

FEATURED PRODUCER: FABRE en PROVENCE

With 17 whole generations of winemaking experience behind them, **Henri Fabre** and his niece **Caroline Demey** are woven into the very fabric of Provence d'Azur. Today, with 6 domaines and 2 of the region's 18 Cru Classé designations, Fabre is the largest family-run estate in Southern France, and they're synonymous with Provençal rosé. For the U.S., August Imports focuses on 2 delicious tiers, first of which is the *Côtes de Provence*, with aromatics of white peach, ripe raspberry, and strawberry blossom, along with the perfect balance of fruit and freshness. Then there's the stunning *Cru Classé* from *Château de l'Aumérade*, renowned for its minerality, complexity, a bit of spice (derived from Syrah grown in Pierrefeu-du-Var) and true finesse in the glass.

As for the new 2020 vintage, we're thrilled to report that after a rocky start, it now promises to be one of the best, most refined years of the past decade. The winter was the Riviera's warmest in 62 years, causing buds to appear as early as January. Unfortunately, a dramatic frost then descended on Provence in late March, resulting in widespread bud damage and reduced yields. Summertime, however, saw warm daytime temperatures (without any of the heat spikes that occurred in 2017 & 2019) coupled with cool evenings. This led to a terrific balance of ripeness, phenolic structure, and acidity. Caroline told us the consistent heat meant the family had to really pay attention come August. In the end however, a swift, nighttime harvest actually resulted in alcohol levels going down a half-point this year, with wines showcasing extra poise and exceedingly high quality. Lower yields on the Cru Classé led to fantastic weight and a long, fruity finish. Also, Caroline confirms, "the 2020 Château de l'Aumérade has great tension, with minerality and gorgeous aromatics."

Ever committed to sustainable farming, Fabre en Provence is now *HVE (High Environmental Value)* grade 3 certified. This certificate comes from the French government and is similar in nature to being organic. Priorities include eliminating chemicals (using insects over pesticides), the conservation of water, and promotion of biodiversity in the vineyards.



FABRE en Provence
Caroline Demey
GENERAL MANAGER

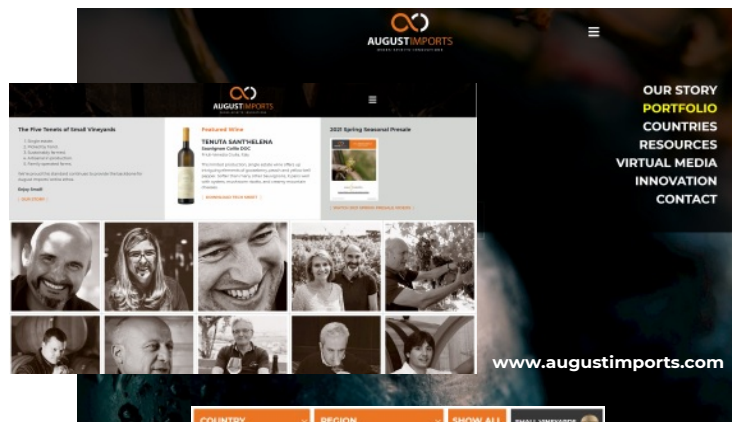
Côtes de Provenc 2020

45 CINSULT, 30 GRENACHE, 25 SYRAH

Cru Classé 2020

Château de l'Aumérade

58 Cinsault, 34 Grenache, 8 Syrah



NEW WEBSITE:

We have a new website! To read more about our Small Vineyards portfolio, including the featured wine of the month, visit www.augustimports.com. Find the Portfolio section, then click on the black rectangle (right of the Country/Region/Show All boxes) with the SV gold seal.

SMALL VINEYARDS SPOTLIGHT

SMALL VINEYARD ORGANICS

August Imports is proud to announce the first in a line of Small Vineyards brand labels, designed to showcase special, first-time discoveries! Now available through our Spring DI (see below), our 2 inaugural wines are an *Organic Nero d'Avola* and *Organic Syrah* produced by Giuseppe Martorana in SW Sicily. Don't forget to turn the bottle around for your winemaker's photo and story, and keep an eye out for more black, white, and gold labels down the road!



SPRING PRESALE - DIRECT IMPORT SERIES:

Welcome to our annual spring pre-sale, everyone! As always during the month of March, we're busy sharing some of our most allocated wines that come and go with the seasonal trade winds. With many designed to retail at \$20 or under, nearly all offerings are single estate, picked by hand, and terrifically low-yield. For those already familiar with the DI, you'll recognize new-vintage favorites like the Monte Tondo Garganega Frizzante and La Quercia Montepulciano Riserva. Others will be making their U.S. debut. All pre-orders are due by the end of March, with product landing in the U.S. mid-summer. Please visit our website's Resources page for sales videos on the wines!

NEXT MONTH'S NEWSLETTER:

In April, we'll be introducing BRIK - our new line of zero carbon footprint wines in Tetra Paks - while the SV spotlight shines on Slovenia and the ongoing brilliance of Edi Simčič!

Order the NEW 2020 ROSÉ today!