

GILBERT GAILLARD

THE FRENCH EXPERTS ON WINE

PARCELLAIRES DE SAULX, ADDING VALUE TO THE NEGOCIANT BUSINESS

The name 'Parcelles de Saulx' is new (October 2018), but the company taken over by American investors Dupré-Nunnely is one of the oldest 'maisons de vin' (as trading companies are now known) in Meursault. Jean-Luc Vitoux, a former corporate lawyer and co-investor, is tasked with developing the business.

The choice of name offers a clue to its focus, which is to put grapes from a single vineyard, grown by a single winegrower, into the bottle. Although this is customary for Grands and Premiers Crus, the company follows the same tack for Village appellations. Such a close connection with individual vineyard sites poses many challenges. For example, winegrowers must state the plot when they declare their harvest, so that they can mention it on the label.

The acquisition of the company did not include its supplies. "We find winegrowers prepared to sell", says Vitoux, but to add to the challenge, he is looking for organic or biodynamic wines. He is nearly 70% of the way there, and will feature it on labels when the process is complete.

For the whites, he buys grapes or must and handles winemaking. With the help of Isabelle Laurand, the company's Burgundian winemaker, they taste and decide together. Contracts are renewed annually, but the goal is to renew 95% of them, to ensure consistency. "It's restrictive," he says. Native yeast is used during the winemaking process (and added only when needed), and the wines are lightly filtered and sometimes fined to clarify them.

For the reds, the company buys wines and matures them. There is currently no vat room suitable for winemaking, but this will change. The company has 1,500 m² of



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beautiful cellars where the cool temperature is ideal for very finely tuned maturation, and doesn't require air conditioning. Parcelles de Saulx currently produces approximately 30,000 bottles. The desired wine profile is structured, but fruit-forward. "The house style must not take precedence over terroir" points out Jean-Luc Vitoux.



Jean-Luc Vitoux, director of Parcelles de Saulx (right) and his winemaker Isabelle Laurand