

LE PINOT NOIR

Wein aus Burgund & mehr

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Explanations for the STANDING ALLOCATION 2019/2020

"My wine cellar, which is largely stocked with "your winemakers", is currently in top form. Every, but really every! Every bottle from the zero decade meets or even exceeds expectations. Perrot-Minot, Cathiard and Mortet are at the top, followed at a small distance by Arlaud, Lignier and others. The 2008 Fixin Clos de la Perriere has recently been outstanding. "(W. Jansen, Viersen, 2019)

"But if I want to enjoy, I almost exclusively go back to wines from Burgundy, more precisely from Eutin - every site/case, from Village to Grand Cru, was able to inspire and many a treasure is still waiting to be unearthed! "(J. Schicker, Landau, 2017)

What is a ST ALL ?

Simply a determination of quantities - according to the comments made in the Excel sheet soon to be sent to interested parties - over a two-year period, currently for the coming vintages 2019 - 2020. Existing since 2009, the ST ALL arose from the suggestion of customers. They wanted to commit to quantities of certain wines at least over a certain period of time. The aim was to avoid the situation that often arose with subscriptions (the wines in the range are offered by subscription), i.e. being late, being difficult to reach, etc. The aim was to create a framework that would enable customers to purchase the wines they wanted. A framework was needed to make the priority in the allocation clear and comprehensible.

The basis of the difficulties remains unchanged - something that is rather unknown to those who have only been active in matters of Bordeaux up to now - a discrepancy between available quantity and demand - at least in the very first domains of Burgundy such as the Rhône. And it is on this category, which includes all the domains on offer, that international demand essentially focuses, especially and above all when journalistically fuelled.

The period covered by the ST ALL

A two-year period is a plannable period both for me and for each client.

What can a ST ALL do, what can it not do ?

The ST ALL is first priority for allocation of availabilities generally decreased in 2019 and 2020 compared to 2017/2018. Depending on the size of the ST ALL quantities entered, it still cannot be ruled out that not everything is possible: if the sum of the ST ALL quantities is greater than the total quantity available to me, it must be reduced - evenly. Because there is no other criterion for allocation within the ST ALL.

So is a ST ALL a fixed purchase over 2 years/vintages ?

No. Of course, whoever gets a problem financially or health-wise can, depending on the severity, withdraw from his ST ALL completely or partially. I cannot see any other reasons to want to cancel entries once made. Please give me an information if there is an actual problem. But please only in the period between subscriptions. After all, I plan the respective ST ALL quantities, cancel them or reduce them on the basis of the absolute number of subscriptions.

In other words: I rely on your entries in a ST ALL and order the number salad for subscriptions accordingly. I can assure you of that. Therefore, a ST ALL does not have to be specifically confirmed for subscriptions. If the quantities are only partially feasible (I don't yet know the 2020 quantities), I will contact you within the framework of the respective subscription.

In the event that a ST ALL is abandoned without giving comprehensible reasons, a new ST ALL will no longer be possible in the future. A ST ALL is a matter of mutual trust. In the context of the last ST ALL, this trust was broken by customers in only two cases - so all in all, things went very satisfactorily.

As usual, I reserve the right to change the winemaker structure - for price as well as quality reasons.

Changes to the ST ALL/Appendix to the previous ST ALL entries

Please note the following change:

* From now on, a ST ALL must include at least 36 bottles (which was already the case in over 90% of cases anyway). Different passionate can of course bundle their entries, the decisive factor is a billing as well as a delivery address. My recommendation is a balanced mixture of all appellation levels - everyone who has studied Burgundy knows that Premier Crus and especially Grand Crus are much scarcer than Villages and Bourgognes.

* In principle, small deliveries are no longer possible. Deliveries start from a quantity of 36 bottles, which not at least makes it possible to contain the proportionate logistics share. Avoiding small deliveries, however, also makes a lot of sense in other respects.

* Experience shows that producers who are in the focus of journalistic attention are often the most sought-after, especially when they are difficult to obtain outside the Eutin range. Sure, this can be understood to a certain extent, but it ignores the consistent orientation of this offer towards first-class quality - in short: when bottlenecks are expected, it is the breadth of trust in the offer that is decisive - vintners are not only of interest when a lot is written or posted about them. They are of interest when they present fabulous wines. That's the job at this point - to unearth first-class winemakers/wines. Without speculative prices.

* The previous ST ALL entries cannot be taken over 1:1 - hardly possible due to mostly smaller availabilities in 2019/2020. In the old Burgundian manner, however, it is clear: long-standing manifested interest will be taken into account if possible.

Final comment

Entering into a ST ALL expresses both confidence in the winemakers of the offer and in the self-sufficiency of the selection, which is carried out by me. For this I express my gratitude.

2019: we had to taste at home - due to corona. Let's put it this way: it will be impossible for anyone who loves the world's most sensual and complex wines that Burgundy can deliver, as we do, to pass these wines by. Impossible. Frédéric Mugnier's statement is absolutely true - "*there has never been a vintage that could be tasted so well young*" - our detailed experience of new vintages goes back to 1985, and this statement holds true: at times it takes time to realise the greatness of a year, but the (potential as it depends on the grower as always) greatness of 2019 simply cannot be ignored. It is to be feared, however, that these wines, due to their extreme deliciousness, will in many cases be drunk before their maturity... In the last cover letter to the ST ALL, I noted that the winemakers always present even better wines. 2019, it is clear, puts a big exclamation mark behind this statement!

With best regards, H. Kratz, Le Pinot Noir