



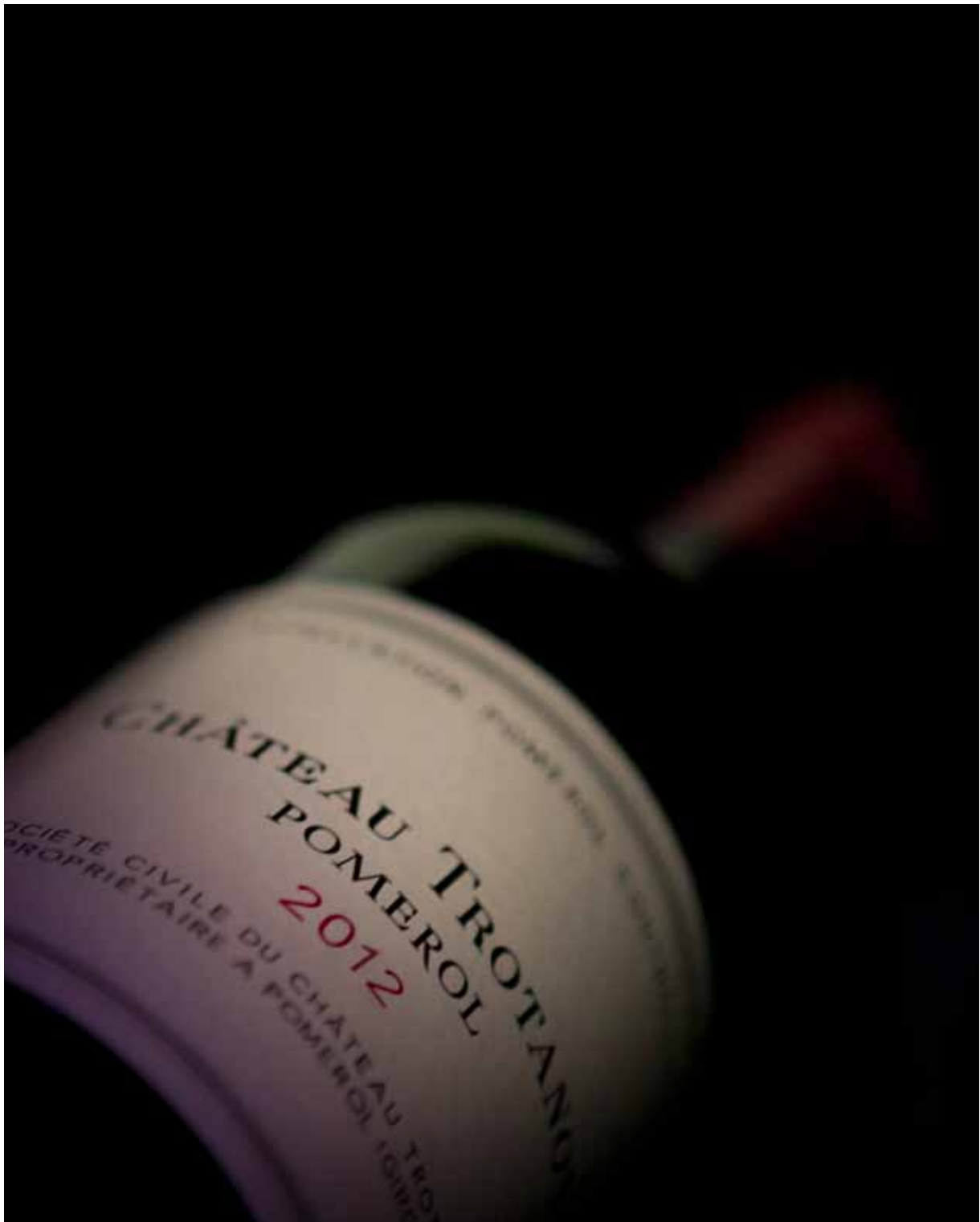
BY APPOINTMENT TO
HER MAJESTY THE QUEEN
WINE MERCHANTS
CORNEY & BARROW LIMITED
LONDON



BY APPOINTMENT TO
HRH THE PRINCE OF WALES
WINE MERCHANTS
CORNEY & BARROW LIMITED
LONDON

CORNEY & BARROW

INDEPENDENT WINE MERCHANTS



CHATEAU TROTANOY, 2012 VINTAGE, EN PRIMEUR
EXCLUSIVE TO CORNEY & BARROW IN THE UK

“THE 2012 VINTAGE WAS AN ‘EPIPHANY’ OF
THE MERLOT VARIETY. AND TROTANOY,
FOR THE FIRST TIME A PURE MERLOT, IS
UTTERLY SEDUCTIVE.”

CHRISTIAN MOUEIX, JUNE 2013



HISTORY

Château Trotanoy is indisputably one of Bordeaux's finest estates, a tiny, iconic jewel amongst the rarefied properties of Pomerol. It has also played a significant role historically, with its well-established reputation for quality dating from the end of the 18th century. At that time it was known as Pomerol-Giraud, Cru de Trotanoy.

Although there is no classification system for Pomerol today, a number of estates in the past had elected to style their properties as *premiers crus*, Trotanoy included. The move was clearly not effective as there was very little impact on either pricing or reputation outside the region.

Bordeaux, as a wine producing area, is divided by two rivers, the Dordogne and the Garonne and, after their confluence, the Gironde. The western side, the Left Bank, not only housed the great names of the Médoc, Graves and Sauternes, but also the most powerful merchants. With access to the port, these merchants dominated the market and this was reflected in the prices reached by the wines of the Right Bank to the east.

The wines of Blaye, Bourg, Fronsac and even Pomerol and Saint-Emilion tended to be overlooked, regardless of their quality. Trotanoy, despite its venerable history,

was no exception, although the highly respected Bordeaux reference tome "Cocks & Ferret" did attempt a classification of Pomerol in the 1868 edition. Alongside many of the top Pomerol luminaries recognised today Trotanoy is listed; rated at that time second only to Pétrus.

During the 19th century, Trotanoy was by far the largest estate, more than double the size of the property today, at 25 hectares. The story of such dramatic downsizing is a familiar one, a consequence of Napoleonic inheritance laws and tax issues. The estate had to be broken up at the end of the 19th century and even more land was sold in the 1920s.

The property remained in the hands of a prominent family in the region, the Giraud family, until the end of World War II, when it was sold to a Monsieur Péresse. He subsequently sold it to Jean-Pierre Moueix in 1953. The company Etablissements Jean-Pierre Moueix now administers and manages the property, under the stewardship of the late Jean-Pierre Moueix's successors, his son Christian and his grandson Edouard Moueix.

ETABLISSEMENTS JEAN-PIERRE MOUEIX

The rise of Etablissements Jean-Pierre Moueix is a dramatic success story, founded on the vision and energy of one man, Jean-Pierre Moueix.

The Moueix family originated in the Corrèze, a region near the Dordogne where, essentially Jean-Pierre's parents subsisted as farmers.

In 1929, the Great Depression forced a change and the family moved to Libourne where, there being no perceived consumer interest in the wines, they were able to purchase Château Fonroque (*Grand Cru Classé*) for what would today be considered a song, yet again a reflection of Left Bank accessibility and dominance.

Jean-Pierre Moueix was one of two sons, and something of an outsider to the establishment when he set up his business. Not only was he new to Bordeaux, but this was Right Bank Bordeaux, offering far from fashionable

wines which were barely recognised by the Bordeaux merchants and the traditional markets. In addition to this, the company was also, logistically, further from a port and consequently access to existing Bordeaux customers. Jean-Pierre recognised the need to create new markets and this he attacked with gusto, particularly in the Low Countries. These continue to be a Moueix stronghold.

The issue of quality was also addressed by Jean-Pierre Moueix. When he started up, *négociants* simply visited a farmer, tasted, and if they bought, they blended and bottled using their own label. Jean-Pierre Moueix realised that the best way to differentiate his wines, in terms of quality, would be at best to own the property or, at the very least, to be involved in the vineyard and cellar management. Thus began a series of acquisitions and the forging of long term relationships with properties with which J-P Moueix have worked for decades.





THE VINEYARD

The historical reputation of Château Trotanoy is well-founded. This is a wonderful property, on the western edge of the plateau, between the church and the village of Catusseau, offering a diverse and complex blend of *terroirs*. The vines at Trotanoy today cover just over 7 hectares, planted partly on the plateau, partly on a west-facing slope, on soils which are a particularly dense mixture of clay and gravel, the rest being black clay. Gravel is more prevalent at the top of the slope; clay on the lower sections. These gravels have an important warming influence, as witnessed when Trotanoy avoided much of the treacherous frosts which hit the region in 1956. The subsoil comprises gravel, sand and, quintessentially Pomerol, a rock-hard layer of ferruginous soil, so called *crasse de fer*. The ground here has a tendency in dry weather to bake absolutely solid and yet, when wet, it becomes treacherously slippery. This may make for beautiful wines but this challenging combination accounts for its name: Trotanoy was once called “Trop Ennuic” (essentially meaning too much hard work) which, in due course and through the Giraud family became the “Trotanoy” we know today.

In addition to the combination of excellent soils and subsoils, the vineyard also enjoys one of the best exposed

parts of the Pomerol plateau, another reason why it avoided the devastation caused by the dreadful 1956 frosts. The vines, 90% Merlot and 10% Cabernet Franc, planted with a density of 6,200 vines per hectare, had indeed survived but extensive replanting was deemed necessary in the Seventies and Eighties.

With these younger vines it was perhaps inevitable that the style of this great wine was somewhat lightened for a period. Now of course, these “younger” vines are themselves 30 to 40 years old; with the profoundly old vine parcels adding to the intensity, it is now fair to say that Trotanoy’s vineyard is at its most perfect in terms of health and supreme quality, reaffirming its reputation for producing wines of power, opulence, sensuality and profound structure.

On average only 12,000 bottles per year are produced.

As a result to the very severe green-harvest and pink-harvest (right in the middle of the *véraison*), only 7,800 bottles were produced in 2012.

VINIFICATION

For 45 years ending with the 2007 vintage, Jean-Claude Berrouet had overseen production of all the Moueix wines, including Trotanoy.

His philosophy had always been one of minimum intervention, allowing the wines to express their individual *terroir*. He consistently pursued elegance over extraction. At the end of 2007, Jean-Claude was succeeded as technical director for Etablissements Jean-Pierre Moueix by Eric Murisasco. This was a seamless succession as Eric had worked as cellar master and oenologist alongside Jean-Claude since 1993 and Jean-Claude remains as a consultant. The winemaking process remains simple, relying on impeccable, rigorously-selected fruit. To this end the grapes are sorted before and after de-stemming, before a 20 day fermentation and maceration in temperature-controlled, lined, concrete vats. This is followed by 20 months ageing in barrel, 40% of which is new. The wines are fined with egg whites and there is no filtration.

THE WINE

Trotanoy produces incredible wines with an extraordinarily rare balance between obvious power, richness, concentration and finesse. Whilst often monolithic and almost impenetrable in youth, age offers opulence and broad, generous flavours, always with a freshness and balance which lift the power and make Trotanoy one of the greatest of all wines.

2012 VINTAGE REPORT

TROTANOY PRODUCES INCREDIBLE WINES WITH AN EXTRAORDINARILY RARE BALANCE BETWEEN OBVIOUS POWER, RICHNESS, CONCENTRATION AND FINESSE.

Pomerol was without question the “sweet spot” in 2012 and Trotanoy is with equal certainty, one of the wines of the vintage. There was a sense of ‘déjà vu’, in this case the memory of 1998 when the earlier-ripening Merlot grape of superb quality was happily fermenting away by the time the rains set in. In 2012 as the tasting note supports, there is however a silken, supple quality to the wine that takes it on to another level altogether. This is an outstanding achievement.

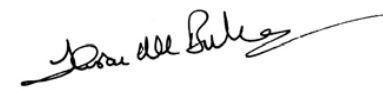
The growing season began fairly enough with a very dry, cold winter, ideal for killing off latent pests and diseases, yet these very conditions were also responsible for slow bud-break as the vines became stressed. Then flowering was rather uneven due to topsy-turvy conditions in June, alternating between rain and heat. Consequently the die was already cast for a reduced harvest as there would be poor fruit set.

July thankfully offered a measure of hope when, although there was rain, there was also at last abundant sunshine. Savage attention to detail in the vineyard allowed the team at Trotanoy to reap the benefits of a splendid mid-season from mid-July until the middle/end of September. The end of the season was set fair with a particularly hot and dry August. Eventually, despite the water reserves built up in June and Trotanoy’s famously dense soil, the vines started to become stressed, helped a little by cool nights in September, allowing the grapes to intensify and gain complexity. There was some rain on the night of the 25th, facilitating final ripening.

Trotanoy comprises a number of parcels and in a year like 2012, picking at the optimal moment of ripeness, when the totality of the individual plots attained good maturity, was paramount. With cooling clay and warming gravel components to accommodate, the vineyard was picked in three stages:

- Those vines planted on the highest proportion of gravels began on the 1st October
- The best of the clay-dominated sites were picked on 5th and 6th October
- Fruit destined, in the main, for Espérance de Trotanoy was picked on the 8th October
- The later-maturing Cabernet Franc were picked before the arrival of the storms which marked the beginning of winter, on the 10th October

Vinification of small, deep coloured and beautifully ripe grapes was deliberately gentle, the result is outstanding.



Alison Buchanan
Associate Director (Buying)
June 2013

2012 TASTING NOTE

CHÂTEAU TROTANOY

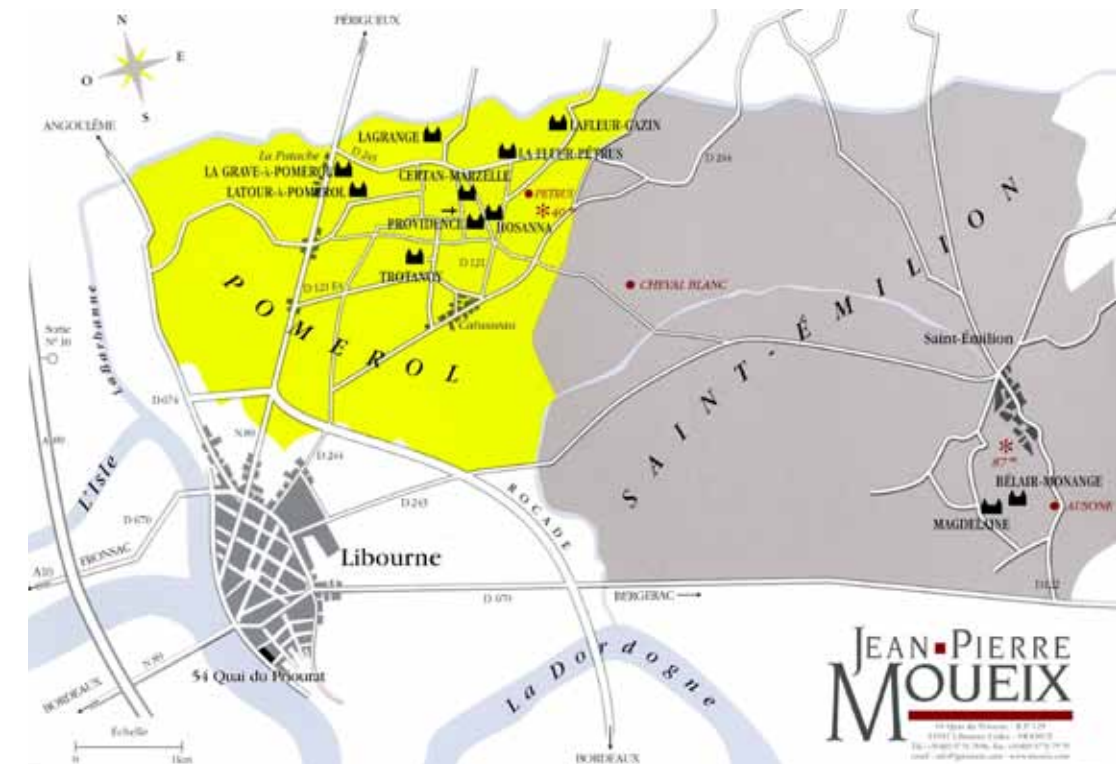
Corney & Barrow Score 18.5 - 19

Canny observers have noted the almost inexorable rise of this great estate to the highest level in Pomerol. Partly because of its affinity with Pétrus, through a shared soil structure of pure clay that runs through a significant part of the vineyard (and from which its name “Trop Ennuie” or “too much hard work” derives) and partly because of an extensive replanting programme at the beginning of the 1980s it has now achieved a perfect level of maturity and quality. Deepest ruby in colour and quite opaque, this is a sleeping giant on the nose, broodingly rich, and spicy with an old vine perfume. The palate is measured and profound with darkly rich, layered, supple silken fruits, producing not only a sonorous, powerful structure but a pure, fresh “attack” to the finish which again is in perfect balance; a hallmark of the best qualities of what is unquestionably a Pomerol vintage. Great wine.

Recommended drinking from 2018 - 2025+

£800/case of 6, in bond UK
£810/case of 3 magnums, in bond UK

TASTING NOTE BY ADAM BRETT-SMITH



THE ALLOCATION PROCESS

WE ARE OFTEN ASKED BY CUSTOMERS FOR GUIDANCE ON THE QUANTITIES THEY SHOULD ORDER.

It is highly likely that, due to the huge increase in demand for this wine over recent years, we will have to allocate. This will be done as quickly and as fairly as possible. We will do our best to accommodate newer customers, however, priority will be given to customers who have supported wines from across the Moueix portfolio, not just the rarer wines. Should you be interested in buying any of these wines, please contact your salesperson, who will be able to help you. Confirmation of order will be through receipt.

- | | |
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| <p>1. The focus of Ets. Jean-Pierre Moueix and Corney & Barrow is on the private customer and as a consumer rather than a speculator.</p> <p>2. This wine is bought on the clear understanding that it will be stored and delivered in the UK only.</p> <p>3. Should you wish to sell the wine in the future, do please offer Corney & Barrow first refusal as this will ensure the integrity of secondary market distribution, something which is of great concern to Ets. Jean-Pierre Moueix.</p> <p>4. Priority will be given to Ets. Jean-Pierre Moueix and Corney & Barrow's best, most loyal and most regular customers.</p> | <p>May we please have your order by Friday 5th July 2013.</p> <p>Allocations will be completed by Tuesday 9th July 2013. Confirmation of order will be through receipt of invoice and the wine will be delivered or put into your reserve on payment.</p> <p>As detailed above, all orders are conditional upon UK storage only.</p> <p>Do please speak to our sales team, who will be</p> |
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TO ORDER

PLEASE CALL US:

020 7265 2430 (LONDON)
01875 321921 (EDINBURGH)

OR EMAIL US AT:

SALES@CORNEYANDBARROW.COM

These wines are released *en primeur*.
Delivery dates to be confirmed.
All prices are quoted in bond UK

TASTING GUIDE

Our tasting notes provide full details but, at your request, we have also introduced a clear and simple marking system. We hope these guidelines assist you in your selection:

- 14 – 16 A very good to excellent wine
16 – 18 An excellent to outstanding wine
18 – 20 An outstanding to legendary wine

Wines are judged within their peer group, eg, *Villages, Premier Cru, Grand Cru*. A definitive score of a young wine is almost impossible

We usually offer a spread (eg, 14-16) that relates to a potential to achieve a higher mark. A '+' adds further to that potential

A score is a summary only. The devil is in the detail, so please focus on the tasting notes

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