



AOP RASTEAU
Press Pack



CONTENTS

DESTINATION RASTEAU	P3
A village for real people – a village for winegrowers	
A village full of history	
The Rasteau advantage	
THE MEN AND WOMEN OF RASTEAU	P8
Portraits of an Appellation	
WINES	P33
WINE TOURISM	P36
L'Escapade des Gourmets	
La Nuit du vin	
Quand Vin le soir...	
RECIPES	P38
FACTS AND FIGURES	P40
LIST OF PRODUCERS	P41
LIST OF NÉGOCIANTS	P43





***RASTEAU, a
Côtes-du-Rhône Cru
"in body and soul"***

DESTINATION RASTEAU...

Nestled in the hillsides, bathed in sunshine and surrounded by vineyards, the little village of Rasteau boasts a host of natural treasures and a unique historical heritage, with many relics of the past still surviving today.

From the narrow, picturesque lanes to the ruins of its ancient castle, Rasteau exudes charm at every turn.

This is wine country. Rasteau has its fair share of gems: the fruits of nature and products of many years' experience.

The appellation is best known for its red wines and sweet, fortified Vins Doux Naturels; these are generous, complex wines reflecting the colours of their terroir; wines with character, created with flair and passion. Real wines made by real people, mirroring the depth and sincerity of the vigneron spirit. Wines with body and soul.



DESTINATION RASTEAU

Rasteau, "Lou Rasteu": a small village with a global outlook. Calm, serene and unmistakably Provençal.

"The spirit of Provençal culture is alive and well" - Paul Joyet,
Domaine des Girasols

A VILLAGE FOR REAL PEOPLE

In Rasteau, the pleasures of life are made for sharing. Relationships are authentic and sincere, creating moments of pure intensity

RASTEAU VALUES

Sincerity, solidarity, generosity and friendship

"Once you've been to Rasteau, you never want to leave!",
Domaine Wilfried

"We live by the vine – and visitors come for our wine!",
Ortas Cave des Vignerons de Rasteau

A VILLAGE FOR WINEMAKERS

The first Vins Doux were discovered in Rasteau in the year 70 AD. By the 13th century, Rasteau was the region's leading wine supplier.



"Generations of winegrowers have worked to retain the quintessential character of our terroir, and above all, the quality of our wines."

Audrey Armand, Domaine Armand

A VILLAGE FULL OF HISTORY

A walk through the old village reveals the beating heart of Rasteau, inviting visitors to stroll through its winding lanes and be transported back in time... The 18th century chapel of Notre Dame des Vignerons and the Place de l'Horloge bring history to life, inspiring a few moments of quiet contemplation.

Mont Ventoux and the Dentelles de Montmirail

Visitors to Rasteau cannot fail to be awestruck by the beauty of the natural surroundings; the church square (Place de l'Église) at the top of the village, and the long road leading to Roaix are the perfect vantage points to admire this idyllic setting, so beloved of Rasteau's winegrowers and inhabitants.

A few statistics:

59 independent wineries

3 cooperative wineries

24 Maisons de Négoce



THE RASTEAU ADVANTAGE

"Rasteau, a different kind of terroir", Marcel Richaud, Domaine Richaud

Mistral: An iconic Mediterranean wind, blowing away impurities and protecting the vineyards from their natural enemies.

Amphitheatre: The vineyards are planted in natural amphitheatre shape, protecting them from the potentially destructive Mistral wind.

Spurs: In the north, the landscape features gentle hills and valleys, forming spurs rather like the tines of a rake (French: le râteau); hence the name Rasteau.

Colours: Red, yellow and blue... The Rasteau terroir comprises many different types of clay, making it rich and colourful.

Light: Rasteau's mild, sunny winters bathe the vines in exquisite light, their colours sparkling in the sunshine. A gift for body and soul!

Mosaic: The terroir comprises three strata of different soil types: clay, stones and pebbles, and sandy marl with safre. The Rasteau terroir is one of the most striking and unusual in the region.

320 m: The highest point in the Rasteau terroir





"Mosaic : The Rasteau terroir is truly diverse – rich and full of contrasts."

Helen Durand, Domaine du Trapadis

"A genuinely unique member of the Rhône Wines family."

Vasco Perdigao, Domaine Chamfort

THE MEN AND WOMEN OF RASTEAU

Portraits of an Appellation

"Rasteau, a different kind of terroir", Marcel Richaud, Domaine Richaud

This is our Rasteau Gallery – the men and women who shape the future of this prestigious appellation. People who live in perfect harmony with their land, their terroir and their wines. And like their wines, they are sincere and generous.

The people of Rasteau share a strong bond. The villagers all know each other; as children they played football together in the village streets, now they enjoy one another's wines. When the chips are down, they know they can rely on the support of their neighbours. Even when things get a bit heated – think Jean de Florette – problems are quickly resolved and everyone is soon working together again, perhaps organising one of the many events that make up Rasteau life and help raise awareness of its wines.

But Rasteau is more than just a corner of paradise. It's a living community, with its fair share of stalwarts, newcomers and forceful personalities.

Everyone is different, and they all have their own path to follow. But the one thing they have in common is their passion for vine and wine.





ROBERT CHARAVIN DOMAINE DES COTEAUX DES TRAVERS

Proud to be Organic

"I took all that I'd learned at school – and changed it!".

A black and white family photo hangs on the wall of the winery – a picture of Robert as a little boy, when he used to attend the village school.

Robert grew up in this area, the son of one of Rasteau's oldest winegrowers. He thought long and hard before deciding in his 20s to study agriculture – his initial choice had been industrial design. He joined the family business in the early 80s and came to work alongside his father in 1983. He and his brother are the third generation to work the Domaine - but this is the beginning of a new era. Robert is revolutionising everything. Well, nearly everything.

Cutting up the old barrels

"When I started out, it was all about technology. Actually, that's not necessarily a bad thing. If you want to move away from technology, you still need to know about it first."

The first change Robert made was to start producing white wine; until then, the Domaine had only made reds. In fact, Domaine des Coteaux de Travers is still one of only two Rasteau estates to make a white VDN (Vin Doux naturel).

In his winery, Robert doesn't beat about the bush. "I once grabbed a chainsaw and just cut up the old barrels," he remembers, a mischievous glint in his eye. "They gave the wine a flavour I didn't like." Stainless steel and concrete quickly appeared in the winery alongside the barrels used for maturing Vins Doux and wooden truncated-cone shaped vats used

for old-vine cuvées such as La Mondona.

And as they made changes to their winemaking methods, sales of bottled wines began to take off. Another milestone for the third generation of Charavins, led, as ever, by Robert.

Soaring exports

From trade fairs to winery visits, it has taken just 10 years for the Domaine to leap to top position in terms of sales. In 2005 almost 85% of turnover was generated by export sales, the main destinations being the USA, Japan and Europe. Domestic sales are beginning to gain ground again, thanks notably to a rise in direct sales at the Domaine. During the tourist season, the wineries run by our most stalwart winegrowers are frequently packed with visitors.

Facing the challenges

Meanwhile, nothing can stop Robert in his quest for excellence. Sales, as we know, have risen to new heights, but radical changes have also been made in the vineyard - to growing methods for instance. Chemical fertilisers are banned, and ploughing has been reintroduced. In 2007, Coteaux des Travers started its journey towards organic certification. At the same time, Robert, now a pillar of the appellation in his capacity as president of the Syndicat, pledged to elevate Rasteau to Cru status. In 2010, the Domaine finally achieved official organic accreditation – the very year that Rasteau officially became a Cru.



FREDERIC ROMERO DOMAINE DE LA SOUMADE

Grenache Lover

The Roméros are nothing if not loyal. Loyal to the vines which once belonged to their paternal grandmother, some of which have reached the grand old age of 100, and which they tend with care; loyal to the clay-rich terroir which gives such powerful wines and whose soils they lovingly till to restore balance and life; and loyal to the appellation's top grape variety, Grenache Noir, increasing planting density from 4,000 to 6,000 vines per hectare to improve yield control and enhance quality.

At the age of 38, Frédéric Romero manages the Domaine alongside his father André. Keeping it in the family.

The UK - still our top market

"What makes us stand out? We were one of the first wineries in Rasteau to export our wines. In the 1990s we started selling to England, and the UK is still our leading market."

At the time, Frédéric was not convinced that wine was his calling. He was more interested in mechanics and motorbikes; vineyards and wine came later. But it can be difficult to turn your back on your family!

The Domaine had been established in 1979 by Frédéric's father André, who inherited the vineyards from his mother. After harvesting, the grapes were taken to the cooperative winery; but André resolved to make his own wines and focus on in-bottle sales. At that time, La Soumade measured just 15 hectares.

Today this has almost doubled.

"We did everything slowly, and we did it together. We made our own choices and ploughed our own furrow."

Put like that, Frédéric makes it sound easy. But he's not the type to boast. "You know," he says, "in this line of work you're always learning. And there's a lot to learn, especially in the first few years!"

Inspiration from Bordeaux

After his studies at the Lycée Viticole (viticultural school) and his first harvests as a winegrower in 1996, Frédéric devoted himself wholeheartedly to following in the family footsteps. He learned on the job, travelling widely to observe winegrowing practice in other regions such as Bordeaux, and bringing back plenty of ideas.

"My travels helped me to appreciate what viticulture really is, and to understand various issues, for example the effects of planting density or foliar surface on the quality of the grape," he says. Each trip also served to remind Frédéric how much he loved his own village and terroir. "Grenache is my favourite varietal," he says. "It's the most appealing, for both elegance and flavour."

Frédéric's Grenache is grown responsibly on the clay-rich soils of Chaberte, Villeneuve and Saint-Didier (named for the village church). It produces powerful wines after 3 weeks of traditional maceration, a method well-suited to the terroir. The wines have excellent ageing potential and appeal to a growing number of French wine drinkers. One of Frédéric's aims over the next few years is to increase market share in France, particularly in the retail and food service sectors.



LES FRÈRES LAVAU LAVAU - CHATEAU MAUCOIL

1st Vintage: 2015

The Lavau brothers are no newcomers to the Rasteau appellation; in fact, the story of Maison Lavau, which celebrated its fiftieth birthday in 2015, is closely linked to the history of the terroir. It's a story shaped by passion, which shines through as Frédéric recounts the family history. The family started out in Saint Emilion, moving to Tunisia and then Sète, before finally settling in the southern Rhône Valley. But it's also the story of the négociant, and shows how that role is developing. Over the last 20 years, the work of the négociant has undergone a radical change. From simply selling wine, négociants have become brokers; they might acquire wines for further ageing, or buy in grapes to produce their own wine. In the latest move, they have begun to acquire their own vines, giving them better control over production conditions and the quality of the fruit they use. This is very much how things have worked for the Lavau family, but with one major difference – they have a particular attachment to Rasteau, where they have owned 10 hectares of vineyard since 2010.

Not your run-of-the-mill appellation

"This is a very unusual spot," Frédéric tells us, "and my brother and I have always loved it. Sun exposure is particularly good, and when we're checking for ripeness in September it can be mindblowing. Wine typicity here can be linked to the heat, so if you need to teach someone a lesson, bring them into the Rasteau vineyards at midday on a day in mid-July. The heat can be a nightmare! But it's what gives our wine its quintessential character."

Frédéric is the older of the two brothers. He loves the vines, and he loves selling. It was he who led the way, by accepting his father's invitation to join the family firm in 1995 when he finished his studies in Marketing and International Trade. Younger brother Benoit joined them three years later. Benoit prefers the winemaking side; his creativity shines through in the winery, while his management abilities are essential for the office.

"We complement one another - but we're interchangeable. Think of us as a tandem!"

A taste for adventure

Faced with the fierce competition prevalent in the wine world, the brothers stand their ground. They inherited a sense of adventure from their paternal great grandfather who travelled to Tunisia, acquired some land, and proceeded to grow oranges, grapes and olives. As soon as they arrived on the scene, the brothers recognised that the winds of change were beginning to blow. The times when the Mines de Saint- Etienne – an early client back in the 1970s – gifted their employees a dozen or so litres of wine a day were well and truly over. Quality was taking over from quantity. Consumer expectations were changing. The brothers realised that their work – like their wines – had to change to suit the new landscape. Frédéric and Benoit launched into a new activity, starting to make their own wines. They built a new winery with enough capacity to produce up to 115, 000 hl per year.

The result has been a range of Lavau wines produced in 2010, sold in France and abroad. The brothers subsequently bought their own vines, joining with Château Maucoil (Châteauneuf-du-Pape) in 2013 to create the Lavau-Maucoil Group which now owns 170 hectares of vineyard and has 17 employees.

"There's no denying we've got a lot bigger," they admit. "But terroir is still a critical feature – we must never forget that. Strolling through the vineyards, tasting the grapes... Wine is still the result of a relationship between man and the vine. We have to stay close to nature".

The brothers promise that their first Rasteau 2015 will be a true expression of terroir. The wine is made from their own 12 plots encircling the village. "This will be our very first Rasteau. We harvested late – and it's going to be fantastic!"



MIKAEL BOUTIN DOMAINE M. BOUTIN

The Artisan Philosopher

Mikael Boutin's estate is one of the smallest in Rasteau, but that suits him very well. True to his childhood memories of the 'farming culture' with which he identifies, Mikael Boutin's two hectares of vines give him plenty to do. He also works as cellar master in another Domaine – after all, he needs to earn a living and the 10,000 bottles he produces every year under the M.B. label are not quite enough to support his family. He doesn't see it as a problem though, and is not the type to complain.

This young winegrower founded his own Domaine in 2009 after several years working the family vineyards with his uncle. He radiates a sense of calm. "In this type of work, you have a lot of responsibility. Everything depends on the harvest, and you can't afford to make a mistake. I think an oenologist is almost like a psychologist for winegrowers. He's there to reassure you – but can also take away some of your spirit. That's why I prefer to work alone. That way I can really give my wine an identity, and know that after all the work I've done in the vineyard during the year I won't have any unwelcome surprises in the winery – with the odd exception of course."

Embracing the past

The winery sits adjacent to the family home – his grandfather's house, where Mikael was born. This is clearly the workplace of an artisan winemaker, and contains small vats, a manual press and a few barrels for testing. A basement storeroom, where labels are applied manually to bottles and orders are filled and

shipped, completes the picture. This is located in the erstwhile stable – and still features the hooks to which Mikael's grandfather used to attach his mules. Two generations on, Mikael continues to do most things by hand, out of loyalty to the past and to tradition.

"My philosophy is to hold fast to the spirit of the vigneron," he says, "to keep it simple, and never to forget where I came from. I am and always will be a farmer, even though I export some of my wines to Sweden and northern Europe." Sitting at his kitchen table, Mikael tells us a little about his approach to winemaking. The key is simplicity: he has had organic certification since 2011, the year of his first vintage, but also uses "biodynamic techniques to re-energise the soils". His vines are gobelet trained in line with local tradition, and grow in 8 distinct parcels surrounded by woodland. "This is good," he says, "as it encourages biodiversity."

Distinctive wines

In the winery, Mikael opts for traditional maceration; grapes are 100% de-stemmed, and fermentation times are short – no longer than 18 days. "I leave it to itself," he explains, "and limit intervention as far as possible. A wine has to have soul."

The result is a unique wine with a fairly powerful style – a mix of maturity and aromatic finesse. "I make wines that are a bit like me. They're not your run-of-the-mill wines – but they remind me of the wines we used to drink at family mealtimes when I was young."



JEAN-PIERRE BERTRAND DOMAINE GRAND NICOLET

Cookery in his DNA

"In our place, the wines are the first to speak up for themselves!"

Jean-Pierre Bertrand's wines are robust. Full-bodied, hearty and well-structured. Not easily cowed when faced with game, a hearty stew or a tagine. Rather, they are assertive - not unlike Jean-Pierre himself.

Next to wine, this 50-year old Auvergnat's favourite topic is cooking; Jean-Pierre comes from a family of catering professionals. To build on the skills he learned in his youth, he took evening classes at the Ecole Hôtelière d'Avignon, Avignon's famous catering school: he felt he needed to perfect his favourite stew recipes, or learn how to cook fish properly.

I see plenty of similarities between winemaking and cooking; but it's just that bit more stressful. With wine, if you want to improve your recipe, you have to wait until the following year."

Older vines

Of course, if you're a food-lover and a gourmet, everything's about the raw materials. In Jean-Pierre's case, that means the grapes. The vines on the estate are of very high quality, evenly distributed between the appellation's high and low-lying sectors. Average vine age is 50, although some are as old as 80. Soils are tilled and harvests are manual - and preferably fairly late, when the grapes are extremely ripe. The fruit is brought to the winery (the oldest in the village, built by Jean-Pierre's father-in-law in 1926) and partially destemmed before fermentation begins. Fermentation lasts around 20-25 days, with a little extra oak for the Syrah.

And the chef's speciality? "That has to be our blends, all based on Grenache, our main varietal. We add varying amounts of Carignan depending on vintage. Our grapes are excellent, and we try to do our best by them."

Wines are bottled after 2 winters in-vat and then sold, mostly on the export market, with the help of an agent with whom the Domaine has worked for several years. The remaining 1/3 is sold in France, through on-trade and direct sales; the latter are from the property's own wine cellars among the vines, "from which we would not be parted for the world."

A 'Rastellain' through and through

These days, Jean-Pierre sees himself as a 'Rastellain' - a true native of Rasteau. Since he first arrived in the village in 1987 as a conscientious objector and subsequently marrying the daughter of a local winegrower, Jean-Pierre has integrated seamlessly into village life. First he spent time as a sports coach, then chairman of the football club. He was president of the Tourist Office, Rasteau Bienvenue, for 8 years before taking up the post of treasurer. He has been closely involved in various professional associations since the 1990s, taking an active part in discussions to determine the scope of the Cru. He is currently vice-president of the Syndicat des Vignerons (the winegrowers' association) and is at the forefront of appellation events such as Nuit du Vin and Escapade des Gourmets.

"I've never really missed my native Auvergne," he says, with a hint of a southern accent. "What I have here is just the start of the story. We have a future to build for our Cru. We're starting off with excellent potential - but there's still a lot of work to do."



JEAN-MARC BRUN DOMAINE BEAU MISTRAL

Making Magic

Jean-Marc Brun started out with nothing. "It was a blank slate," the 51-year-old gentle giant remembers with a smile. Well, not completely blank; his father had farmed a few hectares in the past, as part of the cooperative.

When Jean-Marc decided to become a winemaker in 1987, he rented a winery at the centre of the village. "I started off making wine in the open air – my winery still needed an awful lot of work. My friends came to visit... and I didn't have a roof! It was quite funny, but not particularly practical – and certainly not up to accepted standards."

Being Manager

But it would take more than this to discourage Jean-Marc, who had just discovered a passion for wine and winemaking.

"It didn't all come together straight away. At first, I learned by watching the vigneron and winemakers. Then one day it just hit me – and I haven't looked back since."

These days, Jean-Marc is comfortable in his role as business manager. He has 2 employees, plus a number of casual workers. As head of his winery – which was finally built in 1999 – he takes on numerous roles including winegrower, winemaker, business manager, travelling salesman and ... the boss.

To start with, Jean Marc's wines were sold in bulk through dealers. Then he began to develop sales of bottled wine. He put on his salesman's hat, attended a string of trade events and began entering wine competitions, where he regularly won awards. He gradually built up a loyal following in all four corners of the earth – including China and New Zealand.

"It's hard to explain the secret of our success: I'm sure pure luck had a part to play. It didn't happen overnight, but I think it's fair to say that things aren't going too badly at all."

Different styles

One of the Domaine's unique features is the ability to develop terroir-driven cuvées based on the fragmented, diverse nature of the vineyard layout. Jean-Marc produces a range of dry Rasteau reds of varying styles, working with grapes from different sectors of the vineyard and with different blends. He spends long hours in the winery testing his wines; these can be fairly light when the desired effect is universal appeal; or much more powerful when made with grapes from old vines planted on the hillsides.

So for example, the Domaine's Cuvée Florianaëlle showcases Grenache with an elegant hint of oak, while Saint-Martin is much more a wine for Syrah lovers.



PIERRE MEYER DOMAINE DES NYMPHES

Mr Celebrity

"I watch quite a bit of television. But for me, that's work!"

Pierre Meyer isn't joking. At 50 years of age, this vigneron's son, Rasteau born and bred, plays a unique part in village life. "I'm Mr Celebrity!" he exclaims, roaring with laughter. And it's true.

For the last 17 years, Pierre has been co-organiser of l'Escapade des Gourmets, along with a group of friends and fellow winegrowers. Every year, Pierre's job is to invite celebrities to take part in this weekend of walks and winetasting in the vineyard, which takes place in May. It's not an easy task, but he loves it. And his methods are unbelievably effective.

"We've managed to convince a lot of different people to join us: sports personalities, television personalities, comedians, writers... Our first honorary patron was rugby player Daniel Herrero, whom I knew. I managed to persuade him to join us, and it all took off from there. It's a lovely event: the scenery is beautiful, the wines are good - and there are plenty of people around who love drinking good wine! And I love meeting people."

It all makes perfect sense. But there's far more to Pierre Meyer than his jokey, sociable side. As a winemaker, he means serious business. After much historical research, and after a Roman altar was unearthed on the site, the family estate founded by his father in 1981 was named Les Nymphes. The altar is now on show at Musée Calvet in Avignon.

Over the years, Pierre has come to specialise in older vintages - dry reds as well as Vins Doux Naturels.

He is one of very few in this appellation to supply an older vintage dating back to 1990. His Rasteau red Cuvée Prestige 2011 has just been bottled; he likes to supply older wines to customers who may not have the facilities to store them.

his client base, like his list of celebrities, has been built up in the course of his travels and meetings. The Domaine currently sells 50% of its production in-bottle, largely via direct sales from the property. The rest is sold through négociants.

L'Emperus - a piece of paradise

"We're not industrialists. My grandparents were farmers; they grew vines of course, but they also worked the land. Two generations later, it's no surprise that I'm not a businessman, although I love working with people. I want to make wines that I like myself, and sell them to people I like. I don't want to play hunt the customer," says Pierre. He is paving the way for the future of the Domaine, as one after another his family prepare to retire.

This involves succession planning for his daughter, who may take over in a few years' time - provided, of course, that she wants to, and that she leaves her vigneron father a small piece of paradise in the shape of l'Emperus.

Could this be the emperor of vineyards? 6.5 hectares of south-facing vineyard with unparalleled views of the Rasteau hillsides, and beyond them, the Alps. The Grenache vines here date back to 1945; at the height of summer, they are tall with lush foliage and could easily be mistaken for shrubs. The land is also planted with Mourvèdre, and it is here that Les Nymphes grows this great cuvée - a powerful, spicy, full-bodied wine, perfect with truffles, stir-fried mushrooms or wild rabbit stew



DIDIER CHARAVIN DOMAINE DIDIER CHARAVIN

Leading the Escapade

Rasteau, has its fair share of Charavins – it's probably the most common name in the village. But Didier isn't necessarily like the others. He is a long-established vigneron, as were three generations before him, and has thirty years of hands-on experience. He also takes on numerous outside activities, and is passionate about his vines and winery. Considering all he does, it's surprising he finds time to breathe! He is out on his tractor at dawn to work the 90 vine parcels making up the Domaine; or he might be found immersed in one or other of his vats as he treads his grapes the old-fashioned way; or perhaps behind the wheel of his car as he makes his way to one of the seven trade shows he attends every year. Didier is often seen in the front seats at a football match or other sporting event, pen and paper in hand, in his capacity as sports correspondent for local daily *Vaucluse Matin*. And he is, of course, always out and about in the village on the day of *l'Escapade des Gourmets* - an event for which he has been key organiser since it first started in 1998.

Blazing a trail

"The idea first came from Bourgogne, where they organised a similar event up in Beaune. But ours was the first of its kind in this region. These days, we have to limit the number of participants to 2,500 or it just wouldn't be possible to walk anywhere. When registration opens, we have about 1,200 participants within a couple of hours." The Escapade is a great concept: a 6-kilometre walking trail through the countryside and vineyards around the village, with a stop after every kilometre, where visitors are offered foods paired with wines. It's a fun, family-friendly event.

150 volunteers

It takes 150 volunteers to man this iconic appellation event, which is not purely wine-related; it was initially created by vignerons, but the organising group included other residents, notably the teacher and bank manager. Over the years as popularity grew, the number of

volunteers grew too, reaching a total of 150. Rasteau residents, of course, but also members of the local community.

The event is going from strength to strength; but Didier doesn't let it go to his head. "For me," he says, "the Escapade is important because visitors love it, and because it creates a community bond. The key to success is good organisation. There are around 20 or 25 organisers involved; we meet three times a year, and after that, it's simple. Everyone is responsible for one location, or for performing one task. We all know exactly what we have to do, and we do it."

Les Parpaïoums – a dream cuvée

Didier Charavin is just as organised on his own Domaine. With 10 people working on the land and in the winery, a cellar which is open 7 days a week, 7.5 hectares of vineyard and almost 100,000 bottles sold each year, it's probably best not to play it by ear.

He aims to follow in the family footsteps and focus on quality. Three quarters of harvests are manual, with the exception of Syrah. Blends vary from year to year, depending on terroir and weather.

The Domaine's cuvée of choice has been given the Provençal name of Parpaïoums in tribute to Didier's father, whose nickname was Papillon. Initially, this was also the name of the Domaine, but branding issues forced the family to drop it. Parpaïoums is made from vines aged 60-90 years old, and meticulously harvested in two passes. The wine is powerful, with spicy notes of well-ripened fruit and a slight peppery edge; a wine available to Didier's customers only in the good years.

Will there be a 2015 Parpaïoum? Definitely, promises Didier. And here's a tip for anyone who would like to taste it in-cellar – make sure you get the right address. Ask for the Papillon family!



GILLES FERRAN DOMAINE DES ESCARAVAILLES

At the Pinnacle

"My Domaine is my life."

There can be no doubt that Gilles Ferran is his grandfather's grandson. In 1953 Gilles' grandfather arrived in Rasteau tasked with buying some land on behalf of his employer. He promptly fell in love with this little corner of paradise, with its limited road access and tumbledown sheep sheds looking out over breath-taking landscapes. There were no vines, just woodland and weeds. Gilles' grandfather was the manager of a winegrowing estate and didn't have a penny to his name – but he didn't let that stop him. He sold his car and borrowed whatever else he needed to buy a plot of land – and the rest is history. In 1963 he planted his first vines. His dream was to make wine. And this was to be the start of a dazzling career.

Fifty years later, the view from the terrace of his designer winery, where customers and visitors are so warmly welcomed, has scarcely changed. Old stone melds seamlessly with a décor that combines modern with vintage. Here the vineyards soar to a height of 300m above sea level – the highest point in the appellation. And the Domaine has also soared to the top in terms of sales of Rasteau Cru. Almost all the wine sold by the Domaine is bottled and sold through the food service sector in France, directly from the property, or for export. Since taking over the Domaine in 1999, just 11 years after joining the family team, Gilles has developed a wide range of wines, opening up a host of new export markets. Scarab Beetle wines are now available in all four corners of the globe, including the USA, the UK, Japan, Australia, New Zealand, and Taiwan.

Why Scarab Beetle? In Occitan, the local language, the word is "escaravay". In French, this gives Escaravailles - the name of the hamlet. The Ferran family couldn't resist the joke. Gilles explains: "Scarab Beetle was the nickname given by villagers to the Black Penitents of Avignon, a lay order who owned property here." For most visitors, it's probably unpronounceable, but even so it's not something the we want to change. "It's like an icon for us. We've put it everywhere. Just look at our labels!"

Terroir – the heart of the matter

Gilles is proud of his family background, but no less proud of his terroir, and he's quick to tell us why. There's a 10-day difference between harvesting in the various parts of the vineyard, largely due to altitude; the plots are all very close together and are all on sloping ground. With vineyards like this, it's hard not to put terroir at the heart of the process, and this is something Gilles has done since the 1990s. He is passionate about making wine, and fully focused on getting as closely involved with the vineyards as possible, expressing his terroir as faithfully as he can. He sums it up very simply: "I just love making my wines."

Mixing and matching the ages of the vines and their locations, he produces a range of cuvées, some fruity, some more concentrated, including a 100% Grenache from the Domaine's oldest vines appropriately named Héritage - possibly with a nod to his grandfather. And to his daughter too, who, as a fully-fledged sommelier, will be in charge of the winery's new sales outlet opening in May 2016 at the **gateway to Vaison la Romaine**.



ELODIE BALME DOMAINE ELODIE BALME

100 % Natural

2015 was Elodie Balme's 10th vintage. With her ready smile and unwavering enthusiasm, it doesn't look as if this young winemaker regrets her choice of career path for a single moment. Nothing new there - her grandfather, Maurice Charavin was a vigneron. But in her parents' day the harvest was taken to the cooperative winery in the village; the work consisted only of tending the vines, and the wine was made elsewhere.

Elodie has now closed that chapter very definitively - and very successfully. Her peers are full of admiration. "I just wanted to make my own wines," says the 32-year-old emphatically. But before joining her parents and developing the Domaine, she resolved to pursue her education, achieving a qualification in viticulture (BTS) and a university diploma (DUT) in Sales and Marketing, both as sandwich courses in Avignon.

With Richaud from the age of 20

So Elodie spent half her time in the classroom and the other half in the winery. She was employed by Domaine Beau Mistral in Rasteau and Domaine Richaud in Cairanne. It was an experience that would stay with her: "They taught me everything I know. I started with Marcel Richaud when I was 20. I revelled in the professional environment and adopted the philosophy and spirit of his wines. The winemaker intervenes as little as possible; the rule is that nature takes its course."

There's nothing dogmatic about this young woman as she voices her opinions loud and clear, emphasising

her "respect for her elders" and highlighting the need for humility. "We need to learn, and to make choices," she says. "We need to find balance and see things from different perspectives. For me, responsible agriculture is the logical choice. Not to please people, or to use as an advertising tool, but simply because that's what works for me."

Soon after her arrival, the Domaine started to expand, and the vineyards increased in area. In her winery with its concrete tanks, the young winemaker made a conscious decision to vinify her wines keeping as much of their fruity character intact as possible. That meant limiting both extraction and pigeage. She wanted supple tannins and added finesse. Here again, it's all down to personal preference. "Of course, I like wines with substance. Our terroir gives us lots of structure, but we also need to make it velvety."

80 % sold in France

Elodie may be one of the appellation's youngest winemakers, but she has managed to establish herself in just a few years. Her wines quickly became a benchmark for the Rasteau Cru in France, where she makes some 80% of her sales.

2016 marks the start of a new chapter. She plans to extend the tank room and improve storage capacity, and has her sights set on longer ageing times and new approaches to blending. "And why not a bit more complexity?" she says - "as long as it's not at the expense of fruit and freshness."



Thierry Eysseric, Winery President

ORTAS CAVE DE RASTEAU

**The old lady hasn't
aged a bit!**

At the grand old age of 90, Rasteau's cooperative winery is still a major player - the appellation's Grande Dame. She has witnessed the rise of the AOC, but, more importantly, she has been the driving force behind events which have left their mark on the appellation. Making Grenache into VDN by a process of mutage? That was her, in the 1930s. Promotion of these same VDNs to Cru status in 1944? There she was again. And who re-submitted the Rasteau reds' application for cru status to INAO when they were Côtes-du-Rhône Villages, and had already been turned down on the grounds of insufficient bottled sales in the mid-1980s? Yet again, our Grande Dame. And was the meteoric rise in popularity of wine tourism - with the accompanying surge in wine sales - anything to do with her? Without shadow of a doubt, because in terms of tourist provision, Ortas Cave de Rasteau is one of the 2 most dynamic cooperatives, and offers a full range of visitor activities based around wine and wine production.

Natural Stone

The Cave has been a vibrant force since its early days, consistently investing in equipment - in the vat room initially, then in the tasting cellars. The winery building is iconic, designed to evoke the image of mineral rock, and features a living roof; the stone to build it was sourced locally in Vaison-la-Romaine, and the structure blends perfectly with its natural surroundings.

Successive managers have taken a modern stance, making strategic decisions with great success - focusing, for example on increasing bottled sales at the start of the 80s, or managing production and sales separately.

In its most productive years, the Cave can make up to

35,000 hl. 90% used to be sold as bulk; then the efforts of the sales teams began to bear fruit, both on the domestic and export markets. Sales rose to around 4 million bottles. The Cave's brand strategy was re-worked for food service and the large-scale retail markets, and from around the year 2000, production across the entire operation was restructured, from vineyard work to sales

A patchwork of terroirs

"Our bond with the terroir is very important. We manage the Cave as we would a large estate." explains Cave de Rasteau president Thierry Eyserric. The Cave's commitment to quality never wavers - not in the vineyards, where 90% of harvests are manual, nor in the winery, where most vinification is carried out in the traditional way.

"Our terroir is like a mosaic, and quality is exceptional. It's very diverse: row orientation, exposure and incline can be very different in different areas. Our work consists of choosing the right combination from each area to give freshness, substance, earthy aromas and tannins - all in very precise quantities."

This is meticulous, painstaking work, which begins at source - back in our partners' vineyards. The vineyards vary in size and can measure less than 1 hectare, but average size is 8 ha. They comprise a total of 1,800 vine parcels, inspected throughout the year to make sure they are producing well. To help supervise the vines, the Cave's Vineyard Manager uses a smartphone app - essential in this day and age. With one click he can home in on a particular area, check the status of the vines and interact with partners in real time. Our Grande Dame is definitely not showing her years!



LAURENT ROBERT DOMAINE COMBE JULIERE

Championing Rasteau

There's always something happening in Rasteau, and 43 year old Laurent Robert, president of the tourist office, is well-placed to know exactly what it is. As soon as the tourist season starts, visitors flock to the village - and the 800 residents spare no effort to make them feel welcome. Every year sees a new event on the summer programme. "Last year we thought we'd try a pop-up wine bar. That was very popular," says Laurent. "This year we'll do it again, in the village square on selected Tuesday nights in July and August."

Meeting the winegrowers

Laurent makes his position very clear: "Sales are not my thing. I employ agents to sell my wines. But I love meeting people." Whether it's promoting a walking trail around the village where visitors can take in the whole area at a glance and get an overview of the appellation, or presenting a guided tasting of 5 wines with 5 cheeses (which takes place every year), Laurent is an indefatigable champion of Rasteau as a tourist destination. "You can be close to nature here" he says, "and for a *bon vivant*, it's a dream come true. You can stroll through the countryside, take a siesta, then in the evening meet up with the vigneron. Enjoy a glass of wine, have a chat - it's great."

On some evenings, Laurent's father, village mayor since 1989, might put in an appearance. On those occasions, you can be sure that between father and son, you'll soon find out all there is to know about Rasteau wines and village life.

"I founded the Domaine in 1999 with my father. We rented a winery to start with, but then managed to buy one in 2003," says Laurent. "The vines have been part

of my life since I was a boy. And even though I nearly became a footballer, I've always wanted to see my name on a wine label. I'm passionate about wine and winemaking."

Good structure and ageing potential

Once he had his diploma in oenology and completed his internship at Rasteau's cooperative winery, Laurent resolved to go out on his own. First, he had to find his own personal style - it turned out to be structured wines with good ageing potential, freshness and a touch of menthol. His golden rule is to avoid using Syrah. "Maybe I just haven't got the right vine parcels," he explains, "but after a few trial runs I realised it was spoiling my wines. There's no Syrah in my Rasteau cuvées - it's one of my foibles." Grenache is the dominant grape, from older vines growing in almost contiguous parcels around the family farm on the outskirts of the village. Some years, depending on vintage, the older vines are vinified separately and aged in oak demi-muids for 16 months. The vines can be up to 90 years old. The resulting cuvée is called "Aimé" - after Laurent's father.

In 2013, Laurent extended the vineyards by purchasing part of Domaine de Pisan, one of the largest estates in Rasteau. Production reached 600 hl, plus the grapes sold to the cooperative. The Domaine had taken only 16 years to reach cruising speed.

"I don't really want to get bigger," says Laurent. "Don't forget I started with nothing. I might look at making new cuvées, but I don't want to expand any further."



KARINE BISCARRAT DOMAINE GRANGE-BLANCHE

Back to Basics

Climate change is a hot topic for Karine Biscarrat and her family. "My father is 82," she says, "and remembers how it was in his day. We are definitely seeing a rise in the strength of our wines. My father tends to think it's cyclical, but my husband and I disagree. We need to look to the future, and consider varietals with potentially lower alcohol content - Carignan for example. At appellation level we also have to look at changing our planting specifications. The ability to question her own beliefs and make decisive choices is an integral part of 50-year-old Karen Biscarrat's character. Rasteau born and bred, the only daughter of a winemaker couple, Karine already has several careers under her belt.

The right experience

Born in the hamlet of Blovac on a farm overlooking the plain, the young Karine had little choice but to leave the fold when it came to studying and choosing a career. In the 1980s it was almost unheard of for a woman to go into winegrowing, despite her own desire to do so. After her studies, she was employed by Campbell France in their quality control department. But it isn't easy to turn your back on four generations of family history, and her ambition to become a winegrower remained unchanged.

"I never doubted that at some time or another, I would come back to the Domaine. I made that quite clear.

My business experience was something I needed. I needed to know I could make my own way without support from the family."

Between the hillsides and the Mistral

In 2003, Karine and her husband Didier leapt into the breach and took over the family estate, with Didier looking after the vines. A new chapter - the 5th generation.

"In the old winery, the oldest wines dated back to 1850, possibly some of the earliest wines in the village. Basically, it doesn't change a thing - but it's symbolic."

A new, more practical winery was built in 2011. The Domaine's vines grow at the foot of the appellation where they are open to the Mistral, and on clay slopes that become a sea of mud when it rains. This gives plenty of scope for blending. Grapes are de-stemmed and vinified in the traditional way, giving smooth, expressive wines. "Blending is a very specific art-form," says Karine. "It takes time, and here too, you sometimes need to question your own beliefs. Every year has its own individual personality." As her 14th vintage approaches, Karine has no regrets. "It was a calculated move," she says. "I always knew what I wanted."



REJANE POUZOULAS DOMAINE WILFRIED

Two heads are better than one

Another Rasteau double act – brother and sister duo Réjane and Wilfried. The pair have been managing the estate together since their father retired in 2007. It runs like a well-oiled machine; Wilfried looks after the vineyards while Réjane takes care of administration and sales. Everything else they do together, including harvesting, vinification, blending, bottling and visiting trade fairs. Wilfried is the older of the two; his name was the inspiration for his parents when they were looking for a domaine name to help build their brand. He has taught his sister a lot.

Conversion to organics

Réjane took a few years out to think before deciding to become a winegrower and making her mark on the family estate, the Domaine founded by her great-great grandfather. The wine industry was not an obvious choice for a woman, and on finishing school she thought long and hard about her professional future. An international career sounded appealing, so Réjane registered to read Applied Modern Languages at Avignon University, subsequently working as a marketing intern in France and the UK. "But whatever I did, wine just kept cropping up in my life, whether I was at the Cairanne cooperative winery or working as an intern at a London wine museum," she says. "I soon realised that this is what I really wanted to do."

Back at the Domaine, she updated working practices and created a position for herself in sales and administration, where she stayed until her father's retirement; then she took over his job in the winery.

And the result of all this work together? Over time, the Domaine began to explore new paths, without compromising the family legacy. In the 2000s, the brother and sister team started to farm a major part of their vineyards organically. They converted fully in 2012.

Differing styles

The years go by, and Réjane and Wilfried continue to assert the character of their wines. "There are several types of wine made in Rasteau," Réjane tells us. "Our wines are not too heavy. They have freshness and finesse, and a good, crisp edge. That's our signature style."

To make wines that are more about fresh cherries than cherry jam and that sometimes show floral aromas, the pair keep intervention to a minimum and limit fermentation time to a maximum of 15 to 18 days. The wine is pumped over daily – apart from this, the duo favour the 'laissez faire' approach.

"Every year, we just go with the vintage. We taste the juice, and the ideas start to come," explains Réjane. In 2015, they made a second Rasteau cuvée, elegant and even more floral, adding a greater proportion of Grenache to the blend. Over the years, in-bottle sales have increased. Exports too have grown, and now account for 8 to 10% of total volume.

Team efficiency

Réjane and Wilfried certainly put in the hours on the sales front. Réjane is in direct contact with customers, cultivating her talent for marketing. This, coupled with her interest in event organisation, led her to explore a new venture in 2012: taking over from Didier Charavin, she became manager of La Nuit du Vin, completely re-vamping this iconic event which takes place in mid-August every year and attracts some 10,000 visitors.

Together with her team - for whom she has nothing but praise - the young vigneronne puts her personal stamp on all the Nuit du Vin attractions. The principle is the same as in the winery – a new idea every year. From food trucks to pop-up bars, from children's workshops to selfie competitions, the summer event has been brought right up to date without detracting from its resounding success.



HELEN DURAND DOMAINE DU TRAPADIS

At one with the soil

I like to drink my wine from mustard glasses. It helps me appreciate the texture.”

Durand is his family name, Helen his given name; – as if his parents had decided early on that their son was going to plough his own unique furrow. So Helen listens to one voice, and one voice only – his own; individual, resounding and full of energy. Energy that he has successfully transferred to his wines since he began following the principles of biodynamics.

Not your usual kind of winegrower

Helen learned the ropes from his mother, Michelle Charavin, daughter of a long line of winemakers who made their mark on the quality of Rhône Grenaches; he now heads up Domaine du Trapadis. The name Trapadis comes from the Provençal word ‘trapolas’, (a hole), which refers to the cellar excavated on the Domaine by Helen’s grandfather, using nothing but a pickaxe. In summertime, if the cicadas ever decide to take a break, you might hear the strains of a Pastoral Symphony echoing through the vines; because Helen has recently installed a Genodics system in his vineyard, and plays protein music to his plants. That’s not to say he’s is some sort of New Age fanatic; he is meticulous in his work and thinks long and hard before he acts. But it turns out that vines exposed to protein music are less likely to succumb to esca, a devastating grapevine trunk disease which can cause sudden death, often with no warning.

Fatalities have fallen by 20% since the system has been in place, and that’s quite a number. Along with the biodynamic techniques he introduced in 2000, the music system has had a very positive effect on the longevity of the superb older vines which in his day, Helen’s grandfather planted en foule. They can grow to a height of 1.68m – the same height as their owner.

By juggling the four different soil types – sand, silt, calcareous clay and blue marl – and working in harmony with their intrinsic qualities, this 35-hectare estate produces a variety of appellation wines. What they all have in common though, is their pulsating energy, lifted by the freshness of perfect balance, even though the grapes were left to ripen for as long as possible.

Helen is a great admirer of Burgundy Pinot Noirs insisting that his Grenaches can achieve the same character if vinified simply. He may well be right; to obtain a truly fresh juice he extends the growing cycle, carefully avoiding ‘candying’ the grapes. The effects of the calcareous soils combined with Helen’s agricultural practices drives the reds to the very peak of finesse without sacrificing the cru’s legendary dense texture – which Durand then fine-tunes by extending the ageing period. “This gives us a wine people will enjoy, without compromising the terroir.” Helen pays close attention to his soil, and sees the texture of his wines as part of their spirit; this applies also to his Vins Doux Naturels, which, with 100g of sugar per litre, slip down very easily indeed – even when drunk from a mustard glass.



JULIE PAOLUCCI ET NICOLAS BRES DOMAINE LA LUMINAILLE

A meeting of minds

"For my father, the vineyards were his life. Now it's getting to be the same for us!"

There's light in Julie's eyes; light reflects from her blonde hair, and a smile lights up the face of this mother-to-be. But most of all, there's light all around, held within the vines growing on the gentle slopes of Rasteau's natural amphitheatre - a vivid panorama with Ventoux and Montmirail as its focus.

Many years ago, Julie's great-great grandparents worked this estate; then her father Jean-Claude expanded and modernised the vineyards, buying a tractor to replace the horses, planting Nyons olives and adding a host of new vines. This is where Julie spent her childhood, basking in the spellbinding light of this incredible place with slopes so steep that some can only be accessed by caterpillar tyres. And yet she chose to leave the area, travelling to Australia to gain a very different experience of wine. She returned to Bordeaux to complete her Master's degree and qualified as a sommelier. But the confines of a conventional establishment were not for her, no matter how many stars it had; she preferred to work with up-and-coming chefs and a more creative wine list featuring names we know and love today - including Garance and Le Sergent Recruteur. But everything changed with the untimely death of her father. In 2014, Julie left the bright lights of Paris to return home to her Domaine: the grapes were ripe

and needed picking. Tasting wines and recommending them was one thing; producing her own first vintage was a different matter altogether. But Julie had a guardian angel - her knight in shining armour, Nicolas Bres. Because that's the way things were. Nicolas was born not far from here, in Vaison-la-Romaine. He managed an estate, but was looking out for new opportunities. He knew the land; he'd worked it for years. He knew how fertile the Rhône soils could be, both in Rasteau and the other Rhône Crus. The only unknown quantity was the wine itself, because until now, the grapes had all ended up in the cooperative; but together, Julie and Nicolas started to discover the subtle character of the wines produced from the free-draining grey clay soils to the north of Rasteau. It helped, of course, that 2015 and 2016 were superb years - just what they needed for their first wines. And the names of these new wines? 1er né and 2ème né - 1st and 2nd born - so evocative of their family values. Both are available in red and white; both are easy-drinking, lifted by a fine edge of salinity from the soil. So, a life-changing event for Julie, a chance meeting for Nicolas - but together, the couple are building a future for La Luminaille based on their passion for wine. Julie was due to leave for the Seychelles as sommelier for the Constance Group, while Nicolas had found his paradise isle here in Rasteau, his palace their family home; now they explore new horizons together in the vineyards of the world.



PATRICE ANDRÉ DOMAINE DES BANQUETTES

From tractors to tasting

"The boss? That's where he is, up there!"

At Domaine des Banquettes they speak English and Spanish. But they also speak Provençal: that's how strong the bond is between Patrice André and his home region. His Provençal heritage is clear to see; the 30-hectare estate set across the 3 communes of Rasteau, Sablet and Violès features lavender fields, olive groves and vineyards, where Patrice is creating a new winegrowing tradition. For almost 60 years his family took their grapes to the Rhône Valley's cooperative winery; but the young Patrice was more interested in heavy machinery than vines. He would take motors apart and reassemble them, casting the odd cursory glance at the vineyard. But then one glance became two, then three – until by 1993, he was fully committed to his vineyards and left his job as public works mechanic, throwing himself wholeheartedly into vineyard work. For the next ten years, as a sort of litmus test for his new-found passion – and also because it takes time to resign from a cooperative agreement especially if you happen to be the Secretary General – the grapes kept being delivered to the cooperative as usual. Then in 2002, Patrice and his wife Christelle finally began to make their own wines. They withdrew part of their land, including the Rasteau vineyards, from the cooperative, and created a new Domaine which they called Les Banquettes – an echo of the terraces on which their vines were planted and tended with love and care.

My father wasn't a great one for weed killers," explains Patrice.

All those years of keeping a close eye on the vines, of dealing with the weather, of making constant improvements – just like any other craftsman – have made Patrice André into a very different kind of winegrower, one who knows he doesn't hold all the cards. "The boss?" he says, pointing out his shot berries and sickly grapes, "That's where he is, up there!" Patrice remains philosophical though, no matter what the weather throws at him. That's part of the challenge; that's what drives him. "It's like going back to school every year. You start from a different place each time." Rasteau's grey and blue clays give the wines made by this mechanic-turned-winemaker their distinctive edge. Patrice takes great pride in helping his Grenaches reach their peak; he prefers them to Syrah anyway.

Patrice André was born the day Neil Armstrong and Buzz Aldrin walked on the moon. His father missed the moment, but with good reason. And now his son is leading a mission of his own, in a functional, modern winery where the art of traditional winemaking enjoys added precision, giving unpretentious, no-nonsense wines. Wines that are simply good.



BERNARD GIRARD DOMAINE DE LA GIRARDIERE

A family of builders

"I've got woodland all around my vines, but there's no wood in my winery."

Girardière. From Girard; an estate created completely from scratch. Everything, from the name to the winery itself, built by Bernard and his father Louis based on a simple shed design. "If there's not much to do in the vineyard, we work on the winery. Our latest piece of handiwork is the path leading to the entrance." A commemorative plaque at the front of the building bears the date 1979, the year the estate was founded. At that time, wines from the vine parcels planted around the village of Rasteau, where the Girard family owned 20 hectares, were sold as part of the Côtes du Rhône appellation; only the Vins Doux Naturels carried the Rasteau name, as they have since 1944. These naturally sweet wines became particularly popular after the war, when everyone craved a bit of sweetness and needed a boost after years of austerity. The Domaine still produces a few hectolitres of VDN, keeping old memories alive – and because it's tradition.

La Girardière has the character of a classic wine estate, its wines made strictly in compliance with appellation rules and with respect for the environment. Vineyard work is largely done manually, and chemical weed killers have no place. "We haven't used chemical weed killers for the last 15 years, and although it means more work for us, it's a huge load off my mind."

Within the Domaine's stone walls (built by Bernard with the same energy he devotes to building his winery) we find superb parcels of vines growing in the red clay and limestone soils, interspersed with woodland. The grapes enjoy the best possible conditions for ripening – sun exposure is perfect – and are subsequently vinified in concrete tanks. That's tradition too; concrete is the Girards' ally. "I make the kind of wine that I like to drink myself, and I don't always like the flavours of wood. I've got woodland all around my vines, but there's no wood in my winery!" The concrete tanks are the only items to have been made elsewhere; everything has been built by the Girards. They would even be capable of building their own cathedral – probably dedicated to wine.



Florence QUIOT FAMILLE QUIOT

Like the branches
of a vine

" Rasteau wines require a very special type of work. They are new to the export market "

The Quiot family have been winemakers since 1748. Today, parents Jérôme and Geneviève own a 'trifling' 300 hectares, along with their children Jean-Baptiste and Florence. The estate has expanded beyond all measure since those early days in Châteauneuf-du-Pape, and now includes Ventoux, Côtes de-Provence, Gigondas, Beaumes de Venise and Rasteau. And to add an extra competitive edge, the family are diversifying their range, selling wines similar to their own but sourced from other producers. This year, one million two hundred thousand bottles are set to leave the Châteauneuf-du-Pape winery, to be distributed to all four corners of the earth. Export has always been the Quiot family's market of choice. The bonds between the 13th generation of this winegrowing family are reflected in their coat of arms: a single vine stock with four branches. With the guidance of his parents, Jean-Baptiste works on the production side, while Florence is more involved with management and international sales. It hasn't always been like this. Florence didn't immediately choose the business she and her brother grew up with – but three years in China helped her realise where her priorities lay, and taught her the importance of family roots. Today she champions Quiot brand wines on the export market, and ensures the business runs smoothly.

Her studies taught her to see the bigger picture, an essential skill in international marketing, and she is fluent in several languages. Florence joined the business in 2003, just when the family were about to buy Château du Trignon in Gigondas. It was a complex transaction, but she handled it brilliantly. Part of the 90-hectare estate is given over to other appellations, with just 4 hectares at Trignon dedicated to Rasteau, a series of parcels scattered across the calcareous clay slopes of this remarkable area. "Rasteau wines require a very special type of work. They are new to the export market and we have to try and build up demand. They're not a spontaneous choice". When the Quiot family first arrived, Rasteau didn't yet have its own identity, although the calibre of the vineyard was already clear given the quality of its red clay and pebble terroir. "Now it's a question of spreading the word," says Florence.

Florence has the mentality of a sports champion. She excels at pole-vaulting, but her true passion is climbing – and she heads out into the mountains whenever she can. For the women in the family, climbing mountains is a way of life. Verticality. Florence is all for it – in her life and in her wines!



XAVIER VIGNON

XAVIER VINS

The king of blending

'I've found my niche. Blending gives me freedom.'

It's true of négociants, and of other travelling craftsmen: if your work is driven by passion, no matter where it stems from, then your workload is not a burden. Rather, it fuels the desire to build a business and see it grow and flourish over time. Xavier Vignon is just such a builder. There was nothing to indicate that Xavier, the son of a long line of travelling stonemasons from Picardie, would be drawn to winemaking – except perhaps the sound of his name, Vignon – so close to vigneron. Leaving the world of stone, he chose the world of plants – plant science, to be exact. He studied in Reims, Bordeaux and Montpellier – all wine regions – eventually qualifying as an agricultural engineer and, more importantly, an oenologist. He'd found his passion, his vocation. After qualifying, he followed his own journeyman's trail for 8 years, through Alsace, Champagne, Bordeaux, and Burgundy; he crossed two hemispheres and worked with 13 harvests from California to Tasmania. But when offered a top position with a leading producer in Australia and New Zealand, he turned it down. "I'd miss my cheese," was the reason he gave – but in reality, he had his heart set on returning to France, to the Rhône Valley. In 1996, Xavier finally hung up his hat in a winemaking laboratory in Carpentras. Here, face to face with the Dentelles de Montmirail, the stone on which his early life had been based, he'd found his own terroir. One thing led to another, and yes, he was older, but he

hadn't lost any of the vibrant energy that had led him halfway across the world. He established a laboratory close to his beloved Dentelles, under the protective eye of Mont Ventoux. And as he journeyed from winery to winery indulging his new-found passion for blending wines, his friends started begging him to make a wine of his own. So, he took a little wine here, added some Grenache there, and then a little more – and voilà! – there was his first wine. Then in the year 2000, at the turn of the century, Xavier Vins was born – in the village of Le Barroux, in a garage loaned to him by the town hall, with nothing more than a van and some 5-hectolitre tanks. And they're still there, still used by this champion blender with his unbelievably perceptive nose. And to ensure that his wines never become run-of-the-mill, to guarantee that they stand out, Xavier makes certain that no one vigneron contributes more than 5% of the final blend.

To avoid competing with his suppliers, Xavier set off on his world tour again, making sure to sell his wines elsewhere. He even earned recognition from Robert Parker. He produces around 700,000 bottles; his range features Rasteau at the same level as other crus. His own cuvée is rich and powerful with concentrated black fruit, underpinned by the typicity of the terroir and spiced with the great man's very own spirit... The style reflects the man. And on the other side of the pond, they have no trouble remembering his name. It's like Avignon. But without the 'A'.



PATRICK BRUNEL CHÂTEAU LA GARDINE

The youngest member of the family

"This was the appellation of my father's dreams. He would never have bought anywhere along the banks of the Ouvèze..."

It's been quite some time since the Brunel family first came to work on the slopes of Rasteau; and even though Châteauneuf-du-Pape sometimes manages to upstage other wines, Rasteau still has a starring place in this family's portfolio. The same goes for Lirac from Château Saint-Roch, but that's best left to Patrick's wife Eve. Let's take a quick moment to look back... Patrick Brunel's father purchased La Gardine in 1945; then some years later he came across a property in Rasteau, completely by chance. He happened to have a little nest-egg – money from the sale of some apple trees bought by his father in Pont Saint-Esprit – and when it was suggested he might like to buy 12 hectares in Rasteau divided into 25 hillside parcels, he jumped at the chance. He bought all twelve, soon doubled his holding – and suddenly it was 1964 and time for the first harvest. Fast forward to the present, and the superb 2015, Patrick's golden child. He has a lot of time for this one. "It's a Rasteau with a touch of Châteauneuf-du-Pape about it". Patrick just couldn't help himself. "Our Rasteaus are richly scented, even the ones made for cellaring have fruity aromas. They're not expansive, or even particularly powerful. What we're really looking for is finesse." The Brunels were possibly the first Châteauneuf family to buy land

in Rasteau, which at that time wasn't yet part of the Rhône crus' Hall of Fame, because Gaston, Patrick and Maxime's father, truly believed in its potential. His brother, along with his wife and children, were completely on board too. His brother even became president of the Syndicat: "This was the appellation of my father's dreams. He would never have bought anything along the banks of the Ouvèze."

Everything is planted on hillsides and farmed to take account of the natural balances. But it's not without its challenges. The gradient is steep, and at first could only be accessed by horses. Then hoists were used, but even these have now been replaced with quad bikes. The initial production run of 100,000 bottles was quickly snapped up by Quebec; today, there are over 230,000 bottles of this cru bearing the Brunel name. Almost one third of the million bottles produced by La Gardine are Rasteau Cru, made with the same love and care as their older Châteauneuf siblings. Even the bottles were designed by Gaston, their shape reminiscent of the mouth-blown bottles of yesteryear. "We don't do things differently just because yields are lower. Once the grapes are in the winery, we do a lot more than just stick to the rules." It's clear that Patrick is particularly fond of this wine: it achieved Cru status in 2010, and is the youngest in the La Gardine family. And being the youngest, it has had to jostle hard to find its position.



MARIE-FRANCE ET THIERRY MASSON DOMAINE BRESSY-MASSON

A story of partnership

'When I started out, there were hardly any women in the vineyards.'

As so often happens, our story starts with a family – the Bressy family in this case, and the patriarch, the founder, the man with whom it all began – Marius. Then along came son Emile, who spoke with the voice of wisdom and carefully chose, each and every vine they planted. It was Emile who bottled the Domaine's first wine in 1947. Emile had only one daughter; and sadly, he died early, far too early. And when he died, his daughter Marie-France had only just taken her baccalaureate. She didn't have the slightest experience of winegrowing, but she had spent her childhood surrounded by vineyards and farm buildings and now felt a fierce loyalty to this estate perched on a hillside in the Rasteau vineyards, somewhere between Orange and Vaison-la-Romaine. With no brothers or sisters to turn to and a family heritage to save, Marie-France refused to give up. It was 1976, two years after the oil crisis. She was 18. France itself seemed to be mid-crisis with no light at the end of the tunnel, but she kept the faith. Meanwhile, her fiancé Thierry was away doing military service; he had studied accountancy, but decided not to practice – "After all, it's only fun when the figure on the bottom line has a good few zeros after it..." and became a winegrower instead. He and Marie-France married.

She suggested he join his name to hers – he was the one making the wine after all – and Domaine Bressy became Domaine Bressy-Masson.

Gathering in her first harvest at 19 years of age, Marie-France was to all intents and purposes the only female winegrower in the Rhône Valley. Today she is a member of women's winegrowing organisation *Femmes Vignes Rhône*, along with some 30 other professional women in the wine business. Initially, she gave herself 5 years to succeed, but her 32 hectares of vineyard across 3 terroirs exceeded all expectation. She markets a highly acclaimed Rasteau red, while her 3-barrel Vin Doux Naturel has been judged to be the best in its category. An erstwhile stable adjacent to the right wing of the house is now used for sales – and we can trace the history of the family's success through the host of trophies and medals on display. On the other side of the house we find the winery with its special concrete tanks for making Suco d'Or (from the Provençal for 'stump') The aromas are so redolent of Rasteau – vibrant and powerful; and like the landscape, the wine is awe-inspiring, soul-stirring and sumptuous. In the shade of the huge plane tree specially shaped to protect the house from the sun, the Masson family wait for the day when the next generation is ready to take over the Domaine.



GEORGES PERROT DOMAINE LA COLLIERE

Hairdresser turned winemaker

"For me, a great Grenache comes close to being a Pinot Noir.

I always dreamed of being a winemaker." Why? you may ask. Georges Perrot doesn't really know himself – unless it's something to do with his place of birth, the little winemaking village of Tulette, whose clock tower rises up above the gentle Rhône hillsides. His father was a boiler-maker, nothing at all to do with the wine industry. Georges became a hairdresser because – well, why not? Then he worked as a swimming pool attendant on the Côte d'Azur, not the most obvious career progression for a hairdresser, but these things happen... But life on the coast seemed "too superficial," and the eternally optimistic Georges had always harboured his winemaking dream, carefully mentioning it to no-one. So he returned home – and promptly fell in love. Both Cupid and Bacchus must have been smiling on him that day, as the family of his intended owned a plot of land in Rasteau. Things progressed, and her father, president of the cooperative winery, taught Georges how to grow his own vines. But the young Perrot wanted more. He wanted to make wine, and started to look for a winery. Now Georges Perrot has a brilliant nose for wine, and with it he impressed André Roméro, one of the cru's star winegrowers. André spotted Georges' talent straightaway, and it took little persuasion for him to rent Georges his old winery at the bottom of the village. At last, in 2002, Georges Perrot was ready to fulfil his destiny, and produce his first vintage. But 2002 wasn't an easy year, and this hairdresser-turned-swimming-

pool-salesman-turned-winegrower started to struggle.

Luckily, there was another benefactor waiting in the wings. Every year, Robert Parker came to taste the wines at André Roméro's Domaine de la Soumade; this year he added Georges' Côtes du Rhône to his list – and awarded it 93 points. And that was it. The adventure had taken off. In 2008, Georges took over all his father-in-law's land in Rasteau; again, it wasn't an easy year, but again, Robert Parker tasted his wine and liked it. Well, if you've been dreaming all your life about doing something and your dreams come true, you feel duty-bound to make it succeed...

"Rasteau soils are similar to Pommard: there are some superb clays. You have to pinpoint peak ripeness by tasting the grapes, then pick them before they turn." The clay soils give his beloved Grenache a sense of sweetness, masking the alcohol; they give backbone to the Carignans and Mourvèdres used for added finesse, and also to the Syrahs, which Georges loves best "when they're not like Syrahs." Like some of his winemaking colleagues, Grenache-lover Georges eyes up the Burgundies. "I don't tread my grapes, I don't punch down the cap; I've never done that. I leave it to itself and keep tasting it. When it's how I like it, I run it off."

Georges Perrot would never have risen to such a tough challenge if he wasn't a winetaster at heart. It's a talent he's always had, hidden behind his deep-seated, long-lasting desire to make wine.



PIERRE ROUGON DOMAINE FONT SANTE

The grapes of success

"Rasteau winegrowers know how to find elegance and finesse in grapes from the south."

Pierre Rougon has turned his house into a showcase for his wines. Sports-lover Pierre spent many years as part of a cooperative before starting out on his own as a négociant, specialising in premium wines for the large-scale retail sector. For 10 years he has run his business with the energy and drive of the top rugby player he used to be – and with 3 million bottles leaving his warehouse in Carpentras, he is fully entitled to wear the satisfied expression of the successful businessman. Rougon owns half of the family estate – some 20 hectares, still under contract to the Beaumes de Venise cooperative. Beaumes de Venise is Rasteau's sister appellation, whose sales team Pierre Rougon, our rugby-playing winegrower, headed up for 10 years. Pierre was a grower before becoming a négociant and knows the trade inside out. He knows his grapes, he's worked the land – and he chooses the base wines he needs from a select group of about 30 partner growers. "I provide a new market for their products, an alternative for independent winegrowers.

Although he was born in Beaumes de Venise, Pierre now distributes wines from two estates in the Rasteau appellation, but being a keen aficionado of Grenache,

Syrahs, Mourvèdre and Carignans, he still likes to keep a watchful eye on his neighbour. These stately varieties are the representatives of the vineyard, looking down from their Dentelles de Montmirail home and bowing in reverence to the white majesty of Mont Ventoux.

"Rasteau wines have the density and depth of southern-grown grapes, but a good vigneron will know how to express their finesse and elegance too, producing wines with a good, crisp edge." He knows what he's talking about. In 2016, Pierre made a red wine on the Pierre Rougon estate, whose Syrah depth, softened by notes of menthol and graphite, highlights the bright, rich character of the wines of the southern Rhône. It reflects the fine soils into which the old vines plunge their roots, taking from them the essential components to give an intense yet delicate structure. Elegance and power – a sweet rivalry, as evident in the wines as it is in the eyes of this farmer's son who has shown us he can turn his hand to anything – producing wine, selecting it, selling it...

This young rugby player who could have played with France's best, chose another path instead, another way to prove his strength and unerring instinct, and to develop the one quintessential attribute that makes a good player in any game – team spirit.

1944 : Rasteau Vins Doux Naturels are granted AOC status.

2010 : Rasteau's red wines are awarded AOC status in their own right.

WINES

Rasteau wines are the product of a rich, colourful, multifaceted terroir. Their strength lies in their diversity, the sheer number of different identities – a reflection of the vigneron who fashion them.

"Rasteau isn't a 'one size fits all' wine – it has real character, and you either love it or you don't."

Victor Coulon, Domaine de Beurenard

GRENACHE NOIR

This is the king of the vineyard, making up at least 50% of the varietal mix. It's the oldest varietal grown in Rasteau with some vines over 100 years old.

*"Stylish, powerful and rich.
A wine with depth"*

Patrice Barbieri,
Domaine de la Crémone

COMPLEXITY

Rasteau reds boast flavours as diverse as their terroirs. On nose and palate, they show a full range of scents and flavours: red and black fruit, spice, cocoa, a hint of liquorice and leather. They are beautifully, and unusually, complex – a reflection of the abundant terroir that makes Rasteau a great wine.





CHARACTER

Every wine has its own character, just as our winegrowers each have their own personality, a distinctive personality they like to reflect in their wines.

"From one Domaine to the next, the wines can be totally different."

Réjane Pouzoulas, Domaine Wilfried

TRADITION

In Rasteau, production of Vins Doux Naturels is an age-old skill dating back to around the year 70 AD.

"Impressive charm and a quintessential spirit"

Marcel Richaud, Domaine Richaud

"Rasteau wines are wines for contemplation, wines for tasting"

Domaine du Trapadis

GRENAT

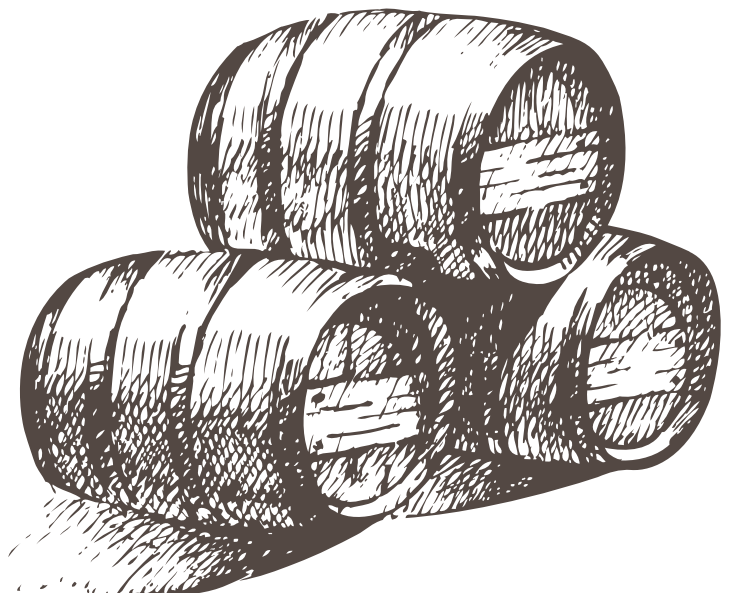
An unusual colour for a Vin Doux Naturel. Rasteau has made its red (Grenat) Vin Doux Naturel an icon for this appellation – a unique wine for the inquisitive wine-lover.

GENEROSITY

Our vigneronns put their heart and soul into their wines – it's their personal gift to wine lovers everywhere.

"I put the best of myself into every wine I make. It's my passion, and I like to share it through my wines"

Georges Perrot, Domaine La Collière





WINE TOURISM

3 UNMISSABLE EVENTS: GENEROSITY AND SHARING, RASTEAU STYLE

"Rasteau's landscapes are wild, powerful, and full of contrasts [...] Rasteau wines are like its landscapes: the lifeblood of the land, which man in his ingenuity has distilled for the simple pleasure of sharing it with others."

Louis Alexandre Fabre, Comédien

ESCAPADE DES GOURMETS

A memorable way to experience the Rasteau vineyards, organised by the Terres de Lumière Association and its team of 150 volunteers. In a remarkable show of support, they have been organising the event for 15 years, every year at Whitsun. An essential date in the appellation's diary.

6 kilometres of incredible walking trails through the vineyards.

A unique experience and an opportunity to meet the winegrowers.

An unforgettable journey through a wealth of viticultural treasures.

Delicious food/wine pairings, both traditional and modern, and a chance to taste rare authentic wines.

Over 2,500 visitors a year, making this a fun, sociable occasion.

QUAND VIN LE SOIR... THE POP-UP WINE BAR

Three evenings, three very different experiences

A pop-up wine bar at heart of the village – every summer on the main square in Rasteau. Chat to our winegrowers and négociants, and experience a different selection of food trucks every evening.

"Quand VIN le Soir..." is your chance to take a break, enjoy some good food, relax after a busy day, and breathe the unique Provençale air, all against a background of suitably relaxing music in a cosy, friendly atmosphere.

LA NUIT DU VIN

One of France's biggest wine festivals, welcoming over 10,000 visitors every year.

A perfect example of solidarity and generosity of spirit, where sharing and the sheer joy of living are the order of the day!

A party atmosphere with street theatre, concerts, dancing and wine tasting for all to enjoy.

A warm, joyous atmosphere, where passion and true friendship go hand in hand.



UNUSUAL PLACES TO VISIT

Visit Domaine Bressy Masson to see a traditional old shepherd's hut nestling in the vines.

Admire a magnificent 500-year-old oak tree at Robert Charavin's Domaine Coteaux-des-Travers. A fabulous spot for a picnic on a warm spring day.

The cliffs at Bellerive, overlooking the vineyards and valleys of the Ouvèze, with views of Mont Ventoux and the Dentelles de Montmirail.

Peek through the trees to see the Chapel of St Didier, the patron saint of Rasteau who saved the village from the plague in the mid-17th century.

The Place de l'Église at the top of the village boasts breath-taking scenery. Highly recommended by all of Rasteau's winegrowers!



Shepherd's hut amid the vines



Old oak

RECIPES



©Pauline Daniel

- Steep the tea bag in freshly-boiled water.
- Allow to cool completely.
- Scoop melon balls from the ½ melon and place in the freezer.
- Scoop out the rest of the melon flesh, puree in a food processor and then pass through a sieve. The flesh needs to be fairly fine.

To finish

- Divide the frozen melon balls between two cocktail glasses.
- Blend the Rasteau Ambré with 2 cl of fresh

CREATED BY JONATHAN
CHIRI, CHEF AT THE
4-STAR MIRANDE
SCHOOL OF COOKERY
(AVIGNON)

COCKTAIL OF MELON, RASTEAU AMBRÉ AND BERGAMOT TEA

MAKES 2 COCKTAILS:

- ½ a Cavaillon melon
- 1 bergamot tea bag or 1 tsp bergamot leaves
- 2 cl Rasteau Ambré, well-chilled
- Fresh lemon verbena leaves

melon juice and 10 cl of bergamot tea in a cocktail shaker.

- Pour the juice into the two glasses, taking care not to disturb the melon balls.
- To finish, and to give a fresher flavour, rub the rim of the glass with lemon verbena before serving.

Tip: The frozen melon balls are an excellent substitute for ice cubes and won't melt into your cocktail. In winter, try using melon sorbet instead of fresh melon.



© Frédérique Chartrand

CREATED BY FRÉDÉRIQUE
CHARTRAND, FOUNDER OF
"C'EST MA FOOD" COOKERY
STUDIO

MINI PAVLOVAS WITH BITTER ORANGE AND POMEGRANATE SERVED WITH VIN DOUX NATUREL GRENAT

MAKES 15 MINIS PAVLOVAS:

Preparation time: 30 mins

Cooking time: 25 mins

Resting time: 30 mins.

Equipment: Piping bag, mixer, sieve

- For the meringue:
3 egg whites / 125g icing sugar / 1 tsp cornflour /
1 tsp white wine vinegar
- For the whipped cream:
200 ml whipping cream / 1 dessertspoon icing su-
gar / 1 vanilla pod
- For the topping:
3 dessertspoons bitter orange marmalade / 100ml
water / ½ a pomegranate / Fresh mint leaves

For the meringue:

- Using an electric whisk, beat the egg whites with 1 dessertspoon of icing sugar until thick and glossy. Add the rest of the sugar and continue beating until the mixture forms stiff peaks. Add the cornflour and vinegar and beat for one more minute.
- Place teaspoons of the egg white mixture onto a parchment-lined baking tray. Make a well in the centre of each and place in the oven. Bake for 25 minutes and leave to cool completely.

For the whipped cream:

- Scrape the seeds out of the vanilla pod. Whip the cream with the sugar and vanilla. Spoon the cream into a piping bag (optional), and pipe onto the meringues.

For the topping:

- Combine the marmalade with the water. Pass through a sieve to remove any lumps. You should have a smooth coulis. Remove the seeds from the ½ pomegranate.
- Chop up a few mint leaves.
- Pour a little of the coulis onto the whipped cream, add a few pomegranate seeds and garnish with chopped fresh mint.

KEY FIGURES

AOC Rasteau

HISTORY

Decree of 24th November



AREA UNDER PRODUCTION



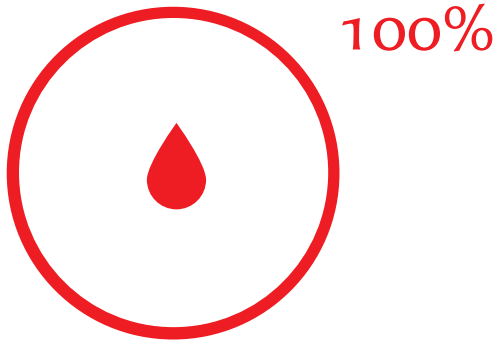
(Average 2010-2015)

GEOGRAPHICAL AREA



Commune of
Rasteau

COLOURS



HARVESTING



Mainly Manual

ANNUAL PRODUCTION



31 113
HECTOLITRES

(Average 2010-2015)

AOC Vin Doux Naturel Rasteau

HISTORY

Decree of 4th January



AREA UNDER PRODUCTION



(Average
2010-2015)

GEOGRAPHICAL AREA



20 parcels in
Cairanne/Sablet

COLOURS



HARVESTING



Manual

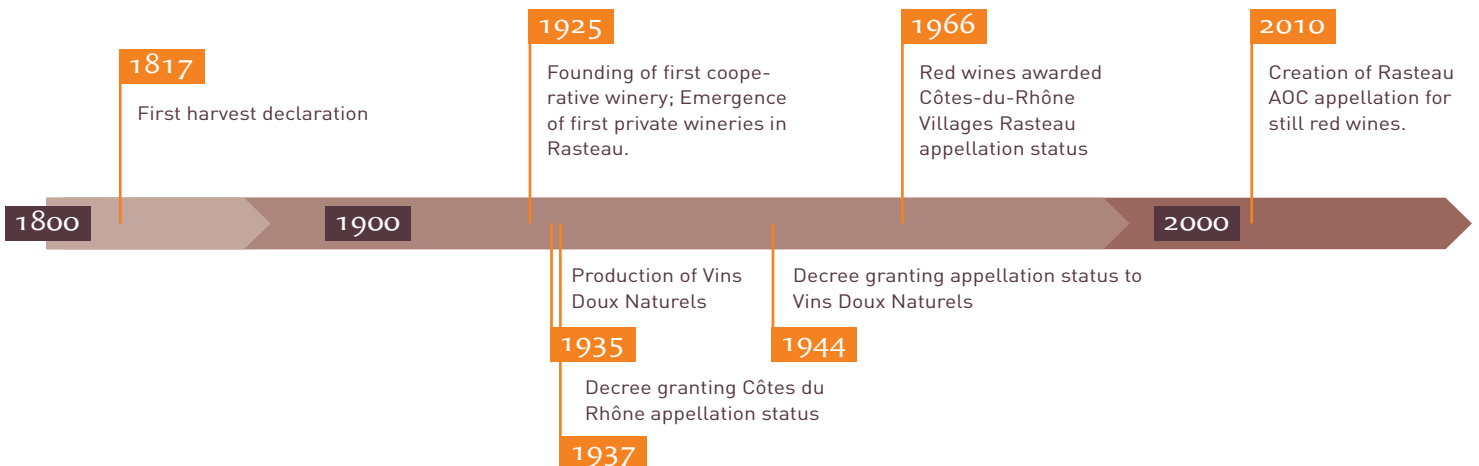
ANNUAL PRODUCTION



996
HECTOLITRES

(Average 2010-2015)

KEY DATES



LIST OF PRODUCERS



COOPERATIVE WINERIES

- Cave de Cairanne
Maison Camille Cayran
maisoncamillecayran.com CAIRANNE
- Cave des Vignerons de Rasteau
(Ortas)
www.cavederasteau.com RASTEAU
- Cave des Vignerons de
Roaix-Séguret
www.vignerons-roaix-seguret.fr SÉGURET
- Domaine Combe Julière
laurent.robert0226@orange.fr RASTEAU
- Domaine de Beurenard
www.beurenard.fr CHÂTEAUNEUF
DU PAPE
- Domaine de Cremone
domainedecremone@gmail.com RASTEAU
- Domaine de Galuval
www.galuval.com CAIRANNE



PRIVATE WINERIES

- Château Clématis
chateauclematis.fr
- Château de la Gardine
www.gardine.com CHÂTEAUNEUF
DU PAPE
- Château du Trignon
www.famillequiot.com GIGONDAS
- Château La Courançonne
www.lacouranconne.com VIOLÈS
- Château la Diffre
ladiffre@hotmail.fr SÉGURET
- Château Notre Dame des Veilles
Bonnefoy Laurence
arnaud.bercher@chateaudesveilles.com VALREAS
- Domaine des
Coteaux-des-Travers
www.coteaux-des-travers.com RASTEAU
- Domaine Armand
www.domaine-armand.com CAIRANNE
- Domaine Beau Mistral
www.domaine-beaumistral-rasteau.fr RASTEAU
- Domaine Bessac
domainebessac@gmail.com VIOLÈS
- Domaine Bressy-Masson
www.domaine-bressy-masson.com RASTEAU
- Domaine Brusset
www.domainebrusset.fr CAIRANNE
- Domaine Chamfort
www.domaine-chamfort.fr SABLET
- Domaine de la Combe Dieu
Vignoble Serge Saurel
vignoble_saurel@orange.fr RASTEAU
- Domaine de la Garance
www.domainedelagarance.com RASTEAU
- Domaine de la Gayère
http://www.domainegayere.fr/ CAIRANNE
- Domaine de la Girardièrre
www.domaine-de-la-girardiere.fr RASTEAU
- Domaine de la Vieille
Ferme de l'Éoune
laurent.durand84@orange.fr ROAIX
- Domaine de Lumian
Bonnefoy Caroline
domainedelumian@wanadoo.fr VALREAS
- Domaine de Verquière
domaine-de-verquiere.fr SABLET
- Domaine des Banquettes
www.domaine-des-banquettes.com RASTEAU
- Domaine des Escaravilles
www.domaine-escaravilles.com RASTEAU
- Domaine des Geines
www.domainedesgeines.fr VIOLÈS
- Domaine des Girasols
www.girasols.com RASTEAU
- Domaine des Nymphes
www.domaine-des-nymphes.com RASTEAU

LIST OF PRODUCERS

• Domaine Didier Charavin didier.charavin@orange.fr	RASTEAU	• Domaine Villa Safranier www.villa-safranier.com	ORANGE
• Domaine du Trapadis www.domainedutrapadis.com	RASTEAU	• Domaine Wilfried www.domainewilfried.com	RASTEAU
• Domaine Elodie Balme balme.elodie@wanadoo.fr	ROAIX	• Dupeyre Pierre-Henry phdupeyre@orange.fr	CAMARET
• Domaine Fond-Croze www.domaine-fondcroze.com	SAINT ROMAN DE MALEGARDE	• Lavau - Château MAUCOIL www.lavau.eu	VIOLÈS
• Domaine Grand Nicolet www.domainegrandnicolet.fr	RASTEAU	• La Font de Notre-Dame lafontdenotredame@orange.fr	SABLET
• Domaine Grange Blanche grangeblanche@orange.fr	RASTEAU	• Les Grandes Serres S.A. www.grandesserres.com	CHÂTEAUNEUF DU PAPE
• Domaine La Collière lacolliere@gmail.com	RASTEAU	• Maison Plantevin Laurent Plantevin maisonplantevin.free.fr	SÉGURET
• Domaine La Luminaille jpaolucci84@gmail.com	RASTEAU	• Toque Rouge - SARL Florazur toquerouge84@gmail.com	
• Domaine La Soumade www.domainelasoumade.fr	RASTEAU	• Vignobles St André Gabriel Rey S.A. gabrielrey@orange.fr	GIGONDAS
• Domaine Les Aphillanthes lesgalets84@wanadoo.fr	TRAVAILLAN		
• Domaine Les Grands Bois www.grands-bois.com	SAINTE CÉCILE LES VIGNES		
• Domaine Marcel Richaud marcel.richaud@wanadoo.fr	CAIRANNE		
• Domaine Martin www.domaine-martin.com	TRAVAILLAN		
• Domaine Mazurd www.domaine-mazurd.fr	TULETTE		
• Domaine Mikael Boutin mikael.boutin@orange.fr	RASTEAU		
• Domaine Moricelly domaine-moricelly@hotmail.fr	CAMARET SUR AIGLES		
• Domaine Notre Dame des Pallières www.pallieres.com	GIGONDAS		
• Domaine Pique Basse www.pique-basse.com	ROAIX		
• Domaine Rabasse-Charavin www.rabasse-charavin.com	CAIRANNE		
• Domaine Saint-Gayan Jean Pierre et Martine Meffre www.saintgayan.com	GIGONDAS		

LIST OF NÉGOCIANTS



MAISONS DE NÉGOCE UMVR MEMBERS

- | | | | |
|--|--------------------------|---|------------------------|
| • Arnoux SA
jfarnoux1@gmail.com | VACQUEYRAS | • Newrhone Millesimes
jmpottiez@newrhone.eu | COURTHÉZON |
| • Brunel Père & Fils
guillaume.brunel@gardine.com | CHÂTEAUNEUF
DU PAPE | • Pierre Vidal
contact@pierrevidal.com | CHÂTEAUNEUF
DU PAPE |
| • Castel Frères
c.chagnet@castel-freres.com | SAINT PRIEST
CEDEX | • R & D VINS
francois.dauvergne@dauvergne-ranvier.com | LAUDUN |
| • Cellier Des Dauphins
s.darves@cellier-des-dauphins.com | TULETTE | • Ravoire & Fils
roger.ravoire@ravoire-fils.com | SALON DE
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| • Famille Perrin
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OTHER MAISONS DE NÉGOCE

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| • Bibovino | PARIS |
| • Boutinot | SAINT VERAND |
| • Georges Benon | BLACE |
| • J.l. Chave Selection | MAUVES |
| • Maison Colin Seguin | NUITS SAINT
GEORGES |
| • Maison Johanes Boubée - Prodis | BORDEAUX |
| • Prestige des Grands Vins de France | SAVIGNY LES
BEAUNE |
| • Rhone Terroirs | TULETTE |
| • Sarl Christophe Semaska | AMPUIS |
| • Vignobles du Soleil International | SAINT GILLES |
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