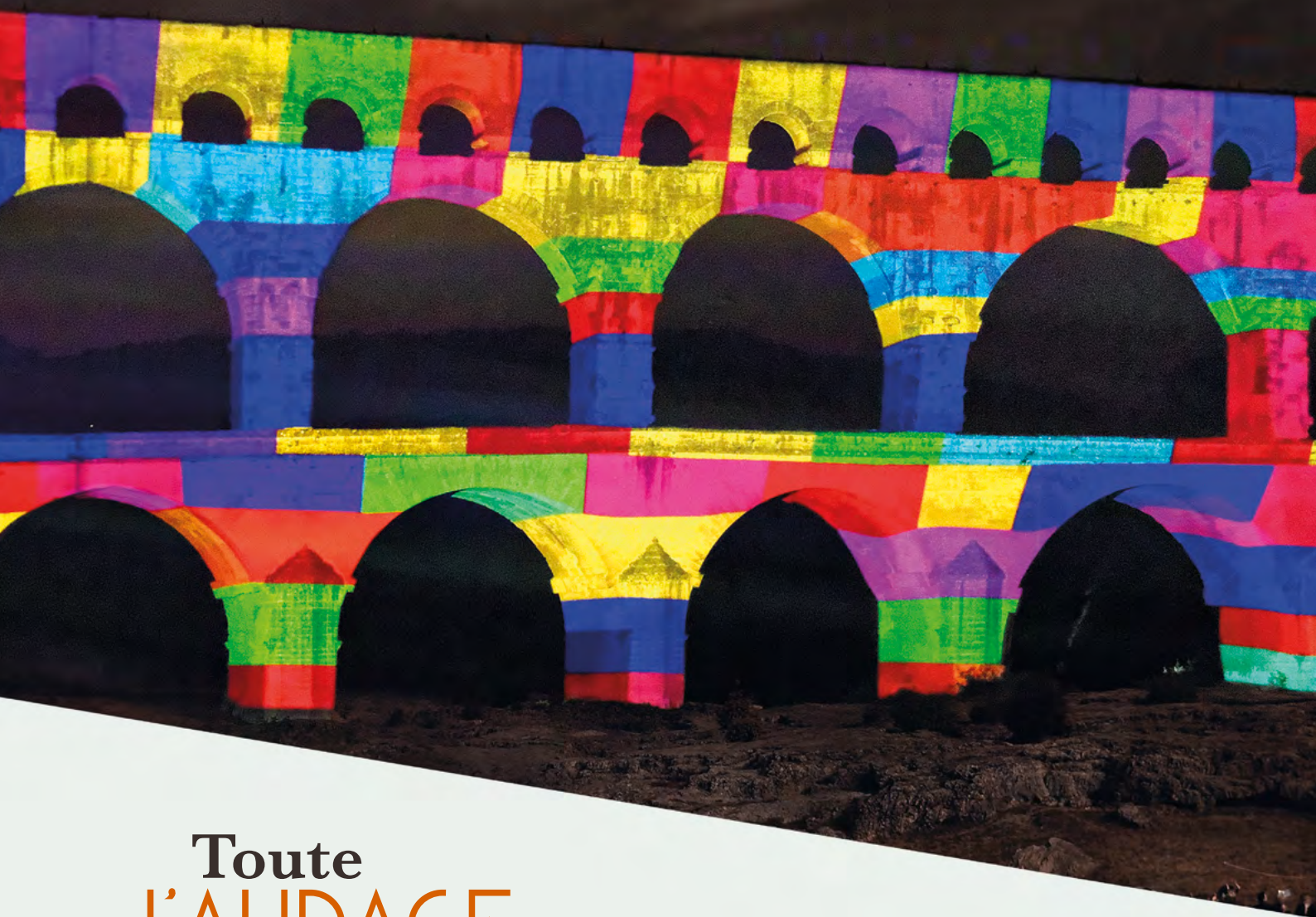


VIGNOBLES & COMPAGNIE
engagés depuis 1963



Toute
L'AUDACE
du Rhône

VIGNOBLES & COMPAGNIE
PRESS BOOK
- 2017 -

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In 2017, the COMPAGNIE RHODANIENNE has adopted a new visual signature. This evolution of our image was necessary to highlight the many actions and innovations that my teams and I have developed to boost the international growth of our Winery.

Today, **VIGNOBLES & COMPAGNIE** better reflects our spirit and collective commitment which we all put to the service of the winegrowers, of our clients and to emphasize the quality of the Rhône Valley terroirs. This support begins in the earliest stages, just as we have done for over 25 years through our partnerships alongside winegrowers who are passionate about what they do and keen to ensure the future of their vineyards. In the later stages, we take on a role of ambassador by commercializing the resulting top quality wines and bold brands worldwide.

All the thinking that went into finding a new signature meant that our own history resurfaced. A grouping together of men and women based at the heart of the Gart side of the Côtes du Rhône appellation who, for half a century now, take risks, innovate and commit themselves entirely...

The current generation perpetuates the spirit of this “Company“ and devotes its boundless energy to upholding the same values and ambitions as those of the founding fathers. All together, we have been **COMMITTED SINCE 1963** to the recognition and development of Rhone Valley wines.

Thomas Giubbi
Managing Director



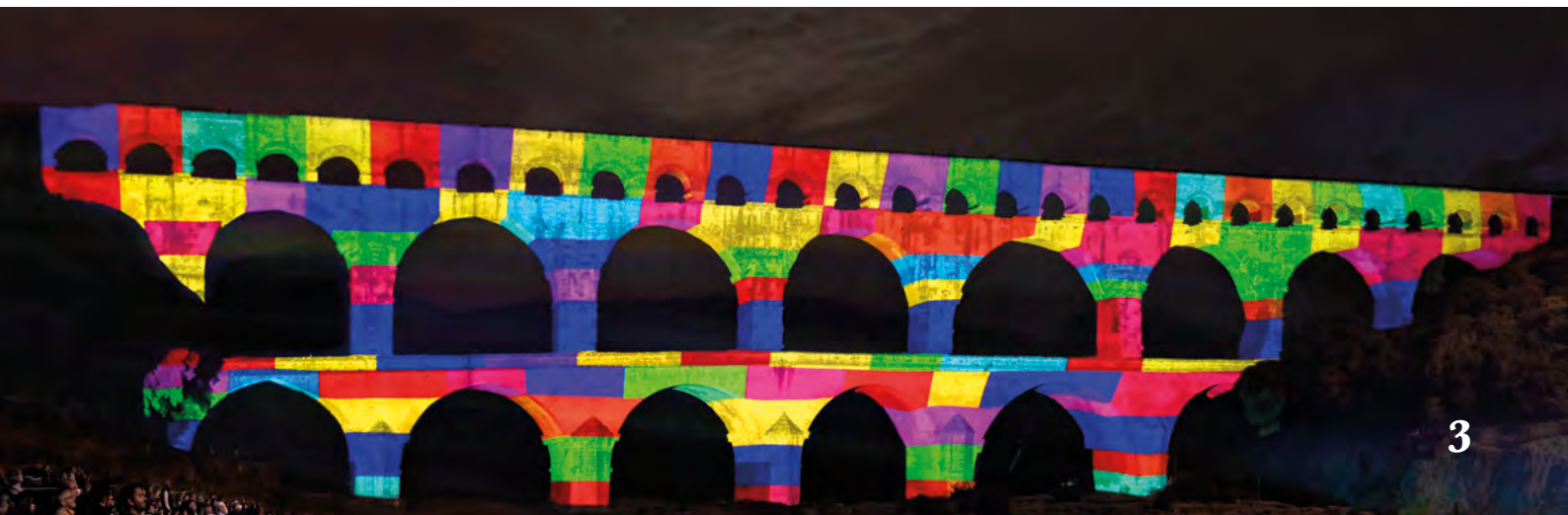
HISTORY

It was in 1924 in the department of the Gard (southern Rhone Valley) that **the first groups of winegrowers began joining together** in cooperative cellars. These men of the earth wanted to form a united front to overcome the difficulties of the profession to develop and defend their vineyards. It is undoubtedly thanks to this spirit of unity that the Regional Centre of Expansion and Promotion of the Gard Côtes du Rhône wines (CREPVIN) was created in 1963. This organization grouped together 12 cooperative cellars, led by Paul Blisson, at that time president of the Cave de Saint Hilaire, who had worked alongside Baron Leroy and helped to ensure that the Castillon du Gard winegrowing area was classed within the Côtes du Rhône appellation.

The location chosen for the cellar is strategic, close to the famous Pont du Gard Bridge and at the crossroads of three major winegrowing zones: the Rhone Valley, Provence and Languedoc. And to give the organization a solid base, **Paul Blisson called upon the talents of the architect Joseph Massota, resulting in the construction of an original building with Latino-American influences inspired by Oscar Niemeyer.** Paul Blisson left his mark thanks to this building but also in the spirit of the organization, giving it the motto *“Let us forget what divides us, and hold onto what unites us”*.

As of 1969, the spirit of unity was perpetuated by the Merlaut family (Taillan Group) who invested in the organization. They created a mixed agricultural company called the CVVR (Compagnie Vinicole de la Vallée du Rhône) in partnership with Chantovant and Promodes. At the head of this new company was a woman, Miss Noble. This was a bold choice at that time, because while the Champagne winegrowing region already counted some important ladies, the Rhone Valley continued to be dominated by patriarchal tradition. Miss Noble spent three years in charge of the company and left her mark by requesting that the workers stay on for a short time after hours to tend to the land around the premises and the garden. She hoped that this would forge stronger ties between the staff and increase their sense of belonging to their workplace.

In 1972, Jean-Marie Berteau took over the reins of the site, and he would remain in charge for 34 years. As well as being a record of longevity, this period saw the company move into a new era thanks to the modernization of the site and major economic growth (from 8 to 25 million bottles on the lines). Jean-Marie Berteau gained the trust of the Merlaut family who refused to see the company become an industrial platform and consequently **the Taillan Group took over all its activities in 1990. In September 1995, the CVVR earned the coveted status of Rhône Valley wine merchant, resulting in the birth of the COMPAGNIE RHODANIENNE.**



The 1990s also saw the beginning of partnerships with local winegrowers, including the five historic names – still active today - Françoise Rey, the Villessèche family, Pierre Vidal, Jean-François Fayel, and Gerben Tonkens. And others would join the ranks as the years went by. These partnerships are a continuation of what was started by Paul Blisson, with a clear resolve to defend the communities and terroirs of the Rhône Valley. Thus, the Winery sets down its long-term commitment for future generations.

In 2011, Thomas Giubbi, who had already been very active in the Rhône Valley for 7 years, became the new Managing Director. Just like his predecessors, he shares the values that have underpinned this unique organization for over 50 years. He works on the grape supply, aiming to constantly improve the quality of the wines. For this, Thomas Giubbi continues to forge partnerships of mutual trust with many vineyards in the southern Rhône Valley (Tavel, Lirac, Plan de Dieu, Duché d'Uzes, etc.). Since 2013 he is seconded by an agronomy engineer, Nicolas Rager, who accompanies the winegrowers day by day out in the vineyards, offering advice in agricultural practices, as well as the winemaking and maturing processes...

The Winery is firmly committed to sustainable development. For many years it has applied environmentally-friendly growing methods and chosen suppliers that also follow this approach. In 2016 new investments were put towards this objective. Firstly, the creation of an effluent treatment pond at the production site of Castillon du Gard. Reeds have been planted in this pond for a natural and ecological purification without adding chemical products. The pond is perfectly integrated in the landscape and respects the original building imagined by Joseph Massota in 1963 and classed as a 20th century heritage site in 2016. Another eco-friendly step is that the wines are now conditioned in eco-designed, engraved bottle of 480g (the lightest on the market). These bottles are 80% made of recycled glass from our supplier O-I's new furnace in Labegude, Ardeche, at a site built according to low-energy construction principles.

The year 2017 is a turning point for the Winery which is now wingrower in the Costières de Nîmes area, is reinvesting in its technical equipment and has changed its name to emphasize its commitment to the Rhône Valley.



Since the 1990s, Jean-François Fayel, winegrower at Le Château des Sources and owner of the Domaine des Cantarelles estate has been an historic partner. When he retired in January 2017, the Espinas family, who has owned the Château since the 19th century, had no qualms about handing over the reins to Thomas Giubbi to continue the adventure. Therefore the winegrowing and winemaking are entirely managed by the Winery, which already looked after the commercialization aspect. A winemaker has been specially appointed to tend to the 26 hectares already planted at Le Château des Sources and the 23 hectares reunited of the Domaine des Cantarelles. He is also overseeing the planting of a further 20 hectares. Finally, the renovation of the Castel, including a new vinification cellar, is being realized to give the estate a new lease of life.

Le Château des Sources



2017
the rebirth



The second big development in 2017 is a new bottling line with an output of 8000 bottles per hour. This investment guarantees a process that is more respectful of the wine and therefore heightened quality thanks to gravity filling which protects the wines from oxygenation. This more versatile bottling line is also more adaptable to the requirements of the French and export markets.

Finally, the year 2017 sees the birth of VIGNOBLES & COMPAGNIE. This evolution of identity comes from a desire to better reflect our commitment and values. VIGNOBLES: This conveys our strong ties with the earth, our respect for the environment and promotion of the terroir. It also represents our commitment to winegrowing through partnerships, the desire to secure the future of the region's vineyards and a first estate in Costières de Nîmes. COMPAGNIE: A bold name – far removed from the traditional 'HOUSE' or 'ESTATE' – chosen by the teams. It is a term that underlines our values of sharing and transmission. It is also a word that highlights the enterprising and innovative spirit of the Winery. THE AMPERSAND (&): It is the bridge between these two worlds. The link and the binding...

OUR PEOPLE

THOMAS GIUBBI Managing Director

For half a century, the successive directors of the “Company“ have been deeply committed to serving the region’s terroir and people and Thomas Giubbi is no exception. After graduating he left France for Madagascar on a humanitarian mission and even today he remains “*marked by this fabulous human adventure, with this people and these children who gave me a great lesson in humility*“. He is someone who believes in people and after a major commercial experience within the Rhône Valley, and a master’s degree in International Business Wines and Spirits at Dijon (CIVS), he joined VIGNOBLES & COMPAGNIE in 2011. There he devoted his energy and people skills to relations with the winegrower partners to further improve the quality of the wines and pursue the group’s commercial and marketing growth.

In 2017, keen to give it the best tools to respond to future challenges, he launched major projects such as: the global management of two wine estates in Costières de Nîmes, investments in technical equipment, and reflexion for a more assertive identity.



NICOLAS RAGER Winemaker

Everyone who meets Nicolas is drawn to his straightforward character and openness. He has a naturally curious nature, and a real passion for wine, and is always happy to take the time to talk and exchange ideas over a glass of good wine. After his studies in agronomy at the prestigious agronomy engineering school (ENSAT) in Toulouse, he put the theory into practice by working in the export of wines from Spain and the Languedoc region of France. This taught him how to adapt to the palates of foreign consumers. He joined VIGNOBLES & COMPAGNIE in 2013, and put his talent towards creating pleasurable wines: delectable, voluptuous and supple. Nicolas is permanently out in the vineyards assisting the partner winegrowers in their day to day operations. And it is a mutually beneficial relationship. Alongside them he gains a better understanding and knowledge of the Rhône Valley terroirs helping him to reveal their depth even more effectively.



OUR PARTNER WINEGROWERS

VIGNOBLES & COMPAGNIE can also count on the energy of its partner winegrowers who have shaped the Rhône Valley and are now also the soul of the Winery.

Amongst these longstanding friendships we can mention Françoise Rey, whose family has been established in Gigondas for three generations. She is a lady of high standards, as skilled in tending the vines as she is in the cellar, with a constant objective of improving the quality of her wines. She is a vineyard manager and a mother who shares every one of the values of the “Company“.

Another partner of 25 years is the Villessèche family in Pognadoresse between the Cevennes and Provence. The two brothers, Nicolas & Rémi, who represent the 4th generation began working on the Estate around a decade ago and work alongside their father to continue the adventure. The technical and commercial support of the “Company“ notably enabled the family to progressively extend the vineyard from 15 to 70 hectares.

Jean-François Fayel is a historic and emblematic partner of the Winery. He simultaneously manages the vineyard of Le Château des Sources and his own estate, the Domaine des Cantarelles, both in AOP Costières de Nîmes. His objective being to ensure the future of both estates until one of his sons is ready to take over, in 2017 he chose to entrust the business aspect to VIGNOBLES & COMPAGNIE, to see his vineyards continue to develop both in size and quality.

Pierre Vidal, owner of Le Château des Corrèges in Sabran in the Gard, is the grandson of the estate’s founder Louis Vidal. The fact that this vineyard is in such a good position today is proof of the valuable and productive partnership with VIGNOBLES & COMPAGNIE. Indeed, the 4th generation is already at work here and, when the time comes, Pierre Vidal’s son will be able to take over the estate in ideal conditions.

Gerben Tonkens was born in the Netherlands but has worked for over 20 years in Flaviac in the very heart of Ardeche and chose VIGNOBLES & COMPAGNIE to accompany him in this adventure. Both share the same patience and high standards in cultivating the vines and in the winemaking process itself.



THE PREMISES



VIGNOBLES & COMPAGNIE is based in the heart of France's oldest winegrowing region, close to the Rhône delta which separates the Rhône Valley, Languedoc and Provence. Therefore the Winery tends the most southern area of the Côtes du Rhône appellation. Its geographical situation is ideal, being a stop-off point for wine tourism and visitors of the region's great architectural sites. The Winery is established at the foot of Castillon du Gard, an uncommonly pretty 13th century hilltop village. Its historic quarter with quaint paved streets and stone houses has been recognized by the *Architectes des Bâtiments de France*. Visitors taking the parapet walk around the village can admire one of the most stunning views of the famous Pont du Gard bridge.

Pont du Gard is very close to the village. It has been a UNESCO World Heritage site since 1985 and earned the title of "Grand Site de France" in 2004. This ancient Roman Bridge with its magnificent architecture attracts 1.4 million visitors each year, making it one of the region's biggest tourism hotspots. It is set in a specific landscape environment of forest, riparian woodland and garrigue, a typically Mediterranean ecosystem resulting from the action of two main factors: the limestone subsoil and the climate, and the hot, dry summers. An outdoor trail called «mémoire de garrigues» gives an insight into how this landscape has been shaped by mankind over time.

The Winery itself was built by Joseph Massota (1925-1989), who was known as the "architect of modernity" back in 1963. Joseph Massota, from Nîmes, was greatly influenced by the references in modern architecture (Le Corbusier) and particularly appreciated the work of Oscar Niemeyer, who he was fortunate enough to meet in Brasilia. Niemeyer and Massota shared Le Corbusier's love of concrete, but unlike the latter they especially liked curves. To quote Oscar Niemeyer: "I am not drawn to angles, or to harsh and inflexible straight lines. What I like are the sensual curves of the body of the perfect woman." So the building was designed as a direct tribute to Niemeyer: the 35m-long rectangular volume of the construction which hosts the bottling hall is lined with a long series of concrete arches, which protect the loading bats and are inspired by the Palacio da Alvorada, built in Brasilia in 1958. To name but a few of the works of Joseph MASSOTA in the 1960s, there is his additions to museums in Montpellier and Lattes, original private constructions like the "snail house" in Castillon du Gard, as well as the buildings in the wine estates in l'Espiguette and Grau Du Roi. In Nîmes, he built the protestant chapel known as the "maison fraternelle", the university restaurant, the town's Chamber of Agriculture, the Chaix Bank, and the church Notre-Dame du suffrage et Saint-Dominique.

The Winery built in 1963, gained 20th century Heritage Status in 2016. This title recognizes and draws public attention to the constructions and urban ensembles representing an architectural value that should be passed down to future generations as established elements of 20th century heritage.





VINEYARDS



For the past 25 years, solid ties have been built up with the Rhone Valley winegrowers. So, today VIGNOBLES & COMPAGNIE can count on its partnerships with wine estates totaling 260 hectares of vines, throughout the southern Rhone Valley. These partnerships give rise to quality wines that reflect the terroir and the sharing of expertise and skills.

VIGNOBLES & COMPAGNIE is also committed to securing the future and the transmission of these wine estates by making sure that the vineyards remain large enough to last for several generations to come. This is one of the main reasons for the creation of the PARTNER CHARTER some fifteen years ago. It sets down the commitment of VIGNOBLES & COMPAGNIE to respect the soul that the winegrowers have revealed in the creation of their wines and the undertaking to accompany them in the long-term. The oenological teams led by Nicolas offer:



1/ In the vineyard: recommendations for cultivation practices, technical advice aiming for reasoned agriculture, soil care and limitation of inputs.

2/ In the cellar: plot selection, verifying maturity during the harvests (tasting the grapes, choice of harvest dates), tasting in the cellar, assistance & advice, choice of yeasts and upstream processes, maceration time, etc.

3/ Ageing process: regular tasting, pre-blends, etc.

VIGNOBLES & COMPAGNIE is firmly focused on the southern Rhône Valley vineyards and is committed to helping little known, up and coming appellations: Duché d’Uzes, Lirac, Tavel and Costières de Nîmes. So, since January 2017, in addition to its partnerships, the Winery has become a winegrower in its own right. Today the “Company“ manages 50 hectares of AOP Costières de Nîmes vines in Bellegarde at the wine estates of Le Château des Sources.



KNOW-HOW

So, as a committed wine trader, VIGNOBLES & COMPAGNIE pursues its work alongside the partners during the winemaking and maturing processes. Nicolas Rager is devoted to preserving the techniques of vine cultivation and bringing out the best in the land, and he pours all his expertise into giving the wines character without changing their natural properties. And it is thanks to his now legendary patience and serenity (at least on the surface) that we discover the resulting voluptuous, delectable and delicate wines.

For its cuvées, Nicolas uses a high proportion of Syrah in its blends. This is a bold choice for the southern Rhône Valley where Grenache is often the star. Syrah is a difficult varietal which demands special attention both out in the vineyard and in the cellar, but it gives the wines great freshness and aging potential. The wines are made in the traditional way, preferring pumping over and rack-and-return to the punching down technique. The white wines are left in contact with the fine lees for 2 to 3 weeks with regular stirring. The wood used for the maturing process brings concentration and enhances the aromatic without being overbearing. This demands real finesse to preserve the primary aromas of the grapes and the terroir.

The “Signature” range, all new in 2017 and available in AOC Côtes du Rhône and AOC Châteauneuf du Pape, testifies to the exceptional work of our partner winegrowers and our know-how. The quality of these lovingly-made wines has already been recognized by wine gurus...

This standard of quality is essential, which is why VIGNOBLES & COMPAGNIE has implemented a comprehensive quality approach rewarded by various certifications: ISO 9001, BRC grade A, IFS version 6, ECOCERT. These labels guarantee the traceability and constancy of our supplies. There are also environmental certifications that prove our commitment to sustainable development. For example in 2016, we invested in 2 natural ponds planted with reeds to treat effluents (one for decantation effluents and the other for filtration effluents).





VIGNOBLES & COMPAGNIE



2015

CHATEAUNEUF
DU PAPE

Appellation
d'Origine
Protégée

VIGNOBLES & COMPAGNIE
engagés depuis 1963

WINES



Even back in the 1960s, our organization was famed for its original and unexpected wine labeling creations. VIGNOBLES & COMPAGNIE has been continuing this tradition since 2014 with its tongue-in-cheek brand names such as “Voiturette” and “Le Petit Cochonnet”, the respective slogans going something like “wines with a lot under the bonnet” and “wines that will guide you safely into pork (port)”!

In 2017, we continue to innovate with the launch of the “Signature” range and the new look packaging of our flagship brand “Les Combelles”, top quality, festive wines which celebrate 50 years of history and commitment.

1/ AUTHENTIC

These supple and elegant wines, made in our partner vineyards, are proof that we have learnt to master all aspects of the process to bring out the very best of the grapes. This is a range of wines which are the authentic expression of the Rhône Valley terroirs.

GAMME SIGNATURE

The latest in this line by VIGNOBLES ET COMPAGNIE is a true reflection of the Winery’s values and personality. It is a genuine and contemporary cuvée with that touch of audacity which characterizes great wines... To emphasize its singularity, the labels bear an orange ribbon which also highlights our signature. The ribbon represents the precious aspect, like a gift for yourself or for others. The orange hue was a symbol of gastronomic pleasure and appetite for life even back in the Middle Ages. And still today it is associated with creativity, optimism and an open mind. It is also a shade that hints at the warmth of the south and Provençal tradition.

CÔTES DU RHÔNE – RED 2016

TERROIR Parcel selection on terroirs of rounded pebbles and clay-chalk slopes

GRAPES Syrah – Grenache – Mourvèdre

VINIFICATION Total destemming of grapes followed by long maceration. Traditional fermentation in stainless steel vats with regular pumping over and rack-and-return. At the end of the alcoholic fermentation, when there is no more activity in the vat, submerging of the marc cap and regular tastings for a gentle extraction to soften the tannins and bring finesse and body.

AGEING 2 months in French oak, medium to medium plus heating for added character without denaturing the terroir.

TASTING Full bodied wine with notes of vanilla. Silky and generous mouth. Drink young within 2 or 3 years following years.

RETAIL SELLING PRICE 9€ TTC, available : liquor stores and restaurants.

CÔTES DU RHÔNE – WHITE 2016

TERROIR Terraces of rounded pebbles on sand, marl and limestones.

GRAPES Viognier, Grenache Blanc

VINIFICATION Night harvest to preserve freshness and direct presse. Low temperature fermentation. Fine lees stirring.

TASTING White and exotic fruits nose (mango, pineapple). Full bodied mouth with character and elegance.

FOOD PAIRING Crisp red mullets rougets and mayonnaise with wasabi

RETAIL SELLING PRICE 9€ TTC, available : liquor stores and restaurants.



CHÂTEAUNEUF DU PAPE – RED 2015

TERROIR: Parcel selection selection on terroirs of rounded pebbles and clay-chalk slopes.

CEPAGES Grenache – Syrah – Mourvèdre

VINIFICATION Total destemming of grapes followed by long maceration. Traditional fermentation in stainless steel vats with regular pumping over and rack-and-return. At the end of the alcoholic fermentation, when there is no more activity in the vat, submerging of the marc cap and regular tastings for a gentle extraction to soften the tannins and bring finesse and body.

ELEVAGE 9 to 10 months in 300L casks made of French oak (Radoux) with medium to medium plus heating. Gentle maturing to gain in finesse and aromatic persistence.

TASTING Generous wine on fresh notes of red fruits, flower and coffee. Solky and tender mouth with rounded final. An elegant and harmonious wine.

FOOD-PAIRING calf sweetbread with crisp vegetables.

RETAIL SELLING PRICE 35€ TTC, available : liquor stores and restaurants.



2/ GENERATIONNAL

Typical and generous wines made in our longstanding partner vineyards, family-run estates in the Rhone Valley. They symbolize the desire to reveal and support these families who, generation after generation, have shaped this part of southern France.



FRANÇOISE REY – CLOS DU BOIS DE MENGE GIGONDAS RED

TERROIR Ancient alluvial deposits

GRAPES 70% Grenache – 30% Syrah

VINIFICATION Traditional. Long maceration

DEGUSTATION Intense nose of undergrowth, violets, cloves and tobacco. Gentle and smooth tannins. A fleshy palate with a spicy finish.

RETAIL SELLING PRICE 17€ TTC, available : liquor stores and restaurants.



FLORENCE MEJAN – LES MUSES TAVEL ROSE BIO

TERROIR Argilo-calcaire sableux avec galets roulés en surface et lauze

GRAPES Grenache – Carignan – Cinsault – Mourvèdre - Syrah

VINIFICATION Nocturnal harvest to preserve the freshness. Pellicular maceration.

DEGUSTATION Powerful and spicy nose marked by redcurrant, ripe strawberry and pomegranate. Round and crisp on the palate.

RETAIL SELLING PRICE 12€ TTC, available : liquor stores and restaurants.



CHATEAU DES SOURCES COSTIÈRES DE NÎMES RED

TERROIR Sandstone, chalky soils and rounded pebbles

GRAPES Syrah – Grenache

VINIFICATION Traditional.

DEGUSTATION Powerful nose of ripe fruit and licorice. Fragrant spices, berries and thyme on the palate. Smooth and pleasurable mouth.

RETAIL SELLING PRICE 6,5€ TTC, available : liquor stores and restaurants.

3/ UNEXPECTED

These are wines for your pleasure and to give pleasure to those around you. They are unabashed and modern with an offbeat style. For these unexpected wines the aim was to make them attainable, in terms of both price and style, as well as generous and delectable.



PETIT TRACTEUR CÔTES DU RHÔNE RED

“Wines with a lot under the bonnet”

These wines are an alliance of cult French symbols and a modern concept for pleasure without complex: the French way of life!

GRAPES 60% Syrah, 40% Grenache

TASTING A nose of forest fruits and tobacco. Smooth and rounded on the palate.

RETAIL SELLING PRICE 7€ TTC, available : liquorstores and restaurants.

VOITURETTE VIN DE FRANCE

The “Voiturette” will guide you, with great simplicity, on a journey of discovery of the legendary French varieties!

**CABERNET-SAUVIGNON, GRENACHE, SYRAH,
CHARDONNAY, MERLOT, PINOT NOIR,
SAUVIGNON**

RETAIL SELLING PRICE 5,5€ TTC

Available : liquor stores and wine bars.





KEY ELEMENTS

VINEYARDS 260 ha in partnerships - 50 ha tenanted out

VOLUMES 9 million bottles dispatched

TURNOVER € 22 million

Staff 44

Export countries 50

TECHNICAL FACILITIES

3 bottling lines / 1 BIB unit

1 integrated laboratory

TEAM

Managing Director THOMAS GIUBBI

Site Director ANDRE BOURG

Winemaker, head of partnerships NICOLAS RAGER

Sales Director THOMAS GIUBBI

Marketing Manager MELANIE GONZALES

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engagés depuis 1963



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