

GILBERT & GAILLARD INTERNATIONAL CHALLENGE*

6 good reasons to enter your wines

- 1** The effectiveness of Gilbert & Gaillard International Challenge medals: **+25% in sales**
- 2** The panel tastes in four sessions, all year round, **from January to December**
- 3** The price: **€45 per wine and per language** (9 languages available)
- 4** All **vintages and formats** (bottles, boxed wines, magnums, cans) can enter the Challenge
- 5** A presence on **all our media**: the international magazine in English, the online guide, social media...
- 6** Your results are passed on to our database of **10,000 importers and distributors** across the globe

How can you enter?



PRINT REGISTRATION

Fill in the registration form included in this pack in just a few seconds



ONLINE REGISTRATION

en-vigneron.gilbertgaillard.com
click on: **Enter my wines**

REGISTERING STEP BY STEP

STEP 1:

You receive **support** from your regional representative in pre-selecting your wines

STEP 3:

You receive your **results** within 4 weeks at the latest

STEP 2:

Our tasting panel of **professional judges** tastes the wines **blind**

Requirements:



2 samples for each wine entered



The **registration form** included in this pack



An **analysis report** under a year old issued by a laboratory for each wine entered

These items must be sent to us after registration to:
Gilbert & Gaillard International Challenge* at the following address:

**DÉGUSTATIONS
GILBERT & GAILLARD INTERNATIONAL CHALLENGE EUROPE,
PARC DES FONTENELLES
78870 BAILLY
FRANCE**



Organised by Wine Tasting and Trading Limited

REGISTRATION FORM COMPANY DETAILS

Name (estate, company, cellar ...) :

Profile : Winemaker Trader Cooperative cellar Agent Login G&G (IDX) :

Manager's name (and job title) :

Invoice address :

VAT Number : ZIP Code : Town :

Number of hectares : Number of bottles :

Tel. (Reception) : Email address (To receive results) :

Mobile Number : Website :

REGISTER IN 2 CLICKS ON INTERNET : en-vigneron.gilbertgaillard.com

Register and send your wines as soon as they are ready to be tasted. Our committee of experts tastes all year round without any limitation on the number of wines registered or on vintages entered.

- **Once your entry form is filled-up, please send us a package containing:**
 - 2 samples for each wine entered
 - This registration form filled-up
 - An analysis report, issued less than one year ago by a laboratory, for each wine entered
 - Payment of the registration fees (only one debit authorization per company name, even for several samples)

⚠ Without the correct receipt of all these elements, the samples will not be tasted ⚠

- **Once your package is ready, send it to the following address with all the requested documents:**

**Dégustations Gilbert & Gaillard Europe
7 parc des Fontenelles - 78870 Bailly – France**

• **PAYEMENT BY BANK TRANSFER:**

Beneficiary : VINIPRESSE SARL
Direct-debit : HSBC FR BBC LA DEFENSE - VINIPRESSE
Iban : FR76 3005 6000 0800 0800 0217 164
BIC Code : BIC CCFRFRPP

• **PAYEMENT BY PAYPAL**

Paypal : francois@gilbertgaillard.com

<p>PAYEMENT:</p> <p><input type="checkbox"/> Paypal <input type="checkbox"/> Bank Transfer</p>	<p>TOTAL COST OF REGISTRATION</p> <p>..... €</p>	<p>TOTAL NUMBER OF WINES</p> <p>..... Wines</p>
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WINE DETAILS N°

Name of the wine : Others name of the wine :

Name of the label : Batch N° :

Wine of origin : Colour :

Vintage : Blend (%) :

Exports markets:

N° of bottles produced : Ex-cellar price :

Retails outlets : Cellar door Wine merchants Restaurants Supermakets Others :

Certification: Organic Wine Being Converted Biodynamic

SELECT LANGUAGES ACCORDING TO YOUR MARKETS (3 OPTIONS)

1) SPECIAL "EXPORT" OFFER:

- 9 Languages = 270 €

OR

2) INTRODUCTORY PACKAGE:

- 4 Languages = 155 €
(French, English, Chinese, Japanese)

3) ENTER IN THE FOLLOWING LANGUAGES:

- French	- Japanese	- Portuguese
45 €	45 €	45 €
- English	- Italian	- German
45 €	45 €	45 €
- Chinese	- Spanish	- Russian
45 €	45 €	45 €

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OUR TEAM

The Founders



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Sylvain Patard
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Italy



Sophie Refabert
Coordinator
Marketing & communication

THE TASTING PANEL



François Gilbert

With a PhD and higher teaching diploma in geography, François Gilbert rapidly specialised in studying wine terroirs. He was a professor for 15 years before succumbing to his passion for wine full time. He has run the Gilbert & Gaillard group since 1989.



Philippe Gaillard

Born into a family of winegrowers in Touraine, Philippe Gaillard studied viticulture and oenology and later became the sales director of a major French wine distributor. He has run the Gilbert & Gaillard group since 1989.



Sylvain Patard

After studying literature, Sylvain got his start in wine in 1986 by organizing a wine tasting and buying club at the magazine where he worked at the time. He is now editor-in-chief of the Gilbert & Gaillard magazine and wine guides and chairs the tasting panel.



François Bezuidenhout

Cape Wine Master, the highest distinction in the South African wine world, François joined the tasting panel in 2019. He is the first South African wine taster to join the panel.



James Turnbull

James began his career trading in wine in London where he was awarded his WSET diploma, then moved to France in 1987. He has published numerous books on wine, including the 'Grandeur Nature' series.



Olivier Delorme

Olivier is a consultant sommelier and recipient of the Suzel-Rousse diploma and has been a permanent member of the Gilbert & Gaillard tasting panel since 1995.



Matthieu Gaillard

After studying viticulture and oenology which took him to the finals of the Best European Young Wine Tasters' competition, Matthieu joined the Gilbert & Gaillard team in 2017.



Tastings by
a panel
of experts



Blind tasting



Tastings all
year round

A GLOBAL DISTRIBUTION

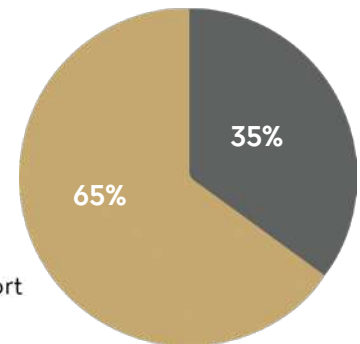
Where do our medals travel to?

GILBERT & GAILLARD INTERNATIONAL CHALLENGE* MEDALS ACCOMPANY YOU IN ALL THE MAJOR WINE AND SPIRITS MARKETS

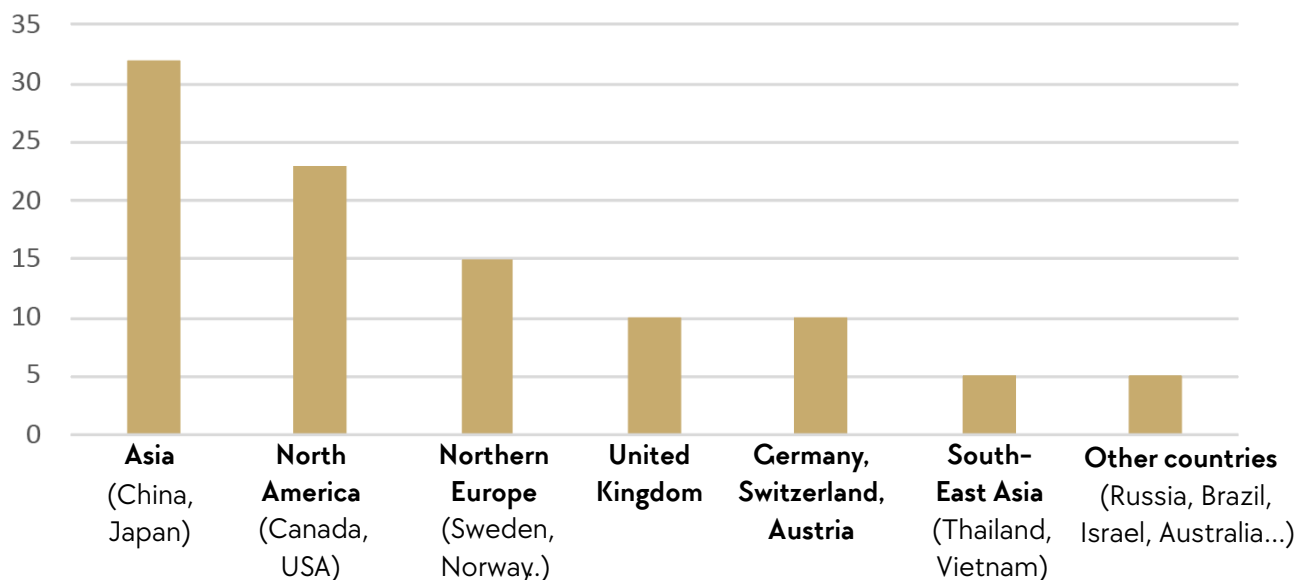


Canada, United States, Mexico, Argentina, Chile, Uruguay, Brazil, United Kingdom, Belgium, Spain, Italy, France, Greece, Germany, Denmark, Sweden, Norway, Finland, Austria, Switzerland, Slovakia, Slovenia, Macedonia, Croatia, Romania, Hungary, Moldova, Bulgaria, Georgia, Czech Republic, Nigeria, Kenya, South Africa, Lebanon, Israel, Russia, India, China, Hong Kong, Singapore, Japan, Thailand, Vietnam, Australia, New Zealand, Cambodia, South Korea, Taiwan, Morocco.

■ France ■ Export



Medal distribution worldwide



*Gilbert & Gaillard International Challenge is owned by Wine Tasting and Trading Ltd. H.K.

WINEGROWERS' TESTIMONIALS

BODEGAS COVIÑAS (Spain)



“ A G&G gold medal on the packaging of a Coviñas wine provides **objective recognition of the quality of our wines**. Based on the experience of industry specialists, it has **communicative value guaranteeing** for the consumer that this is a top quality wine, and is not only representative of a specific wine region, but is also competitive compared with other wines produced internationally. When a consumer has the challenge of choosing a wine with no prior knowledge and no more information than that featuring on the packaging, this medal is a guarantee that this is a quality wine and a safe choice. ”

Patricia Alvarez, Marketing Director

CHAMPAGNE BEAUMONT DES CRAYÈRES (Champagne)

“ The G&G medal really **boosted our sales** in the Swedish market. After shipping bottles with a G&G medal on them between 01/12/2020 and 31/07/2021 to Sweden, we were delighted to see an **increase in our sales compared with the previous year**. Based on this success, we are contemplating repeating the process. ”

Fabrice David, Cellar Master



ENOPARTNER (Italy)



“ We chose to take part in G&G because it is a Challenge that enjoys a **high level of recognition and esteem worldwide**. It is a respected **lever for growing** sales that is recognised by our clients. For us, having our Italian wines assessed by a 'French' panel has a particular flavour and meaning. We use the G&G medal on the wines we market in Europe and China, especially those sold in super/hypermarkets. ”

Andreas Kossler, Sales Manager

EXCELSIOR ESTATE (South Africa)

“ We at Excelsior Estate have been submitting our wines to G&G since they have opened their offices in South Africa in 2017. We've had some **fantastic results**. This in turn has helped us to **secure tremendous orders** in the UK and other markets across the world. It always helps getting good ratings from a reputable company like G&G. ”

Ernest Reyneke, Sales and Marketing Director



CANTINE VOLPI (Italy)



“ The G&G Challenge is recognised as prestigious and **offers producers a high level of visibility** and the chance to have wines tasted all year round. The G&G medal is a way of **gaining publicity for our wines**, but also helps expand sales. We use the medals mainly in Japan and Sweden, which is where are most successful. ”

Marco Volpi, Manager

WINEGROWERS' TESTIMONIALS



RIDGEBACK WINES (South Africa)

Over the last 2 years G&G has not only help to market our wines but has **added immense value both nationally and internationally for our brand** and has become one of our most important ratings of the year. The ease of entry, frequent tastings and detailed feedback has been exceptional for us and puts G&G a step above the rest. We are pleased to be associated with such great people and look forward to many more years of ratings to come.

Luan Aucamp, Sales Manager

CIDRERIE KERISAC (Brettany)

Displaying a G&G medal **allows all of our products to grow** in sales when they are placed in store. In highly competitive markets, it is important for an SME to have a group of tasting experts endorse the quality of your products. It reassures consumers when they choose products and are still in the exploration phase.

Frédéric Frery, Sales Manager



FAMILLE BOUGRIER (Loire Valley)

At Bougrier, we really appreciate the **flexibility of G&G's organisation**, with the chance to enter wines all year round. There is absolutely no doubt that this accolade is a **relevant endorsement for our wines** and a sign of confidence for our customers. We display the medal primarily for the Canadian liquor boards and we have witnessed **faster growth in sales for the past two years**. I am convinced that the G&G medal enabled us to energise many markets and helped us to successfully launch new products to our clients.

Nicolas Bougrier, Managing Director

VINOVALIE EXPORT (South-West France)

G&G and their regular tastings, where we can **enter wines all year round**, have enabled us to **boost sales**, particularly in Japan and the United Kingdom, but also for online sales.

Sandra Feral, Export Director



ROODEZANDT (South Africa)

The benchmarking internationally of G&G medals **opened up a specific premium bulk wine market for Roodezandt**. Our buyers have confidence in the ability of G&G re the market-driven price-quality ratio of our bulk wines for buyers-own-brands. As a result the reputation and role of G&G **contributed significantly to the growth of our exports volumes** for premium bulk wines.

Mynhardt Marais, Marketing & Sales Manager

A SELECTION OF AWARD-WINNING WINES

Gilbert & Gaillard International Challenge* award-winning wines



CANTINE VOLPI
Boirà 2020

90/
100

MARCHE I.G.T - Spain

Clear ruby with crimson highlights. Expressive nose revealing red fruits, morello cherry and fine spices. Fresh attack followed by a balanced, robust palate with joyful aromas and subtle oakiness in the background. The precision of this convincing wine is a real pleasure.



BAUDOÏN MILLET
Intensément 2020

90/
100

CHABLIS - France

Crystalline light gold with green tints. Racy nose marrying minerality, floral scents and subtle fruit. Silky, ample, tense palate which delivers generous, chiselled flavours. This is a juicy yet striking and successful wine.



RADIO BOKA
Tempranillo 2020

91/
100

TIERRA DE CASTILLA - Spain

Beautiful young red. Focused nose suggestive of red fruits, brimming with freshness. The palate is soft, fruity and very energetic. This is a very well-crafted, palatable, user-friendly Tempranillo that makes the perfect partner for tapas.



THE MENTOR
Pinotage 2019

95/
100

STELLENBOSCH - South Africa

Deep ruby garnet. Lovely notes of violets and raspberry on the ripe nose. Red berry fruit, vanilla and blackberry jam on the palate. Slight hint of toasty oak, but very well integrated. This is Pinotage at it's best.



EDMOND RENTZ
Tradition 2019

90/
100

ALSACE PINOT NOIR - France

Deep garnet-red. Alluring nose offering up a mix of sour cherry, forest floor and smoke. Ample, robust, lively palate displaying lovely pure aromatics, an elegant structure still, spice and menthol accents and substantial freshness.



**CANTINA SETTECANI
DI CASTELVETRO**
Secco

87/
100

LAMBRUSCO GASPAROSSA DI CASTELVETRO D.O.C - Italy

Crimson tinged with dark purple. Inviting nose marrying strawberry and a floral edge. Ethereal palate boasting bold freshness and crisp, lifted fruit flavours. Lovely clean characters for a good dry wine that would sit comfortably alongside cold cuts.

A SELECTION OF AWARD-WINNING WINES

Gilbert & Gaillard International Challenge* award-winning wines



EL BOMBERO
Gran Reserva 2014

88/
100

CARIÑENA D.O - Spain

Deeply coloured with orangy-brown reflections. Smoky oak on the nose with notes of forest floor, strong spices and ripe red and black fruits. Fleeshy, dense, mature palate with unrivalled balance supported by wonderful, sun-ripened fruit. Nicely harnessed tannins. Drink now.



HAULLER
Millésime 2020

83/
100

ALSACE SYLVANER - France

Light yellow-gold with pale green tints. Nose of pear and bush peach with touches of cut grass. Lively, tangy palate displaying marked minerality on the finish. Drink with fish grilled on the barbecue.



LYD É RIC
Blonde - Golden Ale

90/
100

BEER - France

Deep straw-yellow. Lovely nose revealing cereals, citrus fruits and a floral tone. Lively attack followed by a well-balanced palate where abundant foam adds a sensation of thickness. This is an alluring, ethereal lager that feels like a walk in the countryside.



AULA
Bobal 2020

87/
100

UTIEL-REQUENA D.O. - Spain

Pale cherry-pink. Lovely nose combining red berry fruits, spices and grapefruit. The palate is nicely crafted, plump and energetic and delivers a lifted array of flavours with precision and drive. Intense, yet crisp and persistent. Serve with grills.



CECCHI
Gli Amici 2015

96/
100

BRUNELLO DI MONTALCINO D.O.C.G - Italy

Clear garnet with amber highlights. Captivating nose marrying morello cherry, mocha, fine spices and delicate toast notes. Velvety attack then a concentrated, dense and tense palate with unsparing, sumptuous exotic aromas. A delicious wine that will go far.



QUEEN BEE
Viognier 2021

87/
100

WESTERN CAPE - South Africa

Yellow gold. Tropical nose with litchi and pineapple. Medium-to-full palate with a touch of floral-sweetness. Acidity adds freshness and length. Allow this wine to age for a few more years. Great now.

A SELECTION OF AWARD-WINNING WINES

Gilbert & Gaillard International Challenge* award-winning wines



**BALANCE SPECIAL
CAPE SELECTION**
Red Blend 2020

87/
100

WESTERN CAPE - South Africa

Light ruby. Red berry fruit nose with hints of herbaceousness. Sour sherry and strawberry on the light palate, followed by an elegant finish. Good for every day. Drink now.



ECHINE D'ÂNE
Millésime 2020

88/
100

SAINT GUILHEM LE DÉSERT - France

Intense crimson tinted with purple-blue. Appealing nose marrying strawberry, cherry and some floral notes. Lovely juicy, fresh attack flowing into a balanced palate with a smile on its face. An accessible, modern style enhanced by spice notes on the finish. Successful.



JAMMERTAL WINE ESTATE
Koh-I-Noor Cabernet Franc
Ultimate Selection 2011

92/
100

VILLANI - Hungary

Concentrated colour tinged with garnet-brown. Nose of mocha, tar, stewed black fruits and generous forest floor aromas of leaves, mushrooms and leather. Generous, mouth-coating palate with moderate rustic characters. Composed tannins and ripe flavours. Pairs with slow, oven-cooked leg of lamb.



BV VINARSTVI
Barrique Pinot Gris
2018

91/
100

SLOVACKO - Czech Republic

Bright gold. Nose of exotic wood, toasted vanilla and fresh fruit marmalade (peach, apricot). Sweetness is nicely framed by mouth-watering, lingering oak influence on the palate. Pervasive freshness and a surge in power on the finish. Modern and refined.



IXSIR
Grande réserve - 2014

90/
100

BATROUN - Lebanon

Dark colour tinged with garnet-brown. A mix of smoky oak, jammy forest fruits, undergrowth and leather aromatics on the nose. Well-balanced palate offering up a feeling of power, powdery tannins and oak influence nicely coupled with persistent, sun-ripened fruit.



**CHAMPAGNE
PIERRE GRANDET**
Brut

87/
100

CHAMPAGNE - France

Beautiful light yellow. Delicate nose of white berry fruits with a touch of almond. The palate is full and fresh with focused fruit aromas and very savoury tension. A balanced and fairly persistent offering.