Barton & Guestier families from his time as US Ambassador in France (1785-1789), wrote this wonderful letter:

Washington Nov. 16, 1805

Sir,

Your favors of the 12th. & 14th. came together last night. you have done right in remanding to Richmond the bust &c which I consider as mine on the footing of my letter of the 3d. inst. I return you the inclosed papers with thanks for the communication. I think that respecting Zambeecari's and Andreole's ascension would be worthy of insertion in the public papers.

I thank you for the communication respecting the wines of mr Guestier. of Bordeaux wine I have a plentiful store. so I have of Champagne of midling quality. still if mr Guestier has any of first quality I would take some boxes. if he should have broken a box, perhaps he could send me a bottle or two by the stage so safely packed as not to break. the quality preferred is what we call the silky or soft, meaning a little sweetish but very slightly so. whether it is mousseux or non-mousseux is unimportant. the only objection to what I have is that it is entirely dry without any softness. Accept my salutations & respects.

Th. Jefferson

The letter is even more interesting when bearing in mind that in 1807 Thomas Jefferson signed the "Embargo Act" forbidding all trade with Europe.
But maybe he made an exception for the great wines from B&G?



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Websites: www.barton-guestier.com - www.thomasbartonreserve.com - www.theartoffoodpairing.com - www.chateaumagnol.com

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