



# Vins de Propriétés et Châteaux de France

*"At VPCF it's the collective that creates performance"*

# OUR HISTORY



Dominique Destouches with his wife Valérie and his son Lucas

## VPCF since 1990

In 1990, Dominique Destouches made the first selections of wines made by winegrowers passionate about their profession. Today VPCF is a family business with Valérie and Lucas Destouches at his side. He can also count on the skills of 50 employees, including 10 company managers. VPCF distributes more than 7 million bottles per year worldwide.

## VINS

The multitude of terroirs in France encourages a great diversity of wines. Our catalog: more than 3000 references on all geographical indications and protected designations of origin.

## CHÂTEAUX

The Châteaux of the wine estates have been part of the French landscape for centuries and bring to France a large part of its letters of nobility.

## PROPRIÉTÉS

Since the beginning of the 1990s, we have shared the passion of winegrowers, loving their profession, creating and producing with expertise good wines directly on their properties.

## FRANCE

Country of wine with excellence, we offer a wide range of products from the most prestigious appellations in the world.

## OUR MISSION

Enrich our customers' ranges with a differentiating offer of wines, the result of the passionate work of women and men artisan winegrowers.

## OUR VALUES

listening  
commitment  
Respect  
Flexibility  
Innovation  
**PASSION**  
Pursuit of perfection



# OUR ACTIVITIES

## A 20,000 m<sup>2</sup> CELLAR

Storage capacity of 6 million bottles.  
We guarantee the availability of our wines for very fast deliveries.

## 50 WINE PROFESSIONALS

servicing customers.



## FAST DELIVERY

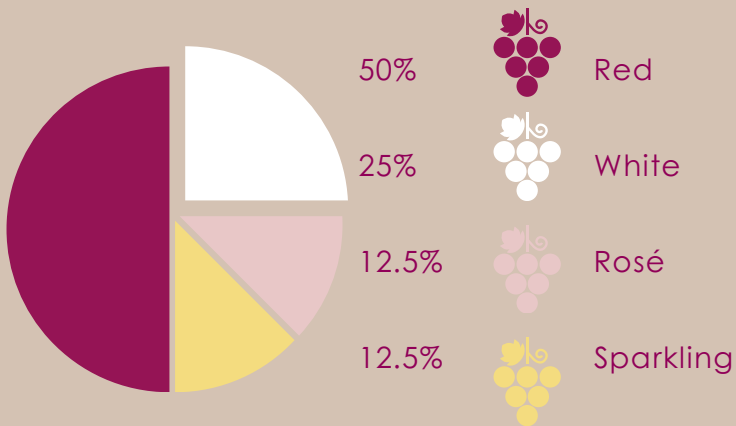


Delivery within 24 hours to 72 hours in France and Europe. We deliver to our customers all over the world within very short delivery times.

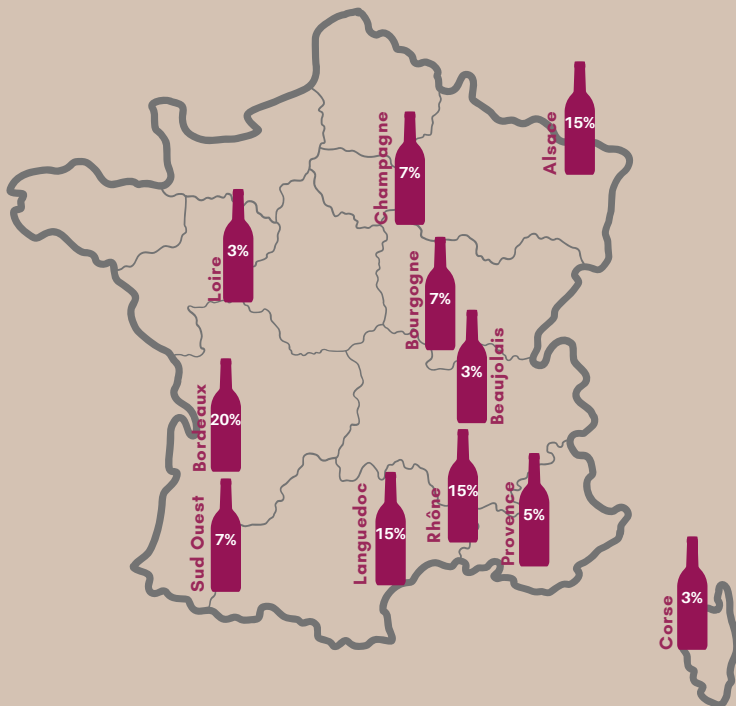


# OUR WINES

## A LARGE SELECTION



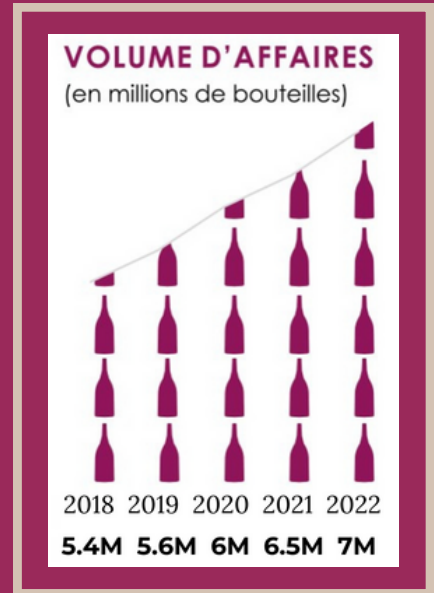
## WINES FROM EVERY REGION OF FRANCE



## A WIDE RANGE

# 3 000

references of wines, beers, champagnes and spirits.



## QUALITY WINES

# 95% en AOP et IGP

The AOP or IGP wines distributed by VPCF are directly aged and bottled by the Harvester. We are proud to be able to represent wines from winegrowers from all the wine regions of France.

These wine growers' wines are mostly awarded and recognized by professional guides.



# OUR SERVICES



The 20,000m<sup>2</sup> cellar

## COMPLETE OFFER

We offer just-in-time management to our customers, flexible and light, of several hundred references at a time.



The cellar



Marketing meeting

## MARKETING & COMMUNICATION: LISTENING, SHARING OF IDEAS AND RESPONSIVENESS

Our objective is to support our distributor clients in their visibility projects while respecting their commercial and marketing strategy.

We provide them with a marketing offering to best meet consumer needs: sales support tools, events, merchandising, events, etc.



Implementation example

# CHÂTEAU LE LUC REGULA



## **In the middle of the Bordeaux vineyards**

Château Le Luc Regula, located in Entre-deux-Mers, 40 km from Saint-Emilion, dominates the Garonne. Built between the 12th and 13th centuries, he was rebuilt on its foundations in the 19th century.

## **Heading 210, the best orientation**

Château Le Luc Regula today constitutes a superb 5.5 hectare vineyard, facing South-West, "heading 210", the best orientation for the ripening of the grapes.



Nestled in the middle of a park magnified by centuries-old trees, it takes its name from the Latin *Lucus* meaning "Sacred Wood" and *Regula*, the "Rule" in reference to the ecclesiastical rule of Saint Benedict.



# BORDEAUX VIEILLES VIGNES LE BOIS SACRÉ

GRAND VIN DE BORDEAUX



LE GUIDE  
HACHETTE  
DES VINS  
2023

## CHÂTEAU LE LUC REGULA BORDEAUX SUPÉRIEUR LE BOIS SACRÉ 2020

« A smoky note emerges finely from the glass from the first nose, then the black fruits arrive.

On the palate, the wine is consistent, generous, plush, fragrant with meaty and tarry nuances. An accomplished vintage. »



LE GUIDE  
HACHETTE  
DES VINS

2022



## CHÂTEAU LE LUC REGULA BORDEAUX LE BOIS SACRÉ 2019

« [Three grape varieties] united for the best in this magnificent vintage with a dark color, crossed with purple reflections. The nose is complex and elegant, it's expressed around ripe fruit (blackcurrant, strawberry, cherry) and is enhanced with delicate spicy notes. A supple attack introduces an ample, dense, smooth and long palate, supported by tannins extracted with measure and finesse. Irresistible. »





# KLEINBUHR

## ALSACE WINES AND CRÉMANTS

Alsace vineyard

### **In the middle of the Alsace vineyard**

Kleinbuhr or “little farmer” in Alsatian is a tribute to Man, particularly to those who devote themselves to the production of Alsace wines. The Kleinbuhr house offers to wine lovers and lovers of Alsatian culture a beautiful taste journey through a contemplation of all the region's grape varieties.

### **“Alsace in the mouth”**

The stork is one of the most beautiful heritages of Alsace. If children may think that she brings newborns, we would like to believe that she brings us the grapes of our long-awaited vintages.

The wines of our region are unique and reveal our terroir to you in every drop, which is why Kleinbuhr lives up to its motto: “Alsace in the mouth”.

# ALSACE WINES AND CRÉMANTS

**Sylvaner**  
Fruity  
Fresh  
Sharp

**Pinot Blanc**  
Light Soft  
Double  
acidity

**Riesling**  
Dry  
Fine  
Delicate

**Pinot Noir**  
Light  
Fruity  
Greedy



**Muscat**  
Dry  
Fruity  
Floral

**Crémant**  
Sharp  
Bold  
Nervous

**Gewurztraminer**  
Aromatic  
Elegant  
Full bodied

**Pinot Gris**  
Noble  
Heady  
Complex



# WELCOME TO VPCF

Every day, we do everything we can to ensure that our company is an enriching and challenging place for our employees. Convinced that the collective creates performance, we promote cooperation by making our decisions in a participatory manner.

## THE MANAGERS



**DOMINIQUE  
DESTOUCHES**



**VALÉRIE  
DESTOUCHES**



**LUCAS  
DESTOUCHES**



**LAURENT  
LANZ**  
GENERAL MANAGER



**FRANÇOIS AMOROSO**

COMMERCIAL DIRECTOR  
SALES DEVELOPMENT



**GUILLAUME BÉRAUD**

COMMERCIAL DIRECTOR  
SALES DEVELOPMENT



**CHRISTOPHE KAPP**

SALES DEVELOPMENT  
BAS-RHIN, HAUT-RHIN, VOSGES



**LAURENT RODRIGUEZ**

SALES DEVELOPMENT  
BAS-RHIN, HAUT-RHIN,  
FRANCHE-COMTE



**FLORIAN BOILLIN**

SALES DEVELOPMENT  
BOURGOGNE, AUVERGNE,  
RHÔNE-ALPES



**GUILLAUME VERDIER**

SALES DEVELOPMENT  
ILE DE FRANCE, PICARDIE,  
CHAMPAGNE ARDENNE



**NICOLAS SALLE**

SALES DEVELOPMENT  
RHÔNE-ALPES



**YU KANG**

EXPORT  
SALES DEVELOPMENT



**LUC SCHAUB**

LOGISTICS UNIT MANAGER



**MATHIEU WEIL**

RECEPTION  
LOGISTICS MANAGER



**ANTOINE BILGER**

RECEPTION  
LOGISTICS ASSISTANT



**MAXIME LEHMANN**

TECHNICAL MANAGER



**MARINA BECK**

SALES ADMINISTRATION  
ASSISTANT



**EMILY PAWLOWSKI**

SALES ADMINISTRATION  
ASSISTANT



**VALÉRIE VOGEL**

MARKETING MANAGER



**MURIEL GIL**

ADMINISTRATIVE AND FINANCIAL  
ACCOUNTING MANAGER



**ALAIN LAGARDE**

ACCOUNTANT



**EMMANUELLE MARIUS**

ACCOUNTANT

# AIVA

## INTERNATIONAL ACADEMY OF WINES

The International Academy of Wines is the reference institute for training in the wine, beer and spirits professions.

### THE CONCEPT

- **AIVA** is a school within the company and also a company within the school.
- **AIVA**'s main purpose is the transmission of knowledge of the wine professions by passionate women and men.
- **AIVA** launches young people towards a fulfilling professional future.

[www.aiva-eu.com](http://www.aiva-eu.com)



# THE DIPLOMAS

More than 300 students are trained each year

## Long courses Higher Diplomas

Diplômes Supérieurs

Bachelors

MBA 1

MBA2

## Short training courses

Wset level 1, 2 and 3

Customized training courses

# BERNARD MAGREZ INCUBATOR START-UP WIN

**Bernard Magrez has chosen to install his second start-up incubator within the Academy**

This incubator makes it possible to support people wishing to invest in the world of wine of tomorrow, for the benefit of future generations.

Inauguration of the Bernard Magrez Start-up win incubator





# CONTACT US

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### Monday - Thursday

08:00 – 12:30

13:30 – 17:00

### Friday

08:00 – 12:30

13:30 – 16:00

[www.vpcf.fr](http://www.vpcf.fr)

