



Private Label FAQ





OUR COMPANY



Since 1858

6 generations
1 family.



14 Châteaux

4 Right bank
1 Left bank
9 Entre-Deux-Mers



450 ha

=

643 football pitches



3 million

bottles sold
per year

40 %
White



50 %
Red

10%
Rosé



worldwide presence:

6 continents

35 countries

OUR COMMITMENTS



**51 hectares of
natural forest**



**10
lakes & ponds
for biodiversity
reservoirs**



**13,5 hectares
disease resistant
grape varieties**



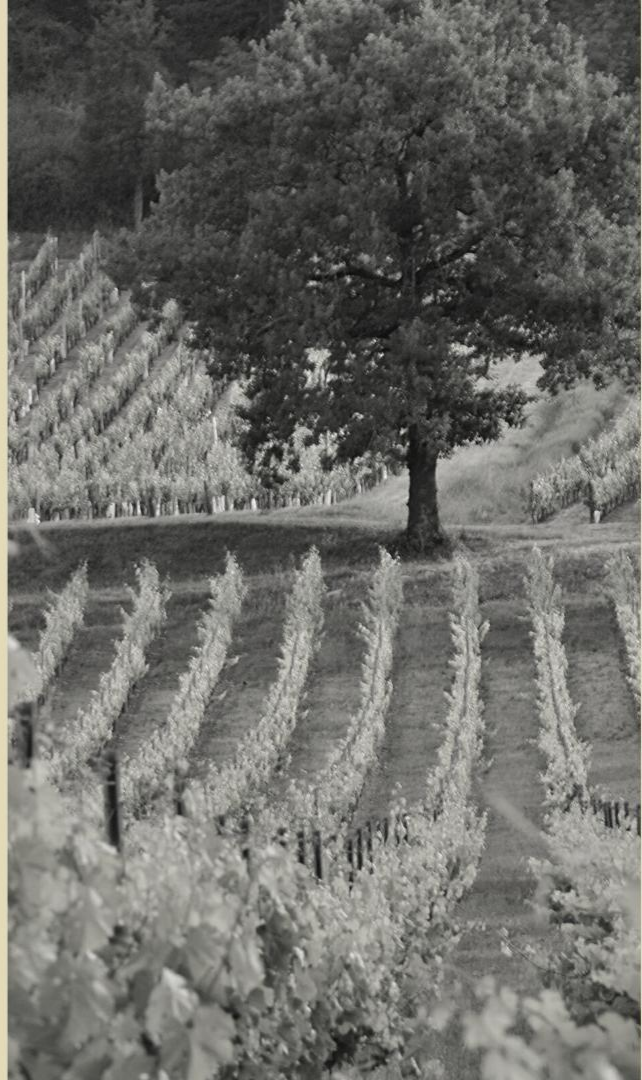
**100% of our vineyard
HEV 3
since 2004**



**Environmental
Certification
ISO 14001**



**33 hectares
in first year
conversion to
Organic Farming**



YOUR PRIVATE LABEL SOLUTION

James G. O' Connor, Managing Director Green Acres & Frank's Place

" Ducourt wines have provided an " own label" wine to Green Acres for the past 7 years. The wines were chosen by the Green Acres team during a tasting in the cellars with Johnathan. The Red is a blend of predominantly Merlot with Cabernet which is a gentle soft wine that suits most pallets. The White is a straight Sauvignon Blanc, a beautiful fresh wine which is ideal for easy drinking. Both sell exceptionally well and are now bottled with a screw cap closure."

HOW DOES IT WORK?

What is our minimum order quantities?

1200 bottles.

What kind of wine are we providing?

We are winemaker in Bordeaux, so we only provide Bordeaux's wine. We produce Bordeaux red, white (dry or sweet), rosé, Bordeaux superieur, Castillon Côtes de Bordeaux, Montagne Saint-Émilion, Saint-Émilion.

If you are looking for other wines from Bordeaux, we can help you, in higher starting from 3000 bottles.

Whats is the basic providement?

We provide wine in classic Bordeaux bottle, natural cork, Ducourt aluminium Capsules, with front and back label (2 colors + gold) in white cartons of 6 or 12 bottles (with divider).

More options can be added with extra cost.

What is the price per bottle?

Our starting price is 3.00 € /bottle.



BOTTLE PRICE PER APPELLATION

Ask us for different vintage
possibility

Bordeaux red, white, rosé
fruity wine, starting from 3.00 €

Bordeaux Sweet white
Sweet and fruity white, starting from 3.30 €

Bordeaux Superior red
Fruity oaky smooth wine, starting from 3.70 €

Castillon Côte de Bordeaux
Balanced fruity oaky wine, starting from 4.40 €

Montagne Saint-Emilion
Structured fine oaky wine, starting from 6.50 €

Saint-Emilion
Structured fine oaky wine, starting from 8.00 €



GRAPE VARIETIES*

- **RED**

- Merlot
- Cabernet Sauvignon

- **WHITE DRY**

- Sauvignon Blanc
- Sémillon
- Colombar

- **SWEET WHITE**

- Sauvignon blanc
- Sémillon

- **ROSE**

- Merlot
- Cabernet Sauvignon

*Blend can be different, depending on the year.

WHICH OPTIONS ARE AVAILABLE?

- **Bottle type**

- **Bordelaise green bottle (490g)**
- Burdigala bottle (650g)
- Burgundy bottle (only screwcap)

included

+ 0.70 €

+ 0.25 €

MOQ: 6,000 units

MOQ: 6,000 units

- **Bottle size**

- **Classic 750 ml**
- Half bottle 375 ml
- Magnum 1500 ml

included

MOQ: 2,400 units

MOQ: 600 units

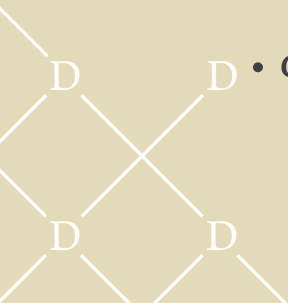
- **Cork (screwcap or natural cork)**

- **Ducourt/Neutral**
- Customized

included

TBS

MOQ: 10,000 Units



- **Front label**

- **2 colors + golden hot foil**
- Customized: Swollen varnish, embossing...

included
on demand

- **Back Label**

- **1 color**
- **Customized: Swollen varnish, embossing...**

included
on demand

- **Capsule**

- **Ducourt/Neutral - various colors available**
- Customized

included
+ 0.15 €

MOQ: 14,000 Units

- **Cases**

- **white stand up carton color printing**
- Customized
- Ducourt wooden case
- Customized wooden case

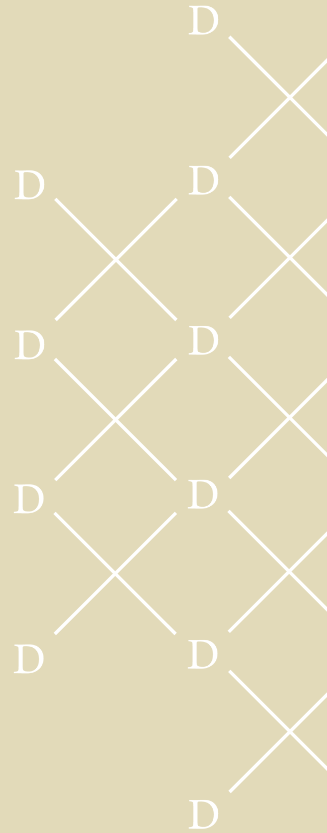
included
+ 0.20 €
+ 0.70 €
+ 0.85 €

MOQ: 2,000 Units

MOQ: 500 Units

WHAT ARE THE LEGAL REQUIREMENTS?

- To distribute the wine in your country:
 - Europe: VAT Number, excise number... (Depending of the country)
 - Out of Europe: Import licence...
- Labelling requirements: All compulsory mentions have to be written on the back label. Alcohol content, product origin...
- Registered trademark: Choose an available trademark.

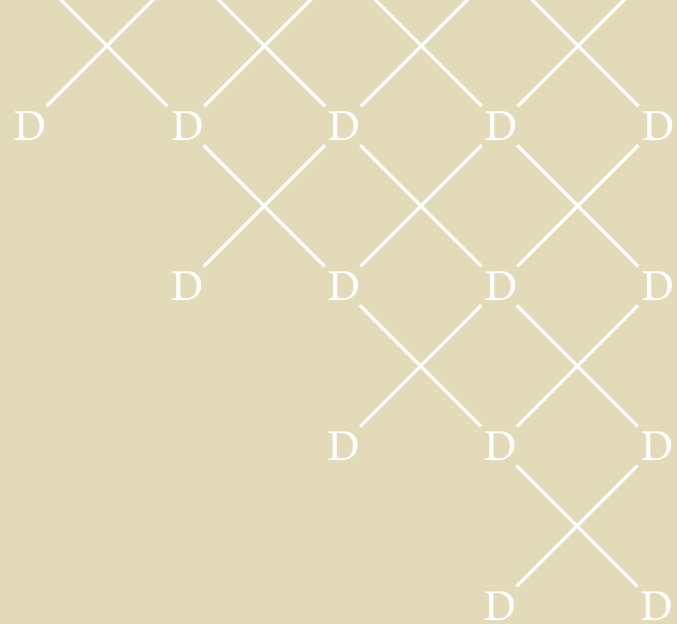


WHAT WE DON'T PROVIDE

- Bulk wine.
- Wine without any label.
- Cheap entry level Table wine.
- Wine from other region like Champagne, Provence, etc.

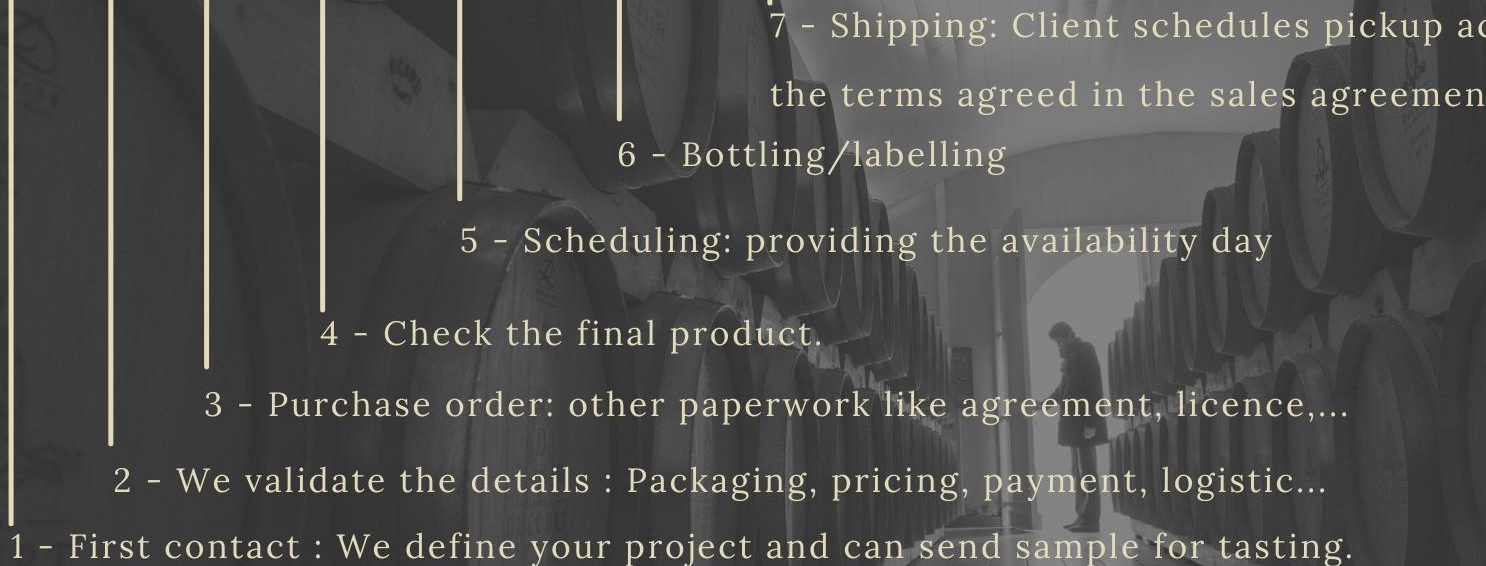
SALES TERMS

- **Transport**
 - Price does not including transport. Transport of the order is the responsibility of the buyer
- **Payment**
 - Payment at 60 days if you are covered by our insurance company.
 - Payment before pick-up if you are not covered.



TYPICAL PROCESS TIMELINE

from 1 to 2 month

- 
- 1 - First contact : We define your project and can send sample for tasting.
 - 2 - We validate the details : Packaging, pricing, payment, logistic...
 - 3 - Purchase order: other paperwork like agreement, licence,...
 - 4 - Check the final product.
 - 5 - Scheduling: providing the availability day
 - 6 - Bottling/labelling
 - 7 - Shipping: Client schedules pickup according to the terms agreed in the sales agreement.

OUR MARKETING TEAM AT YOUR SERVICE

We have a long experience in designing labels for our customers. We will be glad to help you creating your private label, starting from scratch or from an existing mock-up. Here are several examples we recently made.



Green Acres

- designed with a distributor in Ireland.
- Screwcaps for white & red
- 1 000 cases/year



TROUBAT

- designed with for a French distributor.
- Launch in 2016 with 3 wines, now 7 wines in the range.
- 3 000 cases/year



DICOEUR

- designed for a Chinese distributor.
- Launch in 2013
- Personalised wooden cases
- 1 500 cases/year