



# NEW PRONEKTAR BARREL INSERTS - NEKTAR STICKS

March 2018

## TARGET OF THE NEW PRONEKTAR NEKTAR STICKS

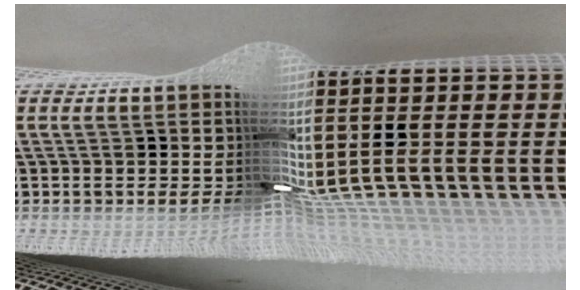
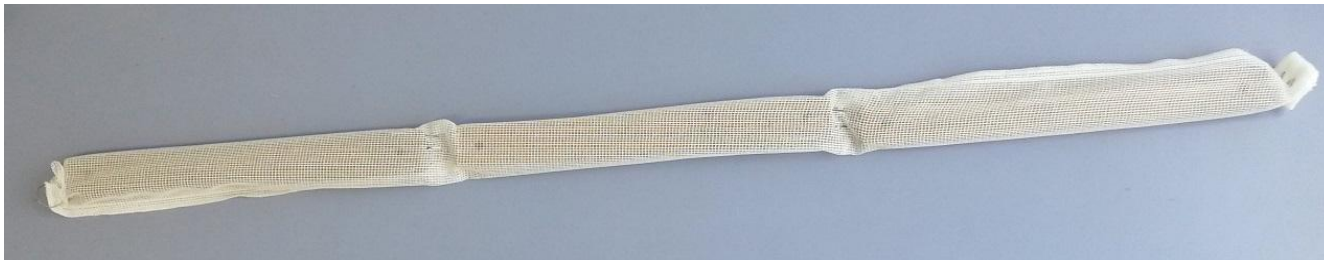
- ✓ Offer a better technical solution for winemakers to refresh their used barrels :
  - Work more on complexity and aromatic elegance.
  - Still work on sweetness, but more on volume and mouthfeel on the palate.
- ✓ In order to achieve that, taking benefit of a larger aging time and work with products of bigger thickness (17 mm, type of staves Nektar Exclusive).
- ✓ New formulation to improve the practical use (easier to install and take out of the barrel).
- ✓ Offer a personalized solution for the winemaker, allowing to adapt the oak profile to his target:
  - Possibility to mix oak origins and toasting levels.
  - Possibility to adjust oak dosage.

## PRESENTATION OF THE NEW PRONEKTAR NEKTAR STICKS

- ✓ The new Nektar Sticks are made from one stave Nektar Exclusive, reduced in width (32 mm instead of 47 mm) to ensure that it can go into the barrel through the bung hole, and cut in 3 pieces of 332 mm long.



- ✓ Those 3 pieces are assembled in an mesh bag, separated with stainless steel staples to allow flexibility and articulation, and to prevent overlapping. The mesh bag will facilitate implementation and extraction from the barrel.

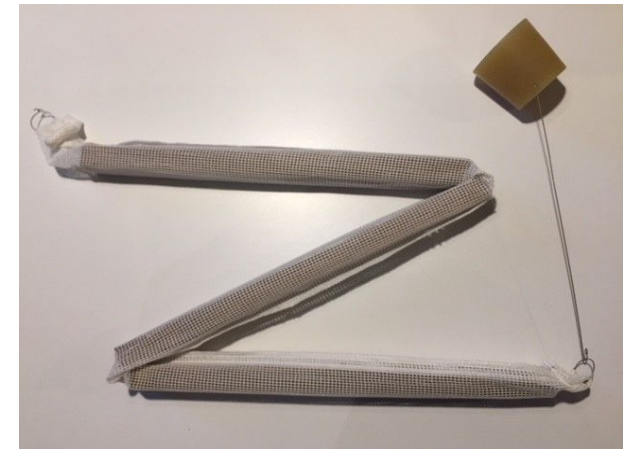


# PRESENTATION OF THE NEW PRONEKTAR NEKTAR STICKS

- ✓ **One stainless steel ring is incorporated at each extremity, easy to open and close. This will allow to bind as many Nektar Sticks as required, in order to achieve the intended mix and dosage of oak.**



- ✓ **A stainless steel hook is delivered with every set to bind the Nektar Sticks to the silicone bung.**







# PRESENTATION OF THE NEW PRONEKTAR NEKTAR STICKS

- ✓ Each set of Nektar Sticks is packed and sold individually in a PE bag.



- ✓ Products available (different colors of stickers to make identification easier)

Product	Sticker's color on the label
French Oak Extended Light Toast	
French Oak Medium Toast	
French Oak Medium Plus Toast	
American Oak Specific Toast*	

# PRESENTATION OF THE NEW PRONEKTAR NEKTAR STICKS

## ✓ Technical characteristics of the Nektar Sticks

<b>Dimensions</b>	<b>3 sticks of 332 x 32 x 17 mm</b>
<b>Weight</b>	<b>350 g</b>
<b>Surface of contact</b>	<b>0.1 m<sup>2</sup></b>
<b>Equivalence in Exclusive Staves</b>	<b>0.75 Nektar Exclusive stave</b>

1 set of Nektar stick represents in comparison to Nektar Exclusive stave:

- 0.7 stave Nektar Exclusive considering the weight of wood
- 0.8 stave Nektar Exclusive considering the surface of contact

We consider that 1 set of Nektar Sticks represents 0.75 Nektar Exclusive stave in terms of oak impact.

## ✓ Hardware and details of fabrication of Nektar Sticks

- Rings, hooks, staples : Stainless steel 316-L
- Mesh bag : Food grade polyester
- 100% hand made

# USE OF THE NEW PRONEKTAR NEKTAR STICKS

## ✓ Dosage chart for the new Nektar Sticks

Number of Nektar Sticks per barrel	Dosage of oak in g/l	Surface of contact	Equivalence in dosage of Exclusive staves	Dosage in % new oak equivalent	Dose of Nektar ID* concentrate to use in a trial	Retail price
1 Nektar Sticks	1.6 g/l	0.1 m <sup>2</sup>	0.33 stave/hl	12.5 %	1.7 ml	14 €
2 Nektar Sticks	3.2 g/l	0.2 m <sup>2</sup>	0.66 stave/hl	25 %	3.3 ml	28 €
3 Nektar Sticks	4.8 g/l	0.3 m <sup>2</sup>	1 stave/hl	37.5 %	5 ml	42 €
4 Nektar Sticks	6.4 g/l	0.4 m <sup>2</sup>	1.33 stave/hl	50 %	6.7 ml	56 €
5 Nektar Sticks	8 g/l	0.5 m <sup>2</sup>	1.66 stave/hl	67.5 %	8.3 ml	70 €
6 Nektar Sticks	9.6 g/l	0.6 m <sup>2</sup>	2 staves/hl	75 %	10 ml	84 €
7 Nektar Sticks	11.2 g/l	0.7 m <sup>2</sup>	2.33 staves/hl	87.5 %	11.7 ml	98 €
8 Nektar Sticks	12.8 g/l	0.8 m <sup>2</sup>	2.66 staves/hl	100 %	13.3 ml	112 €

\* Use Nektar ID « Nektar Blocks » pouches for trials

## ✓ Price List



*Packaged in cartons boxes of 24 sets of Nektar Sticks*

	Unit price
Distributor Price	10,50 €
Recommended sale price (< 48 u)	14,00 €
Recommended sale price (> 48 u)	13,20 €

# USE OF THE NEW PRONEKTAR NEKTAR STICKS

## ✓ Dosage and recipe recommendations

Type of wine	Number of Nektar Sticks per barrel	Possible recipe	Dosage of oak in g/l	Equivalence in dosage of Exclusive staves
Delicate and varietal white wines	1 to 2	100% FOL 50% FOL - 50% FOM+	1.6 to 3.2 g/l	0.33 to 0.66 stave/hl
Rich and concentrated white wines	2 to 3	1/3 FOL - 2/3 FOM 1/3 FOL - 1/3 FOM - 1/3 FOM+	3.2 to 4.8 g/l	0.66 to 1 stave/hl
Smooth and fruity red wines	2 to 3	50% FOL - 50% FOM 1/3 FOL, 2/3 FOM	3.2 to 4.8 g/l	0.66 to 1 stave/hl
Powerful and concentrated red wines	3 to 5	50% FOM - 50% FOM+ 20% FOL, 40% FOM, 40% FOM+	4.8 to 8 g/l	1 to 1.66 stave/hl
Sweet and fortified wines	3 to 5	50% FOM - 50% FOM+ 40% FOM, 60% FOM+	4.8 to 8 g/l	1 to 1.66 stave/hl

*Non-limitative recommendation list. The Nektar ID concentrates will help defining adapted recipes and dosages.*



# COMPARISON WITH THE FORMER SETS OF STICKS PRONEKTAR

## ✓ Characteristics of former sets of sticks Pronektar

Dimensions	24 sticks of 234 x 21 x 7 mm
Weight	500 g
Surface of contact	0.3 m <sup>2</sup>
Equivalence in Essentielle staves	2.8 Nektar Essentielle staves

Number of sticks per barrel	Dosage of oak in g/l	Surface of contact	Equivalence in dosage of Essentielle staves	Dosage in % new oak equivalent	Retail price
1 stick	2.2 g/l	0.3 m <sup>2</sup>	1.25 stave/hl	25 %	38,50 €

- ✓ With 2 new Nektar Sticks, oak dosage (g/l) is higher than the former sets of sticks.
- ✓ With 2 new Nektar Sticks, % new oak equivalent is the same as the former sets of sticks.
- ✓ With 3 new Nektar Sticks, surface of contact (in m<sup>2</sup>) is the same as the former sets of sticks, with a dosage of oak (in g/l) more than twice higher.

□ More performing aging cost compared to the former sets of sticks