

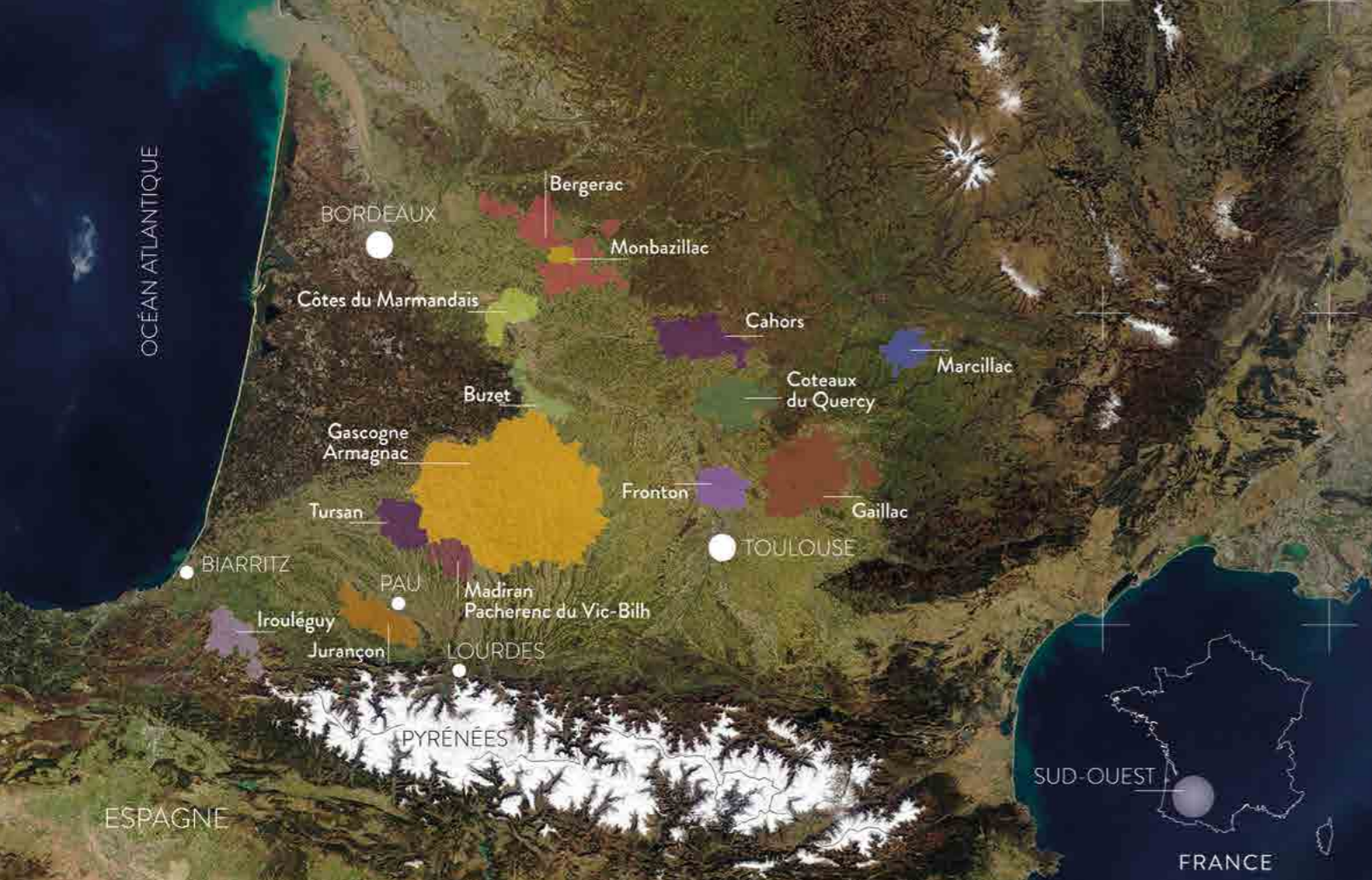


Lionel Osmin & Cie

LE SUD-OUEST... VIVRE, BOIRE ET MANGER.

JOURNAL 2024

"LANDSCAPES, SAVOIR-FAIRE, MEN & WOMEN, JOURNEYS, GRAPE VARIETIES & WINES..."



OUR SOUTH-WEST REGION & GRAPE VARIETIES

PETIT MANSENG	GROS MANSENG	LOIN DE L'ŒIL	MALBEC	TANNAT	FER SERVADOU MANSOIS BRAUCOL PINENC
MAUZAC	COURBU	ONDENC	NÉGRETTÉ	PRUNELARD	ABOURIOU
BOUYSSELET	COLOMBARD	UGNI BLANC	DURAS	CABERNET FRANC	EKIGAIÑA
RAFFIAT DE MONCADE	BAROQUE	SAUVIGNON BLANC	EGIODOLA	SYRAH	CABERNET SAUVIGNON



PEOPLE OFTEN ASK ME WHAT OUR LOGO REPRESENTS.

It reflects our company's ambition, who we are, and the reason why I created Lionel Osmin & Cie with my partners (Damiens Sartori and Benoît Vettorel at the time) in 2010. From the outset, we wanted to help promote the native grape varieties and terroirs of the Southwest of France, bringing our vision, sensibility, approach and expertise to bear to interpret their living substance and share it with the world. We are committed to obtaining recognition of the true quality of these grape varieties, these terroirs, and our partner winemakers who work their land and tend their vineyards with dedication, year after year.

Our raison d'être has always been, is, and will continue to be to tell, through our wines, the emotive story of the grape varieties, landscapes and cultures that define the Southwest of France. We seek to give pleasure to all those who drink our wines and ultimately, to be of lasting benefit to our environment.

From day one, we wanted to create a banner, a coat of arms that would symbolise and embody this cause and our pledges. It took the form of a cow, a cow that features on the Béarnais flag because our adventure began in Pau. Cows can be found throughout our region, from Bazas and Aubrac to the caves of Lascaux, and in the bullfighting customs celebrated during our summer ferias. Our cows have deep roots and live surrounded by mountains on both sides. These mountains reflect our family origins, straddling France and Spain for me,

EDITORIAL

DEEP ROOTS BELOW AND THE STARS ABOVE...

and France and Italy for Damiens, and these deep roots ensure that we never forget where we come from, or rather "who" we come from... As for the 3 stars, present on the coat of arms of Lasseube, a small village in the Jurançon appellation where my paternal grandfather was born, they reflect our desire to look further afield, dream big and think outside of the box. We want the Southwest of France wine regions to be recognised for what they are: France's greatest ampelographic treasure, and for the next few years, the place where the greatest discoveries will come from...



I invite you to peruse the pages of this latest entry in our travel diary through the Southwest of France to discover our region, our vision and our wines in words and pictures.

In it, you will learn:
That King MALBEC is a varietal that grows in many wine regions around the world, but whose origins are right here in CAHORS. The story of the tree and the canoe...
That Damiens is making rare grape varieties reverberate in the CANTERA wine. Cantèra is a tradition of breaking into spontaneous song that enlivens our meals and get-togethers...
That in AVEYRON, not far from the AUBRAC, the winegrowers defy the ver-

tiginous slopes of their sumptuous valley to grow the MANSOIS grape. These unsung heroes are the reason why I refer to MARCILLAC as a "HEROIC VINEYARD". That, in the Basque Country, the GOICOECHEA family works its own clay and transforms it into works of art that reflect its identity, roots and inspiration. And who do us the honour of offering us limited editions... And, lastly, that if your path leads you to our region, you will find EUGENIE LES BAINS to be a magical, timeless place to visit. It is a gastronomic beacon high above the canopy of the Landes forest. A family has dedicated its entire life to it. Christine & Michel GUERARD, and now their daughters Adeline & Eléonore, backed up by their remarkable team, have turned this village into a unique destination. A masterly, poetic, inspired, refined, gastronomic and light, thoughtful, generous and brilliant place. The work of a chef and his muse has become a masterpiece.

Dive into these pages, and above all, come and see us, enjoy with us this region that inspires us with its cultures, its landscapes, its unusual personalities, its cuisine and its music.

We look forward to seeing you soon, hopefully in the Southwest of France!
Lionel

Editorial written on 21 December 2023, by the hearth, with the help of a superb Bas Armagnac from Château de Sandemagnan Hors d'Âge, a blend of the 3 vintages 1974-1975-1977, the 3 years in which Michel Guérard was awarded his 3 Michelin stars, which still shine above his restaurant Les Près d'Eugénie...



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2023 IN GOOD COMPANY





EUGÉNIE-LES-BAINS:
A MAGICAL VILLAGE



HISTORY

EUGÉNIE-LES-BAINS

THE GUERARDS' INCREDIBLE ACHIEVEMENT

EUGÉNIE-LES-BAINS IS "GUÉRARD TOWN", A COLLECTION OF PRESTIGIOUS EATING ESTABLISHMENTS, COMBINED WITH HYDROTHERAPY, WHERE THE MEMORY OF CHRISTINE STILL LOOMS LARGE AND WHERE ADELINÉ AND ÉLÉONORE, THE DAUGHTERS OF AN ICONIC COUPLE, CONTINUE TO MANAGE THE FAMILY BUSINESS UNDER THE STEWARDSHIP OF THE INDEFATIGABLE PATRIARCH.

Text : Léon Mazzella - Photos : Clément Herbaux et Maison Guérard

For many years, accurately portraying the image of the founding father of the fine art of "lean cuisine", the creator of temples of well-being, required the knack of journalistic ubiquity. From 1972, when he met his wife Christine, née Barthélémy, and up until the passing of this amazing lady of unrivalled elegance and class in 2017, Michel was one half of an inseparable, fusional couple who were constantly at each other's side. At 91 years of age, this reputed Chef and holder of three Michelin stars continuously since 1977, is able to relax, safe in the knowledge that his two daughters - Eléonore, 40 years old and in charge of communication, marketing and sales, and Adeline, 38 years old and in charge of treatments and the promotion of health and well-being to public bodies - have been at the helm of "Guérard Town", also known as Eugénie-les-Bains, since 2005 and 2010 respectively. The future of the thriving "Chaîne Thermale du Soleil" and its 20 or so establishments is in very good hands. But the spirit of Christine is ever-present, from the Ferme Thermale to the Maison Rose, from the Spa to the Ferme

aux Grives, from the L'Orangerie restaurant to the Mère Poule café and the Lodges de Huchet. This Queen of refinement, this Empress of interior decoration, this undisputed Apostle of impeccable taste, defined the unique atmosphere at "France's first slimming village" together with Michel, the undisputed king of a new culinary art. To leave such an indelible mark on a place is far from easy, nor is it easy to leave a trace of one's own legend, a "Book of Sand" if you like, a concept dear to the writer Jorge Luis Borges...



A PARADISE OF FLAVOUR AND SERENITY

Michel oozes generosity. With his round face, crescent moon smile, soft voice and white hair peppered with grey, this man is an eternal traveller and one with no great unfulfilled departures remaining

on the shores of his conscience. He is someone who has always followed the wind, ready to embark upon a new journey as soon as the ship of ideas comes in with a cargo of novelties likely to spark revolutions on our palates or further increase the happiness quotient at Eugénie-les-Bains, a village in the Tursan area with less than 500 inhabitants. A sensation of wholeness and weightlessness prevails here thanks to the genius of the Guérard family who has transformed art-de-vivre into an alchemy of pleasure that defies description. Situated in the Landes region, this haven of peace has all the accoutrements of a paradise of flavour and serenity. Coming here is like going on a meditative retreat. You don't have to suffer from obesity or arthritis to appreciate the magic of the place. The simple need for a bit of peace and quiet is enough to warrant a trip to Eugénie-les-Bains, where you can spend time piecing together all the scattered parts of yourself. Enjoying a hearty lunch at the Ferme aux Grives, tucking into the monumental stack of grilled leeks with ham or the Castilian-style roast suckling pig,

strolling through the priests’ garden at the Couvent aux Herbes and listening to the sound of birdsong, in spring and autumn, whilst catching glimpses of imaginary fairies flying by, feels like the most natural thing in the world.

I clearly remember a truffle menu served in “the big house”, as it is fondly referred to by the impeccable staff who work alongside chef Hugo Souchet. I also remember, during my work visits for Gault & Millau, being in awe at the lobster and gambas ravigoli with spring onions and chatting with Michel Guérard about the banishment of ortolans from the menu or the desire to copy-right recipes in the same way as any other intellectual work. At the end of the 90s, the indefatigable Guérard was extolling the virtues of “active lean cuisine”, because he felt that the traditional way of cooking had had its day, and that the active alternative “would protect us from cardiovascular disease and high blood pressure”. Michel, a proponent of herbs and vegetables in cooking, opened La Grille, situated within the Orangerie, in 2023, as the chef still needs the flavours of the wood fire, in a menu that elevates fish dishes but, above all, the various meats sourced from Chalosse by Sylvain Bourdeau, the establish-

ments’ in-house butcher. Long gone are the days when the young Michel listened attentively to his grandmother teaching him the art of pastry-making, long gone are the days when, as a young pastry chef at Le Crillon, he started to assert his personality, when as the chef at Pot-au-Feu in Asnières, he catered to a constant stream of celebrities and various hoodlums, and when he earned his second Michelin star in 1970. Little did he know that two years later he would meet the love of his life at an aperitif evening hosted by the singer and actress Régine. They fell madly in love, he married Christine, an HEC business graduate, two years later and they settled down together in Eugénie where Michel had already opened his hotel and hydrotherapy resort. It is here that they would remain together, at each other’s side, until the very end. Since those days, he has contented himself with writing each day with support from the thousands of guests at the Eugénie establishments now run by Adeline and Eléonore. This is where Michel Guérard continues to rise each morning, a “chef and food lover, as others may be gardeners and landscapers”, as he likes to say, and continues to tirelessly “cultivate his garden” following Voltaire’s precept of being unstoppable!

**LA DUNE
DOMAINE DE BACHEN**

Pure bliss when enjoyed lounging by the swimming pool: a glass of La Dune, the Guérard company’s exceptional rosé produced in collaboration with winemaker Damiens Sartori from Osmin & Cie.



CHÂTEAU DE BACHEN

This country manor was built by the Baron of Bachen in the late 18th century. The white wines first produced here were later followed by rosés and reds under the AOC Tursan and IGP Landes. The 25 hectares of vines are planted with Sauvignon, Baroque, Gros Manseng, Petit Manseng, Merlot, Cabernet Franc and Tannat. The first wines were produced in 1987 at the initiative of Michel Guérard and his consultant oenologists. I clearly remember the genesis of the Baron de Bachen, an exceptionally pure wine that led to the rebirth of other Tursans derived from grapes growing quietly in sandy soils, all but forgotten. I recall the fabulous cellars, designed by architects

Patrick Dillon and Jean de Gastines, the Corinthian columns, the theatre, the visit from Thomas Stonestreet, an alchemist in white wines from the Denis Dubourdieu school who would later become the Domaine’s first sommelier, the invaluable advice from Jean-Claude Berrouet, the man behind Petrus, men whose wisdom was as great as their humility. And Michel always used to listen to them, omnipresent, attentive, quietly leaving the kitchens to taste his new Baron at the barrel with the look of a farmer proud of his latest offspring. In 2017-2018, Guérard sought Lionel Osmin & Cie’s help to promote his wines, “which we found to be decidedly Bordeaux in style, not quirky

enough for us” recalls Damiens Sartori, the winemaker at Osmin. “Yet with its light loamy, clay-limestone and gravel soils, the Bachen terroir was capable of producing a very expressive rosé to delight the palates of drinkers in the Southwest of France unjustly inundated with rosés from Provence. This then was the idea. Michel Guérard said ‘Let’s get cracking!’ and we began working with Olivier Dupont, the Bachen oenologist.” And La Dune rosé was born, a refined, intense and elegant wine made from a selection of the finest vats of Merlot (70%) and Cabernet Franc (30%). “We generally produce around 20,000 bottles per year, depending on what the vintage brings us”, says Damiens.

Les Prés d'Eugénie, Michelin-starred restaurant Michel Guérard ***, has been offering fine French cuisine for almost 45 years: natural, adventurous, and unforgettable.



Scan me
to learn more



La Ferme Thermale in its elegant, natural and rural 18th-century Landes setting.

Scan me
to learn more



Coma Roca From left to right: Hugo Souchet, Eléonore & Adeline Guérard and Andreu Coma Roca.

The Maisons Marines d'Huchet, set in a sea of dunes.

Scan me
to learn more



Domaine de Bachen and its magnificent contemporary neoclassical wine cellar.



La Ferme aux Grives, Auberge des Prés d'Eugénie offers country-style and traditional high-quality cuisine by Michel Guérard.

Scan me
to learn more



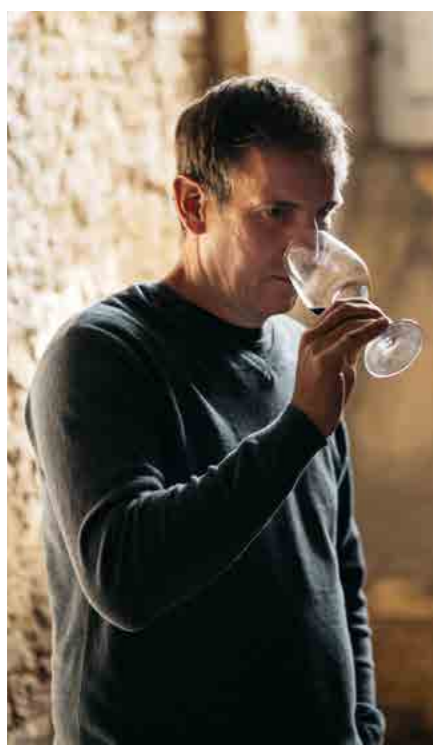
TECHNICAL WORK

DAMIENS SARTORI

AROMATIC PURITY

DAMIENS SARTORI, LIONEL OSMIN & CIE'S WINEMAKER, IS CONSTANTLY STRIVING TO ENSURE THAT THE DRINKER FINDS THE SAME IMPRESSIONS IN THE GLASS THAT DAMIEN HIMSELF HAD AT THE TIME OF HARVEST. THE WINEMAKER TELLS US MORE...

Text : Léon Mazzella - Photos : Clément Herbaux



"At Lionel Osmin & Cie, we try to prevent anything diminishing the natural expression of the wide range of grape varieties we're lucky enough to grow in our different and distinctive terroirs, or of the particular features of each vintage," says Damien Sartori. "The quest for aromatic purity in a wine is all about revealing what each grape variety has in its guts," he adds. Quoting a friend who told him that stones have no taste,

Damiens insists on the idea of the complexity of a terroir, which reflects the harmony between a soil, a subsoil, a plant and a climate. Not to mention the human factor. "Two winegrowers working in the same terroir will always produce two wines with different expressions". So yes, pebbles without all the rest do not have any taste. "Above all, the vine needs to be sufficiently balanced in terms of water and heat to give it vigour, and this varies depending on whether the year is cold or sunny. Aromatic purity means expressing the best that each vintage has given us. And we have to adapt to its changing characteristics, we have no choice," adds the winemaker.

PLAYING CAT AND MOUSE

Hidden molecules, the varietal thiols, are sulphur molecules that exist as precursors to the primary and pre-fermentation aromas and are brought out during fermentation through the action of the yeasts. Their role is crucial because thiols make a major contribution to a wine's aromatic profile. "You play cat and mouse with thiols, you have to hunt them

down. Other aromas, such as exotic fruit, citrus and boxwood, hook themselves onto this sulphur molecule. Bound to the sugars and amino acids, the molecules are attached, hiding away, and you have to break the bond to release them - these are volatile aromas," explains Damiens. "You always have to trust the yeasts and make sure they ferment in the best possible conditions so that the aromas can be released properly. Our technical itinerary in the winery is very important, but it's the yeasts that do 95% of the work," he adds. Their fermentation mechanism will create distinct aromatic profiles thanks to the work of the winemaker, of course. In this respect, assessing the quality of the grapes at harvest time is vital. "We examine everything, from the colour of the grape berry to the wilting of the plant, in other words, every warning sign. Then we experiment with different strains of yeast," explains Damien Sartori. This is what he calls steering the fermentation, adding modestly that "70% of the work is achieved in the vineyard and 30% in the winery, where we strive to draw



out everything that the vine has given us. Yes, the work is done outside the winery. We only serve to reveal it".

RESPECTING THE GRAPE

Another major concern in the quest for aromatic purity is preventing wine defects, such as Brettanomyces, which is a contaminant yeast that gives off an unpleasant odour reminiscent of stables, rodent cages, mouse urine or excessive oakiness, which is commonly referred to as "mousiness". To prevent this, "we carry out numerous checks to prevent any deviations. These malignant organisms develop when there are deficiencies in the fermentation process, so we have to avoid fee-

ding the Brettanomyces, to stop them developing", says Damiens. Lastly, at Lionel Osmin & Cie, barrel ageing is rarely employed. Damien Sartori uses very few new barrels to prevent the grapes from being overpowered by the oak. "That's why we prefer to use barrels with only a light toast because it's still a good aromatic medium," he adds. "But it's absolutely essential, and this is one of our golden rules, to make sure that the consumer finds, in the end wine, the same impressions we had at the time of the harvest".

Damiens Sartori and Olivier Poussier carrying out a tasting at Villa Malbec in Cahors.



The Aubrac cow is not only a star, but also a good mother who is easy to rear and appreciated by the connoisseur of high-quality meats.

LOCAL PRODUCE

THE AUBRAC BREED

A BREED THAT'S ON A ROLL!

RUSTIC, ECONOMICAL, EASY-TO-REAR AND ALWAYS A HIT ON THE DINING TABLE, THIS BREED HAS EVERYTHING GOING FOR IT.

Text : Léon Mazzella - Photos : Clément Herbaux

Marion Vernoux, communications manager for the Aubrac breed's "Selection Body" ("the body that represents all of the organisations involved in the selection, promotion and distribution of the breed"), has high hopes for the future of this cow whose numerous attributes are in tune with today's values and tastes. It is rustic, maternal, frugal, hardy and calves easily thanks to its morphology. It lives autonomously and feeds on grass from April/May through to December on the wind-beaten Plateau, where the landscapes are both rugged and majestic, returning only to the stalls in mid-winter for calving. Here the grass is replaced with hay and sometimes cereals. The 5000 Aubrac farmers across France (with an estimated 250,000 Aubrac cows, 75% of which are located in Aveyron, Cantal, and Lozère) certainly have nothing to complain about as this breed, reputed for the high quality of its meat, requires

very little in terms of finance or human intervention. Veterinary costs are also low since the cow calves on her own. Its modest build means that it consumes less grass than its cousins, an important factor considering that global warming has, for many years, meant people having to carry hay up to the pastures when the grass is scarce. "What the farmers and the Selection Body are looking for is quality rather than quantity" explains Marion Vernoux, "and all the attributes already mentioned enable us to achieve exactly that". The Aubrac cow is also a good mother. She raises one calf per year and is very good at it. The calves are exported, generally to Italy owing to its proximity, but for the past five years, they have also been exported to Algeria as a result of eco-political agreements. The meat bears the respected "Label Rouge" seal (see Conquet article) and the offer is completed by the "Fleur d'Aubrac" IGP which desi-

gnates a cross between an Aubrac female and a Charolais male. "This represents barely 3,000 carcasses a year (out of a total 250,000)", explains Marion. 45,000 cows are slaughtered each year for the pleasure of our tastebuds and 45,000 heifers will live to become cows to ensure the perennity of the herds. This is undeniably a breed that is on a roll! Its easy rearing is attracting new farmers whilst consumers are drawn to the breed's natural attributes and the fact that it contributes to maintaining the landscapes in which it grazes. Lastly, when it comes to taste, "the final details, i.e., three months of fattening on grass and cereals, can be decisive in terms of quality. In any case, without its cows, the Aubrac landscapes would not be as picturesque as they are today. This cow really is the driving force for the local economy, more than tourism even... which it also helps to create!" concludes Marion. Bon appétit!

MAISON CONQUET

FOR THE LOVE OF PURE-BRED BEEF

"CONQUET WILL HAVE YOU GETTING UP IN THE MIDDLE OF THE NIGHT TO EAT MORE". THE COMPANY SLOGAN SAYS IT ALL.

Staunch champions of the Aubrac breed since 1950, the Conquets are a family of butchers with a passion for extremely high-quality meat. The adventure began in Lacalm where Paul's grandfather opened his first butcher's shop. Next came the iconic Laguiole

premises in 1965 which were fully renovated in 2017 and are situated close to the famous bull statue in the square of this village which is also famed for its Laguiole knives. We recently paid a visit to this joyous temple of gastronomy where customers wait patiently in line for their turn to be served by one of the third generation of the Conquet family - Alexandre, Casimir, Justine, Nathalie and Patrice - who share the workload

with Lucien. In 1996, at the initiative of Lucien and a few reputed farmers, the "Farm-bred Aubrac Beef Group" saw the light of day. Three years later, the hard work of the instigators was rewarded with the "Label Rouge" seal for farm-bred Aubrac beef. They offer more than just beef though! Conquet's saucisson was voted "Best Saucisson in France" by Gault & Millau in 1988 and we certainly enjoyed it! A third butcher's shop opened in Sainte-Geneviève-sur-Argence in 2010. The Lacalm premises closed three years later. The preparation and sale of game diversified the family's activities in 2020, with premises in Pierrefort (Cantal), although the pure-bred Aubrac beef remains the flagship product of Conquet which works with several reputed farmers including the famous Paul Raynal in Saint-Urcize. Conquet also sources the Lacaune breed of suckling lamb as well as carefully selected pork, veal and poultry. Something worth getting up at night for!

Maison Conquet
16 place de la patte d'oie 12210 Laguiole
[Online shop: maison-conquet.fr](https://maison-conquet.fr)

THE EASTER FESTIVAL OF THE FATTENED OX

It is a tradition in Laguiole: on the third weekend before Easter, the town comes alive to celebrate the finest specimens of the Aubrac breed. Competitions, auctions of nearly 200 oxen, folk parades, fiestas and tastings during the "Bœuf au Comptoir" evening. The meat industry, and particularly the livestock farmers and butchers, is attracting an ever-growing public keen to know more about this breed.



A symbol of the Aubrac breed, the bull sits majestically in the Place du Foirail in the centre of Laguiole. Created by Georges Guyot, the sculpture has been the town's emblem since 1947.



LE ROI BŒUF

Le Roi Bœuf is an AOC Marcillac wine made from the Mansois varietal. This lusciously plump and convivial wine is the ideal partner for an Aubrac steak.

Scan me to learn more





KING MALBEC

A WORLD-LEADING VARIETAL BORN IN CAHORS.

GRAPE VARIETY
MALBEC

CAHORS AND MALBEC: THE TREE AND THE CANOE

EVERY HUMAN BEING IS TORN BETWEEN TWO NEEDS: THE NEED FOR A CANOE (THE NEED TO TRAVEL AND ESCAPE FROM IT ALL) AND THE NEED FOR A TREE (THE NEED TO PUT DOWN ROOTS AND FIND ONE'S OWN IDENTITY).

PEOPLE CONSTANTLY VACILLATE BETWEEN THESE TWO NEEDS, SOMETIMES GIVING IN TO ONE, SOMETIMES TO THE OTHER, UNTIL ONE DAY THEY REALISE THAT THE CANOE IS MADE FROM THE TREE. MALBEC HAS TRAVELLED. BUT ITS ROOTS WILL REMAIN ETERNALLY IN CAHORS.

Text : Léon Mazzella – Photos : Clément Herbaux

"It's so unfair", Calimero would exclaim if he were a winegrower in the Cahors wine region. Indeed, some people, when they hear the name Malbec, automatically think of Argentina, such is the extent to which this grape variety has invaded the pampas and made itself at home there. However, Malbec's birthplace is the Cahors terroir and it has been growing there for centuries, since the time when the winegrowers referred to the grape growing in their local hills as the "Auxerrois" (its synonym along with "Côt" in the Touraine region) and not yet as Malbec. Back in the 18th century, a Médoc winegrower named Malbeck, keen to develop the Auxerrois grape variety he had become a bit infatuated with, gave it its name by removing the final k from his. When the Cahors was granted AOC status in 1971, it was emphasized that "the Cahors wine region is the only one in the world where Malbec is the main grape variety". The "black wine" made from Malbec had acquired an international reputation even before the phylloxera crisis which, in the Lot department of France, was catastrophic. A second blow was dealt by the harsh winter of 1956,

which wiped out a large part of the Quercy vineyards. Planted along the Lot River, which winds its way through the Causse, Malbec thrives with the ease of a Balzacian notary. In Cahors, the Malbec is playing at home, as they say in rugby, and its homely character suits it well. Rustic, powerful, resistant (although prone to coulure) and willfully taut and tannic, Malbec produces full-bodied wines with a deep and very dark hue. It boasts a broad spectrum of aromas, ranging from red and black fruit (blackberries, plums, cherries, redcurrants) to spice (liquorice, pepper), interwoven with tobacco and floral notes (violets). As it ages, it develops aromas of undergrowth, leather, game and, logically for the region, truffles.

AT THE FOOT OF THE CORDILLERA

Argentine red wine is now more or less synonymous with Malbec, in the same way as South Africa is synonymous with Shiraz/Syrah. The Malbec grape variety was introduced into Argentina by Michel Pouget, a French agronomist, in around 1860, and the great wine-producing region of Mendoza was the first to become its

new home, followed by the regions of San Juan, San Rafael and Catamarca. Mendoza, lying at the foot of the Andes, enjoys a generous amount of sunshine, a dry climate and a geology suitable for wine-growing. It wasn't until the 1980s that the world of Argentine wine awakened, following the example of its Chilean neighbour, and in the 1990s the vineyards – some 215,000 hectares of vines situated mainly between 600 and 1,500 metres altitude (hot days and cool nights) – really developed. The altitude of the plateaux results in wines that are concentrated and deep, as they are in Cahors. They are also remarkably round on the palate with a nose dominated by black fruit, soft tannins, and a well-balanced acidity, which lends them a certain elegance. Cahor Malbec, on the other hand, has a slightly more complex nose, with firmer tannins and more pronounced acidity. "Argentine Malbec" has become a national emblem and it has made Argentina the world's biggest producer by volume of this grape variety from the Cahors region. However, let's be careful not to equate quantity with superiority.



A view of the Causse and the Cahors vineyards with the River Lot flowing through them.



Lionel Osmin, Damiens Sartori and Olivier Poussier carrying out a tasting at Villa Malbec in Cahors.

CŒUR DE MALBEC

Cœur de Malbec is a great Cahors wine that expresses the power of the Malbec grape with elegance, softness and a lovely plumpness with notes of black fruit and sweet spice. It is clean, generous and intense.

Scan me
to learn more





LIVING CULTURE

THE BAZAS FESTIVAL OF THE FATTENED OX

741 YEARS OLD AND STILL GOING STRONG!

IT'S BEEN GOING FOR 741 YEARS. NOW THAT'S WHAT WE CALL TRADITION! THE FAMOUS BAZAS FESTIVAL OF THE FATTENED OX CONTINUES TO GAIN IN POPULARITY. LET'S TAKE A CLOSER LOOK.

Text : Léon Mazzella - Photos : Cyrille Vidal

The *Passejada deus bueus gras de Vasats*, as it's known in Gascon, meaning the Baza Parade of the Fattened Ox, is held each year during the Gironde Carnaval on Jeudi Gras, which precedes Mardi Gras (Lent) and has been held on this day since the Middle Ages. 2024 will mark the 741st prestigious Baza fattened ox festival which takes place in the streets of the town and comprises a morning weigh-in followed by a street parade to showcase these magnificent creatures, their horns adorned with ribbons and flowers. The parade proceeds to the sound of fifes and tambourines played by the "ripatauleras" with marching bands performing morning serenades complete with French folk dances outside each butcher's shop. It is tradition for the butchers to offer a selection of their exceptional produce to the crowds. The cows are blessed by the parish priest before the parade. In addition to the street bands, young stilt-walkers from

the Lous dé Bazats folklore group, dressed in shepherd costumes, also take to the streets for the parade. The contest itself is held in the Saint Jean-Baptiste cathedral square. A panel of experts examine the oxen and cast their votes to determine the finest specimens, which are presented in pairs, from each competing butcher. The main criteria include the quality of the meat as well as its conformity to the Baza breed. The cows are aged between two and a half and four years old: beautiful beasts weighing in at 750 to 1200 kg, who were lovingly fed with grass and cereals before being fattened up in line with a stringent and very precise set of specifications... The awards ceremony is followed by the election of the King Ox by the local agricultural school, one of the highlights of the day which also includes the induction into the *Confrérie Bazadaise du Boeuf* of personalities from all walks of life. At the end of the contest, the oxen are driven to a

nearby slaughterhouse before being made available to the butchers and their meat put on sale. It is at this moment that the street musicians fill the air with "The Death of the Ox" tribute. Let's not forget that all carnivals are supposed to traditionally end with a sacrifice!

THE KING OX

Numerous banquets take place in various marquees and tents for late lunches and dinners whilst a constant stream of people continue to amble through the streets of the town just as the oxen did. There is a decidedly festive feeling in the air at this event, which continues to gain in popularity. The Sud-Ouest newspaper reported that between 10,000 and 15,000 visitors attended the 740th Great Gascon Carnival of the southern Gironde on 16 February this year. Against the backdrop of changing consumer behaviour and dwindling demand for fatty, bloody meats at the din-

Celebrations in full swing at the Saint-Jean-Baptiste Cathedral square with the parade of the fattened oxen.



ner table, butchers and the meat industry in general are obviously concerned for the future of their professions and so the Bazas festival is an occasion that lifts their spirits... And they need it as, from the perspective of the farmers, producing such high-quality meat comes with a hefty price tag. As part of the festivities, enormous dining tables are set up in the open air and it goes without saying that Bazas meats are on the menu. A group of friends from the "Bœuf qui rit" ('Laughing Cow') association can be seen enjoying themselves at the Cercle de L'Avenir bar as the atmosphere is heating

up and it's not even noon. Lucas Donné, a Bazas native, is president of the association (which he created 20 years ago with his rugby pals), and also president of another association which supports the local farmers* and keeps them motivated. He inducted Lionel Osmin as a member in 2015 along with Imanol Harinordoquy and Éric Ospital. It was Lionel Osmin's idea to create a special wine, as a way of supporting the farmers in a more original way (in addition to donations). Le Roi Bœuf** was therefore born and a proportion of the profits are donated to the association which then passes on

these donations and others to the farmers. This is in close collaboration with renowned chef Michel Guérard who was himself inducted as a member in 2019. "Each farmer therefore receives around 1,000€ in donations in addition to a grant from the local council", explains Lucas Donné. "Another idea in the pipeline is to create a book on the Festival which we will be working on with photographer Cyrille Vidal. It should be published by late 2024 or early 2025 and a proportion of the proceeds will go to the association to ensure that the fattened oxen of Bazas will continue to be top models!"



Festivities and feasting underway, under the "caseta" of Lionel Osmin & Cie, in the company of the hosts, the Marcillac wine producers and their friends.



LE ROI BŒUF

The Le Roi Bœuf "cuvée spéciale" is available in bottle, magnum and double magnum format and supports the Bazas beef farmers.

Scan me to learn more



*The Association for the Protection of the Bazas Festival of the Fattened Ox.

** Le Roi Bœuf is a red wine (IGP Landes) made from a blend of Tannat, Cabernet Franc and Merlot. It boasts a deep ruby-red hue and rich aromas of wild fruits, vanilla and spice. With its smooth, clean palate and velvety smooth tannins, it is a perfect match for the power and allure of Bazas Beef.



FER DE SOIF

Fer de Soif is the expression of the Mansois grape in all its splendour: fluid, soft, light, easy-drinking, simple, juicy, sincere and generous. It is a great quaffing wine for enjoying with friends. We love it!

Scan me
to learn more



APPELLATION

MARCILLAC

HEROIC VINEYARDS

THE WINE FROM MARCILLAC, PRODUCED FROM THE MANSOIS GRAPE IS 1,000 YEARS OLD. THIS SMALL WINE REGION IN AVEYRON HAS EXPERIENCED MANY PAINFUL UPS AND DOWNS OVER ITS HISTORY, BUT IT HAS ALWAYS MANAGED TO BOUNCE BACK AND PUSH FORWARD

Text : Léon Mazzella

Aveyron is located around 20 km northwest of Rodez and sits on the steep slopes of the Ady Valley at an altitude of 600 m. Here wine is very much associated with the Abbey of Conques (with its famous stained-glass windows by Soulages) and its monks, who originally came from Burgundy bringing with them a wealth of winegrowing expertise. From the 9th century onwards, they began to develop the cultivation of the vine, as well as the Mansois (Fer-servadou in Occitan, Braurol in Gaillac, Pinenc in Béarn), the region's iconic and almost only grape variety. Marcillac has experienced many painful ups and downs over its history - powdery mildew in 1952, phylloxera in 1875, mildew in 1884, and the outbreak of the First World War, depriving the small wine region of its manpower – but its wines have doggedly come through them all, obtaining VDQS status in 1966 and AOC status in 1990. In the wine region's heyday (from the French Revolution to the advent of phylloxera), there were over 2,000 hectares of vines, compared to 200 hectares today. A cooperative winery and a do-

zen independent producers now share the production of 8,500 hectolitres in roughly equal measure. An overwhelming majority of the red wines are produced by plucky winegrowers whose incredibly hard work on their terraced vineyards is nothing short of heroic. This is virtually a mountain vineyard, where mechanisation is effectively impossible due to the topography. You have to be able to conquer the slopes and overcome gravity to produce grapes in this part of the Aveyron region.

A MEDICAL WINE

The result: well-structured, full-bodied wines that were used as "medicine" centuries ago, at a time when "wine was considered an acceptable alternative to the polluted water being supplied to the inhabitants of Rodez", as Paul Strang tells us in his book *Vins et Vignerons du Sud-Ouest*. Le Vallon, around the town of Marcillac, enjoys a microclimate whose reputation dates back to the Middle Ages. It was the rise of the Rodez bourgeoisie, who decided to take up winegrowing, that gave the Marcillac wine

region its first real boost, turning grapes into the only local crop. After the phylloxera epidemic, the now unemployed and bankrupt winegrowers started working in the mines near Decazeville. But some winegrowers replanted with vines reputed to be immune and, as luck would have it, the Mansois varietal grafted nicely. And that's just as well because the mines needed wine to buck up the miners when times were hard. When the Decazeville mines closed in 1962, the local wine industry collapsed along with the coal industry. In 1966, there were only 23 hectares of vines left, compared to almost 900 a decade earlier. The Marcillac vineyards seemed doomed to an imminent demise when a small group of courageous winegrowers from Aveyron valiantly rolled up their sleeves and, one thing leading to another, managed to pull their wine (made from the "Saoumensès", the local dialect for Mansois) back from the brink by dint of their hard work and "will power", propelling it to its first recognition: VDQS status. The adventure had begun anew. And it has continued to go from strength to strength.

DOMAINE BERTHOUMIEU ORGANIC CERTIFICATION

WITH THEIR HIGHLY COVETED “ORGANIC AGRICULTURE” LABEL CERTIFIED BY BUREAU VERITAS,
CLAIRE AND MARION BORTOLUSSI ARE FLYING THE FLAG HIGH FOR DOMAINE BERTHOUMIEU.

Text : Léon Mazzella – Photos : Clément Herbaut

The Bortolussi family originated from the north of the Italian “boot” and moved to the Southwest of France in the 1930s where it earned a reputation for excellence within the winemaking world. 64-year-old Alain Bortolussi took over Château Viella and its 25 hectares of vines, situated in Viella in the Gers department, following the death of his father Paul and grandfather Pierre. In 2017, Lionel Osmin heard that the neighbouring 25-hectare wine domaine, Domaine Berthoumieu, owned by the Barré family and situated just 1.5km from Château Viella, was being put up for sale. There was no one in the Barré family to take over after Marie-Line and Didier so the 6th generation marked the end of the family at the helm of Domaine Berthoumieu. Lionel discussed the opportunity with Alain who did not need convincing. The time had

come. He too had been considering passing on the reins at Viella and his two daughters, Claire and Marion (4th generation), who had been travelling the world with the encouragement of their parents, were preparing to return to their native land having accrued university degrees and assorted experiences. 34-year-old Claire had studied International Relations in Toulouse including an Erasmus in Greece before working in India and Serbia. 30-year-old Marion had studied vegetal biology, graduated with a diploma in oenology and had also worked in Italy. The idea of them taking over the reins of the family business together began to take form. Alain Bortolussi therefore decided to purchase Berthoumieu: the house, cellars and vineyards. The girls would be in charge of production and vinification helped by Damiens Sartori, the winemaker at Lionel

Osmin & Cie for the crafting of the wines, whilst Osmin & Cie would be entrusted with the commercial side. Viella and Berthoumieu each produce 160,000 bottles of wine per year. 90% of Berthoumieu’s wines are red, whilst 20 hectares of the 25 hectares at Viella are planted with red varietals. The whites are Pacherenc du Vic-Bilh.

GOING ALL OUT FOR SUSTAINABILITY

Since being awarded the highly coveted HVE (High Environmental Value) certification at level 3, which is the highest level and based on environmental performance indicators across the whole of the domaine, they decided to take things a step further; the domaine’s documents state “achieving this certification demonstrates that all the elements associated with biodiversity (hedges, grassed strips, trees,



left to right
Damiens Sartori,
Claire Bortolussi,
Lionel Osmin
and Marion Bortolussi.

flowers, insects and birds) are found throughout the domaine and that pressure on the environment (air, climate, water, soil, biodiversity, landscapes) from agricultural practices has been reduced to a minimum". According to Claire, "this is the fruit of methodical work carried out by my father for many years on a 10-hectare test plot. He took this initiative as some of our family had suffered from health problems due to the use of chemical products. In other words, it didn't just come out of the blue one morning, and nor is it a question of following current trends". Working to protect a living heritage has become the Bortolussi family motto: in 2020 the domaines began working towards official organic certification, a conversion process that takes three years. The third year was difficult owing to an unfortunate appearance of mildew in the vineyards as well as a very rainy spring in 2023. But the end re-

sult was achieved and official organic certification was obtained. The last vintage, 2023, which will be released in 2024, will display the organic logo on the labels of the domaine's "mousquetaires" wines: the Madiran Constance range - a homage to Constance, the sweetheart of d'Artagnan (Charles de Batz) who was the inspiration for the character of d'Artagnan, as well as La Fé (Faith) and the Madiran Aulet. Claire and Marion are very proud of this achievement as "despite the challenging weather conditions, the work we undertook was effective, especially that carried out in collaboration with the Gers Arbres & Paysages (Trees and Landscapes) association on our man-made bodies of water and hedges. Marion is continuing the work on biodiversity and she is doing a lot of reading on the subject. "We're fully invested in sustainable development and this really means something here at

Berthoumieu" adds Claire. The problems caused by mildew made some people think twice and even discouraged some winegrowers who had already converted to organic growing, particularly in Bordeaux where they suddenly felt powerless and vulnerable when confronted with the disease last year. Claire and Marion, however, do not feel the same threat as they believe that 2023 was an exception, an extraordinary occurrence although not in the positive sense of the word. "According to the piles of notebooks that our father always kept, there was just one slight trace of mildew in the 1970s. Our approach is more one of looking for solutions, such as introducing resistant varieties, instead of regretting our decisions, banging the door closed and feeling sorry for ourselves", explains Claire. Plucky words that smack of the fighting spirit of d'Artagnan himself!



DOMAINE BERTHOUMIEU - LA FÉ

La Fé is a faithful expression of the Tannat varietal grown in Madiran. A wine that is rich, fruity, luscious, complex and generous with aromas of ripe black fruit, sweet spice, undergrowth, tobacco and a touch of liquorice. The quintessence of this region and varietal!



Scan me
to learn more

SAVOIR-FAIRE
GOICOECHEA

THE POWER OF EARTH

IN OSSÈS, IN THE BASQUE COUNTRY, THE INTERNATIONALLY FAMOUS POTTERY COMPANY
HAS A PROBLEM: IT HAS ITS OWN SUCCESS TO CONTEND WITH!.

Text : Léon Mazzella - Photos : Clément Herbaux

Iñaki is responsible for production and Maïtena for sales. This family-run business has been going from strength to strength for three generations. Like its native Pays Basque, it combines the contours of its landscapes with the traits of its character, i.e., power and elegance, using a savoir-faire that is both self-assured and constantly innovative. The famous potter Goicoechea employs around 40 people and has been crafting pottery of all shapes and sizes in its workshop in Ossès since 1960. These pieces

include huge pots that are much sought-after by top hotels in both France and abroad, and which can be found in most garden centres in Europe (valued resellers). There is also an ever-growing number of private customers wanting to buy its whole range, from coffee mugs and enamels to the "aubergine" jars and the famous natural-coloured planters, for their gardens and interiors. And let's not forget the "doliass", the famous amphorae used for traditional Georgian-style vinification. These large egg-

shaped pots, usually crafted using rope coiling on the pots' inner wall, are a company speciality. Watching them being made in the 1,000 m² workshop in the Craftsmen's Village (Goicoechea also has a big shop in the centre of Saint-Jean-de-Luz) is absolutely fascinating and it reminds us that here, people still work by hand, perpetuating a craft tradition that does not preclude modernity, quite the contrary, if the creative force (both technical and aesthetic) of this unique company is anything to go by.

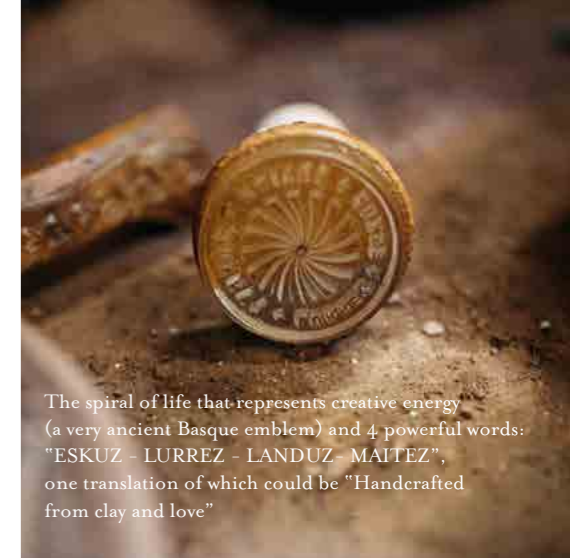


A PRIVATE CLAY QUARRY

The rope-coil-produced items are made to order and require long lead times, because the painstaking crafting of large pieces by master potters, such as Xabi or Jeannot, is a precise process requiring perfect mastery of all the elements, from the elasticity of the clay to the careful uncoiling of the rope. To feed a production that continues to please and therefore grow, Goicoechea has always been able to call on its own private quarry in Navarre, which supplies it with 2,000 tonnes of clay a year. Jean-Baptiste Goicoechea showed brilliant foresight when he acquired the quarry, which he bequeathed to his son Michel,

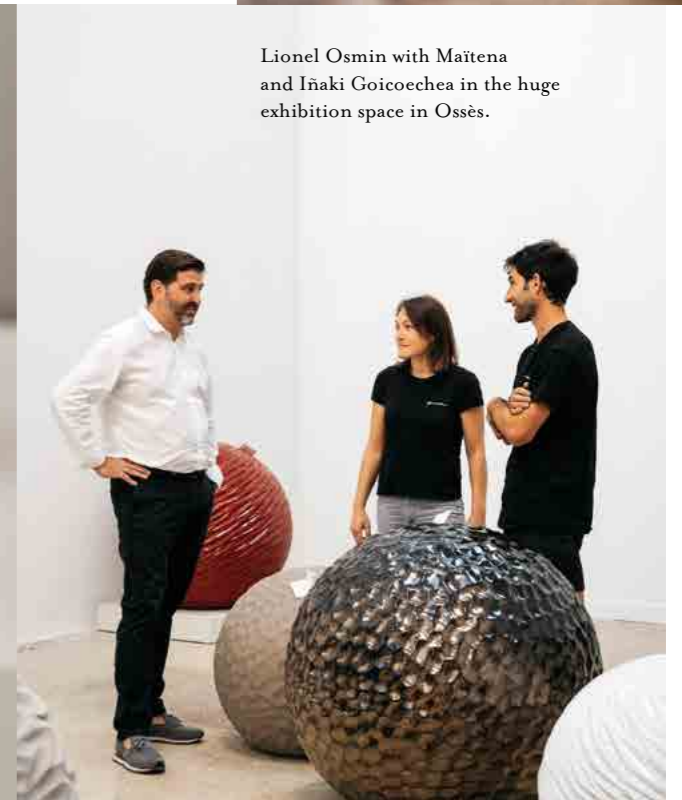
enabling the company to grow independently - a typical trait of the Basque spirit. The pure clay is worked by around 15 people in 7 carefully controlled stages and even enriched with grog or ophite, a volcanic rock from another quarry, whose purpose is to reinforce the structure, or solidity, of the pottery pieces.

What's more, the Goicoechea potteries' stringent quality charter has earned the company the prestigious label awarded by the French Ministry of the Economy of "Entreprise du Patrimoine Vivant" (Living Heritage Company), which certifies "the excellence of French know-how". This is no small achievement.



The spiral of life that represents creative energy (a very ancient Basque emblem) and 4 powerful words: "ESKUZ - LURREZ - LANDUZ - MAITEZ", one translation of which could be "Handcrafted from clay and love"

Lionel Osmin with Maïtena and Iñaki Goicoechea in the huge exhibition space in Ossès.



VILLA CHAMBRE D'AMOUR

This sweet wine, produced from Gros Manseng and Sauvignon Blanc grapes and named after the famous Anglet beach, is an elegant Gascogne white with discreet citrus notes. It pairs well with exotic cuisine and can be enjoyed on its own as an aperitif.

Scan me to learn more



ARCHITECTURE & HERITAGE

CANAL DU MIDI

RIQUET'S GREAT WORK

THE CANAL DU MIDI IS A GREAT UNFINISHED MASTERPIECE OF CIVIL ENGINEERING, AS IT WAS ORIGINALLY INTENDED TO LINK THE ATLANTIC TO THE MEDITERRANEAN TO AVOID HAVING TO SAIL AROUND THE IBERIAN PENINSULA VIA THE STRAITS OF GIBRALTAR.

Text : Léon Mazzella – Photos : Clément Herbaux

This age-old dream, already entertained by Nero, Charlemagne and Henri IV, was also that of Pierre-Paul Riquet de Bonrepos (1609-1680), the man behind the Canal. This tax farmer who lived in Revel in the Lauragais region, was to build one of the most extraordinary engineering works of the 17th century. The mammoth project began in 1667, under the reign of Louis XIV, at Lac de Saint-Ferréol, where all the surrounding watercourses from the Montagne Noire were brought together in a huge reservoir. The first stone of a gigantic dam was laid. 12,000 workers were to toil for 14 years digging the colossal 242 km stretch of the canal, which has been linking Toulouse to the Etang de Thau at Marseillan (near Sète) for over three centuries, and which includes several sections and summit levels. Riquet did not live to see the completion of his project of a lifetime (to which the talent of Vauban contributed from 1686 onwards), as he died three months before its inaugura-

tion in 1681. François Andréossy, Riquet's right-hand man, a surveyor and a talented cartographer, oversaw the completion of the work for the 8 years following his master's death. This great waterway was used to transport a variety of goods (cereals, wine, silk, salt, etc.) until the 1980s when the railways replaced it once and for all. The Canal du Midi is now used for pleasure boating, as well as for walking and cycling along its banks or towpaths. Classified as a World Heritage Site by UNESCO in 1996, it is today maintained by Voies Navigables de France (VNF).

LINKING THE TWO SEAS

What is known as the Canal des Deux Mers (the Canal du Midi combined with the Canal de Garonne) was intended to turn the old dream of joining one sea to the other into a reality. As an extension of the Canal du Midi and starting in Toulouse, the 173 km long Canal de Garonne (built between 1839 and 1856) runs as far as Castets-en-Castillon, some

50 km from Bordeaux. A scenic waterway given over to river tourism, the Canal de Garonne was also impacted by the growth of the railways, which put an end to the transport of goods by water. Today, river tourism is booming, and you can even cruise down the Canal du Midi on a small hired electric barge without the need for a boating licence. As speed is restricted along the entire route (6 km/h on average), it takes about a week to travel from Toulouse to Sète. There is no shortage of fine engineering structures along the way: 350 of them in fact, in addition to 63 locks (some of them circular), 126 bridges as well as wash-houses, aqueducts, a museum, canal bridges, tunnels, etc., enough to make for a relaxing river cruise through the heart of nature and steeped in culture.



VILLA LA VIE EN ROSE

This characterful VDF/IGP Comté Tolosan rosé is made from Négrette, an original varietal native to the Canal du Midi area which, as well as a lovely pale colour, offers a refreshing fruitiness (red berries, wild peaches) that is an excellent accompaniment to summertime dishes.

Scan me
to learn more





GASTRONOMY

A KEEN FISHERMAN

GÉRARD LASBARRÈRES

HERE WE HAVE A PURE-BRED NATIVE OF BÉARN WITH A PASSION FOR THE SEA

AND A LOVE OF "SURF AND TURF" CUISINE.

Text : Léon Mazzella - Photos : Clément Herbaux

Gérard Lasbarrères is a true Béarn native who has always been fascinated by fishing - "I fish at sea, in freshwater, and pretty much everywhere, here and abroad, whenever I can get away". He has established his chef's signature on "surf and turf" cuisine. Born in Nay in 1976, he trained as a chef and pork butcher/caterer at the school in Morlaàs, then spent 5 years working for Club Med in Sicily, Brazil, Mexico and the Alps. After spending a year at La Concha in Nay, he followed the siren call of Paris, where he worked in prestigious establishments such as L'Espadon at the Ritz and Le Taillevent.

He then spent 3 years working in Austria, before returning to his native land where he worked at Le Kaïku in St-Jean-de-Luz

for 5 years. Then, having moved back to the Béarn area, Gérard set up his first venture in Pau, Lou Capetout (Cap é Tot), with David Ducassou. Other ventures in Béarn were to follow before he opened Le Saint-Pierre in Nay in 2017 in partnership with



Jérôme, his childhood friend and a "Best Artisan in France" fishmonger. This restaurant/fishmonger/oyster bar/catering operation is now firing on all cylinders. "At the start of 2023, I bought L'Aragon, the iconic brasserie on the Boulevard des Pyrénées in Pau, with Jean-Bernard Hourcourigaray (Chez Château in Esquiule)", Gérard tells us. "L'Aragon soon became a full-time job, so I had to appoint an executive chef for Le Saint-Pierre last October". At L'Aragon, the chef with a passion for fishing has a buyer at the Saint-Jean-de-Luz fish market who takes his orders every night and delivers these to him daily. As a result, Gérard has been able to give his new restaurant something of an iodised flavour, unusual for a traditional-style brasserie.



CLOS DE LA VIERGE LE CARRÉ DE PEËS

A dry white wine
with exotic notes and plenty
of freshness while revealing
a lovely sensation of substance.

Scan me
to learn more



The recipe steps.

VEAL TATAKI, OYSTER CONDIMENT AND PORCINI SAUCE

This “surf and turf” recipe is a tribute to the Béarn region and the Ocean. Here, the Pyrenean veal fillet tataki is complemented by an oyster condiment and pickles. “I’ve always worked with surf and turf cuisine, it’s a real passion that combines my tastes and origins with my know-how,” says the chef. “As for my meeting with Lionel Osmin, it dates back to 2010, during the World Pelota Championships in Pau, in the fine food village that several of us had set up. Then we lost touch for a while, and it was our good mutual friend Vivien Durand who brought us together again. And since December 2023, my girlfriend has been working at Domaine Le Peyret, Lionel Osmin & Cie’s guest house in Serres-Castet”. The adventure continues!

INGREDIENTS

600 g veal fillet
1 lime
Peanut oil
Soy sauce
40 g cane sugar
2 pinches Guérande sea salt
1 star anise flower
1 tbsp fresh ginger
1 garlic clove
1 lemon zest
1 bird’s eye chilli
15 cl soy sauce
3 special fattened oysters
3 fresh porcini mushrooms

METHOD

- Mix all the ingredients for the marinade: sugar, salt, spices, chopped garlic and ginger, soy sauce and crushed chilli.
- Cut the veal fillet into two long pieces. Soak these pieces in the marinade and chill for 8 hours, turning them over once or twice if possible.
- Heat a few drops of peanut oil in a large frying pan and fry the veal on both sides for a few minutes.
- For the sauce, dice the porcini mushrooms, poach the oysters and roughly chop. Season with a drizzle of lemon juice, olive oil, salt, pepper and Espelette pepper.
- To serve, cut the veal into thin slices, season with the marinade and top with the sauce. Sprinkle over a few coriander leaves to garnish.

ESCAPE
NEW-YORK

CLÉMENT GASPARD'S RESTAURANT RECOMMENDATIONS

Text : Léon Mazzella

A native of Gigondas, a village in the southern Rhône Valley famous for the AOC wine of the same name, Clément grew up among the vines and used to play in the cellars where his oenologist father worked. During his studies, Clément learned from talented local wine producers about the various approaches they have used to

export their AOC wines, as well as from specialist PR agencies. Meeting these experienced professionals inspired Clément to begin his international sales career in the United States in July 2016, working for a French wine broker specialising in the U.S. market. He then spent 7 years learning the ins and outs of the idiosyncratic

yet fascinating U.S. wine market, before joining Lionel Osmin & Cie in 2023. Today, Clément is based in Brooklyn (NY) and is responsible for growing Lionel Osmin's sales in the U.S. market. **The following are some of Clément's recommendations if you are looking for a good restaurant in New York**



L'ANTAGONISTE

238 Malcolm X Blvd, Brooklyn, NY 11233

L'Antagoniste is a "farm-to-table" restaurant serving up affordable and authentic French cuisine in the heart of Bedford-Stuyvesant, Brooklyn.

"In the 8 years I've been in New York, I've been going to this restaurant for its authentic French dishes prepared with local organic produce. Monday nights are a must for wine connoisseurs and members of the wine trade due to its popular BYOB (Bring Your Own Bottle) offer, which means there's no corkage charge on any bottle of wine you bring. There you'll get to meet Amadeus, the owner, who goes round from table to table checking out the bottles his customers have chosen to pair with his food."



TXIKITO

240 9th Ave, New York, NY 10001

Tapas and Spanish wines in a cosy environment with a natural wood decor.

"Ever since I started working at Lionel Osmin, I've been keen to dig out restaurants serving cuisine from the Southwest of France. And New York really does have it all! Not too surprisingly, I've come across more restaurants with Basque roots and influence. Txikito, in the trendy Chelsea district, is one of these. This restaurant focuses on tapas inspired by the cuisine of the Spanish Basque country, served with dry Jurançon wine by the glass. Owners and chefs Alex Rajj and Eder Montero have even published a cookbook entitled "The Basque Book."



LA VARA

268 Clinton St, Brooklyn, NY 11201

"Owned by Txikito, this restaurant also serves Basque-Spanish cuisine and is located in the charming Cobble Hill district. Next door is Saint Julivert Pêcherie, a wine bar and seafood restaurant serving Basque specialties with Japanese influences."

DOMAINE DU PEYRET

A BALCONY OVERLOOKING THE PYRENEES ON THE DOORSTEP OF PAU

Text : Léon Mazzella – Photos : Clément Herbaux

Carole Bernier
AREA MANAGER

"A haven of peace on the outskirts of Pau, with the Pyrenees as a majestic backdrop, Domaine du Peyret welcomes Lionel Osmin & Cie's guests and can also host seminars, corporate events, and so on, with bespoke services".



"We would be delighted to receive you at our guest house, which is the renovated outbuilding of a Béarn-style residence built by the Peyret family in the 17th century," says Carole Bernier, who oversees this exceptional domaine. Politician and poet, Alexis Peyret lived here from 1826 to 1852 before he went into exile in Argentina when the imperial regime of Napoleon III was restored, on account of his republican ideas.

With its wooded grounds and uninterrupted views of the majestic Pic du Midi d'Ossau, surrounded by

the peaks of Midi Bigorre and Anie, Domaine du Peyret is ideally located less than 10 minutes from Pau-Nord (Zénith, Palais des Sports, Jaï Alai, Hippodrome, Casino, Centre Feger, Domaine de Sers, etc.), the A64 Toulouse-Bayonne motorway (Lescar or Pau-Centre exits), the A65 Bordeaux-Pau motorway (Thèze exit), and Pau-Uzein airport.

"This very special and authentic setting is the perfect venue for your corporate or B2B events, team meetings or any other social or family gathering for up to 40

people indoors and even more outdoors (with marquees or awnings available on request). We have a dedicated local team on hand to help you with all the organisation," says Carole Bernier. The availability of "accommodation in a guest house (5 double rooms and an apartment for 5 people) will make your organisation and travel that much easier and there is a swimming pool and fireplace to make your stay even more enjoyable," adds Carole. Le bonheur!

MAIN EVENTS IN THE SOUTH-WEST OF FRANCE IN 2024

JANUARY

20 and 21 January : Truffle Festival in Sarlat

FEBRUARY

8 February : Bazas Beef Festival

8 to 11 February : Carnival in Pau

MARCH

2 and 3 March : Sarlat Fest’Oie (Goose Festival)

7 to 10 March : Salon de l’Agriculture in Tarbes

9 and 10 March : Easter Beef Festival in Laguiole

APRIL

4 and 7 April : Ham Fair in Bayonne

27 April : Jurançon Wine Festival in Pau

April : Fronton celebrates Spring

MAY

10 to 12 May : Festival des Bandas in Condom

17 to 20 May : Pentecostavic



Pepper Festival in Espelette



Young stiltwalkers and the equally young group of folk dancers, Lous dé Bazats, take part in the annual “Roi Boeuf” celebration

JUNE

21 June : Festival of Music

24 and 25 June : Les Nocturnes de la Chambre d’Amour in Anglet

27 to 30 June: Garorock Music Festival in Marmande

JULY

29 june to 21 July : Tour de France

6 to 14 July : San Fermin Festival in Pamplona

10 to 14 July : Fêtes de Bayonne

13 July : Tuna Festival in Saint-Jean-de-Luz

13 July : Chipiron (Squid) Festival in Hendaye

17 to 21 July : Fêtes de la Madeleine in Mont-de-Marsan

End of July to mid-August (3 weeks) : Jazz in Marciac Festival

25 to 28 July : Tempo Latino Festival in Vic-Fezensac

End of July to start of August: Gavarnie Festival

AUGUST

14 to 18 August : Fêtes de Dax

23 to 25 August : Hesti’Voc in Pau

30 August to 1 September :

Le Grand Pruneau Show in Agen



San Fermin Festival in Pamplona

SEPTEMBER

Early September : Toulouse à Table Festival

27 to 29 September : Foire aux Côtelettes in Luz-Saint-Sauveur

OCTOBER

26 and 27 October : Pepper Festival in Espelette

October to January : La Flamme de l’Armagnac

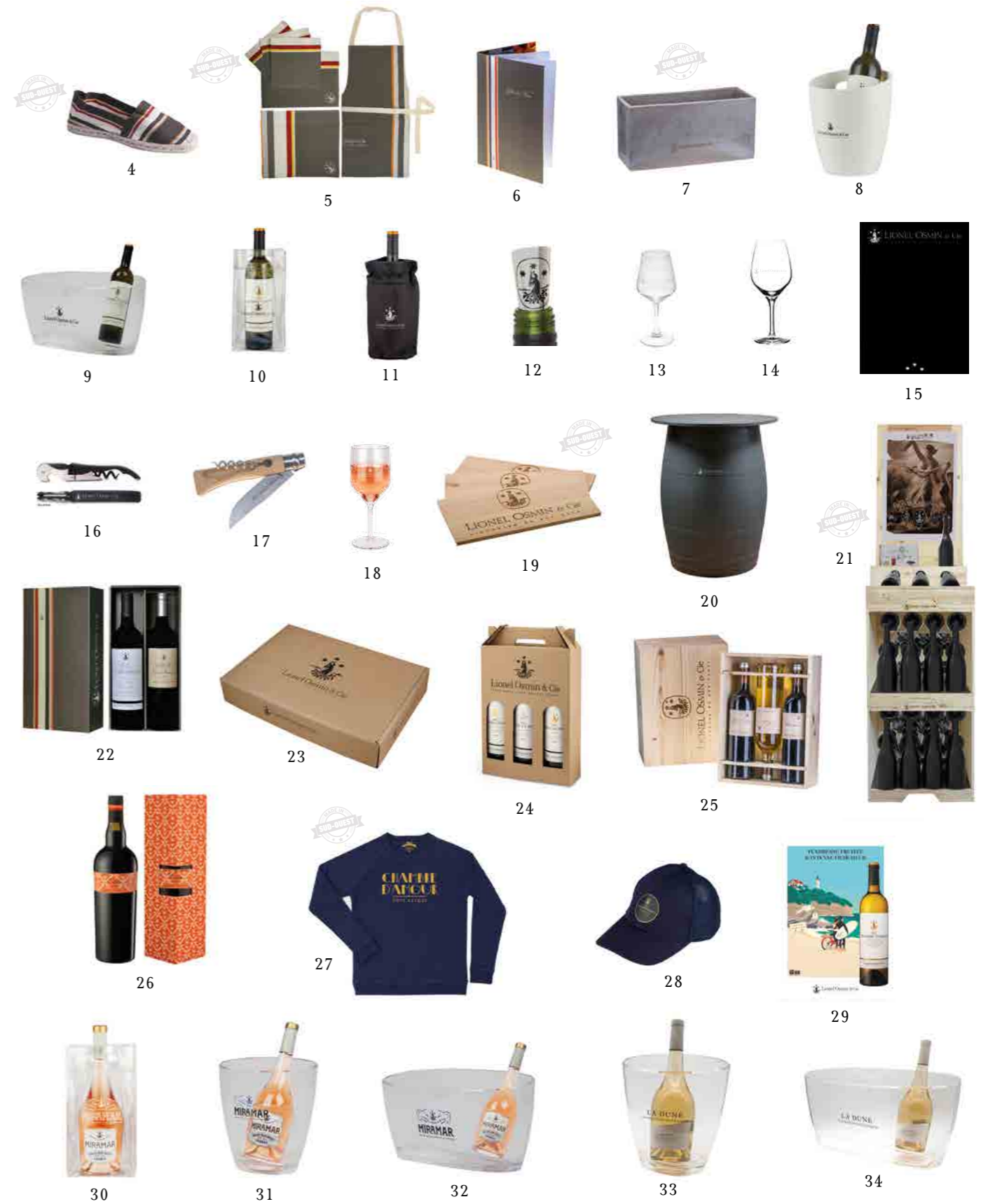
DECEMBER

Start of December to end of January: Lantern Festival in Montauban

Bazas Beef Festival in Bazas



OUR PROMOTIONAL TOOLS



APOTHIKAIRE ITEMS: 1 • GLASSES Apothicaire 13cl - 2 • SERVING PIPETTE Lionel Osmine & Cie - 3 • CARBOY Apothicaire 10L. **LIONEL OSMINE & CIE ITEMS:** 4 • EXCLUSIVE ESPADRILLES by Tissages Lartigue in Oloron Sainte-Marie, Sizes 31 to 47 - 5 • EXCLUSIVE LINE OF BASQUE LINEN by Tissages Lartigue in Oloron Sainte-Marie - 6 • WINE LIST Transparent plastic - 7 • ICE BUCKET Goicoechea Pottery 16x16x50cm - 8 • WHITE ICE BOWL - 9 • TRANSPARENT ICE BUCKLE - 10 • ICE BAG - 11 • BLACK FREEZER COOLER - 12 • DROP STOP™ - 13 • SUPREME GLASSES (29 cl - 12cl fill mark - box of 6) - 14 • EXCELLENCE GLASSES (30 cl - 12,5 cl fill mark - box of 6) - 15 • BISTROT BLACKBOARD 50 x 70 cm - 16 • SOMMELIER PULLTAP'S™ - 17 • OPINEL stainless steel blade, natural beech wood handle, personalised. N°10 Corkscrew - 18 • CROISIÈRE ECOCUP GLASSES (25 cl - box of 6) - 19 • CASE LID 16x33cm or 35x29cm - 20 • BARREL Ø80 cm, height 96 cm - 21 • MODULAR DISPLAY UNIT Module Lexi only: 474mm (W) x 474mm (H) x 474mm (D). TOP Range Document: 474mm (W) x 205mm (H) x 454mm (D) Display unit (which is also the support for the 474mm (W) poster): 1142mm (H) x 20mm (D) - 22 • CARDBOARD GIFT BOX 2 bottles - 23 • FLAT CARDBOARD GIFT BOX 6 bottles - 24 • CARDBOARD WINDOW CASE 3 bottles or 6 bottles - 25 • WOODEN BOX 3 bottles or 6 bottles - 26 • ESTELA GIFT BOX 1 bottle. **CHAMBRE D'AMOUR ITEMS:** 27 • SWEATSHIRT - Marque 64 - 28 • NAVY CAP - 29 • POSTER 40x60cm. **MIRAMAR ITEMS:** 30 • ICE BAG Miramar - 31 • ICE BOWL Miramar - 32 • ICE BUCKET Miramar. **LA DUNE ITEMS:** 33 • ICE BOWL La Dune - 34 • ICE BUCKET La Dune

FRANCE AND INTERNATIONAL PRESS REVIEW



LA REVUE DU VIN DE FRANCE : NEGOCIANT OF THE YEAR 2015

LA FACE MODERNE DU SUD-OUEST

Du Massif central à l'océan, le Sud-Ouest viticole est un archipel de vignes éparpillées dans une mer de maïs. Renforcées par des cépages autochtones, les identités y sont affirmées. Rendre compte de cette diversité dans une gamme allant de l'Irouléguy à Marcillac tenait de la gageure. Pari gagné par Lionel Osmin en seulement quatre ans d'existence...

Cet intrépide Palois devient négociant en 2010. Avec la complicité de Damiens Sartori, technicien de haut vol, Lionel Osmin a imposé une vision contemporaine des jurançons, madirans et autres cahors. Les cuvées rendent compte avec fidélité des différentes identités, aux expressions fruitées hédonistes. Bouillonnant et avisé, notre négociant de choc propose aussi des vins de cépage susceptibles de toucher un large public, et se fait plaisir avec des créations, comme le remarquable vin de liqueur Estela et de beaux armagnacs.

L'art de vivre du Sud-Ouest est aussi une esthétique du partage que Lionel Osmin, avec le rugbyman Imanol Harinordoquy, décline dans ses caves «Les Contrebandiers», à Pau et Biarritz. **Pierre Citerne.**

Lionel Osmin & Cie (64) - www.osmin.fr



LE SUD-OUEST CONQUÉRANT

Clos Joliette

Vin de France, 2001, blanc moelleux.

Grâce à Lionel Osmin, voilà un trésor enfin sorti de la cave où il dort depuis qu'il est né. Ce vin de France, issu d'un petit clos de vignes situées dans l'appellation, est un mythe qui se confirme avec ce millésime d'anthologie pour les liqueux de la région. Celui-ci contient 83 g de sucre, mais répartis dans la matière avec un équilibre quasi magique, tant c'est la fraîcheur qui reste sur le palais. Un vin très ambré à la robe épaisse, aux notes de fruits secs, et aux saveurs d'une longueur époustouflante. Un vin riche et complexe à goûter une fois dans sa vie.

Clos de la Vierge

« Carré de Peès », blanc sec, 2018

Ce 100% gros manseng illustre la subtilité des jurançons secs, tendus et complexes. Les arômes de fruit exotiques le disputent aux notes d'agrumes et de fruits blancs. Une fraîcheur et une belle longueur en bouche idéales pour accompagner homard, langoustine, côte de veau ou fromages de chèvre.

Domaine Berthoumieu

« La Fé », rouge, 2017

Issu d'une longue macération et d'un élevage de seize mois (cuve et barrique), ce magnifique 100% tannat, emblématique des madirans, est sans soufre, mais pas sans souffle. Robe grenat intense, nez puissant et bouche onctueuse, avec quelques notes de fruits à l'eau de vie.



LES NOUVEAUX VISAGES DU NÉGOCE

Avec son accent chantant, Lionel Osmin a l'enthousiasme communicatif. Ce Béarnais pur jus aime faire partager sa culture, où le vin mais aussi le rugby et la pelote basque, la course landaise et la corrida, le cochon et la palombe participent au bon vivre. D'où l'idée de créer un négoce transversal pour les vins du Sud-Ouest comme il en existe pour Bordeaux et la Bourgogne. «La diversité ampélographique du Sud-Ouest est un véritable trésor», s'enthousiasme le créateur de Lionel Osmin & Cie. Manseng à Jurançon, malbec à Cahors, abouriou à Marmande, brauol et duras à Gaillac, tannat à Madiran, négrette à Fronton, mansois à Marcillac : le jeune négociant tient là une histoire 100% Sud-Ouest. «Au départ, s'affranchir des carcans, c'est difficile car on n'en trouve dans aucune case connue. La création en 2009 de la catégorie vin de France, plus valorisante que vin de table, a été une opportunité.» Ayant fait ses

preuves avec des vins de cépage fruité et gourmand, restait à leur rendre leur identité, celle de leur terroir d'origine.

L'un de ses derniers opus illustre cette démarche : le Pouvoir des Fleurs 2016, AOP fronton, 85% négrette et 15% syrah, aux arômes de violette et de pivoine, régale par sa fraîcheur gourmande et la finesse de ses tanins. En 2015, Lionel Osmin et ses complices lancent la Cie des Domaines.

Trois vignobles participent à cette aventure viticole : le Domaine San de Guilhem, le Domaine Berthoumieu (AOP madiran et pacherenc-du-vic-bilh) et les Clos de la Vierge et Cancaillau (AOP jurançon). Dernière pierre à l'édifice, sous l'étendard L'Apothicaire de l'Armagnac, une collection de sept eaux-de-vie déclinées en mono-cépage. Lionel Osmin n'a pas fini d'explorer toutes les ressources de sa région de cœur.

FRANCE



Fils d'un bijoutier béarnais, Lionel Osmin est devenu ingénieur agricole et a fondé en 2010 une maison de négoce spécialisée dans les vins du grand Sud-Ouest, d'Irouleguy à Bergerac, de Madiran à Marcillac. Aux commandes des vinifications de cette vaste gamme l'œnologue Damiens Sartori.

LIONEL OSMIN & CIE

Villa Chambre d'Amour 2022 - IGP Côtes de Gascogne *
Miramar 2022 - AOP Fronton *
Fer de Soif 2022 - AOP Marcillac *
Constance 2020 - AOP Madiran **♥
La Fé 2022 - AOP Pacherenc du Vic-Bilh *
Clos Cancaillau, Au Lavoir 2022 - AOP Jurançon sec **♥
Les Complices 2020 - AOP Fronton *



Pyrène, Blanc Bec Fumé VDF 2022 : Médaille d'or

Pyrène, Cuvée Marine VDF 2022 : Médaille d'argent

UNITED KINGDOM



Les Complices 2020 - AOP Fronton 96 pts
Charles de Batz 2017 - AOP Madiran 93 pts
Clos Cancaillau, Au Lavoir 2021 - AOP Jurançon sec 90 pts

SWITZERLAND



MIRAMAR 2020 90 pts

USA



Vitis MCM 2019 - AOC Madiran CELLAR SELECTION 95 pts
Vitis MCM 2015 - AOC Madiran EDITOR'S CHOICE 95 pts
Vitis MCM 2016 - AOC Madiran 95 pts
Charles de Batz 2018 - AOC Madiran 94 pts
Charles de Batz 2016 - AOC Madiran EDITOR'S CHOICE 94 pts
Foehn 2016 - AOC Jurançon 93 pts
Charles de Batz 2017 - AOC Madiran 93 pts
Aulet 2020 - AOP Madiran 93 pts
Constance 2021 - AOC Madiran 92 pts
Clos Cancaillau, Le dernier Carré 2016 - AOC Jurançon 92 pts
Mon Adour 2018 - AOC Madiran 92 pts
La Fé - Sans soufre 2020 - AOC Madiran EDITOR'S CHOICE 92 pts
La Fé - Sans soufre 2019 - AOC Madiran EDITOR'S CHOICE 92 pts
La Fé - Sans soufre 2017 - AOC Madiran 92 pts
Aulet 2019 - AOC Madiran 92 pts
Clos Cancaillau, Au Lavoir 2022 - AOC Jurançon sec 91 pts
Villa des Causses 2021 - VDF 91 pts
Constance 2020 - AOP Madiran BEST BUY 91 pts
Absolu Négrette 2018 - AOC Fronton 91 pts
Constance 2017 - AOC Madiran 91 pts
Tannat - Sans soufre 2019 - AOC Madiran EDITOR'S CHOICE 91 pts
Clos de la Vierge, Le Carré de Péès 2022 - AOC Jurançon sec 90 pts
Charles de Batz 2019 - AOP Madiran 90 pts
Villa Côte d'Argent 2022 - VDF 90 pts
Clos de la Vierge, Le Carré de Péès 2015 - AOC Jurançon sec 90 pts
Cami Salié 2017 - AOC Jurançon sec 90 pts
Cœur de Malbec 2020 - AOC Cahors 90 pts
Clos Cancaillau, Le dernier Carré 2015 - AOC Jurançon 90 pts
Villa La Vie en Rose 2022 - IGP Comté Tolosan 89 pts
Villa Chambre d'Amour 2022 - IGP Côtes de Gascogne 89 pts
Le Roi Bœuf 2019 - VDF BEST BUY 89 pts
Clos Cancaillau, Au Lavoir 2019 - AOC Jurançon sec 89 pts
Un Jardin Extraordinaire 2021 - IGP Comté Tolosan 88 pts
Le Roi Bœuf OS Race Aubrac - AOP Marcillac 2021 88 pts
Tannat sans soufre 2021 - IGP Côtes de Gascogne 88 pts
Tannat - Sans soufre 2021 - AOC Madiran 88 pts
Château Laurou Tradition Rouge 2020 - AOC Fronton 88 pts



Charles de Batz 2017 - AOP Madiran 91 pts

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LES VILLAS

THE SUCCESS OF THE GRAPE VARIETIES
FROM THE SOUTHWEST OF FRANCE



Villa PLAGE BLANCHE

IGP GASCOGNE

COLOMBARD
SAUVIGNON GROS
MANSENG

55 HA

CLAY-LIMESTONE AND
SILTY SAND

*A versatile and expressive dry
white wine with a strong fruity
character and an invigorating
oceanic style.*

**VERSATILE - OCEANIC
INTENSE - FRUITY - POMELO
PEACH - LIME**

*Aperitifs, tapas, fish soups,
smoked salmon, ocean salads,
grilled fish, seafood and
shellfish, mussels, oysters, squid
fritters, monkfish, sushi, spicy
dishes, fresh goat's cheeses, etc.*



Villa CÔTE D'ARGENT

IGP GASCOGNE

SAUVIGNON BLANC

10 HA

CLAY-LIMESTONE AND
SILTY SAND

*All the richness and freshness of
Sauvignon Blanc are revealed
in this wine. An explosive
classic on the nose and on
the palate!*

**MODERN - EXUBERANT
FRESH - VARIETAL - CITRUS
HONEYSUCKLE - MENTHOLL**

*Oysters, seafood, fish tartare,
aperitif appetisers, grilled fish,
shellfish, risotto of sea scallops,
sushi, fish carpaccio, etc.*



Villa LA VIE EN ROSE

IGP COMTÉ TOLOSAN

NÉGRETTE

20 HA

CLAY AND BOULBÈNES
(FINE SILICE OUS SOIL)
WITH GRAVEL

*A pale, refreshing and fruity
rosé from an original grape
variety!*

**LUSCIOUS - LIGHT - EASY
TODRINK - ZESTY
RED FRUIT - BOILED SWEETS
WILD PEACH**

*Aperitif, tapas, summer
cuisine, various salads, tomato
& mozzarella, Asian cuisine,
tomato-based dishes, grilled
fish, sweet and sour dishes,
Italian cuisine, pizzas, piquillo
peppers, red fruit desserts, in
particular strawberry desserts,
etc.*



Villa DES CAUSSES

IGP COMTÉ TOLOSAN

MALBEC

15 HA

ALLUVIAL TERRACES
AND CLAY-LIMESTONE

*A modern style Malbec: seduc-
tive, well-coloured, fragrant,
broad and rich. A very ap-
proachable wine that can even
be served lightly chilled.*

**CLASSIC - SUCCULENT
MEATY - APPROACHABLE
BLACK FRUIT
DARK STONEFRUIT - SPICE**

*Aperitif appetisers, tapas,
charcuterie, country salads,
poultry, steak tartare, stuffed
vegetables, roasted and grilled
meats, pork chops, veal chops,
lamb chops, meats in a sauce,
soft cheeses, etc.*



Villa DU GOLFE

IGP GASCOGNE

PINOT NOIR

7 HA

CLAY-LIMESTONE

*A charming and very accessible
Pinot Noir with southern
accents, notes of cherry and
sweet spices, produced on the
sunny hillsides of Gascony, the
"French Tuscany".*

**SOFT - SMOOTH - CHARMING
JOVIAL - CHERRIES - SPICE**

*Charcuterie, terrines, poultry,
white meats, pork chops, pâté
in a pastry crust, veal stew,
cow's milk cheeses such as
Camembert, Tomme
or Saint-Nectaire..*



Villa CHAMBRE D'AMOUR

IGP GASCOGNE

GROS MANSENG
SAUVIGNON BLANC

100 HA

CLAY-LIMESTONE
WITH LIMESTONE
DEPOSITS

*An explosive, fresh sweet
wine with notes of grape fruit
and exotic fruits. A real treat!*

**INTENSE - FRUITY - SOFT
FRESH - GRAPE FRUIT
PINEAPPLE - VANILLA**

*Aperitif appetisers, tapas, foie
gras, citrus salad, sweet and
sour Asian cuisine, pineapple
chicken, blue cheeses, spicy
dishes, fish in cream sauce,
Roquefort cheese, fresh fruit-
based desserts, biscuits
and shortbread, Tarte Tatin,
Île Flottante, pineapple
carpaccio..*

MIRAMAR

BELLE ÉPOQUE & SEASIDE VIBES



MIRAMAR

AOP FRONTON

 ORGANIC

NÉGRETTE

8 HA

GRAVELLY BOULBENE (FINE SILICEOUS SOIL)

The magical moment when the sun sets over the ocean... when an Atlantic breeze gently strokes a sun-kissed face. A memory of an Art Nouveau hotel and its terrace rising above the shoreline... Miramar is an ode to life, to sharing, to friendship and to those magical seaside holidays...

**PALE - SPRY - CHISELLED - LONG - TAUT SOFT
FLORAL - RED FRUIT**

Miramar can be enjoyed chilled, as a summer aperitif served with crudités, aubergine tapenade, ratatouille or piperade, mussels or grilled fish, a vegetable tian, meat à la plancha or stuffed vegetables. It also pairs nicely with summer desserts: strawberry carpaccio, watermelon soup, red fruit sorbets, etc.

CANTERA

A POLYPHONIC BLEND



CANTERA

IGP COMTÉ TOLOSAN

MAUZAC / LOIN DE L'ŒIL / PETIT COURBU
COLOMBARD / GROS MANSENG

5 HA

A MOSAIC OF TERROIRS

The 5 uncommon Southwestern grape varieties in this wine have been blended together to create a unique harmony. As in a cantèra, each expresses itself, but together, the vibration becomes magical... Our vision of polyphonic blending.

**EXPRESSIVE - FRESH - BROAD - COMPLEX
FRESH FRUIT - FLORAL**

Tapas, smoked Pyrenean trout, fresh goat's cheese, fish in gravlax, tartar, potted meat/fish, with dill, in aioli, avocado & crab carpaccio, scallops... But above all, while enjoying a good old sing-song!

LE ROI BŒUF

BAZAS & AUBRAC



LE ROI BŒUF BAZAS

VIN DE FRANCE

MERLOT
TANNAT

15 HA

SILTY - CLAY

This wine was created in honour of the Bazas Beef Festival! Inducted into the Bazas Beef brotherhood, Lionel Osmine took this opportunity to help preserve the Bazas breed, with the collaboration and blessing of Michel Guérard.

**BROAD - VELVET - CONSENSUAL - AMIABLE - SPICY
PENCIL LEAD - RED FRUIT**

To be enjoyed with a piece of Bazas beef, of course! Bazas beef cattle are reared for a minimum of 3 years and then fattened over the last months of their life. It is this traditional rearing method that gives the meat its unparalleled flavour.



LE ROI BŒUF AUBRAC

AOP MARCILLAC

MANSOIS

10 HA

TERRASSES OF "ROUGIERS"

A full-bodied, luscious, easy-to-drink yet deep red wine. Its silky tannins and floral, black fruit notes make it the perfect accompaniment to a piece of Aubrac meat.

**GENEROUS - DEEP - VIOLETS - BLACKCURRANTS
WELL-BALANCED - ELEGANT**

This versatile red pairs well with white and red meats, poultry, charcuterie, cheeses and Italian cuisine (pizza, pasta, etc.).

LA BAIE ORIENTALE

GRAPES FROM THE EAST... IN THE WEST



LA BAIE ORIENTALE ROUGE

VIN DE FRANCE

SYRAH - PINOT NOIR

4 HA

CLAY-LIMESTONE

A red from grape varieties native to eastern France, with notes of cherries, blackcurrants, spice, garrigue scrubland and pepper...

SPICY - FRUITY - SMOOTH - SOFT
LUSCIOUS - EASY - SUNNY

This versatile red pairs well with white and red meats, poultry, charcuterie, cheeses and Italian cuisine (pizza, pasta, etc.).



LA BAIE ORIENTALE BLANC SEC

IGP COMTE TOLOSAN

MUSCAT, GEWURZTRAMINER, VIOGNIER, RIESLING, MUSCADELLE

10 HA

CLAY-LIMESTONE

A surprising dry white wine with exotic and floral notes crafted from grape varieties originating in the East of France... 2 hectares of these varietals have been planted in the Gers for our drinking pleasure!

BROAD - EXPLOSIVE - EXOTIC
ATLANTIC - LITCHI
ORANGE BLOSSOM - ROSE WATER

Aperitif, foie gras, sweet and sour exotic cuisine, chicken with pineapple, melon and ham skewers, smoked salmon, fresh goat's cheese with herbs, cuisine with mild spices (curry, turmeric, saffron, etc.), Gouda with cumin, Gorgonzola and other blue cheeses, etc.

LES CRÉATIFS

A FRESH INTERPRETATION OF OUR APPELLATIONS



FER DE SOIF

AOP MARCILLAC

MANSOIS

5 HA

ROUGIERS TERRACES (RED SOIL)

This very convivial wine boasts silky tannins, blackcurrant and liquorice flavours and a hint of flowers. Serve chilled.

DRINKABILITY - SAPID - QUAFFABLE
ORIGINAL - FLORAL
PIQUILLO PEPPER - MENTHOL

Pot au feu, poultry, veal, sweet and sour meat dishes, veal stew, Osso Bucco, couscous, marrow bone, sausages, kidneys with veal liver, andouillette, tartiflette, raclette, red tuna, etc.



LE POUVOIR DES FLEURS

AOP FRONTON

NÉGRETTE - SYRAH

10 HA

GRAVELLY BOULBÈNES (FINE SILICEOUS SOIL)

This is a captivating red wine, with floral (peonies, violets) and spicy (white pepper) aromas and a luscious mouthfeel.

MEATY - WELL-BALANCED
AMIALE - ACCESSIBLE
PEONIES - POTPOURRI - SPICY

Mature hams, South of France cuisine, veal or lamb, grilled meat, chicken basquaise, tomato pasta, tajines, paella, Brie, Camembert, etc.



CŒUR DE MALBEC

AOP CAHORS

MALBEC

5 HA

3^È & 4^È TERRACES OF THE LOT AND CAUSSE

Very dark colour, powerful and complex black fruit aromas (blackberries, blackcurrants, black cherries) and spice (liquorice, cinnamon, cocoa). Superb tannins.

CLASSIC - DENSE - DARK
ROBUST - WELL-BALANCED
BLACK FRUIT - SPICE
SANDALWOOD

Grilled meats in general, panfried mushrooms, meat fondue, truffled poularde (fattened hen), duck confit, coq au vin, entrecote steak, filet mignon, mature cheeses, Camembert.

LE CONSERVATOIRE

RARE VARIETAL WINES



ONDENC
PAYS DE COCAGNE
ONDENC
0,5 HA
CLAY-LIMESTONE

Richness and fine ageing are the hallmarks of this elegant white wine that is perfect with food. The palate is true to the nose with lemon and candied orange peel aromas.

**FINESSE · ROUNDNESS
POWER · LENGTH · COOKED
APPLE · CANDIED PEAR
BRIOCHE**

Freshwater fish, white meat, roast veal, rabbit terrine, spring vegetable risotto, local chicken, sheep's cheese, Parmesan.



MAUZAC
TARN VALLEY
MAUZAC
0,5 HA
CLAY-LIMESTONE

A juicy white fruit bouquet and a broad, generous palate make this Mauzac a wine that is sure to please everyone. Share it far and wide!

**DEEP · CRYSTALLINE
WELL-BALANCED · COMPLEX
APPLE · LIME · QUINCE**

Pork chops, rolled poultry fillet, poultry terrine, fish in a sauce, semi-firm cheeses.



BOUYSSELET
VIN DE FRANCE
BOUYSSELET
3 HA
SILTY-CLAY WITH GRAVEL

Bouysselet is a remarkable grape variety that almost disappeared. Its renaissance is the result of the determination of a winegrower from Fronton – where it originated – and a handful of his fellow growers who have been replanting it over the last 10 years.

**BROAD · WELL · BALANCED
APRICOT · WHITE FRUIT
COMPLEX · LONG**

White meats, exotic cuisine (lamb curry, tajine with apricots), aged Parmesan, fish in cream sauce, sole meunière, or perhaps fresh liver deglazed with citrus...



PRUNELARD
FOOTHILLS OF ALBI
PRUNELARD
1 HA
CLAY-LIMESTONE VALLEY

Like father like son! This varietal, the "progenitor" of the Malbec, gives us a fresh, juicy wine with silky tannins with pronounced black fruit aromas (blackcurrants, blackberries) both on the nose and the palate.

**DEEP · COMPLEX · ORIGINAL
UNTAMED · BLACKCURRANT
VIOLETS · SPICE**

Duck with olives, grilled beef, Bigorre pork ribs, game birds, cow's cheese, Camembert à la braise.



EKIGAÏNA
NORTH BÉARN AREA
EKIGAÏNA
0,5 HA
GRAVELLY CLAY

Despite its local ancestry, this grape variety produces a wine that is easy to drink and very Burgundian in its approach, both in terms of its colour and its notes of cherries and red berries. Well worth checking out!

**FLAVOURSOME · SUCCULENT
ELEGANT · EXPRESSIVE
STONE FRUIT · EUCALYPTUS
RED FRUIT**

Magret de canard, rôti de bœuf, côtelettes d'agneau, andouillette, abats, charcuterie, fondue à la viande, palombe au capucin, daube de joue de bœuf, tomme de vache.



ABOURIOU
GARONNE VALLEY
ABOURIOU
1 HA
GRAVELLY LIMESTONE

Just like the people of this region, Abouriou has a cheerful yet rugged accent. It is a generous and convivial wine with a very typical character.

**STRUCTURE · UNTAMED
FULL · CIVILISED · SPICE
GAMEY · BLACK FRUIT**

Braised red meat, game birds, duck breast, beef, various stews, lamb, tajines, strong-cow's milk cheeses (Epoisses, Pont-l'Évêque etc.)

AUTRES DIRECTIONS

CREATIVITY, NEW IDEAS

ESTELA

UNIQUE FORTIFIED WINES TO EXPLORE

			
UN JARDIN EXTRAORDINAIRE	TANNAT SANS SOUFRE ORGANIC	BUZET SANS SOUFRE	BLANC DE MACÉRATION
VIN DE FRANCE	VDF/IGP GASCOGNE	AOP BUZET	VIN DE FRANCE
CABERNET FRANC, NÉGRETTE, MERLOT, TANNAT	TANNAT WITHOUT SULPHITES	MERLOT, CABERNET SAUVIGNON WITHOUT SULPHITES	FLORÉAL
5 HA	5 HA	6 HA	1 HA
BOULBÈNES (FINE SILICEOUS SOIL), CLAY-LIMESTONE AND SILTY-CLAY	GRAVELLY CLAY-LIMESTONE	LIMESTONE SOILS FOR THE MERLOT, GRAVEL FOR THE CABERNET SAUVIGNON	CLAY-LIMESTONE
Rouge d'été ou rosé foncé ? Summer red or dark pink ? Floral scents or fruity notes ? An intimate lunch or a grand banquet ? Perhaps the answer lies in Trenet's famous lyrics: "Night ball, birds, wonderful flowers, I'll meet you tonight at the vigil, under the moonlight of the extraordinary garden. All it takes is a little imagination..."	Our first wine without a safety net: no sulphur is added during the vinification process! We wanted to preserve and express the pure aromas of the Tannat grape. This varietal native to the South west of France shows us its natural oenological capabilities in this wine: freshness, alcohol and tannins. This is a free and yet civilised Tannat.	The Bordeaux grape varieties take on a convivial and generous Gascon accent in this soft and opulent red wine.	And why not go back to the origins..., when the whites were vinified like reds: with the pomace... 10 weeks of maceration later, the resulting wine is surprising and challenges all our assumptions.
FFRESHNESS · EXPRESSIVE · FRUIT INTENSE · DELECTABLE · RED FRUIT SPICE · POMEGRANATE	MEATY · ROUNDNESS · VELVETY NO ADDED SULPHITES · SPICE BLACK FRUIT · MENTHOL	MEATY · CONCENTRATED FINESSE · NO ADDED SULPHITES LIQUORICE · SPICE	FLORAL · EXUBERANT · RIPE · RICH SMOOTH · BROAD OUT OF THE ORDINARY...
Serve chilled (from the fridge) with sunny summer cuisine, mixed salads, recipes using fresh tomatoes or tomatoes in a sauce, grilled meats, vegetable skewers, spicy dishes, grilled peppers, gazpacho or fromage frais with garden herbs... extraordinary!	Confit et magret de canard, Duck confit and duck breast, red meat, roast veal or pork, and mature cow's milk cheeses.	This very versatile wine will pair well with a T-bone steak, grilled beef, grilled black pudding, cassoulet, grilled duck breast, lamb shanks, confit sausages, and many soft cheeses.	Game bird terrine, escalope Milanaise, Asian cuisine, Iberian ham or semi-soft cow's cheese

	
ESTELA VINTAGE	ESTELA DAME JEANNE
FORTIFIED WINE	FORTIFIED WINE
TANNAT & MALBEC	TANNAT & MALBEC
2,5 HA	0,5 HA
CAHORS & MADIRAN SINGLE-VINEYARD SELECTION	CAHORS & MADIRAN SINGLE-VINEYARD SELECTION
The aromas are locked into the wine through the fortification (mutage) process: blackberries, blackcurrants, blueberries and raspberries. Superb freshness... The Atlantic style Vintage.	The fortification (mutage) process allows us to lock in the black fruit aromas in the first instance. The wine is then transferred into carboys sitting out in the sun to develop its oxidative notes, i.e., the dried nuts, tobacco, leather and spice typically resulting from this process.
SOFTNESS · SINCERITY · FRUITINESS FRESHNESS · BLACKCURRANT SPICE BLACKBERRY	COMPLEX · OXIDATIVE · COCOA ORANGE · TOBACCO · SMOKY
Serve as an aperitif or paired with blue cheeses, chocolate desserts (Espelette pepper fondant, black forest gâteau, etc.) and red and black fruit desserts (cherries, blueberries, blackberries, blackcurrants, raspberries, etc.) or enjoy it on its own at the end of a meal.	Enjoy as an aperitif or paired with blue cheeses, dark chocolate desserts, dried nuts, desserts featuring nougatine, caramel, honey or walnuts, or enjoy it on its own at the end of a meal with a good cigar.

L'APOTHICAIRE DE L'ARMAGNAC

Armagnac is the oldest brandy in France: the first record of its use dates back to 1310 when Master Vital Dufour extolled the 40 virtues of this "Aygue Ardenre" (water of life) in his book in Latin entitled "To stay healthy and in good shape" found in the Vatican archives!

Until the end of the 18th century, apothecaries used to sell Armagnac for its supposed therapeutic properties.

With our selection of unique, singular, natural and carefully selected Armagnacs, we are bringing you our creative vision of this traditional and authentic French brandy, that extra special something from the vineyards of the Southwest of France. Our selection respects the following golden rules of quality:

- **SIMPLE DISTILLATION:** particular to Armagnac, which creates authentic brandies of great intensity and character,
- **VINTAGES:** no blending of different years, to preserve the identity and uniqueness of each brandy,
- **DATE OF BOTTLING:** after ageing in oak barrels,
- **NATURAL DEGREES:** no reduction with "petites eaux" which would dilute the brandy,
- **NATURAL COLOURS:** no added colouring or ageing accelerators,
- **NO ADDED SULPHITES:** as the wines are always distilled without SO₂ protection
- **SINGLE VARIETALS:** to showcase the 10 original grape varieties of Armagnac, notably the 4 main ones:
 - UGNI BLANC, a distillation grape variety par excellence, producing fine, quality brandies
 - FOLLE BLANCHE, the traditional Armagnac grape variety, producing brandies that are often floral and elegant
 - BACO (or "Baco 22A"), a "crossbred" grape variety that produces full-bodied and intense brandies of great character, but which require prolonged ageing.
 - COLOMBARD, a grape variety that is widely planted in Gascony but is distilled in small quantities, even though it offers a very distinctive fruity and spicy style.
- **OF ORIGIN:** because Armagnac has 3 clearly defined production areas:
 - BAS ARMAGNAC in the west, between the Gers and Les Landes, represents about 2/3 of the production. Its sandy-silty soils ("sables fauves") produce the most aromatic, well-balanced and distinctive brandies.
 - TENAREZE in the northwest of the Gers and in the south of the Lot-et-Garonne, represents almost a third of the area. These boulders (fine siliceous soil) and clay-limestone soils generally produce powerful and elegant Armagnacs.
 - HAUT ARMAGNAC or White Armagnac (limestone soils), located in the east of the Gers and part of the Lot et Garonne. Its production has become much smaller than that of the 2 other terroirs above.

By combining all these basic criteria that go into the crafting of fine and authentic artisanal brandies, L'APOTHICAIRE DE L'ARMAGNAC preserves the magnificent diversity of styles that only Armagnac can bring to connoisseurs, aesthetes and collectors seeking an extraordinary drinking experience.



LIMITED EDITION OF L'APOTHICAIRE WITH A JOLIETTE FINISH

BACO 1987 JOLIETTE FINISH

LIMITED EDITION OF 400 BOTTLES



The Apothicaire range comes in a 2.5-litre Gascon "Pot" bottle and a 10-litre Carboy (old vintages available on request). The Carboy comes with a complimentary serving pipette.



2018 WAS THE START OF OUR ADVENTURE AT JOLIETTE, when we took over this wine domaine following the passing of Michel Renaud. Among the many vintages we acquired, the 2014 and 2015 wines were still ageing in barrels. When we bottled them a few months later, we decided to keep back the 13 best casks and transfer them to our Armagnac cellars... We then selected the 13 finest eaux de vie we could find, with vintages between 1979 and 2016, to spend some time ageing in these Joliette casks.

Over time, these casks will give us a tiny production of just 400 bottles. All in the spirit of l'Apothicaire: unreduced, unblended, natural colour, single-vintage and single-varietal (except for one cask from 1995). These exceptional bottles will combine the magic of Joliette with the timelessness of the Armagnac and that extra special Southwest of France character. Available on allocation only





DOMAINE DE BACHEN

IGP LANDES

LA DUNE is an invitation to come and lose yourself along the trails of Les Landes to explore the land that gave birth to this wine, an area surrounding Château de Bachen, not far from the Adour River, tucked away between vines and century-old oaks. This is a haven of peace and the home of the Guérard family, who has turned it into a mecca of Landes winegrowing. What an honour it is for us to create a new wine in partnership with the Guérard family!

To complement their fine red and white wines, a reinterpretation of this terroir through an ambitious, rich yet vibrant Atlantic rosé seemed the obvious thing to do. We wanted to give form to our ideas about creativity, rigour, elegance and style, with just a touch of delicacy and ingenuity...

With LA DUNE, the first premium rosé hailing from the Atlantic coast, we offer you an escape to the seaside, a moment of drinking pleasure and shared enjoyment when time seems to stand still...

This wine's unique personality will transport you to the gastronomic universe of a great chef.

This intense, complex and refined rosé is the perfect accompaniment to the master's legendary cuisine: gourmet salad, terrine de campagne with onion jam, an invigorating tomato soup, fresh ceviche of sea bass with mango, lobster "from the moon fishermen", confit byaldi, etc.

It is also great for picnics in the garden, grilled meats and simple summer salads, as well as aperitifs with friends...



LA DUNE

IGP LANDES

65% MERLOT

35% CABERNET-FRANC

**PERSISTENT - CRYSTALLINE
ELEGANT - GASTRONOMIC
REDCURRANT - SPICY
WILD PEACHES**



CLOS CANCAILLAÛ & CLOS DE LA VIERGE

AOP JURANÇON - AOP JURANÇON SEC

The Barrère family created the domaine in the 1940s and today it owns vineyards - Clos Cancaillaü, Clos de la Vierge and Domaine Lahitte - on 3 major terroirs in the communes of Lahourcade & Cuqueron. Today, Anne-Marie Barrère runs the domaine with the assistance of her sister Christiane.

This historic property in the Jurançon appellation produces timeless wines, possessing a perfect combination of freshness, depth and personality. Our goal is therefore very simple: to use our passion for winemaking and knowledge of the markets to help ensure that the wines of these outstanding terroirs receive the recognition they deserve.



CLOS DE LA VIERGE
LE CARRÉ DE PEÈS

AOP JURANÇON SEC

GROS MANSENG

DOMAINE HVE3
(HIGH ENVIRONMENTAL VALUE)

MINERAL - GENEROUS - INTENSE
UPRIGHT - CITRUS - WHITE FRUIT



CLOS CANCAILLAÛ
AU LAVOIR

AOP JURANÇON SEC

PETIT MANSENG

DOMAINE HVE3
(HIGH ENVIRONMENTAL VALUE)

VIBRANT - PURE - COMPLEX - CHISELLED
YELLOW FRUIT - MINERALITY



CLOS CANCAILLAÛ
LE DERNIER CARRÉ

AOP JURANÇON

75 % PETIT MANSENG
25 % GROS MANSENG

DOMAINE HVE3
(HIGH ENVIRONMENTAL VALUE)

ENERGETIC - FRESH - EASY TO DRINK
SUBTLE - WHITE TRUFFLE - CANDIED
MANGO - CANDIED PINEAPPLE



DOMAINE BERTHOUMIEU

AOP MADIRAN - AOP PACHERENC DU VIC-BILH

Domaine Berthoumieu was founded in the 1850s in the commune of Viella by Virgile Dutour. After several generations, Marie-Line & Didier Barré took over the domaine in the 1990s intending to turn it into an undisputed reference within the Madiran & Pacherenc du Vic-Bilh AOCs. From its 25 hectares of vines, this property produces ambitious wines that are always a winning combination of personality, identity and balance. Our acquisition of the property and close collaboration with the Bortolussi family will allow us to perpetuate this work, started over 150 years ago, in line with our vision of what constitutes great wines from the Southwest of France.

In fact, we introduced changes to production methods the moment we took over in 2017, particularly in the vineyards, which then obtained HVE (High Environmental Value) Level 3 certification by 2018. Changes were also introduced in the cellar resulting in the release of our first wines without added sulphites in 2019. We are now entering a new phase in the Domaine's history that will ensure that Berthoumieu remains an undisputed reference domaine within the Madiran & Pacherenc du Vic-Bilh AOCs thanks to its precise, powerful and elegant wines with a strong and modern identity, which express the full potential of the domaine's old vines and the expertise of the new team at the helm...



CONSTANCE

AOP MADIRAN

75% TANNAT
20% CABERNET
SAUVIGNON
5% PINENC

20% BARREL
PREVIOUSLY USED
FOR 2-3 FILLS

HVE3
WINES UNDERGOING
CONVERSION TO
ORGANIC GROWING

SUBSTANCE
CONCENTRATED
DENSE - FULL
GRAPHITE
BLACK FRUIT
BALSAMIC



CHARLES DE BATZ

AOP MADIRAN

90% TANNAT
10% CABERNET
SAUVIGNON

12 MONTHS IN BARREL
(50% NEW, 50% PREVIOUSLY
USED FOR ONE FILL)

HVE3
WINES UNDERGOING
CONVERSION TO
ORGANIC GROWING

POWERFUL
ROBUST AGEING CELLAR
AGEING
GRAPHITE OAKY
BLACK FRUIT



LA FÉ

AOP PACHERENC DU VIC-BILH SEC

80% GROS MANSENG
20% ARRUFAC

40% SOUS BOIS
60% CUVE

ORGANIC

LITHE - PERSISTENT
MINERAL - DEEP
GRANNY SMITH
WHITE FRUIT



LA FÉ

AOP MADIRAN

100% TANNAT

SANS SOUFRE
15 MOIS EN CUVE

HVE3
WINES UNDERGOING
CONVERSION TO
ORGANIC GROWING

SAPPY - BROAD - PLUMP
VOLUPTUOUSNESS - LIQUORICE
PLUM - BLACKBERRY



AULET

AOP MADIRAN

100% TANNAT

16 MOIS EN BARRIQUES
15 MOIS EN CUVE

HVE3
WINES UNDERGOING
CONVERSION TO
ORGANIC GROWING

MEATY - BROAD
CONCENTRATED - CIVILISED
LIQUORICE - BALSAMIC
BLACK FRUIT



CHÂTEAU LAUROU

AOP FRONTON



LE ROUGE

AOP FRONTON
NÉGRETTÉ & SYRAH

 ORGANIC

DELECTABLE · EXPRESSIVE
SOFT · SPICE
VIOLETS · LIQUORICE



LE ROSÉ

AOP FRONTON
NÉGRETTÉ

 ORGANIC

PALE · FRESH
ROUNDNESS
FLORAL AROMAS · LENGTH



LES COMPLICES

AOP FRONTON
NÉGRETTÉ & SYRAH

 ORGANIC

DEEP COLOUR · BROAD
VELVETY TANNINS · FLORAL
SPICY



LE BOUYSSSELET

VIN DE FRANCE
BOUYSSSELET

 ORGANIC

BROAD · RICH
LONG · APRICOT · CITRUS
WHITE SPICES · FRESH



LA NÉGRETTÉ

AOP FRONTON
NÉGRETTÉ

 ORGANIC

COMPLEX · BROAD
ROUND SPICES
LIQUORICE



CLOS JOLIETTE

IN JURANÇON

One of the finest ambassadors for the wines of the Southwest of France, Clos Joliette is an absolute legend, the Mona Lisa of Jurançon!

Its immense aura derives partly from its very unusual terroir, the use of 100% Petit Manseng and its non-interventionist vinification, followed by long ageing in oak barrels for 4 to 6 years. But there is still a great deal of mystery surrounding this domaine which accounts for the singularity of its wines.

Planted by the Migné family in 1929, this isolated terroir of 1.50 hectares is well known to wine lovers, sommeliers and connoisseurs around the world despite its limited production. Michel Renaud acquired the domaine and ran it from 1990 until 2015, without changing the original way of working in any way at all. But the doors of the domaine were kept firmly closed and it remained secret for more than 25 years.

We have the privilege of taking over the management of this vineyard and have acquired the entire production of 19 vintages, which were slowly maturing in bottles in the cellar between 1993 and 2015!

Our mission is to preserve this winegrowing treasure, whilst putting the wines back where they belong: in the finest restaurants and wine stores around the world. This is a great privilege and joy for anyone who knows the history of Joliette.

An extraordinary adventure is beginning!



LIMITED EDITION N°6 - 170 CAISSES

Available on allocation, with priority access to Lionel Osmín & Cie's customers and partners, according to the volume of the other wines.

We issue "Limited Editions" coming in wooden boxes, with 6 bottles from 6 different vintages in each box. In total, 24 Limited Editions will be released over the years. Around 85% of the cellared lots were chosen for these "Limited Editions". With each Limited Edition containing 6 vintages, we ensure that the average profile across the 6 bottles will be perfectly representative of the style and singularity of the Joliette cellar over the period of 1993 - 2015. Likewise, each case will contain one of the 24 best wines that were identified during these exceptional years. The myth of Joliette can finally be reborn...

Prices are available on request, subject to availability.

CONTENTS OF THE LIMITED EDITION N°6

WINE NUMBER	VINTAGE	CASIER	ALC %	RESIDUAL SUGAR	CAPSULE
L09-C108	2009	N° 108	14,6	15,9	YELLOW
L07-C117	2007	N° 117	14,9	9,5	GREEN
L02-C06	2002	N° 6	15,2	9,8	YELLOW
L97-C86	1997	N° 86	15,4	34,3	ORANGE
L96-C70	1996	N° 70	14,4	7,5	GREEN
L94-C49	1994	N° 49	14,5	5,2	GREEN



Lionel Osmin & Cie
LE SUD-OUEST... VIVRE, BOIRE ET MANGER

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