

Discover Provence Rosé

by Giles Fallowfield

The popularity of rosé wine continues to grow around the world. Recently published research predicts worldwide consumption of pink table wine is set to rise by 17.68 % by 2012, quite a bit faster than white wine consumption which is expected to increase by 6.95 % over the same period with red up by 5.12 %.

Of the countries where the move towards rosé is expected to be fastest the United Kingdom (UK) market stands out with the research, commissioned by Vinexpo and conducted by International Wine and Spirit Record (IWSR), predicting rosé consumption there will climb by over 47% rising from 150 to 220m bottles by 2012.

The UK, as the largest importer of table wines in the world, tends to set trends that are followed by other major importing markets. It's therefore reasonable to expect that among the other nine top importers of table wine - Germany, the USA, Russia, Holland, Canada, Belgium & Luxembourg, Sweden, Switzerland and Denmark, in descending order of size - there is potential for substantial growth where pink wine is already popular. This is particularly true of the three countries where the fastest growth in table wine consumption as a whole is predicted in the next few years : Russia, Canada and the USA.

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WHICH PRODUCING COUNTRY STANDS TO BENEFIT ?

Although countries like Australia, Chile and South Africa, that have seen wine exports boom in recent years, have quickly jumped on the rosé wine band wagon, the vast majority of rosé table wine still comes from Europe, with France, Italy and Spain being the three major producing countries. Although the USA does now make around 18% of the world's rosé wines, a similar volume to Spain, most of this comes in a sweet, white Zinfandel blush style, not the new drier styles that consumers worldwide are becoming increasingly attracted to.

As the largest producer of rosé wines in the world by volume with a share of around 28% and the country that produces by far the highest proportion of quality pink table wine, France is the country that arguably stands to gain most from this general trend towards rosé. Indeed French rosé production has been growing strongly over the past decade. While back in 2002 it was only around 4.2m Hl it had risen to 6.02m Hl by 2006 and in 2007, the latest year for which detailed figures are available, it grew further to 6.36m Hl and reached 11.06% of total French wine output.



EMILIO CIVIP



F.MILLO-CIVP



Rosé production in Provence has been evolving rapidly over the past decade ”

Rosé production is skewed towards quality with Vin de Table only accounting for 12% of volume, Vin de Pays 45%, but an impressive 43% of AOC wine in the category. French AOC rosé production was 3.36m Hl in 2007, which is equivalent to around 450m bottles.

While the Loire accounts for a decent 22% share of this, Provençal rosés are by far the most important with a 38% share. Significantly too much of the Loire's rose production is off-dry (above 7gm/litre residual sugar) or sweet (above 17gm/l) while Provence's output is almost exclusively dry (under 3gm/l residual sugar) and thus better placed to take advantage of the trend towards drier, more sophisticated styles of rosé.

For as demand for rosé grows it is clear that consumers are looking for

something more serious, something finer than the popular mass-produced, mostly sweet pink wines that have dominated sales in

this sector in the past -think Mateus Rosé, Pink Zinfandel and Lambrusco. They are looking more for drier styles, with a greater degree of complexity, gastronomic wines that will work well with food.

PROVENCE THUS HAS THE MOST TO GAIN FROM THIS TREND

Rosé is the Provençal speciality and there are myriad subtly different styles to be found there. In the area that stretches from just east of the Rhône Valley right across to the city of Nice, hemmed in north and south by the Alps and the Mediterranean, over 80% of wine production is devoted to rosé and

it's going up, according to managing director of the Conseil Interprofessionnel des Vins de Provence (CIVP), François Millo.

Rosé production in Provence has been evolving rapidly over the past decade as producers come to terms



COLOURS OF ROSÉ

The rosé research centre in Vidauban (CREVR) has done extensive work on the most common hue of Provençal rosé and having originally identified and referenced 21 different colours they narrowed this down to just nine, producing a liquid colour chart (making use of non-fading metal dyes to duplicate real colours) so that professionals involved have a precise reference point for the shade of pink of any Provençal rosé. The colours are Mandarine, Abricot, Mangué, Melon, Litchi, Pêche, Pomela, Framboise and Groseille. Most Provençal rosés are notably pale and tend to fit within the lighter colours in the middle of this spectrum ie: Melon, Litchi and Pêche.

“ The four main varieties used in rosé wine production are Grenache, Cinsault, Syrah and Mouvédre ”

with the growth in consumer interest and increased demand in both local and export markets. To help them in their efforts to enhance quality the region boasts the only research centre entirely devoted to the study of pink wine - the Centre de Recherche et d'Expérimentation sur le Vin Rosé (CREVR) in Vidauban. It was set up in 1999 to provide producers with practical help to raise quality further because in terms of winemaking, pink is certainly not the easy option. “Rosé wine is the hardest to make and to vinify because it's so fragile,” says Nathalie Pouzalgues, oenologist at the Centre.

Thanks partly to research and experimentation at the Vidauban Centre they are starting to gain some understanding of the styles of rosé likely to be produced on different terroir. However while Millo says the most important thing “is to match the terroir with the cepage”, this is not straightforward as within the larger AOCs there are very often significant local differences so you can't make many useful generalisations about which varieties should be used where. It is however generally accepted that Mouvédre, which is seen as good for fruit driven styles of rosé, needs lots of sun to ripen so it's mainly found in the warmer vineyards close to the coastline.

HOW PROVENÇAL ROSÉ IS MADE

How the rosé is made is key to both its colour and style, although with at least eight different grape varieties used across the whole region that too is clearly important. “The four main varieties used in rosé wine production are Grenache, Cinsault, Syrah and Mouvédre,” says Nathalie Pouzalgues, oenologist at the rosé research centre in Vidauban (CREVR), and those are the varieties they have largely experimented with.

“If we take the example of Syrah, direct pressing is perhaps the best method of production, but in the past a lot of it was made by the saignée method because rosé wine was often a bi-product of red wine. Now rosé is front of mind it's a priority from picking - usually done earlier than for red wine - to pressing,” she says. They don't tend use skin maceration techniques with Syrah because they get too much colour (the best Provençal roses are largely very pale but it's a widely used method with other varieties).

A lot of the work at the centre has been with Grenache and Cinsault, looking at maceration times, maturity levels, harvest dates and more recently de-alcoholisation using reverse osmosis - they've had better results picking Grenache at 14degAbv and lowering alcohol levels by two degrees than by picking at 12degAbv, says Pouzalgues.



Liquid colour chart



F.Millo-CVVP



Nathalie Pouzalgues, œnologist

G. Followfield



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Roselyne Gavoty, winemaker

The renewed interest in finding the best production methods, not just sticking with the traditional ways, has both raised quality and increased the number of available styles. Gisèle Marguin, President of Association des Sommeliers des Alpes Marseille Provence who used to run her own Michelin-starred restaurant north of Lyon says: “Provençal rosés have changed dramatically over the past decade. Ten years ago there wasn’t the same range. There is a new breed of producers making good gastronomic rosés today that weren’t around previously. Standards have risen partly because rosé production has become the priority for winemakers. It’s no longer just a bi-product of red wine. It can age too, old rosés take on truffle and saffron notes, but you don’t have to age them. In fact some are far better drunk young and fresh.”

DIFFERENT WINES FROM DIFFERENT SUB-REGIONS

In a recent tour of the wider region we visited a number of top producers in different AOCs, including the new Côtes de Provence sub-region of La Lande on the coastline between Toulon and St Tropez and Sainte Victoire in the interior to the east of Aix, encountering a fair mix of grape varieties and winemaking

styles. The style of rosés made at Domaine Gavoty near Cabasse at the western edge of the defined Côtes de Provence AOC and over 35kms from the sea, fit into the young and fresh category and winemaker Roselyne Gavoty says they are best consumed in their first two years “otherwise they tend

to develop foxy or animal notes”. While she is very keen for more work to be done on how specific different terroir may affect the style of rosé wine produced, Gavoty believes “winemaking methods employed and the grape varieties used are what really make the difference between styles today, ▶ ▶

PROVENÇAL ROSÉ : THE FOOD WINE

One factor which should help Provençal rosé get attention is its versatility with food. It can be served with all sorts of different cuisines, not just typical Provençal fare. We asked Gisèle Marguin, présidente de l’Association des Sommeliers des Alpes Marseille Provence which covers the whole region and Roselyne Gavoty of Domaine Gavoty who is passionate about how well rosé works, even with difficult to match dishes, to give us a few pointers.

FOOD AND WINE MATCHING

Gisèle Marguin, an ex-restaurateur advises on selecting Provençal rosé for restaurants : “Look for a producer which specialises in rosé who doesn’t make it as an offshoot of red wine. There is often a distinctively spicy side to Provence rosés and some have greater length and weight to stand up better to strong flavours in a dish. The fuller bodies styles tend to come from the warmer coastal vineyards.

“Provençal rosé has great versatility as a food wine. In summer the matches are many and more obvious. They are nice with most white meats, fresh fish but also more complex and strongly flavoured fish dishes like grilled rougets, even smoked fish, especially those styles with more body, length and fleshiness. Other cuisines they work well include North African as in couscous and spicy tagines, but also Indian food. The spices and herbs you typically find in curries – coriander, tamarind, garlic even cayenne pepper and chilli – can go very well.

“They even work with things as difficult as goats’ cheese, young or old, which are not easy to match with wine. You can help this match along by serving the

younger more acidic cheeses with some [Provençal] honey. Fragrant herbal notes in a dish, which uses things like rosemary, thyme or even lavender may be contrasted well. The colour combinations are good too and could be used to get the whole Provence thing going. On the sweeter side, try a soup of red fruits. Figs, fruit tarts or summer pudding also work with those styles that have a little more residual sugar”.

Roselyne Gavoty of Domaine de Gavoty suggests the following rose and food matches : “Raw fish that has been marinated in olive oil and cut with a splash of freshly squeezed lemon. I know it works with some Scandinavian style raw fish and I imagine is would be good with Japanese food too.”

Roselyne also thinks that certain styles of Provençal rosés, like her relatively delicate Cuvée Clarendon, would great in Indian restaurants. “They go really well with pesto and garlic. The reason that rosé can work well with strong flavours is the contrast, it’s not a battle of strong flavours more a question of balance.”

Therefore Provençal rosés are likely to work well with other cuisines where there are similarly strong flavour contrasts like Italian and North African. “If you think of pesto there are the fireworks of basil, garlic olive oil, and Parmigiano, but rosé somehow enhances these powerful flavours, the combination doesn’t become heavy. With a North African tagine made with quince or dried plums you have the spices, sugar and saltiness to work with while if it’s hot and you want to be refreshed you have the cooling benefit of rosé too,” says Gavoty. “It has great versatility.”

although these are inevitably influenced by soil and climate which vary enormously across the whole region.”

“We have a continental climate here with little influence from the sea, it gets hotter than on the coast in the summer without cooling sea breezes and a lot colder in winter.” They use a blend of Cinsault and Grenache at Domaine de Gavoty. “Grenache mainly provides the freshness and the fruit while Cinsault gives the smoothness and the structure,” says Roselyne Gavoty.

She sees them first and foremost as great food wines. Unsurprisingly they work particularly well with the vibrant, strong and contrasting flavours of Provençal cooking. “Our Cuvée Clarendon rosé goes really well with things like garlic and pesto, dishes where there are pronounced flavours: salt, sugar, spices, aromatic herbs, chilli; the pungent, sweet, salty taste of Anchoiade for example. Even though our rosé is delicate, it has the freshness, the acidity to give a contrast, another fundamental element is the CO₂ in the wine,” says Gavoty.

On the coastline around La Londe-Les-Maures (in the new sub-region of Côtes de Provence La Londe) where the vineyards are affected by the cooling influence of sea breezes we visited two different estates Château Les Valentines and Château Léoube, both farming organically. The 43 hectare estate at Les Valentines also produces decent white wine and concentrated

some Cabernet, Syrah and Mouvèdre. Winemaker Romain Ott says: “Cabernet is mainly used for making red wines in this area but we like it for rosé too here.” Made by direct pressing, the Château Léoube ‘Secret de Léoube’ Rosé which sells for around Euros 14.50 (at their own shop on the estate) is round and pleasantly fruity. “We’re not looking for anything aggressive, but something with good fruit made in quite a soft style,” says Ott.

Further up the coastline at Gassin near to St Tropez, the co-operative Les Maîtres Vignerons de La Presqu’île de Saint-Tropez is one of the largest producers and makes a range of different rosés under various labels: Carte Noir a 90% Grenache and 10% Cinsault blend; Saint Roch les Vignes a good value 50/50 Cinsault and Grenache blend and Château Pampelonne where there’s also a splash of Tibouren in the mix.



“winemaking methods employed and the grape varieties used are what really make the difference between styles today.”

reds, but majors on rosé, two different cuvées of which are made. The main style is a Cinsault (50%), Grenache (30%) Syrah (10%) and Mouvèdre (10%) blend, elegant and fresh with a distinct herbal anise note and some spiciness. But is also makes a more everyday clean, fresh and fruity style in ‘Le Caprice de Clementine’ using just Cinsault and Grenache.

Château Léoube is based on a larger 650 hectare estate right by the sea near Bormes-Les-Mimosas where 62 hectares of vineyard are currently planted with another 13 available and rosé accounts for about 80% of production. They too have mainly Grenache and Cinsault in their vineyards but also



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AIX-EN-VIGNE : GROUP OF DYNAMIC PRODUCERS

At the other side of Provence, inland and mostly to the north-east and north-west of Aix, in the Coteaux d’Aix AOC, there is a little more red wine made -about 15% of production - but rosé still accounts for four out of every five bottles sold. Here among the eight enterprising producers that belong to the Aix-en-Vigne group spread across the region from Rians in the east to Lançon-Provence in the west most different styles and colours of rosé are to be found. We particularly liked the wines from Château Revelette, Domaine Les Béates, Domaine de la Realière, Château de Beaupré and Château Calissanne.

Although the group doesn’t have a commercial structure, it’s just a promotional body, they clearly get on well together and meet up regularly to exchange views. However two of the driving forces behind the organisation, Peter Fischer at Château Revelette and Pierre Michelland, the winemaker at Domaine de la Realière team up with Château de Beaupré to make young, fresh rosé they sell to the fish and seafood restaurants in Marseilles.



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Trying large cross section of cuvées from the group, what you notice most is how versatile they are as food wines and this should be a major advantage to producers both in targeting restaurants and consumers who want something at home which goes with many dishes.

As master sommelier Gisèle Marguin says the advantage for the on-trade is that “Customers can drink it right through a meal,” it’s a good match for fish, cooked and marinated, spicy and savoury dishes as well as fruit-based puddings and tarts. Rosé is also very

much a young persons’ drink, they find it more accessible than complex reds.” She also notes that “partly because it looks attractive in the glass, it has romantic connotations and couples feel good about sharing a bottle”. And that works where ever you are drinking it. ■

Further sources of information :
www.vinsdeprovence.com

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MAIN REGIONS OF PRODUCTION

AOC CÔTES DE PROVENCE

20,589 hectares; 115m bottles; 355 individual producers, 48 co-operatives, 59 negociants

Maximum yields: 55 Hl/ha in the regional appellation, 50 Hl/ha or less in smaller specific sub-regions (average yield 42.3 Hl/ha)

Production by style/colour Rosé : 87.5%, Red: 9.1%, White: 3.4%

Grape varieties :

Rosé and red: Grenache, Syrah, Cinsault, Cabernet Sauvignon, Tibouren, Carignan and Mouvèdre

White: Rolle, Sémillon, Ugni-Blanc and Clairette

NEW SUB REGIONS

Côtes de Provence Fréjus

Côtes de Provence Sainte Victoire

Côtes de Provence La Londe is going to be the next appellation sub region, the area on the coast near La Londe-Les-Maures

AOC COTEAUX D'AIX PROVENCE

4,209 hectares; 27m bottles; 78 individual producers, 12 co-operatives

Maximum yields: 60 Hl/ha (average yield 49Hl/ha)

Production by style/colour Rosé : 79.7%, Red: 15.3%, White: 5%

Grape varieties:

Rosé and red: Grenache, Cabernet Sauvignon, Carignan, Cinsault, Syrah, Mouvèdre and Counoise

White: Bourboulenc, Rolle (Vermentino), Clairette, Grenache Blanc, Ugni Blanc, Sauvignon Blanc and Semillon.

AOC COTEAUX VAROIS EN PROVENCE

2520 hectares; 15m bottles, 78 individual producers, 12 co-operatives

Maximum yields: 55 Hl/ha (average yield 44.2 Hl/ha)

Production by style/colour Rosé : 87%, Red: 10.5%, White: 2.5%

Grape varieties :

Rosé and red : Cinsault, Grenache, Syrah, Mouvèdre, Carignan, Cabernet Sauvignon and Tibouren

White: Rolle (Vermentino), Clairette, Grenache Blanc, Ugni Blanc, and Sémillon.

Wineries

PROVENCE'S KEY WINE APPELLATIONS

Provence accounts for just 5.8% of total French wine output but it is the country's leading appellation for rosé with around 1,031,580 hl of AOC rosé and a further 350,000 hl of Vins de pays Rosé, ahead of the Loire which makes around two-thirds of the AOC volume. There are three main AOCs - Côtes de Provence, Coteaux Varois en Provence and Coteaux d'Aix Provence - which between them account for 94% of the production of the whole region, plus Les Baux de Provence (around 350 hectares of vineyard in the far west of the region but not involved in the CIVP) several much smaller production areas based around one town the best known of which is Bandol (about 2% of total production), but there are also the tiny communes of Cassis, on the Mediterranean coast just to the west of Marseilles, Palette immediately south of Aix and Bellet located in the north-west outskirts of the city of Nice.

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The 8 producers in Association Aix-en-Vigne group
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Château Calissanne Ownr: CIPM International
Director : Jean Bonnet



GEOLOGY OF THE REGION

In terms of geology the south-eastern part of the region (the area stretching between Fréjus and Toulon in a band along the coast) is mainly crystalline schist; then in the hot and dry interior valley that runs north-east/south-west to the west of this coastal band the soils are largely clay and sand but also with some schist. The

Coteaux Varois is a larger area surrounded on all sides by mountains, which has hot dry summers and cold winters where the soils are mostly clay and limestone. Further to the west the Coteaux d'Aix region is also clay and limestone, with hot dry summers and cold winters but here the influence of the mistral sweeping down the Rhône Valley is greater.

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Negociants

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Maison Fabre
www.maison-fabre.com
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Listel
www.listel.fr

Cercle des Vignerons de Provence
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Exporters and largest producers in Provence

Les Vignerons du Mont Sainte Victoire in Puyoubier
www.vins-sainte-victoire.com
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Cave coopérative La Fraternelle in Pourrières
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Cave Saint Roch Les Vignes in Cuers
www.saintrochlesvignes.com
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La Carcoise in Carcès
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Cellier Saint Bernard in Flassans
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Cellier Saint Sidoine in Puget Ville
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Cave de Pierrefeu in Pierrefeu
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Les Vignerons du Roy René in Lambesc
www.lesvinsdusud.com
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Château de L'Aumérade in Pierrefeu (independant producer)
www.aumerade.com
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Maitres Vignerons de Gonfaron in Gonfaron
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Château Cavalier in Vidauban (independant producer)
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*Adeline deBarry
President of the Club des Crus Classés*

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- In 1930, The "Association Syndicale des Propriétaires Vignerons du Var" is founded
- In 1943, the appellation of "CRU CLASSE" selected following a deep study of the INAO is established
- 1955 a title of Excellency is granted to a few exceptional vineyards
- 2001 Creation of a "CLUB des CRUS CLASSES"
- 2005 Signature of an excellence chart
- 2006 Creation of a road selecting some CRUS CLASSES who want to open their vineyards to special discoveries

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