

SAS
MOULIN DE GASSAC



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HAUTE VALLÉE DU GASSAC

F-34150 ANIANE

Aniane, February 1st 2001

Dear Client Friend of Mas Daumas,

Once a year, we address you a friendly offer:

- **The "Offre Primeur" in September**, offering the new Daumas Gassac vintages, with a very important discount.
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In the future, we will come up to you **a second time, at the beginning of February** with:

- **The "Offre Conseils"** (see details overleaf).
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The year 2000 has seen the construction of a third underground "chai" ; it will allow us to vinify about 220,000 bottles a year, produced with a vineyard nearing now 40 hectares. (40 Hectolitres x 40 Hectares = 220,000 bottles).

The year 2000 was also marked by Samuel Guibert's arrival, the oldest son, trained five years in the international trade, in a New Zealand Wine Company. Samuel takes charge of the business management of our Company. This will leave more time for the winegrower to take care of the vineyards and of the vinification.

Finally, 2000 has been the one of the conveyance of the estate to our five sons. The future of the vineyard of Daumas Gassac is secured ; the destruction, often drawn by succession taxes, will be avoided.

More than ever, the family and the Mas Daumas' team believe in the respect of the environment and wine without any chemical products or industrial procedures.

Thank you for your faithfulness, which is the basis of the whole edifice.

Yours sincerely,


Veronique and Aimé GUIBERT



SOCIÉTÉ FERMIÈRE DU VIGNOBLE DAUMAS GASSAC

S.A. AU CAPITAL DE 2.160.000 F - R.C.S. B 321 262 933 - APE 011 G

A NEW SERVICE FOR THE CLIENTS OF DAUMAS GASSAC

THE ANNUAL CLASSIFICATION OF THE RED VINTAGES

You have been more than fifty thousand to have acquired some vintages of Daumas Gassac, since 1978. Some of you have often wondered and asked us what to drink or keep !

From now on, the answer will be to give you, once a year, an **advice-classification established on all Red vintages which have already been delivered (from 1978 to 1999)**. This classification will be drawn up by twelve winetasters of first rank, (journalists, "sommeliers", wine-merchants,...).

You will receive this advice-classification, every year in February. Here is the first one. It also encloses the election of the three vintages judged exceptional in 2001, as well as some general notations.

This classification concerns only wines kept in cellars with regular temperatures, fluctuating, situated between 11° and 15°C. For warmer cellars, it is better to drink our great Red wines within five years. Heat damages and can even kill the wines. For cellars below 12°C, you can keep most of our vintages beyond 20, 25 or even 35 years.

We believe that this friendly relationship between the winegrower and the wine-lover will be useful for you.

SAS MOULIN DE GASSAC

P.S.1. If you have regularly purchased our wines prior to 1995, **please do us the favour of giving your name, dates of purchase and the vintages you bought.** This information will be essential for us to establish our policy of fidelity discounts, which we are preparing.

P.S.2. **Present Winetasters :**

David Cobbold, Daniel Le Conte des Floris, Michel Smith, Journalists,
Jacques Perrin (Genève), Writer ; Hervé Lorin, antique wine dealer and writer ;
Eric Dugardin, Nicolas Santi, Olivier Bompas, Michel Hermet, Sommeliers advisers,
Denis Boubals, Teacher ; Koïchi Sakaguchi, wine-merchant ; Atsuo Hirakawa,
"Sommelier" ; Renaud de La Vaissière, agent in Paris-Ile de France.

REPORT OF THE WINETASTING ON JANUARY THE 20TH, 2001

◆ **The three most successful vintages in January 2001:**

1st : The vintage 1988 2nd : The vintage 1981 3rd : The Vintage 1998

◆ **The most named vintage among the best:**

The vintage 1998

◆ **Some general notations**

E. Dugardin : "Balance, power, elegance".

M. Smith : "The only example of an original and strongly marked "grand cru" in Languedoc"

Le Conte des Floris : "Spectacular homogeneity between the 22 vintages tasted"

D. Cobbold : "Strong personality shown by each vintage, with no relationship with any other regions. A great "Mediterranean" style dominates these wines ; an extraordinary series, in all the meanings of the word".

J. Perrin : "Wines which show an extraordinary capacity to refine their flavours as the years go by. A quality of freshness, relatively unique among the great and famous wines".

O. Bompas : "Twenty two wines, no weakness, no unpleasant surprise".

H. Lorin : "Not a single false note. Everything is rich and dense. "What a beautiful achievement".

M. Hermet : "Remarkable robes. Great structures".

K. Sakaguchi : "Several vintages are at their apogee but not one is declining".

A. Guibert : "These wines would not exist without Emile Peynauds teaching".

◆ **Vintages we advise to drink !**

1978 ↷ 1979 ↷ 1980 ↷ 1981 ↷ 1984 ↷ 1987 ↷ 1993 ↷ 1997 ↷ 1999.

◆ **Vintages we recommend to keep !**

1990 ↷ 1991 ↷ 1992 ↷ 1994 ↷ 1995 ↷ 1996 ↷ 1998.

◆ **Vintages delicious to drink, but which could be kept !**

1982 ↷ 1983 ↷ 1985 ↷ 1986 ↷ 1988 ↷ 1989.

Daumas Gassac - Four Fidelities to Enlighten our Action

First of all, fidelity to life, in this century which kills soils and pollutes the atmosphere we breathe. No chemical in the soil, no molecule of synthesis. A good compost full of millions of micro-organisms and of living and moving earth-worms which run over their underground galleries, the oxygen and hydrogen taken from the blowing sky.

Take in your hands a handful of the soil from one of Daumas Gassac's vineyard ; a beautiful smell, vaguely truffled, wet moss, carnal, sucker, comes up to your nose. Do not make the same experience with soils where chemicals reign, you would drink with less pleasure.

Then, fidelity and respect for the environment and for the landscapes which are the free fortune of generations. Refusal to destroy with bulldozers the contour lines, the sunken lanes, the folds in the ground, in order to level these "manufacturing vineyards", which arise everywhere in the new worlds. Here, at Daumas Gassac, each vineyard is a glade, entrusted to the forest of "guarrigue" all around. Of course, in this way we "waste" areas which don't provide anything, except shelters for animals, birds and insects ; areas which become protectors of nature : one hectare of "guarrigue" for one hectare of vineyard ; 50% of the soil for the wild life.

And also, fidelity to the heritage of the treasure of the Mediterranean grape-varieties: the vineyards of Daumas Gassac combine many grape-varieties among the best that Europe created, until the simplifying (or exterminating) globalisation came to reduce the wine to five names of grape-varieties, "wisely" cloned before being genetically modified.

Fifteen beautiful grape-varieties, drawn from the treasures of the old Europe, from Armenia to Madeira, express themselves in our White wines. In the Reds, ten grape-varieties give a rustic and vinous note to the non-cloned Cabernet Sauvignon ("Medoc" origin 1910).

The White wines, like the Reds, remind us of the great time, when it was a pleasure to drink; in order to discover and appreciate original aromas, and not in order to find again "the stereotyped flavours in fashion" where the fruit is hidden behind a wood shavings soup, dear to the wines of industrial type.

Finally, fidelity to the wonderful farming civilisation, which has made Europe, the beauty of its landscapes, the charm of its table. Faithful in expelling clones and industrial yeasts. The French winegrowers have always produced true wines, intimately linked to the climate and to the soil, where each "vintage" was an original "continent" to discover and to understand. The quantity was not the problem. They produced something very good but in small quantities. This was accepted. There was no mass marketing and distribution yet, to ask for a stable product and large quantities. Draw a parallel with modern wines: considerable productions based on a regularity of industrial type, expelling complexity and surprise of evolution. Nothing really negative, but nothing really exciting neither.

Well, the "Crus Daumas Gassac" belong to this past, where complexity comes before quantity, where the palate accepts every year to meet the differences of the vintages.

Here are the four emergent fidelities which make the Daumas Gassac's wine grower move. But we pay a heavy price for this fidelity. Do you know that Languedoc is one of the regions in the world where the wine-grower is not free to plant the grape-varieties of his own choosing? To disobey the double-headed bureaucracy (Paris and Brussels) is worth of being "rejected from the label of controlled origin" !

We, Daumas Gassac, have chosen freedom, out of this label !

Véronique and Aimé GUIBERT