

# TAPANAPPA

A U S T R A L I A



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**Terroir Selections to distribute Tapanappa Wines and also welcomes new Italian and French domaines to the portfolio**

Tapanappa Wines has appointed Terroir Selections as its Australian distributor commencing 1 July 2011.

Tapanappa was created by Brian Croser in 2002, in partnership with Bollinger and Lynch Bages, and is a small family estate producing hand-crafted wines from three single vineyards in South Australia: the 3.5-hectare Tiers Chardonnay Vineyard in the Piccadilly Valley, the four-hectare Foggy Hill Pinot Noir Vineyard in the Fleurieu Peninsula and the six-hectare Whalebone Vineyard in Wrattobully planted with Cabernet, Shiraz, Merlot, Cabernet Franc.

Tapanappa is managed by husband and wife team, Xavier Bizot and Lucy Croser. Brian Croser makes the wines at the Croser family winery at the Tiers vineyard and manages the family owned single vineyard sites.

In November 2009, Tapanappa took the distribution of its wines in-house. Brian Croser says that the new distribution arrangement with Terroir Selections is a natural next step: "Terroir Selections will be able to create synergies between its high-end imports portfolio and Tapanappa wines, which is a great opportunity for Tapanappa."

Terroir Selections is a wine distribution business owned and operated by Xavier Bizot and Lucy Croser. Terroir Selections was created in 2006 as a boutique French import business, mainly directed at servicing the top on-trade sector in Australia, also Tapanappa's main market.

In 2008, Terroir Selections started distributing, Terre à Terre, Xavier and Lucy's *domaine* wines from Wrattobully, including a barrel-fermented Sauvignon Blanc and a *foudre*-aged Cabernet Sauvignon, which complement the Tapanappa range.

Terroir Selections' portfolio includes the wines of Domaine Marcel Deiss (Alsace), Clos de Tart (Burgundy), Villa Bel Air (Bordeaux), Domaine de La Grange des Pères and Mas Jullien (Languedoc), Château Pierre Bise (Loire Valley) and Domaine Pascal Cotat (Sancerre).

Terroir Selections will also start distributing its first Italian domaine, Ceretto (Barolo) and also a new Burgundy domaine, François Lumpp (Côte Chalonnaise) from July 2011.

Xavier Bizot is very enthusiastic about this new opportunity for Terroir Selections. "Terroir Selections has been growing steadily since 2006, mainly in top on-trade. The inclusion of Tapanappa in our expanding portfolio will open new opportunities for Terroir Selections, in particular in the off-trade sector. It was an evident evolution in merging the distribution arm of Tapanappa with our own importing business to give our customers ease of access to a more complete portfolio."

For any additional information, please contact:

Sally Lewis at Liquid Ideas:  
(02) 9667 4211  
0410 311 501

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