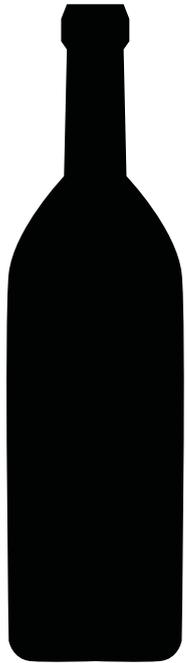


# Vins de Propriétés et Châteaux de France



« At VPCF, it is the collective that creates performance. »

# Our story



Dominique DESTOUCHES  
Founder & Chairman

### DOMINIQUE DESTOUCHES

From a very young age, supported by his grandfather Maurice Destouches, a winegrower in Le Breuil in Champagne, Dominique walked the rows of vines. Very early on, he captured the smells that were so different throughout the day. With his hands, he touched the ground and the wood of the vines, discovers the colours and the veins of the leaves. He observe the bubbles of the Champagne, and then catches the sparkling gaze of the people sharing a glass.

### VPCF

In 1990, Dominique Destouches began his career by selling wines made directly on each vineyard. Since 2007, he has surrounded himself with the skills of Valérie Destouches and Lucas Destouches, supported by a team of collaborators who contribute directly to the development of the company. In 2019, some Artisan Brewers joined our company in order to develop the same concept.

«At VPCF, it is the collective that creates performance.»



Dominique DESTOUCHES with his wife Valérie and his son Lucas.

### Vins

Due to its geography, the multitude of terroirs in France fosters a great diversity of wines. Our catalogue: more than 3000 references on all indications and protected designations.

### Propriétés

Since the beginning of the 90's, we have been sharing the passion of winemakers who love their work, creating and producing with expertise good wines.

### Châteaux

The Châteaux of the wine estates have been part of the French landscape for centuries and have given France much of its nobility.

### France

Wine country by excellence, we provide a wide range of products from the world's most prestigious appellations.



### OUR MISSION

Enhance our customers' ranges with a variety of distinctive wines, the result of the passionate work of women and men artisanal winemakers.

### OUR VALUES

Listening  
Flexibility Engagement  
Innovation Respect  
Passion  
Search for perfection

# Our activity

## A 15,000 M<sup>2</sup> WINE CELLAR

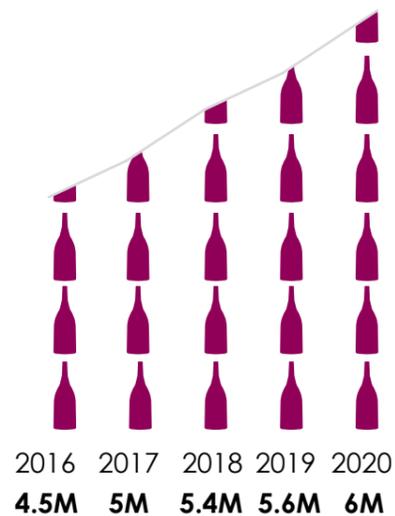
Storage capacity: 3 000 000 bottles.  
We guarantee the availability of our wines for fast deliveries.

**50 WINE PROFESSIONALS** at the service of customers.



## BUSINESS VOLUME

(in million bottles)



We deliver to our customers throughout Europe in just 3 days.



# Our wines

## A WIDE RANGE

# 3 000

references of wines, champagnes et spirits.

## HIGH QUALITY WINES

# 95%

 in PDO & IGP

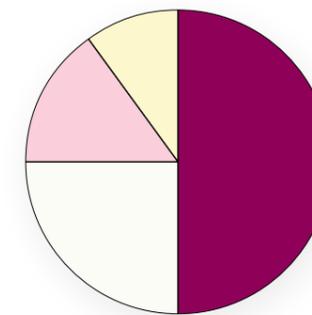
The PDO or IGP wines distributed by VPCF are directly matured and bottled by the Winemaker.

We are proud to be able to represent wines from winegrowers from all the wine regions of France.

These "récoltant" wines are mostly awarded and recognised by professional guides.

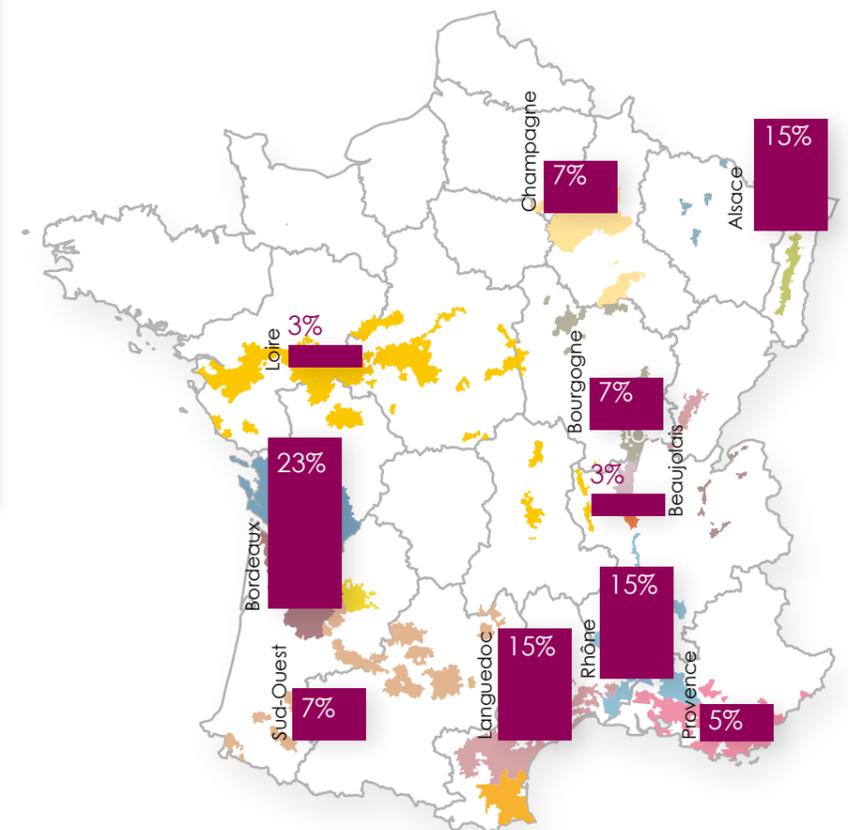


## A WIDE SELECTION



- 50% Red
- 25% White
- 15% Rosé
- 10% Sparkling

## WINES FROM ALL REGIONS OF FRANCE



# Our Services

## FULL PACKAGE

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



The Wine Cellar



Order picking area

## MARKETING & COMMUNICATION: LISTENING, SHARING IDEAS AND REACTIVITY

Our objective is to support our retail clients in their projects visibility in line with their sales and marketing strategy. We provide them with a co-marketing offer in order to identify and satisfy consumers' needs: sales tools, merchandising, events, etc.



The prestige cellar

# Château Le Luc Regula



## CHÂTEAU LE LUC REGULA

Château Le Luc Regula, located in the Entre-deux-Mers region, 40 km from Saint-Emilion, overlooks the Garonne. Built between the 12th and 13th centuries, it was rebuilt on its foundations in the 19th century. Set in the middle of a grove of ancient 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.

## THE SECRET OF A TERROIR

In 2010, we seized the opportunity to renovate this magnificent 11-hectare property. Two years of major work were undertaken to restructure the vineyard and renovate the chateau and its wine cellar.

## A VINYARD

Facing South-West, Cap 210°, the best orientation for the ripening of the grapes, the vines cultivated according to "organic" standards develop their deep roots in a clay-limestone soil.

50% Merlot, 40% Cabernet Sauvignon and 10% Petit Verdot make up the wine of Château Le Luc Regula.

## BORDEAUX CHATEAU LE LUC REGULA LE BOIS SACRÉ 2019

Commentary of the GUIDE HACHETTE 2022

3 Stars Coup de Coeur.

*"[Three grape varieties] united for the better in this glorious vintage with its dark colour and purple highlights. The nose, complex and elegant, expresses itself around ripe fruit (blackberry, strawberry, cherry) enhanced by delicate spicy notes. A soft attack introduces an ample, dense, suave and long palate, supported by extracted tannins with measure and finesse. Irresistible."*



# Kleinbuhr

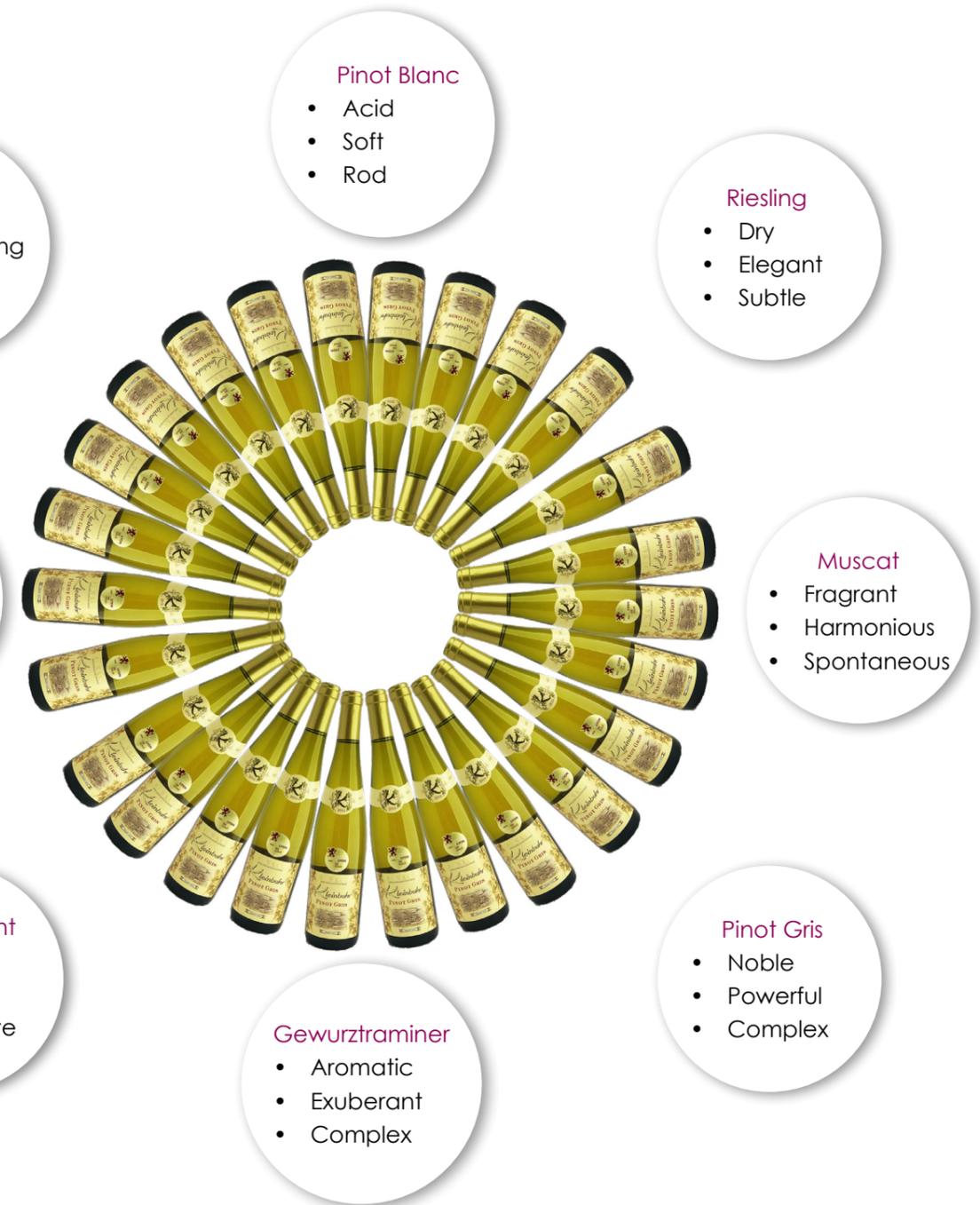
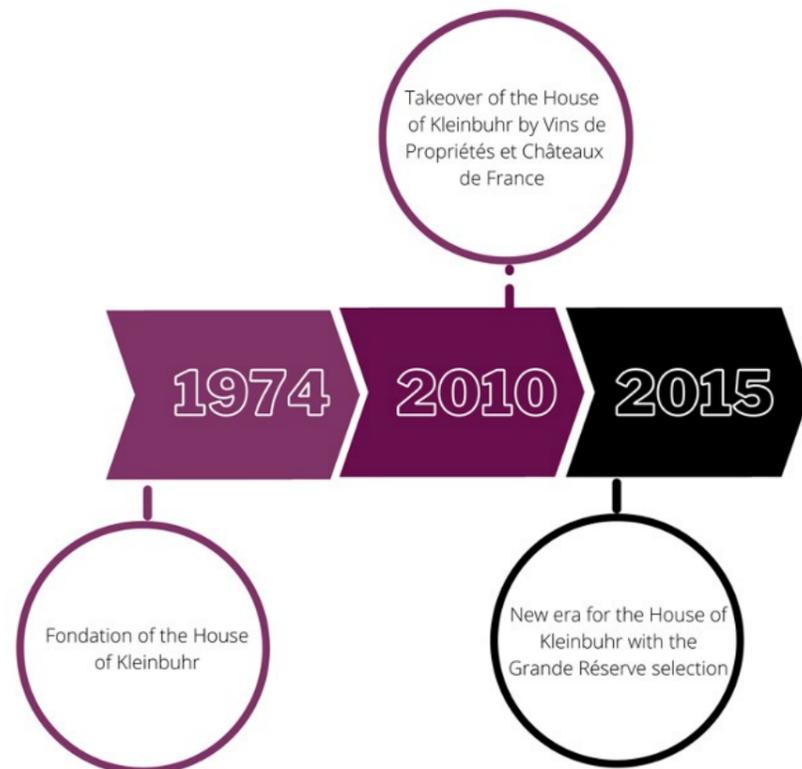
## Wines and crémants of Alsace



the Alsatian vineyard

### HISTORY

Kleinbuhr, or "little farmer" in Alsatian, is a tribute to man, notably to those who devote themselves for making Alsatian wines. The Kleinbuhr House offers to wine and Alsatian culture lovers a gustatory journey through a contemplation of the region's grape varieties.



### THE WINES

The Grande Réserve selection is made of Crémants, from Vieilles Vignes and Grands Crus (Kaefferkopf, Furstentum, Mambourg).

# Our co-workers

Every day at VPCF, we make every effort to ensure that our company is a rewarding and challenging place for our employees. Convinced that the collective creates performance, we encourage cooperation by making our decisions in a participatory manner.



Team meeting

« I have the chance to manage an efficient and effective professional team at your service. »



Laurent LANZ  
Chief Executive Officer

« Young, dynamic and experienced, the wine cellar team owns all the skills to provide you a careful preparation and high quality delivery. »



Luc SCHAUB  
Logistics Unit Manager

The wine cellar desk



François AMOROSO  
Sales Manager  
Sales Business Development



Guillaume BÉRAUD  
Sales Manager  
Sales Business Development



Christophe KAPP  
Sales Business Development  
Bas-Rhin, Haut-Rhin, Vosges



Laurent RODRIGUEZ  
Sales Business Development  
Bas-Rhin, Haut-Rhin,  
Franche-Comté



Florian BOILLIN  
Sales Business Development  
Bourgogne, Auvergne,  
Rhône-Alpes



Nicolas SALLE  
Sales Business Development  
Rhône-Alpes



Xavier PLUCHE  
Sales Business Development  
Normandie  
Nord Pas de Calais



Guillaume VERDIER  
Sales Business Development  
Ile de France, Picardie  
Champagne Ardenne



Timothée DANTEC  
Sales Business Development  
Beers



Yu BAUGE  
Sales Business Development  
Export



Mathieu WEIL  
Logistics Reception  
Manager



Ferat BALIK  
Logistics & Shipping  
Manager



Marina BECK  
Sales Administration  
Assistant



Emily PAWLOWSKI  
Sales Administration  
Assistant



Valérie VOGEL  
Marketing Manager



Guillaume BATTAGLIA  
IT Manager



Muriel GIL  
Accounting, Administrative  
& Financial Manager



Alain LAGARDE  
Accountant



Julien FISCHER  
Accountant



Elisa KOCHER  
Accountant Assistant



Educational tasting room

### THE STORY

It became necessary for Dominique Destouches, Lucas Destouches and their professional partners to bring the training in line with the reality of the constant evolution of the wine world and the wine trade.

Several hundred students are trained each year at AIVA.

### THE DEGREES

- Long-term training**
- Advanced diplomas
  - University Degrees
  - Bachelors
  - Professional licenses
  - MB1
  - MB2

- Short-term training**
- Wset level 1, 2 et 3
  - A la carte training



### THE CONCEPT

- AIVA, is the school in the company and the company spirit in the school.
- AIVA has for main purpose the transmission of the knowledge of the wine professions by passionate women and men.
- AIVA drives young people towards a fulfilling professional future.

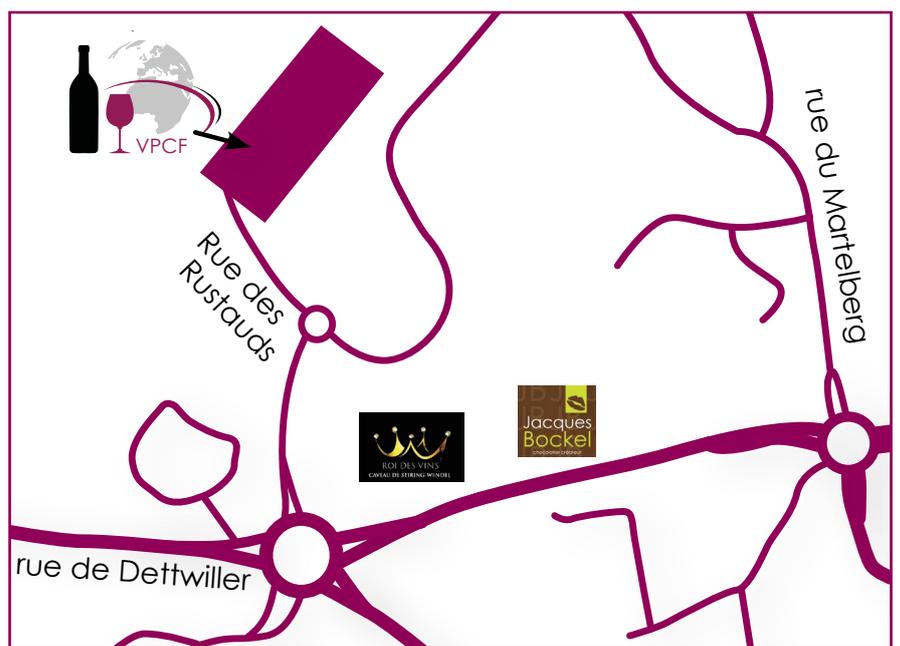
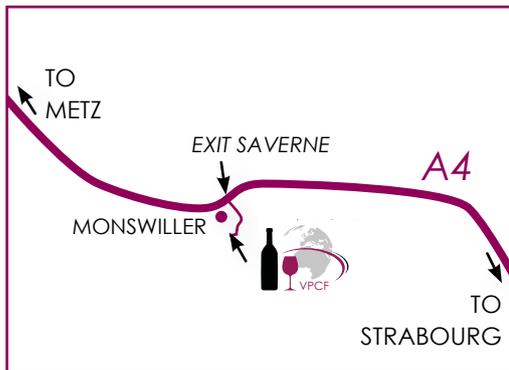




Scan me

Monswiller

Access by motorway  
A4 exit D421 towards  
Dettwiller/Saverne



### Vins de Propriétés et Châteaux de France (VPCF)

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Email : [contact@vpcf.fr](mailto:contact@vpcf.fr)

#### Monday - Thursday

08:00 – 12:30

13:30 – 17:00

#### Friday

08:00 – 12:30

13:30 – 16:00

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