

MARY TAYLOR WINE

Importer of the Year Nominee -Wine Enthusiast 2022

“Excellent Values” -The New York Times

“[Her] intent of access for the consumer, alongside the elevation of the producer’s work, makes Taylor’s vision important for the future of wine; it acknowledges natural wine’s shortcomings for folks who aren’t in the cool crowd and those whose wallets are thinner.” -Punch 2021

Year Founded: 2011

Region: Europe

Owner: Mary Taylor

Winemaker(s): Various

Cool Fact: At a minimum, we prefer to partner with producers who follow the sustainability standards outlined by the Haut Valeur Environmentale (HVE), an environmental certification for farms adopted by the EU. These tenets include extremely conservative use of water, minimal use of fertilizers (and those made only of natural compost) and mildew treatment, holistic pest management, biodiversity, and comparatively low yields.

-Biodynamic, Organic, Sustainable (HVE)-

The first thing you’re bound to notice when you pick up a bottle of Mary Taylor Wine is the lack of a familiar grape on the label. No Pinot Noir or Cabernet, no Chardonnay or Merlot. That’s because we, the team of lifelong wine lovers who make up the Mary Taylor company, think about wine differently than the usual brands lining the shelves of your local supermarket or big box store. To us, the name of the grape only tells part of the story of what wine is supposed to be. The missing key, which the great winemakers of Europe have known for centuries, is “place.” When founding partner Mary Taylor first fell in love with wine in the early 1990’s, it was the European classics that truly spoke to her and stole her heart. As a young professional selling French and Italian wine, first in the New York wine auctions and then as a merchant, she quickly learned to appreciate wine in the “Old World” way— not as a luxury good reserved for special occasions, but a living agricultural product that belongs to everyday life. This awakening eventually led her to move to the storied region of Burgundy. There, deep in the heart of rural French wine country, her experiences living and drinking among the area’s independent artisan growers cemented her understanding of wine as a form of liquid culture, reflecting the people and places where it has been lovingly crafted for generations. A specific



French term exists for this romantic notion that, in addition to tasting delicious, wine should tell us something about the area from which it came. Although impossible to translate literally, this concept of “terroir” has sometimes been described as a “sense of place,” or “somewhere-ness.” It explains why the Pinot Noir from one village in Burgundy will taste noticeably different from the same grape grown in the next town, or even the next vineyard over. It’s also the reason why most European wine regions label their wines not according to the grape variety, but the “place name,” or “appellation” where it was grown. After many years working with the wines of Europe, Mary arrived at an important insight. Left in the dark by decades of simplistic marketing efforts that placed grape above geography, American consumers needed a brand they could trust to decipher the complex notion of terroir in a clear and straightforward way. Out of this realization, our elegant “White Label” was born. Today, it is our mission to unlock the world of European “appellation” wines by working with individual growers in multiple villages— from Bordeaux to Nîmes to Valençay— who produce exceptional, regionally-distinctive wines at extremely accessible prices. In the traditional spirit of the “Old World,” each Mary Taylor Wine has been selected as a faithful ambassador of its geographical origin, true to local traditions and the vision of the individual farmer who bottled it. We are proud to offer affordable wines of genuine quality and integrity (no shortcuts) that will bring the magic of their “terroirs” to life wherever you choose to enjoy them: at a dinner party, next to the grill, or even just on a quiet night at home. We partner with grower-producers who farm their land respectfully and who are true artisans. Like many small-scale vigneron, our growers often cannot afford to certify themselves as organic or biodynamic, yet they nonetheless adopt farming practices that would meet the criteria for certification. The growers who we mention as biodynamic are self-declared; they work by the moon schedule and they treat their land with the utmost care so that the plants are healthy and happy. In terms of winemaking, our foremost priority is to highlight the true diversity of terroirs. As a result, our producers uniformly employ little to no filtration, limit the amount of sulfur added before bottling, and choose to carry out their fermentations via natural or local yeast strains. They also avoid the use of overly intrusive young oak in order to emphasize the underlying expression of vintage, grape, and place. We seek out partners, customers, growers, employees who are committed to equal opportunity, integrity of all living beings, and a strong sense of stewardship for this beautiful earth.

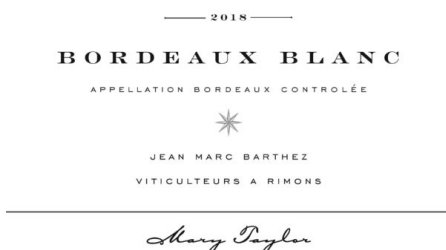
JEAN MARC BARTHEZ

Arguably the world’s most historically celebrated wine region, Bordeaux has been defined in the popular imagination by the luxury stereotypes of its exclusive “first growth” châteaux, which produce some of today’s most highly-coveted (and therefore prohibitively expensive) wines. But beyond this façade of wealth, far from the corporate winery owners who jet around town in their Porsches and Lamborghinis, there lies another Bordeaux. This “alternative” Bordeaux is populated by the small independent estates that line the banks of the Garonne and the Dordogne rivers, where conscientious growers craft honest bottles for everyday enjoyment rather than 100-point scores. This is the Bordeaux to which winemaker Jean Marc Barthez belongs.

The archetypal “dirt-under-the-fingernails” winemaker, he serves as the president of a small co-operative winery in Monségur, an ancient village founded by Eleanor of Aquitaine in the 13th century. There, he oversees a handful of growers who cultivate small family vineyards and join forces to produce Bordeaux wines that their friends and neighbors can actually afford. When Mary discovered these wines some years ago she immediately contracted with the cooperative to produce this authentic country wine.



2022 Mary Taylor Wine (Jean Marc Barthez) Bordeaux Blanc



“10 Best Bordeaux Whites from 2020” -Vivino’s 2020 Wine Style Awards

95% Sauvignon Blanc, 5% Semillon. Alluvial sand and clay limestone. 30-year-old vines. White wine from Bordeaux? The category itself might seem like a paradox, but it’s actually more of a well-kept secret. For even if 90% of Bordeaux’s production is dedicated to vin rouge, it still manages to produce nearly seven-million cases of white wine annually, which can be every bit as distinctive as its iconic reds. And what’s more, because red Bordeaux generally steals all the attention, the area’s uniquely compelling whites fly under the radar, making them some of the wine world’s greatest bargains. Geographically, the epicenter of Bordeaux’s dry white production lies in the Entre-Deux-Mers (“between the two tides”) sub-region, situated between the Garonne and Dordogne rivers. The area’s gravel-rich soils make it ideal for growing crisp, racy, mineral-driven

whites that are primarily derived from the ever-popular Sauvignon Blanc grape. But don’t let the varietal breakdown fool you. The best examples—such as this one from artisan winemaker Jean Marc Barthez, will overturn everything you’ve come to expect from the usual lineup of “varietal” Sauvignon Blanc from Chile or New Zealand. Sourced from vineyards that surround the winery and fermented without oak to preserve the underlying expression of its classic terroir, this is Sauvignon Blanc as channeled through the unique prism of Bordeaux, offering the enhanced texture, elegance, and richness of body that are the region’s hallmarks. According to Jean Marc, part of that depth also results from the small touch of Sémillon (the region’s “other” white grape) he includes in the blend, which imparts a certain “je ne sais quoi” that immediately conjures white Bordeaux. With its cleansing freshness and acidity and flavors of citrus and melon, it’s a quintessential oyster wine, but has all the necessary structure to stand up to richer fish and shellfish dishes (think pan-seared trout or broiled lobster). **Sustainable (HVE)!**

2018 Mary Taylor Wine (Jean Marc Barthez) Bordeaux Rouge



A signature blend of 50% Merlot, with equal parts Cabernet Franc and Cabernet Sauvignon. Grown in vineyards that surround the cooperative, many of which are certified organic, the final product is neither glitzy nor flashy, but perfectly embodies the region’s rural soul. Even at its modest price point it possesses much of the dark-fruited complexity that made Bordeaux famous in the first place but rendered in a brighter, more refreshing frame. This wonderful “drinkability” is highlighted by the absence of oak during the aging process, which allows a bursting acidity and graphite minerality (imagine the lead of fresh pencil shavings) to shine through on the palate. Mary recommends serving it slightly chilled with anything from rib-eye steaks and pan-seared duck breast to earthy mushroom dishes and even burgers off the grill. **Sustainable (HVE)!**

DOMAINE PASSY LE CLOU

The estate is situated in the village of Beine. It is composed of 30 hectares in total : 15 hectares of Petit Chablis, 15 hectares of Chablis and a small production of Premier Cru Beauroy (2800 bottles per year). The Estate is composed of 21 plots scattered over the Chablis region, with distinctive characteristics for each of them. Each plot is vinified separately. This technique enables our wines to enhance the characteristics of the terroir where it's from. We strive for a high purity in our wines, and a great balance between acidity and roundness. Very concerned about his historical but also fragile terroir, The Domaine Passy Le Clou focuses on its soils and wildlife preservation. Implementing sustainable agricultural methods, the domain is High Environmental Value level 3 certified (HEV3) (higher level): We preserve our soils thanks to surface tillage to avoid using herbicides. This practice enhances our soils aeration, its structure and improves water conservation. We also planted natural hedges in the vineyard to stimulate the biodiversity. We sow natural fertilizers, ground cover in the row middles. All this environment-friendly work ends up in our wines, bringing them liveliness and complexity. Our values are to produce wines of exception, qualitative, by limiting the yields and by taking good care of our soils. The winery presents modern production equipment, essential to making great Chablis wines.



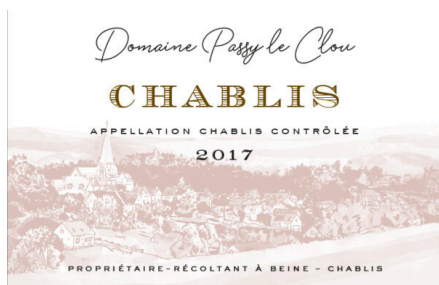
2021 Mary Taylor Wine Passy Le Clou Petit Chablis



100% Chardonnay. Portland limestone marl soil. Continental climate with a hot and dry month of July. Strict selection of the harvest. Pressing in a pneumatic wine-press, with a very low pressure to avoid any risk of alteration. Traditional vinification. Static racking between 12 to 24 hours after the pressing. Fermentation in stainless steel tank under controlled temperature for 4 to 6 months. Ageing on fine lees between 3 to 6 months. **Sustainable! HVE Level 3 Certified!**

“From vines on the plateau above the Serein river, this wine is light and fruity. Crisp citrus flavors are filled out with warmer apple and green plum. The wine is young, but its fruitiness is already delicious.” -Wine Enthusiast

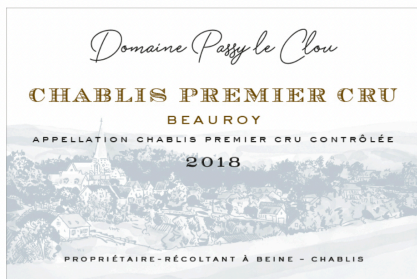
2021 Mary Taylor Wine Passy Le Clou Chablis



100% Chardonnay. Stony, clay and limestone soil, rich with Kimmeridgian grounds elements (where fossil oysters can be found). Continental climate with a hot and dry month of July. Strict selection of the harvest. Pressed in a pneumatic wine-press, with a very low pressure to avoid any risk of alteration. Traditional vinification. Static racking between 12 to 24 hours after the pressing. Fermentation in stainless steel tank under controlled temperature for 4 to 6 months. Ageing on fine lees between 3 to 6 months. **Sustainable! HVE Level 3 Certified!**

91 Points – '20 Decanter – *“Very nice purity here with precision on the palate, backed up by an understated, but still evident, structure. Plenty of mineral, flinty characters allied with citrus acidity and length on the finish.”*

2018 Mary Taylor Wine Passy Le Clou 1er Cru Beauroy



100% Chardonnay. Clay-limestone (Kimmeridgian) soil. Continental climate with a hot and dry month of July. Very strict selection of the harvest. Pressed in a pneumatic wine-press, with a very low pressure to avoid any risk of alteration. Traditional vinification. Static racking between 12 to 24 hours after the pressing. Fermentation in stainless steel tank under controlled temperature for 4 to 6 months. Ageing on fine lees more than 6 months. Expressive nose, notes of white flowers (hawthorn, acacia). Round, expressive, dry and mineral.

WM
WOMAN MADE

MARINE DESCOMBE

Marine Descombe is the 5th generation of her family to run the winery and bottling business at Vins Descombe in Brouilly. Starting in 1905 by her grandfather, Marine now heads up all aspects, still facing headwinds from the local patriarchy. Nothing stops her impressive work, ethic and drive. She recently purchased the dilapidated 17th century Chateau Pougelon in St. Etienne des Oullières expanding her vineyards in Brouilly and has made remarkable progress with the domain's 30 hectares under vine with HVE sustainable farming. Her explanation of HVE has 4 tenets: seldom or no use of phyto, sanitary treatments, preservation of biodiversity in the vineyards, limited use of fertilizer and reduced use of water throughout the entire winemaking process.



2021 Mary Taylor Wine (Marine Descombe) Beaujolais-Villages, Beaujolais-Villages



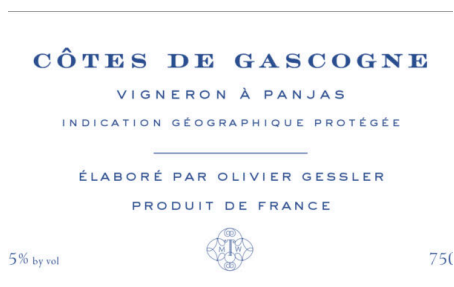
100% Gamay. Produced in part by the Beaujolais vineyard. It's the first appellation in France to use the term "villages". In 38 municipalities of the Rhône and Saône-et-Loire, and 3 geographical zones with marked specificities, these fruity and fleshy wines reflect the characteristics of their terroirs. The vines are often planted in altitude and on hillsides. These delectable red wines mark a kind of transition between Beaujolais, in the south and the ten crus further north. Granite and sandy soils are light and acidic, composed of mostly sand and a little clay. Harvest is done only by hand, and grapes are sorted and partially destemmed (40%). The vinification is in the Burgundy style: slow and soft grape pressing and vatting for 10 days. Fermentation lasts one month and then the wine ages in large cement tanks.
Sustainable (HVE)!

OLIVIER GESSLER

Having immigrated from Switzerland, the Gessler family settled here in 1928. We are now on the 4th generation – operating a robust family business with 20 full time employees. This is one of the more thoughtfully farmed properties – registered HVE 3 and in organic conversion. They tend to indigenous varietals with which dry white and red wines along with Armagnac are made.



2022 Mary Taylor Wine (Olivier Gessler) Côtes de Gascogne



50% Colombard, 25% Gros Manseng, 20% Ugni Blanc, 5% Sauvignon. 25-year-old vines. Stainless steel. Gascogne, the mythical land of D'Artagnan that was once the epicenter of western Roman Gaul (2nd century), and later English held, is a beautiful part of the French Southwest – speckled with medieval hilltop towns. Gascogne had once 100,000 hectares of vines and now has just 15,000 hectares. Bordering the enormous Landes pine forest and wedged between the Atlantic and the Pyrenees, the vines breathe pure air and oceanic winds mixed with a warm foehn wind from the Saharan Desert. IGP Côtes de Gascogne shares the same land surface as Armagnac. Of the 3 subzones, our domaine is deeply in the Bas-Armagnac. The soils

here are clay and sand, more specifically red sable and alluvial subsoil. Colombard is the offspring of Chenin Blanc and Gouais Blanc. This makes the grape the sibling of the Armagnac Meslier-Saint-François and the nearly extinct Cognac grape Balzac blanc. Tart and fruity Ugni Blanc is also known as Trebbiano. Gros Manseng is a dry varietal found in Jurançon wines. **Organic Conversion!**

ODILE DELPON

Odile Delpon inherited the family vineyards, tobacco farm, and saffron plantation in Albas in 1968. She developed the winery with her husband Claude, until their son Didier Pelvillain took over a few decades ago. He expanded with a second domaine in Preyssac in 2013. Total vineyards cover 52 hectares and are mainly planted on terraced vineyards along the Lot river. Cahors once covered 48,000 hectares of vines, but after phylloxera has shrunk to 4000 hectares. There is less wine made now, but the quality is much higher. Yields are much lower and grape selection is important. Soils here are clay and limestone. Didier farms at the highest level of sustainability and biodynamic conversion is in process. Only indigenous yeasts are used. The vines are on average 32 years old. "I like to go into vineyards on Sunday night when it is quiet, to smell the vineyard and think about the level of maturity." This is intuitive wine making at its best.



2018 Mary Taylor Wine (Odile Delpon) Cahors

— 2017 —
CAHORS
 APPELLATION D'ORIGINE PROTÉGÉE
 — — — — —
 ODILE DELPON
 VIGNERONNE À ALBAS

Mary Taylor

100% Malbec. 32-year-old vines. Stainless steel. Our thoughtful friend Didier Pelvillain is the winemaker here, although we list his mother Odile Delpon on our label, as 32 years ago it was she who planted these vines in the single parcel where our grapes are grown called "Inspiration 7.9." This is one parcel of many which are speckled along the terraces hovering over the Lot River. Here the vines are trained as single guyot and we have only Malbec growing at a yield of about 50 hectoliters per hectare. Nowadays there is less wine made in Cahors, but generally the quality is much higher. For Didier, yields are much lower and grape selection is important. Soils here are clay and limestone. Didier farms at the highest level of sustainability and biodynamic conversion is in process. Only indigenous yeasts are used. The outcome is a floral, savory, peppery wine of refinement – clean and fresh – dark plum fruit with more mineral qualities than barnyard. **Biodynamic and Sustainable (HVE 3)!**

WM SOPHIE SIADOU

WOMAN MADE

Originally founded in 1960, the Jourdain estate has been run since 1990 by Sophie Siadou and her partner Francis Jourdain. Sophie originally came from Avignon to work on a goat farm, where she met Francis, and remained in Lye to raise a family and make wine. Together, they sustainably farm 28 hectares of vines, from which they craft their brilliant range of honest, regionally-expressive wines. The soil here is “Caillouteuse” (gunpowder flint / silex), and vines are Cordon Royat-trained. Although the winery functions as a family affair, it was Sophie’s unique vision that informed this specific bottling, to which she has lent her name. Reflecting her holistic approach to the ecosystem of the vineyard and her careful attention to the nuances of her terroir, this wine was allowed to ferment naturally, using only the indigenous ambient yeasts present in the surrounding environment, the vineyard and cellar. Geographically, Valençay is separated into two main areas, each straddling either side of the Modon, a winding tributary of the famous Cher river. The first, “Les Terrajots,” is characterized by stony, flinty clay soils known as “perruches,” which contribute structure and depth of fruit to the area’s wines. The second, located near the loge à Perin— a tiny hut constructed in the middle of the vineyards at the end of nineteenth century— is defined by “silex,” a mix of clay, limestone and silica, which imparts freshness and brisk minerality. Together, this unique geographic profile results in bright, flinty whites derived from Sauvignon Blanc, and— as evidenced by this exquisite example from the family-run Domaine Jourdain— mouthwatering reds, which are produced from the region’s three main varieties: Gamay, Pinot Noir, and Côt (the local name for Malbec). Best known for its famous pyramid-shaped goat cheese, the Valençay area of France’s Loire valley also produces an equally singular (if much lesser known) array of wines. What they lack in name recognition, however, they more than make up for in terms of sheer deliciousness and everyday charm— which illustrates an important principle. More often than not, the hidden values of the world of wine are discovered along the road less traveled, far from the common crowd.



2021/2022 Mary Taylor Wine (Sophie Siadou) Valençay

— 2016 —

VALENÇAY

APPELLATION VALENÇAY CONTRÔLÉE

— — —

SOPHIE SIADOU

VIGNERONNE EN VAL DE LOIRE

Mary Taylor

30% Pinot Noir, 35% Côt, 35% Gamay. Silex soils. 45 year-old-vines. The wine spends 18 months on its lees in older, neutral barrels. Expressing all the lightness and elegance of its high percentage of Pinot Noir, plus a wonderful floral quality, it also reveals its leaner, more structured “Malbec” side, expressed through a sturdy wash of tannins that balance its succulent flavors of raspberries, blackcurrant and spice. **Sustainable!**

JACQUELINE DELAUNAY

At the westernmost edge of the Loire Valley, where the last wild river in Europe meets the cool Atlantic Ocean, lies the gently rolling countryside of Pays-Nantais. Here was once an area dominated by red grapes, but when the brutal winter freeze of 1709 killed so many, Nantes became the white wine region best known today for its savory, refreshing wines from the grape Melon. At the confluence of the Sèvre and Maine rivers is the Muscadet Sèvre-et-Maine AOC, where the Delaunay family has been cultivating vines for several generations in the heart of the region, Louroux-Bottreau. Jacqueline Delaunay makes this superb Muscadet from 5 hectares of 20-year-old Melon Blanc vines grown on stony gneiss, amphibolite and schist soils. The estate is in organic conversion, using no chemicals or herbicides whatsoever, only grass as a cover crop. Vines are Guyot Nantais-trained and yield 45 hectolitres per hectare.



2020 Mary Taylor Wine (Jacqueline Delaunay)

Muscadet Sevre et Maine



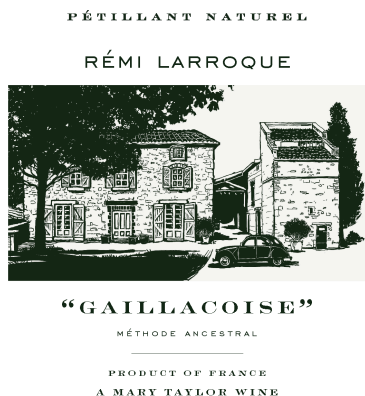
100% Melon Blanc. Fermentation by ambient yeasts, found in the vineyards and on the cellar walls, takes place underground in special cement tanks lined with glass. This fermentation “à la Nantaise” is ideal for long aging because the underground temperature remains cool and constant, and the shape of the tank (with a flat and extended bottom) allows greater contact with the lees. The wine rests on its lees for 8-12 months, with bâtonnage 2-3 times over winter. This stirring of the lees gives the wine its appellation's signature freshness, creaminess, and elegance. Domaine Delaunay's charming rendition is at once saline and fruit-forward; perfumed and brooding; a unique expression of divinity. It is an enticing aperitif, and of course, a timeless pairing with oysters. **Sustainable!**

Gaillac is the second oldest known vineyard area in France after Narbonne. Our friends Nathalie and Rémi Larroque, who also make our Gaillac Perlé, have an ancient winery here which has been in Nathalie's family since 1540. They tend to old indigenous grape varieties such as Prunel'Art, Fer Servadou (also known as Braucon), Duras, Loin de L'Oeil, and Mauzac, from which this wine is made.

Vines are planted on clay and limestone (facing north-northeast for the whites), and are pruned in the simple guyot method with grass growing in every other row. The vineyards sit atop a 360-degree hill with the farmhouse on the top, and birds, bunnies, bees, clover grass and fava beans peek out from between the rows. The grand crus of ancient Gaul were once planted here, as Gaillac has an ideal climate with the convergence of winds from Mediterranean Africa and the cool Atlantic.



2022 Mary Taylor Wine (Rémi & Nathalie Larroque) Gaillacoise Pet Nat



100% Mauzac. The Gaillacoise Pétillant Naturel is made in the méthode ancestrale: an ancient, artisanal method of making sparkling wine which consists of a single fermentation. The grape must is bottled before it is fully fermented, and as the grapes' natural yeasts consume the remaining sugars, bubbles are produced and trapped in the bottle. The wine is bottled in November after harvest and is disgorged in March the following year. Mauzac is a late-budding, late-ripening, and slow-fermenting grape, making it perfect for méthode ancestrale wines. It completes fermentation and rests on its lees over winter, developing its signature notes of dried apple peel – at once rustic and alluring. **Certified Sustainable!**

SOFIA BRESCIA

Sofia Brescia is a name given to honor to the previous generation of wine growers, many of who were women that have been forgotten by historical naming conventions.

From the foothills of the Alps on the east side of the province of Vicenza, vineyards planted upwards of 30 years ago bear fruit of the Glera and Garganega grapes. The winery works sustainably, and in concert with the local eco-system. Grasses and flowers grow between the rows. The Glera grape is a long-standing synonym of northern Italy's Prosecco grape, and the name by which it is now officially known. This green-skinned variety has been grown for hundreds of years in the Veneto and Friuli regions, most famously to produce sparkling Prosecco wines. Garganega is best known as the white grape variety used to make Soave and Gambellara. In the early years of the 21st Century, DNA profiling revealed that it is the same variety as Grecanico Dorato found in Sicily. Frizzante wine is a lower pressure than Spumante. The bubbles are a result of the addition of tirage – in this case 15-25 g/l concentrated grape must is added as part of the liqueur d'expédition before secondary fermentation.



Mary Taylor Wine (Sofia Brescia) Veneto IGT Frizzante



60% Glera, 40% Garganega. Stainless steel. **Sustainable!**

Citrus, Asian pear, Acacia honey, Jasmine and a touch of sea salt all grace the nose and palate of this charming frizzante. This white wine is absolutely lovely and fresh, the 'frizzante' element of the wine expresses itself as a light spritz in the glass.

90 Points – Best Buy – Wine Enthusiast – *“This fun wine is full of enticing aromas that get the senses firing on all cylinders. Aromas of fresh lemon, lemon oil and wet slate with a leesy yeast note pour from the glass. The palate is packed with fresh, ripe orchard fruits and yellow roses to finish with a bright pop of acidity.”*