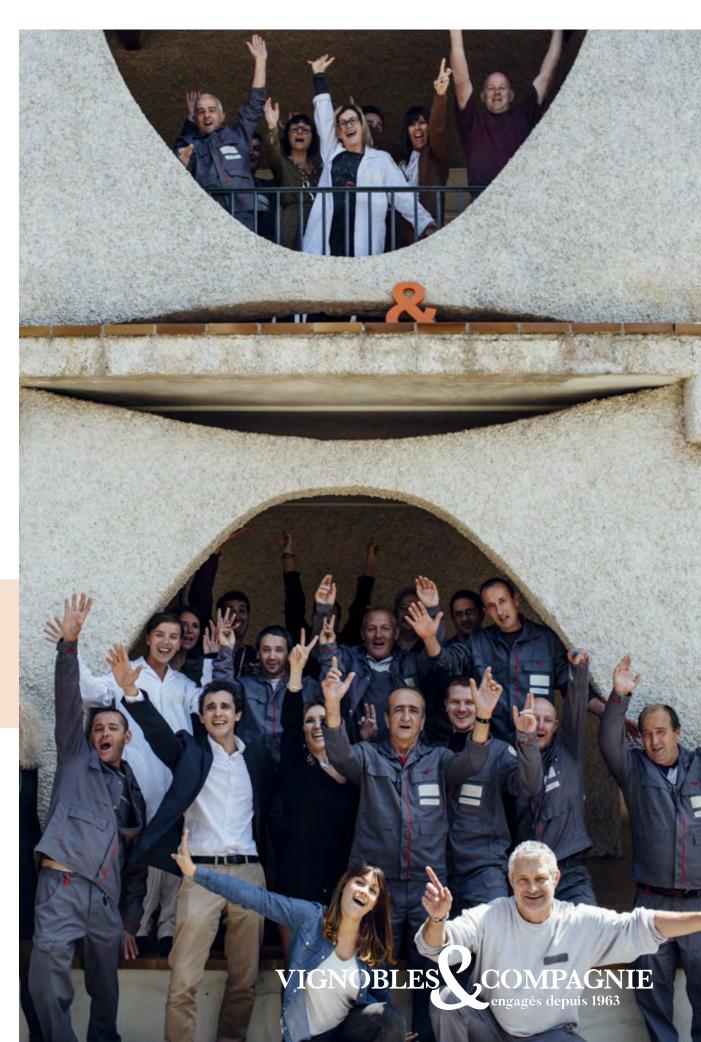
# 2021



Over the vintages **VIGNOBLES & COMPAGNIE**, which is part of the great family of the Rhône Wineries, embodies more and more its role of winegrower committed to the Terroir and to the people who make up the strength and character of the Rhône Valley.

After this historical year for all men and women involved in viticulture, we therefore reaffirm our support for those who shape the wine-growing landscape of our region. A societal struggle that has its deep roots in our daily commitment to sustainable viticulture, and our desire to maintain the right balance between man and nature.

Our actions precede words with actions undertaken a long time ago and which will continue in 2021. Despite the crisis we remain convinced that our eco-citizen approach is the best thing to do, to promote our estates and pursue our quest for quality.

Thomas Giubbi Managing Director committed...



# EDITO

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Jean-Marie Berteau leads the company. Modernization and economic development (25 million bottles)

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# PRESENTATION -

# HISTORY

# From 1924

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".

## From 1972

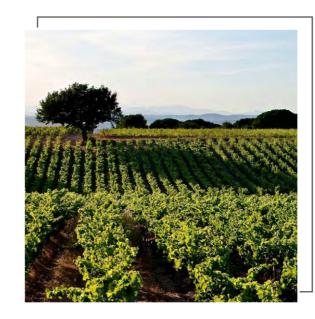
In 1972, Jean-Marie Berteau took over the reins of the site, and he would remain in charge for 34 years. As well as being a record of longevity, this period saw the company move into a new era thanks to the modernization of the site and major economic growth (from 8 to 25 million bottles on the lines). 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 90s

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.

# From 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.



# PRESENTATION \_\_\_\_ **HISTORY**



# From 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, Cairanne, Beaumes de Venise, Vacqueyras ...). Since 2019 he is seconded by an agronomy engineer, Nicolas Quiles, who accompanies the winegrowers day by day out in the vineyards, offering advice in agricultural practices, as well as the winemaking and maturing processes...



"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. "

OSCAR NIEMEYER

The winery 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.

# RESENTATION ARCHITECTURE

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 garrique, a typically Mediterranean ecosystem resulting from the action of two main factors: the limestone subsoil and the climate, and the hot, dry summers.

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.

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 & COMPANY WINERY





PRESENTATION \_\_\_\_

# VINEYARDS

## For 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 300 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.

## WINEGROWING COMMITMENT

# OUR PARTNERS

The Winery is 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 WINE-MAKING TEAM LED BY NICOLAS QUILES OFFERS:

## • In the vineyard

Recommendations for cultivation practices, technical advice aiming for reasoned agriculture, soil care and limitation of inputs.

## • 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...

# Ageing process

Regular tasting, pre-blends...

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 55 hectares of AOP Costières de Nîmes vines in Bellegarde at the wine estates of Le Château des Sources.

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 VILLESSECHE FAMILY in Pougnadoresse 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.

LA FAMILLE ESPINAS est attachée au Château des Sources depuis le 19ème siècle. Leur aïeul Emile Im Thurn a participé à la renaissance du Domaine après la crise phylloxérique. Aujourd'hui, les descendants assurent son avenir en confiant les rênes du vignoble, des vinifications et de la commercialisation à Vignobles & Compagnie. Et peut-être un jour, qui sait, c'est la petite Zoé, dernière née de la famille, qui reprendra à son tour le flambeau.



# **OUR PARTNERS**



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.

NICOLAS FLAVIEN is the actual owner of the estate which has become one of the most important estates of this appellation. Preserving the environment is very important to Flavien and the estate is already certified HVE3. Harvesting is done manually which allows an optimal selection of the grapes.

# WINEGROWING COMMITMENT CHÂTEAU DE SOURCES

Since 2017, the Espinas family has entrusted the management of the estate to Vignobles & Compagnie. The vineyard management, winemaking and marketing are entirely managed by the Winerie.

With the hectares already planted at the time and the gradual rehabilitation work, today nearly 55ha of vineyards allow Vignobles & Compagnie to assert its different facets as a winegrower, winemaker and wine seller.



Under the leadership of Nicolas Quiles and Vincent Cheinet, the estate is therefore gradually transforming with the renovation of the vineyard and cellars.

Water is essential here. In fact, three sources gush out in and next to the pond located in the park of the Castle. They feed the Rieu, a stream that brings water to Bellegarde. These springs irrigate the soil, limit the effect of drought, and truly give their identity to wines. Vineyard management, with manual work of the soil and the limitation of inputs, are therefore essential. They are complemented by the care taken in the cellar and the creation of a piece of water for natural and ecological purification of effluents.





#### Everything is done here to protect sources and biodiversity.

In fact the vines coexist in harmony with the orchards surrounding areas cultivated in organic farming, and the fauna, with in particular beehives installed next to the production site.

To pursue the commitments of VIGNOBLES & COMPAGNIE on respect for the environment and work towards ever more eco-responsible agriculture, the property is HV3 certified since 2019.

VIGNOBLES & COMPAGNIE pursues its work alongside the partners during the winemaking and maturing processes. Nicolas Quiles 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 15 to 23 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.



# **KNOW-HOW**

The "Signature" range 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, VIGNOBLES&COMPAGNIE has implemented a comprehensive quality approach rewarded by various certifications. These labels guarantee the traceability and constancy of our supplies. There are also environmental certifications that prove our commitment to sustainable development.

## ENVIRONMENTAL COMMITMENT

# RSE APPROACH

# A modern and eco-citizen winery

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. The various actions carried out by the Winery since 2016:



• First, 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.

• 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.

• Tree replanting through the Reforest'action project and "Les Combelles"pro range.

• Support for our winegrowing partners in their efforts to convert to organic farming and HVE3 certification.

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# Support the brands and estates partners that carry this philosophy

• Two organic brands launched in 2019: "Pure Évidence" and "Nos Origines". These wines are the extension of actions undertaken for several years, for a more sustainable viticulture.

- HVE certification:
  - "Les Combelles" range
  - Historical partners : Commanderie de Fleury, Gardiole, Menge, Alimant, St Pierre aux Liens, Villessèche, Séraphin, Dame Guilherme
  - Le Petit Cochonnet IGP Oc cépages



# ENVIRONMENTAL COMMITMENT -ECO-CITIZEN BRANDS



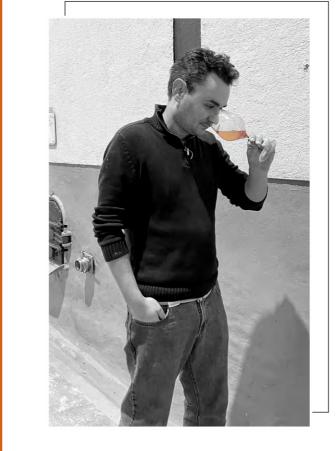


TEAM V&CO

## 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.



One can not be born in wine, and in spite of everything immediately fall in love with it... Vincent grew up like this, far from the wine industry, but surrounded by enlightened amateurs who made him want to contribute in his own way. He therefore quickly turned to the agricultural world, to touch and work this land that attracted him so much. He wants to know everything. In Provence he will make his debut by working on the diversification of crops surrounded by vines, almond and olive trees ...

He pursued his knowledge of viti-vinicultural techniques, with commercial experience which brought him back to the Rhône Valley and at the same time validated his winemaking diploma in Montpellier.

Today at the Château des Sources, Vincent can apply his working philosophy which says that "to make a good wine, you have to raise good grapes". He thus puts all his energy at the service of the Costières de Nîmes terroir, while respecting the environment and biodiversity.

# NICOLAS QUILES Winemaker & winebuyer

Before settling down in the Rhône Valley, Nicolas traveled through the world to discover the most beautiful vineyards (Napa Valley, Spain, India, Bordeaux, Provence).

This trained engineer, who came to wine out of passion, is a jack of all trades. Also interested in the vineyard by the in-depth study of the terroirs, work in the plots, disease prevention or in the cellar by ageing wines or creating personalized and innovative cuvées; Nicolas has found within Vignobles & Compagnie a suitable playground.

Alongside the partner winegrowers, he has rediscovered his taste for exchange and sharing. He puts all his energy at the service of V&Co wines revealed in their purest expression, leaving each terroir the means to fully indulge itself.



A committed team



## VINCENT CHEINET **O**perations manager

# PORTFOLIO



Even back in the 1960s, our organization was famed for its original and unexpected wine labeling creations. VIGNOBLES & COMPAGNIE perpétue dès lors cette tradition avec des vins aux profils variés et aux packagings originaux, pour le plaisir du palais et des yeux.

Each year, the range continues to reinvent and enrich itself. The flagships remain, as for the AUTHENTIC ones; recent partnerships are being formed on GENERATIONNAL; and new wines are emerging, highlighting VIGNOBLES & COMPAGNIE's commitment to sustainable viticulture.

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.

## SIGNATURE RANGE The house know-how

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 Provencal tradition.

## $CH \hat{A} TEAUNEUF \ DU \ PAPE - RED \ (Grenache - Syrah - Mourvèdre)$

TERROIR rounded pebbles and clay-chalk slopes

VINIFICATION I 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 I 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 I Generous wine on fresh notes (ageing 7 - 10 years).

Available: liquorstores and restaurants. Retail selling price: 40€ tax incl.

# OUR WINES \_\_\_\_\_



# AUTHENTIC

## NOS ORIGINES CÔTES DU RHÔNE RED - BIODYNAMIC

The lunar and planetary calendar guides the work of men in the vineyard. Some date have an impact on plants and soil and can therefore promote crops. For the development of this cuvée, each step from the vine to the glass is scrupulously carried out according to the day that will have the most positive effect. This wine is intended to be in perfect harmony with our land, which allows it to develop magnificent aromas

Available : online store Retail selling price: 10€ tax incl.

## RIVE DE MALVA SAINT JOSEPH

A tribute to the former name of this production area in the Middle Ages: the "vin des Mauves" or Malva (latin name). The AOC Saint Joseph runs along the Rhône river between Vienne and Valence. Benefiting from a very special exposure on the right bank, this cuvée, made from granite terroir, reveals aromas of black fruits, blackberries and spicy notes.

Available : online store Retail selling price: 17€ tax incl.



## ROCHES DES DENTELLES VACQUEYRAS BIO - rouge et blanc

Organic vines from the magnificent terroir of Vacqueyras. A land rich in scrubland and rounded pebbles, generously heated by the sun all year long.

Red: Grenache & Syrah. Aromas of undergrowth and mushrooms. White: Viognier, Bourboulenc & Roussanne. Aromas of toasted almonds, white flowers and stone fruits (apricot)

Available : online store Retail selling price: 15€ tax incl.





## LES COMBELLES

Les Combelles, the historical range of VIGNOBLES & COMPAGNIE, has taken a new step forward with the HVE3 certification. An approach that is therefore part of the sustainable development projects of the Winery: from the vineyard -limitation of inputs, respect for bio-diversity- to the cellar, including the packaging, and up to the marketing with the forest restoration project associated with off-trade market in France.

V & Co is indeed going further with its partnership with Reforest'action. A social enterprise, Reforest'Action enables individuals and companies to take concrete action in favor of forest restoration worldwide. These actions, on a small or large scale, help to preserve the environment, but also to have a positive social impact on local populations.

The Winery was always involved in the preservation and enhancement of ecosystems, and pursue today its environmental commitment by contributing to the reforestation and acting against global warming.

VIGNOBLES & COMPAGNIE therefore extends its action beyond its borders and its vineyards.

V&Co involves its consumers through operations backed by LES COMBELLES, its flagship brand. Everyone can become a consumer actor and reforest the planet by purchasing these wines. One tree will be replanted for every six bottles purchased (bottles bearing the "Responsible Purchase" collar).

At the end of 2020, 4,000 trees have already been planted in Tarapoto in Peru and 5,000 more will be planted in 2021, thanks to the support of the winery and THE COMBELLES sales.

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# AUTHENTIC



### OUR WINES

# **GENERATIONNAL**

Typical and generous wines made in our longstanding partner vineyards, familyrun 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.





VIGNOBLESCOMPAGNIE

CHÂTEAU DES ources

A long-established family whose name has been linked to the Château since the 19th century. Their ancestor Emile Im Thurn helped to revive the wine estate after the phylloxera crisis, and today his descendants have decided to secure its future by handing over the reins to Vignobles & Compagnie. Perhaps one day it will be the latest addition to the family, young Zoé, who will take up the torch again? Only time will tell...

**DOMAINE DE LA GANSE** Organic wine Vacqueyras - red

A very young estate created in 2008 by a sparkling winegrower, Coralie Onde. This beautiful Provencal name refers to the plot of land at the end of the vines, which allows to turn and move from one rank to another. Thanks to her grandparents, she heard this word all her childhood, that is the reason why Coralie has decided to baptize the Domaine and pay tribute to her family and those who have passed on the passion for the Terroir.

Retail selling price: 15€ tax incl.



Flavien Nicolas is the actual owner of the estate which has become one of the most important estates of this appellation. Preserving the environment is very important to Flavien and the estate is already certified HVE3. Harvesting is done manually which allows an optimal selection of the grapes.

Retail selling price: 13€ tax incl.



French way of life!

## VOITURETTE VIN DE FRANCE

The "Voiturette" will guide you, with great simplicity, on a journey of discovery of the legendary French varietals!

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

Retail selling price: 6€ tax incl. Available: liquorstores and restaurants.

Retail selling price: 9€ tax incl.

#### **NOVELTIES 2021**

HVE certification for our historical partners : Commanderie de Fleury, Gardiole, Menge, Alimant, St Pierre aux Liens Villessèche, Séraphin.

# OUR WINE \_\_\_\_\_ UNEXPECTED

These are wines for your pleasure and to give pleasure to those around you. They are unabashed and modern with an offbeat style.

## 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

GRAPES I 60% Syrah - 40% Grenache TASTING I A nose of forest fruits and tobacco. Smooth and rounded on the palate. PAIRING I Scallops snacked with citrus fruits and sweet spices.

Retail selling price: 7,5€ tax incl Available: liquorstores and restaurants.



## NOS VINS

# LES INATTENDUS



## PETIT COCHONNET THE BEST PART Vin de France

Le petit Cochonnet is the gourmet friends, a natural approach to the wine to quite simply highlight fruit and freshness. Don't make a pig of it and don't be fooled by its rustic character.

And here is the Oscar for the best "piece" (of meat). A powerful, fun and gourmet wine!

LE PETIT COCHONNET

TERROIRS I red sand, greay marls GRAPES I Grenache, Syrah, Mourvèdre APPELLATION I Vin de France VINIFICATION I Traditional method

Retail selling price: 8€ tax incl. Available: off-trade

PARTNERSHIPS: 300 ha TURNOVER 2020: €18 million

STAFF: 41 **EXPORT COUNTRIES: 50** 

## TEAM

Managing Director THOMAS GIUBBI Site Director STÉPHANE MACÉ Winemaker, head of partnerships NICOLAS QUILES **Operations manager VINCENT CHEINET** Marketing Manager MELANIE GONZALEZ

PRESS CONTACT THOMAS GIUBBI MÉLANIE GONZALEZ +33(0)4 66 37 49 50



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# **KEY FACTS**

VINEYARDS: 55 ha in Costières de Nîmes VOLUMES: 6 Million bottles dispatched





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