

Gervais & Vine's

Learn the Term: Négociants

Négociant is the French term for wine merchant or wine dealer. It commonly refers to a person who ships and sells wine as a wholesaler. As with anything the role of négociant has changed over time. The négociant has taken a more active role in the wine making process. He or she may have bought and matured the wine, but not made the wine.

As the négociants saw the profitability of their business change with the quality of the wine, they decided to become more active in the role of grape growing and wine making. This allowed for more control over the wines thus making the customer happier and allowing the négociants to make more money.

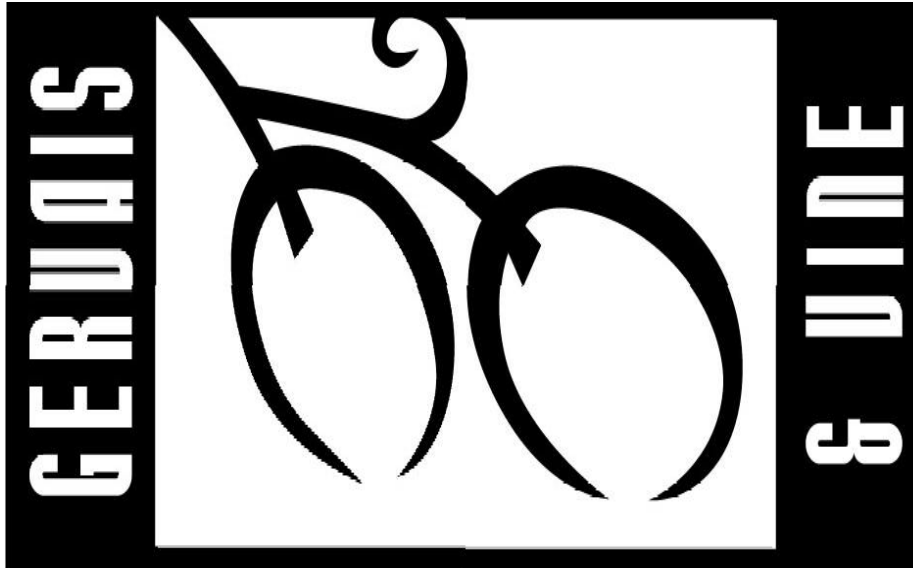
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Coq au Vin

Ingredients

1/2 pound slab bacon, cut into 1/2 inch rectangles
1 (3 1/2 to 4 pound) chicken, cut into 8 serving pieces
Salt and freshly ground black pepper
1 onion, diced
4 shallots, finely chopped
1/2 pound mushrooms, quartered
1/4 cup Cognac or brandy
2 cups full-bodied red wine, such as Cabernet Sauvignon
1 cup beef stock
Bouquet garni
6 sprigs parsley, chopped for garnish
Heat a large casserole or skillet over medium high heat. Add bacon and cook until light brown and

enough bacon fat has rendered to brown the chicken pieces. Season chicken with salt and pepper, add to skillet and brown on both sides, 3 to 4 minutes per side. Stir in onion, shallots and mushrooms, and saute, stirring occasionally, until vegetables, chicken, and bacon are all well browned, about 5 minutes. Add Cognac and ignite. When flames have died, add wine and cook over high heat until the wine is reduced by half, about 5 minutes. Stir in beef stock, and bouquet garni. Stir well and season with salt and pepper. Reduce heat to medium low, cover and simmer until chicken is tender, 15 to 20 minutes, skimming surface to remove fat. Transfer chicken to a serving dish or individual plates and pour the sauce over the top.



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Salad des Mâines (Green Salad with Cheese Croutons)

1 tbsp. Sherry Vinegar
2 tbsp. Walnut Oil
1/2 tsp. Dijon Mustard
Salt and Freshly ground pepper
1 head of butter lettuce
Wash dried and torn into small pieces
1 baguette
8 oz of Citeaux or oka cheese

The important part of this recipe is the technique. In the bottom of a salad bowl whisk the vinegar, oil, and mustard with salt and pepper. Whip it until an emulsion forms. Toss the salad and season to taste.

Cut the croutons into 12 round slices from the baguette and then place a slice of cheese on top. Melt under a broiler.