

**LAURENT SAILLARD**  
(Pouillé, Loire)

May 2025



*With Laurent Saillard in the freshly ploughed vineyard, where Lucky You! comes from.*

The last time I visited Laurent Saillard, he walked me through the fallow parcel of his vineyard. Laurent finally had to rip out the 120+ old vines of Côt (Malbec). The vines were not healthy due to the age and many vines were diseased. The vines hardly produced grapes. Still, ripping-out your own vineyard is emotional and brings financial challenges. The surface of the Côt vines is about a half of hectare, which is a lot when Laurent has a total surface of only five hectares.

*“I will be leaving the parcel fallow for three years. Ideally, I would like to leave it fallow for five years but it is too hard economically,”* lamented Laurent. After vines are planted, it will be additional four to five years before the vines give any fruit.

There is a tradition of leaving ripped-out vineyards fallow for years in France. The primary reason is to re-condition the soil back to its natural health state and to remove any diseases from the residuals of old vines. This thoughtful traditional approach of managing vineyards is not common nowadays, even in the historical wine regions of France. Laurent had sowed some grass and other herbs on the ripped-out vineyard to nourish the soil.

Back at home, every time Ramona and I open a bottle of Laurent’s wine at our dinner table, I am grateful to Laurent for his unwavering commitment to his vineyards and wines.

### SCARLETTE 2023

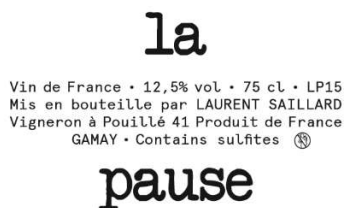
**SKU: +176600 SPECULATIVE 750ml 12 bottles/case**  
**\$34.64 Wholesale / \$45.00 Retail per bottle**



Elegant. Pretty. A white peppery taste with a fragrance that reminds me of peonies. Power without weight. *Pineau D’Aunis* grown on clay over chalk. This red is only a shade darker than a rosé, which is typical of *Pineau D’Aunis* due to its thin skin. This wine symbolizes the beauty of light-bodied, perfumed, and pleasurable wine that is Loire. Drink slightly chilled. Oh, my...

### LA PAUSE 2023

**SKU: +4972 SPECULATIVE 750ml 12 bottles/case**  
**\$32.59 Wholesale / \$42.00 Retail per bottle**



100% Gamay and ready to play. Youthful and fruity. Fresh. A hint of roses and black pepper at the finish that keeps going. La Pause is made from Gamay grown on limestone over clay. No other wine speaks so easily at a dinner table - relaxed and delicious. Seriously, is there a wine that is more lovable and friendly than Gamay? I can’t think of a more versatile red than Gamay that is well-made. Drink this beauty slightly chilled and forget the world for an evening.

### LA PAUSE 2023 (MAGNUMS)

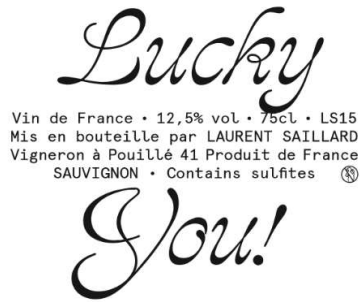
**SKU: +268105 SPECULATIVE 1.5 Litre 6 bottles/case**  
**\$69.51 Wholesale / \$91.00 Retail per bottle**

This is the first time we received some magnums.



## LUCKY YOU! 2023

**SKU: +35499 SPECULATIVE 750ml 12 bottles/case**  
**\$32.59 Wholesale / \$42.00 Retail per bottle**



Spring peas and flowers. Joyous. Harmonious. So delicious. All the charm of Loire in a bottle. An uncommon blend of about 80% Sauvignon Blanc and 20% Chardonnay. Immediacy of Sauvignon tempered by the lasting-power of Chardonnay. Hand-harvested grapes are fermented with ambient yeasts – like all of Laurent Saillard wines. Laurent Saillard told me his inspiration of creating this blended cuvée was Thierry Puzelat's Le Clos du Tue-Boeuf 'Frileuse'.

## LUCKY YOU! 2023 (MAGNUMS)

**SKU: +268097 SPECULATIVE 1.5 Litre 6 bottles/case**  
**\$69.51 Wholesale / \$91.00 Retail per bottle**

So lovely in MAGNUMS.

## EN FAMILLE 2022

**SKU: +268108 SPECULATIVE 750ml 12 bottles/case**  
**\$29.85 Wholesale / \$39.00 Retail per bottle**



A new cuvée from Laurent Saillard. A blend of Côt with a dallop of Pinot Noir. A dash of blueberries from Côt and a sprinkle of roses from Pinot Noir – a delicious combo, *n'est pas?* Supple. Pure. Compelling fragrance. So lovely. Côt, grown in the Loire by great vigneron, always gives ravishingly dark colour but without the weight. Laurent's gentle touch shows in this wine. Clocking in at 11.5% alcohol, this unusual blend is goes down effortlessly. If you are used to new-world Malbec, your mind will be blown.

## BLANK 2022

**SPECULATIVE SKU: +163893 750ml 12 bottles/case**  
**\$35.64 Wholesale / \$46.00 Retail per bottle**



Finally received some of this wine. This is the top white wine for Laurent Saillard. From the old (~70 years) Sauvignon Blanc vines. There are a few rows of these old vines that are grown on limestone. Laurent decided to vinify those few rows of old vines separately because they gave wine that is singular and compelling. Classy. Elegant. Sauvignon of uncommon depth. *Évage* is in tronconic vats (big, upright oak vats) for about eighteen months.

## GRENACHE SYRAH 2021

**SKU: 422686 SPECULATIVE 750ml 12 bottles/case**  
**\$29.34 Wholesale / \$38.00 Retail per bottle per bottle**



A hint of exotic prices and pretty flowers. It is a blend of Grenache and Syrah. The easy-going, sultry Grenache is tempered by the seriousness of Syrah. This wine has all the charm of a beautifully made Rhône wine. This cuvée is made from the purchased grapes that are grown in the southern France due to the frost vintage of 2021 in the Loire. Grenache is from *Gard* and Syrah is from *Vaucluse*. The purchases are from the vigneron that Laurent Saillard trusts. Alcohol remains low at 12.5%, despite the grapes from the southern France, making this wine a pleasure to drink. Best served slightly chilled. Having spent some additional time in

Laurent Saillard's icy chalk cellar, this wine is smoother and even more delicious than the fist shipment. This is the second shipment of this wine. Unexpectedly, Laurent emailed to say that one of his importers cancelled the reservation of this wine at the last minute. So, Laurent asked me if I would like some for my next shipment. Oui.

## ÇA SE DISCUTE 2023

**SKU: 133262 SPECULATIVE 750ml 12 bottles/case**  
**\$29.98 Wholesale / \$39.00 Retail per bottle**



This is 100% *Pineau D'Aunis*. Luminescent burgundy colour. Floral with a hint of intriguing white pepper taste that is a hallmark of *Pineau D'Aunis*. This is made in an easy drinking *Vin de Soif* style, where the maceration is short to keep freshness. It is a blend of *Pineau D'Aunis* and *Pineau D'Aunis Teinturier*. Each strain ripens at different times. So, each strain is picked separately and blended after fermentation. *Élevage* is in neutral vats. Best slightly chilled. This is slightly darker than the *Scarlette* above due to the darker skin of *Pineau D'Aunis Teinturier* in the

blend.

## UN ÉTÉ PARTAGÉ 2022

**SKU: 133259 SPECULATIVE 750ml 12 bottles/case**  
**\$29.96 Wholesale per bottle**



This is 100% *Grolleau*. Pretty nose. A *bistro vin* at its best – easy-going and utterly delicious. *Grolleau* gives a light-coloured wine that is great to drink young and slightly chilled. *Un Été Partagé* means a shared summer. Drink this bright light red on a summer patio. *Grolleau* used to be abundant in *Touraine* in the 1930's and 1940's. Then, just about all of *Grolleau* was ripped out in favour of other varietals for commercial reasons. *Un Été Partagé* is from forty-year-old vines from two different heirloom strains: *Grolleau Noir* and *Grolleau Gris*. Loire wine history in a bottle. Best slightly chilled.

## LOIR ET CHER SAUVIGNON 2023

**SKU: 374937 SPECULATIVE 750ml 12 bottles/case**  
**\$29.85 Wholesale / \$39.00 Retail per bottle**



So Sauvignon. So French. Funny thing to say, I know, but it is true. Fresh as spring peas and as comfortable as your favourite tattered T-shirt. I can sit at a garden and drink this all evening and dream of Loire. As the name of the wine implies, this is from the Sauvignon Blanc vines grown near the Loir and Cher River. Loir is a small tributary river that runs just north of Loire River – confusing, I know. This wine is from the purchased grapes from the *vigneron* that Laurent Saillard knows and trusts, where the vines are farmed organically. The wine is raised in neutral vats

and bottled in the spring for freshness and fruit, which shines in buckets in this white. Is ‘buckets’ a wine term?

## LOIR ET CHER SAUVIGNON (MAGNUMS) 2023

**SKU: 268100 SPECULATIVE 1.5 Litre 6 bottles/case**  
**\$64.36 Wholesale / \$84.00 Retail per bottle**

Just in case, a regular bottle size is not quite bucketful enough at a dinner table out on a garden. This is also the first time we received magnums of this wine.

## YOU & ME 2022

**SKU: 374940 SPECULATIVE 750ml 12 bottles/case**  
**\$32.24 Wholesale / \$42.00 Retail per bottle**



100% Chenin Blanc. Compelling and complex. From the vines grown on limestone bedrock. Directly pressed juiced is fermented in amphora. Then, the wine is undisturbed for about a year prior to bottling. Laurent intentionally does not top-up this wine, which gives this wine the slightest oxidative notes and equally slightest residual sugar. The acidity of Chenin Blanc kicks-in at the end and gives freshness. *“The majority people can’t detect neither the oxidative notes nor residual sugar if I don’t tell them”*, laughs Laurent. Aging in amphora gives this wine an attractive blushing amber colour with a

round texture. There is something special about Chenin Blanc vines grown on limestone, which gives its inimitable taste.





The ripped-out vineyard remains fallow and is planted with grass, including some vegetables for dining table.

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