



2010 PRICING

FRENCH OAK BARRELS

THE “ORIGINE”**

Bordeaux Export*

| <u>Barrel Description</u> | <u>Unit</u> | <u>10 or More</u> | <u>Container</u> |
|---------------------------|-------------|-------------------|------------------|
| 225L Export 27mm | € 700 | € 690 | € 675 |
| 225L Export F.A.E. 22mm | € 700 | € 690 | € 675 |
| 225L Chateau Ferre | € 750 | € 740 | € 725 |
| 225L Chateau Traditional | € 768 | € 758 | € 743 |

Oversized Barrels

| | | | |
|------------------|-------|-------|-------|
| 265L Export 27mm | € 740 | € 730 | € 715 |
| 400L Export 27mm | € 880 | € 870 | € 830 |
| 500L Puncheon | € 995 | € 975 | € 970 |

Burgundy Export

| <u>Barrel Description</u> | <u>Unit</u> | <u>10 or More</u> | <u>Container</u> |
|---------------------------|-------------|-------------------|------------------|
| 228L Burgundy | € 676 | € 666 | € 650 |
| 228L Burgundy Traditional | € 689 | € 679 | € 664 |

THE “CLASSIQUE”

Bordeaux Export*

| <u>Barrel Description</u> | <u>Unit</u> | <u>10 or More</u> | <u>Container</u> |
|---------------------------|-------------|-------------------|------------------|
| 225L Export 27mm | € 680 | € 670 | € 655 |
| 225L Export F.A.E. 22mm | € 680 | € 670 | € 655 |
| 225L Chateau Ferre | € 730 | € 720 | € 705 |
| 225L Chateau Traditional | € 748 | € 738 | € 723 |

Oversized Barrels

| | | | |
|------------------|-------|-------|-------|
| 265L Export 27mm | € 710 | € 699 | € 684 |
| 400L Export 27mm | € 860 | € 850 | € 830 |

Burgundy Export

| <u>Barrel Description</u> | <u>Unit</u> | <u>10 or More</u> | <u>Container</u> |
|---------------------------|-------------|-------------------|------------------|
| 228L Burgundy | € 658 | € 648 | € 633 |
| 228L Burgundy Traditional | € 676 | € 666 | € 650 |

THE “ACCENT” - BEST VALUE

Bordeaux Export

| <u>Barrel Description</u> | <u>Unit</u> | <u>10 or More</u> | <u>Container</u> |
|---------------------------|-------------|-------------------|------------------|
| 225L Export 27mm | € 615 | € 605 | € 590 |
| 225L Export F.A.E. 22mm | € 615 | € 605 | € 590 |

Oversized Barrels

| | | | |
|------------------|-------|-------|-------|
| 265L Export 27mm | € 652 | € 647 | € 627 |
|------------------|-------|-------|-------|

Burgundy Export

| <u>Barrel Description</u> | <u>Unit</u> | <u>10 or More</u> | <u>Container</u> |
|---------------------------|-------------|-------------------|------------------|
| 228L Burgundy | € 615 | € 605 | € 590 |

*Available in the “Traditional” or “Respect” toasting style. **There is a 15 € upcharge for Troncais.

NOTE: Custom lasering available. Container Load Pricing is FOB: Winery



FRENCH OAK BARRELS

Marchive

THE “ORIGINE”

Select French oak from the premiere forest regions of France; Allier, Tronçais, Nevers, Vosges, Limousin, Bertange and Jupilles. 24 and 36 month wood available from most of these designations; call for an update. The differences between the forests are subtle but worth experimenting with to fine tune your oak program.

Available in a traditional or **Respect** toasting style. The “**Respect**” toasting method carefully applies a long slow toasting and water bending techniques to achieve a soft and well balanced barrel of aromatic and flavor profiles.

THE “CLASSIQUE”

A beautifully crafted barrel produced from the finest **Center of France** blend of **Tight Grain** wood. Aged over 24 months, the wonderful spicy undercurrent is a hallmark of Marchive. The **Center** blend combines the best of the Nevers and Allier forests and is one of our most popular designations.

Available in a traditional or **Respect** toasting style. The “**Respect**” toasting method carefully applies a long slow toasting and water bending techniques to achieve a soft and well balanced barrel of aromatic and flavor profiles.

THE “ACCENT”

Made from the finest woods, the Accent barrel is an excellent economic solution for wines requiring short maturation periods (between 8 – 10 months). The Accent barrel is beautifully crafted using only the finest selection of medium grain woods from the Allier region. Combining the lower cost of medium grain with the option of two fills (red wines) or three fills (white wines) the first year, these barrels are a wonderful value, especially with white wines. The taste is virtually the same as the tighter grain Allier but a bit more forward: perfect for short to medium aging regimes.

HAWK AND HORSE VINEYARDS TESTIMONIAL

“Our Cabernet Sauvignon won the **Gold Medal** at the International Eastern Wine Competition, along with several other regional medals and awards. The fine grain and mellow influence of the Marchive oak is a perfect complement to our wines.” Mitch & Tracy Hawkins.