

*Fortant*  
DE FRANCE

# **PRESS KIT 2016**

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## **FORTANT de FRANCE returns**

### **A new vision of the Languedoc, bringing out the best of local varieties**

In the Languedoc, there is *before* Fortant and then there is *after* Fortant. When in 1988 the visionary Robert Skalli launched Fortant de France, the first range of varietal wines in France, he turned wine growing on its head and created a revolution in one of the most ancient and most vast winegrowing regions in the world. Fortant enjoyed two good decades, bringing the notion of French varietal wines to the international market, and steering clear of the complexities of appellations. The idea was simple: great wines, made in France with a Mediterranean feel.

The Languedoc-Roussillon is at the crossroads of civilizations, climates and reliefs, and is a place of multiple facets. It is a geographical and historical patchwork where geological and climactic diversity influence the varietals to create a wide range of wines shaped by nature and man.

A year ago, Fortant was acquired by Boisset, and is now back with a premium range of 18 atypical varietal wines that are all about crisp and elegant flavors. This collection is the fruit of a precise plot selection process, controlled yields and rigorous blending for some delicious handcrafted wines.

This new vision of the Languedoc confirms the pioneering character of Fortant de France and is translated by the creation of Fortant's "Aire Viticole" or winegrowing area. This is a novel way of interpreting *terroir* which is, at the same time, a logical step as it is a clear reflection of the geological, climatic and human history of the area: **in three zones for three families of wines:**

#### **The Littoral range: wines from the sea that are crisp and aromatic**

The vineyards are located beside the Mediterranean and enjoy a fresh and constant climate that gives rise to aromatic wines with notes of fresh fruit, which pack a punch on the nose with zing and vivaciousness.

- Whites: Chardonnay, Sauvignon and Muscat.
- Reds: Grenache, Merlot and Cabernet-Sauvignon.
- Rosés: Grenache and Merlot.

#### **The Collines range: wines from the hills that are broad and spicy**

These vines are located inland, in the typical Mediterranean *garrigue* scrubland where thyme and rosemary grow wild. The vines grow at 50-250 meters above sea level and enjoy a hot, dry climate with cooler nights. These are ideal conditions for fleshy, expansive wines with aromas of ripe fruit and a touch of spice that are long on the tongue.

- Whites: Chardonnay and Viognier
- Reds: Merlot, Cabernet-Sauvignon, Malbec, Syrah and Pinot Noir

#### **The Grands Monts range: wines from the mountains that are elegant and sophisticated**

These vines grow on the foothills of the Cévennes and the Black Mountain at an altitude of 250-400 meters above sea level. They produce wines that are crisp, sophisticated, elegant and complex. These varietals express the purity of the fruit over floral notes. They have a fine balance between aromatic power and minerality due to the diversity of the soils, which include limestone, sandstone, clay, schist and volcanic rock.

- Reds: Carignan and Pinot Noir
- White: Chardonnay

## Skalli, a story begun in the 1920s

**1920** The Skalli family's origins lie in 1920s Algeria. Back then, Robert-Elie Skalli was selecting the best land in the Oran, Mascara, Mostaganem and Aïn Temouchent areas to plant varieties from the South of France including Carignan, Cinsault, Grenache and Alicante. Along with his son, Francis, he produced and vinified expansive and generous wines produced from low yields. As a result, the family has always had a particular attachment to wines from the hotter lands of the south.

**1961** Francis fell in love with some virgin land on the eastern coast of the Mediterranean island of Corsica: Terra Vecchia, one of the most beautiful vineyards on the island. At the same time, in the Languedoc, he created Les Etablissements Skalli, which would later become Les Chais du Sud, which, at the time, were exclusively dedicated to importing the wines from Algeria.

**1974** Francis's son Robert continued the family mission with the discovery of varietal wines from around the world. He discovered new markets and settled in Sète where he turned Les Chais du Sud into a place for ageing and bottling wines from the Languedoc.

### **Robert Skalli, a figurehead for wines from the Pays d'Oc**

**1982** Robert begins crisscrossing the Languedoc to persuade winegrowers to commit to quality and dare to plant new varieties such as Chardonnay, Sauvignon Blanc, Syrah, Merlot and Cabernet-Sauvignon. The gauntlet was thrown down in the Languedoc. To bring out the region's potential and move towards high-value production, he gambled everything on varietal wines, introducing a new language that turned French traditions built on AOCs on their heads.

**1988** The Languedoc winegrowing area embarked upon a phase of great change. On the initiative of a group of professionals led by Robert Skalli and Jacques Gravegeal, a decisive new phase began with the creation of the "Vin de Pays d'Oc" label. That same year also saw the creation of France's first varietal wines under the name **Fortant de France**, which, over the years, would go on to garner an international reputation.

For over 30 years, 1,500 hectares of vines have been worked in partnership with the winemakers of the Languedoc-Roussillon. Skalli has joined together with winegrowers through shared programs and good practices as part of a mutual commitment to excellence.

**2011** Two families in the world of wine join forces: Boisset la Famille des Grands Vins heads south with Skalli. Friends since the 1980s, their paths had already crossed in California and the two companies have many shared values, in particular their attachment to *terroir*, which is reflected by the dominant places they occupy in their respective regions.

Boisset is now determined to continue Skalli's work through Fortant de France.

**"Fortant has a pioneering spirit, a thirst for the discovery of new *terroirs* and the goal to create contemporary wines just like those first French varieties. It is strongly anchored in its production region, and demonstrates an unflinching commitment to the Languedoc. It has gained the strong support of consumers around the world, by offering them good, authentic wines that combine quality, accessibility and modernity."**

**2013** A Renaissance for Fortant de France with a new international, premium positioning based on three landscapes with a clear and legitimate reinterpretation of the Languedoc where the approach to the landscape is translated into a range of quality wines.

## **The Languedoc winegrowing region: diverse influences An exceptional, vast and complex region**

### **One of the biggest in the world**

Just behind La Mancha in Spain, with 236,500 hectares of vines planted as of 2011.

### **France's leading winegrowing area**

With 13.58 million hectoliters produced in 2013, or one third of French production, almost double that of the next biggest area, Bordeaux.

*Source: CNIV January 2014*

### **One of the oldest**

With 2,000 years of history linked to the cultivation of vines and wine.

### **Exceptional geographical richness**

The Languedoc is one of the most diverse and complex winegrowing regions in the world because it is very unusual in that it combines the four main geographical eras. It sits on ancient bedrock covered with successive layers of sediment, from the most ancient granite that goes back 500 million years to the most recent quaternary deposits on the coast. It is one of the only winegrowing regions that combines such geological diversity, with limestone, schist, granite and basalt, which enable a wide selection of varieties to flourish. This richness offers unrivalled potential.

### **Varied geography**

The relief presents a series of successive terraces arranged in a kind of amphitheater overlooking the Mediterranean and flanked by the Pyrenees and the Massif Central.

### **A climate influenced by the Mediterranean**

By the sea, the climate is hot, humid and windy, swept by the Marin, Mistral and Tramontane winds.

On the hills, the climate is dry and windy.

On the mountains, the climate is mountainous with harsh but short winters.

### **The influence of people**

It is a place of passage, at the crossroads of civilizations, from Celtiberians to Greeks, Romans to Visigoths, Franks to Saracens and even Crusaders from Northern France, Southern Belgium and the Channel islands. A harsh land where vines have been grown since antiquity. The vine is a robust plant and one of the few that can survive in this austere and sometimes hostile climate, with wind, frost, rain, intense heat and spells of drought.

### **Segmentation of complex wines**

The organization of the region reflects its nature, history and dimensions. It is complicated, with a range of different appellations (AOP, IGP, VSIG) that cross over and render complex this vast area.

### **Since 2009, European regulations prevail over French classifications:**

- Appellation d'Origine Contrôlée (AOC) has become Appellation d'Origine Protégée (AOP)
- Vin de Pays is now Indication Géographique Protégée (IGP)
- Vin de Table is now Vin Sans Indication Géographique (VSIG)

### **Fortant de France wines belong to the IGP category.**

## **A new way to interpret the Languedoc winegrowing area** ***A natural amphitheater facing the Mediterranean***

**Fortant de France brings a simple new way to understand the diversity and richness of the Languedoc: three main zones with shared characteristics that combine the three influences of soil, climate and human hands.**

This extensively documented reading is based on Skalli's 30 years' experience in winegrowing and is supported by a pilot study by the Direction Régionale de l'Environnement, de l'Aménagement and du Logement (DREAL) environment, planning and housing agency, which was completed in 2010.

From the huge winegrowing region of the Languedoc, which sits facing the Mediterranean to the south like a natural amphitheater, the DREAL has defined 23 different *paysages* that share unique geographical, geological and climatological characteristics. From these, Fortant has defined three key zones that offer the perfect combination of varietal/*paysage* from which to create its wines. These zones – which correspond to Fortant's three ranges – become more complex, the higher up the amphitheater one goes.

The three zones supplying Fortant cover 1,500 hectares and are grown in partnership with over 100 winegrowers and cooperatives.

### **Plot selection and organoleptic profile**

In each of these three zones, the plot selection has been subdivided according to criteria that are key for future blends. The vines are classified according to their organoleptic potential, in terms of aroma, texture, structure and spiciness. This potential opens the way for infinite possibilities in terms of blending, with a huge choice from which to pick and choose. The final assembly marries these characteristics, resulting in balanced wines that express the Fortant style: elegance and crispness.

### **The Littoral range**

Spreading from east to west over 200km from Aigues-Mortes to Perpignan across a strip of land some 15km wide, this huge seaboard faces due south and is swept by the marine winds of the mistral and tramontane. The vines grow on flat, relatively recent alluvial and silt soils.

### **The Collines range**

These vines are located in the typical Mediterranean *garrigue* scrubland where thyme and rosemary grow wild. The vines grow at 50-250 meters above sea level where they are exposed to the cool and sometimes-violent Mistral and Tramontane winds. The soil is chalky, offering little nourishment, and dates from the secondary or tertiary eras.

### **The Grands Monts range**

These micro-*terroirs* are located on the foothills of the Massif Central of the Cévennes to the east and the Black Mountain to the west at between 250-400 meters above sea level, protected from the wind. They are small plots with very low yields from very diverse soils that date from the primary and secondary eras, close to the bedrock.

**Varietal characteristics** are expressed differently, according to the three zones, so the Littoral Chardonnay is very different to that of the Collines or Grands Monts ranges.

## THE HARVESTS 2011-2015

### THE 2011 VINTAGE

By the end of June, it looked as if 2011 would be the earliest vintage ever known. But then July and August were totally out of the ordinary with a distinct lack of sun, chilly temperatures and abundant rain. All this naturally had a bearing on the growth cycle of the vines.

Fortunately, the vines had enough water, which encouraged the purity of the fruit for aromatic and sophisticated whites and rosés. It was a different story, however, for the reds, which were extremely mixed and were saved *in extremis* by sunny and windy weather in September, resulting in wines full of charm, with a good expression of fresh and preserved fruit and an intense color, with certain wines offering a somewhat tropical aromatic profile.

### THE 2012 VINTAGE

This vintage was marked by an extremely dry and cold winter which meant that the growth cycle of the vines got off to a tricky start. However, well-distributed rainfall throughout the rest of the year combined with some lovely sunny spells that were good for the vines' nutrition and resulted in a good balance between sugar and acidity come maturity. Overall, yields were low, particularly for the Chardonnay and Merlot, but the wines were generally of high-quality, moreish and fleshy.

### THE 2013 VINTAGE

Chaotic flowering and abundant rain encouraging shatter and *millerandage*, along with a late harvest made for more than a few nervous producers in the Languedoc. But despite having to wait an extra fortnight compared to 2012 before picking could begin, good rainfall distribution and some fine summer sunshine ensured optimal maturity for both whites and reds. Daily monitoring in the vines combined with patience, experience, and a touch of passion ensured the pitfalls were avoided and the very best was made of this fine vintage. The 2013 harvest is looking promising with flattering aromatic profiles and a lovely liveliness for both whites and rosés.

### THE 2014 VINTAGE: a vintage of contrasts

Despite a distinct lack of rainfall in the spring, and storms in the Cevennes towards the end of the growth cycle, the 2014 vintage will go down in history. Unlike the rest of France, the Languedoc saw a significant reduction in yields this year, down 11% compared to 2013.

Levels of concentration in all but the later ripening varietals were exceptional, making for generous, moreish and fleshy wines while maintaining an interesting acidic balance. In short, 2014 was a fine vintage with some lovely fruit that was carefully managed on the vine and then fully revealed during vinification.

### THE 2015 VINTAGE: pure excellence

The **Languedoc** enjoyed a good year producing generous wines, offering pure expressions of the fruit and a nice balance of freshness.

## Fact sheet: the Littoral range

### Location

The wines are produced from vines located on the coast around Sète, with strong maritime influences.

### Geology

- Alluvial sediments from the Hérault and Aude rivers, dating from the quaternary era
- Limestone from the Cretaceous and Jurassic eras

### A hot and dry climate

- Rainfall: 400-600mm
- Altitude: 0-50m
- Winds: Marin (warm and humid, influencing the south and southeast parts of the zone), Tramontane (cold, dry and violent, affecting the west and northwest parts of the zone) and Mistral (cold, dry and strong, affecting the east and northeast parts of the zone)

### Viticulture

- Vine density between 3,500-4,500 plants per hectare
- Vine age around 15 years
- Pruning: maximum 10-11 buds per vine
- Yields: between 70-80 hl/ha (10% less than the appellation's maximum yield)

### Vinification

The grapes are taken to the wineries at night to keep them cool.

#### Reds:

- Three-day cold prefermentation maceration followed by fermentation at low temperature, finished off by a hot post-fermentation maceration
- Fermentation for 3-4 weeks
- Ageing in stainless-steel or concrete tanks on fine lees for 2 months

#### Whites:

- Traditional cold, temperature-controlled fermentation
- Immediate pressing for the Chardonnay, six-hour maceration on the skins for the Sauvignon Blanc and Muscat to encourage the release of exotic aromas
- Ageing on fine lees with gentle stirring

#### Rosés:

- Immediate pressing and separation of the juices pressed
- Grenache: pale and delicate with no residual sugars
- Merlot: fleshy and tempting

**The range:** moreish, aromatic wines with an intense nose. Crisp and lively.

#### WHITES

- Sauvignon Blanc
- Chardonnay
- Muscat

#### ROSÉS

- Grenache Rosé
- Merlot Rosé

#### REDS

- Cabernet-Sauvignon
- Merlot

## Tasting notes: the Littoral range “Crisp, citrusy and moreish”

The 2012 vintage was marked by low winter rainfall and an historically cold winter. This meant that the vine’s growing cycle started badly, but good rainfall over the rest of the year combined with long periods of sunny weather helped get the vines back on track and resulted in a good balance of sugar and acidity on maturity. Yields were rather low, particularly for the Chardonnay and Merlot, but the fruit was high quality and produced sumptuous, fleshy and balanced wines.

### WHITES

#### Sauvignon Blanc

A lemony color with green tinges

An intense and fresh bouquet with notes of grapefruit and pineapple

On the mouth, the wine is surprisingly crisp with good citrus flavors and an invigorating finish

***Ideal as an apéritif or with oysters, grilled sea bass or rhubarb tart***

Serve at 12°C

#### Chardonnay

A gleaming straw yellow color

A generous bouquet with notes of nectarine and acacia

Round and balanced on the tongue, with lovely tropical flavors and a long finish

***Ideal as an apéritif or with fish tapas, “Tielles Sétoises” (local octopus pies), sheep cheeses or apple crumble***

Serve at 12°C

#### Muscat

Wonderful saffron yellow color

An explosive bouquet with notes of litchi and rose

Round and delectable in the mouth with lovely tropical flavors and a sweet finish

***Ideal as an apéritif or with brochettes of scallops, tapas or brandade nîmoise***

Serve at 12°C

### ROSÉS

#### Grenache Rosé

A delicate rose petal pink color

A sparkling nose with notes of redcurrant and thyme

Delicate in the mouth with fine citrus and red berry flavors with a crisp finish

***Ideal as an apéritif or with grilled lamb chops or salad entrées***

Serve at 12°C

#### Merlot Rosé

A glowing honeysuckle pink color

A pleasant bouquet with hints of strawberry and mint

Delicious in the mouth with lovely flavors of red fruits and a sweet finish

***Ideal as an apéritif or with chicken curry or pizza quattro stagioni***

Serve at 12°C

REDS

**Cabernet Sauvignon**

A dazzling ruby color

An intense bouquet with notes of blueberry and violet

Round and delectable on the tongue with fine flavors of fresh black berries with a long finish

***Perfect with spit roasted chicken or ratatouille***

Serve at 15°C

**Merlot**

A sparkling deep red color

Powerful on the nose with notes of blackberry and peppermint

Rounded and sumptuous in the mouth, with lovely flavors of fresh black berries with a long finish

***Perfect with Provençale eggplant or lamb kebabs***

Serve at 15°C

**Grenache**

A deep ruby red color

An intense nose with peppery notes of strawberry and raspberry

Deliciously rounded on the tongue with hints of red berries and a crisp finish

***An ideal accompaniment to pork roasted with thyme or blue cheese like Bleu des Causses***

Serve at 15°C

## Fact sheet: the Collines range

### Location

The vines are located inland, on hillsides planted in the *garrigue* scrub. The climate is harsh – hot and dry and chilly at night, and in the path of the Mistral and Tramontane winds.

### Geology

- Limestone and clay
- Sandstone and conglomerates
- Ancient alluvial terraces from the tertiary era
- Oyster shale and sand from the tertiary era

### A warm and subhumid climate

- Rainfall: 600-800mm
- Altitude: 50-250m
- Winds: Mistral (cold and dry), Tramontane (cold and dry) with a strong influence on the vines

### Viticulture

- Vine density between 4,000-5,000 plants per hectare
- Vine age 20-40 years
- Pruning: maximum 8-9 buds per vine
- Yields: between 50-60hl/ha (30% less than the appellation's maximum yield)

### Vinification

The grapes are taken to the wineries at night to keep them cool

#### Reds

- Three-day cold prefermentation maceration followed by fermentation at low temperature, finished off by a hot post-fermentation maceration
- Fermentation for 4-5 weeks
- Ageing in French oak and on fine lees for 6 months

#### Whites:

- Careful destalking, progressive pressing with separation of pressings followed by stabulation on the lees for two days to bring out all the aromatic potential of the grapes
- Fermentation at low temperature to give aromatic finesse
- Ageing for six months on fine lees with 30% in French oak

### The wines

#### WHITES

- Chardonnay
- Viognier

#### REDS

- Syrah
- Cabernet-Sauvignon
- Merlot
- Malbec

Keeping potential: 5 years

**Tasting notes: the Collines range**  
**“Concentrated, ripe fruit, depth and spice”**

**WHITES**

**Chardonnay**

A sparkling golden yellow color

The bouquet is complex and generous, with notes of yellow peach, fresh apricot and acacia

Rich and dynamic on the tongue, with fine flavors of tropical fruit and a long finish

***Perfect with filet of monkfish with sage or roasted sea bream with preserved lemons***

Serve at 12°C

**Viognier**

A fine buttercup yellow color

The nose is generous and complex with notes of fresh apricot, nectarine and vine blossom

Rich and unctuous in the mouth, with lovely flavors of tropical fruit with a very long finish

***Perfect with spring rolls or pad Thai, or vanilla-poached apricots***

Serve at 12°C

**REDS**

**Cabernet-Sauvignon**

A wonderful purple red color

The bouquet is complex and generous with notes of blackcurrant, undergrowth and cinnamon

In the mouth, it is rich and dynamic with lovely flavors of black fruit and spices with a very long finish

***Ideal with filet of beef with cèpes, grilled duck breast or a wide range of cheeses***

Serve at 16°C

**Merlot**

A lively purple color

A complex and generous bouquet with notes of blackberry and elderberry jam, and mentholated sweet spices

Rich and dynamic on the tongue with lovely flavors of black fruits and spice, and with a very long finish

***Ideal with grilled rib of beef with herbs, grilled lamb chops, or blackberry and nectarine tart***

Serve at 15°C

**Malbec**

A lively purple color

A complex, generous bouquet with notes of plum, violet and sweet, peppery spices

Nervous and generous on the tongue, lovely flavors of black fruits and spices, and a very long finish

***Perfect with roast leg of lamb with rosemary or duck confit***

Serve at 15°C

**Syrah**

A bright, violet color

A complex and generous bouquet with notes of licorice, violet and *garrigue* spices

In the mouth, it is full-bodied and rich, with fine flavors of black fruits, spices and a long licorice finish

***Perfect with lamb shanks with herbs or tandoori chicken***

Serve at 15°C

## Fact sheet: the Grands Monts range “Elegance, strength and pure fruit”

### Location

By the foothills of the Cévennes, the Black Mountain and in the high valley of the Aude, the vineyards of Les Grands Monts look down over the Languedoc-Roussillon from between 250 – 400m above sea level.

### Geology

- Limestone, dolomite and shale from the secondary era
- Sandstone and clay from the secondary era
- Shale from the primary era
- Quaternary volcanic rock

### A cool, wet climate

- Rainfall: 800 – 1000mm
- Altitude: between 250- 400m
- Winds: Mistral (cold and dry), Tramontane (cold and dry) with a moderate influence on the vines

### Viticulture

- Vine density between 4,000-5,000 plants per hectare
- Vine age 20-50 years
- Pruning: maximum 6 spurs with 1-2 buds
- Yields: between 35-50hl/ha (50% less than the appellation’s maximum yield)

### Vinification

#### Reds

- Three-day cold prefermentation maceration followed by fermentation at moderate temperature, finished off by a hot post-fermentation maceration
- Fermentation for 4-5 weeks
- Ageing in French barrels and *demi-muids* for 10 months

#### Whites

- Careful destalking, progressive pressing with separation of pressings followed by stabulation on the lees for two days to bring out all the aromatic potential of the grapes
- Fermentation and then ageing in French barrels and *demi-muids* for 10 months

### The wines

#### WHITES

- Chardonnay

#### REDS

- Pinot Noir
- Carignan

**Tasting notes: the Grands Monts range  
“Elegance, complexity and minerality”**

**WHITES**

**Chardonnay**

A dazzling golden yellow color

The bouquet is fine and complex with notes of peach, citrus and hawthorn

Breadth and sophistication on the tongue, with pure and complex flavors of citrus and white blossom, with a very long mineral finish

***Perfect with vanilla langoustines with artichokes or fillet of John Dory with old-fashioned vegetables***

Serve at 12°C

**REDS**

**Pinot Noir**

A deep garnet color

The bouquet is fine and complex with notes of strawberry, morello and moka

On the tongue it offers breadth and elegance, with pure yet complex notes of cherry and spice with a very long finish

***Ideal with a pan-fried red mullet or fricassee of chicken with morels***

Serve at 15°C

**Carignan**

A deep red color

The nose is fine and complex with notes of morello cherry, blackcurrant and *garrigue* scents such as thyme, rosemary and rockrose

In the mouth, it is rich and characterful, with sophisticated and complex flavors of black fruits and spice, with a very long taut finish

***Perfect with venison stew or a Creole cabri massalé***

Serve at 16°C

## Fortant de France – a painstaking approach

### Viniculture – from Boisset to Skalli

Boisset shares its approach to viniculture with that of Skalli, known for its pioneering work in terms of identifying the most appropriate varietals for the *terroir* of the Languedoc. Both have the same method for managing both vine and wine, and the same philosophy in terms of plot identification to ensure the quality of the wines, which starts with the vine. Vinification on the estate or in Fortant's wineries always shares the same strict requirements in terms of quality.

### The winemaker

Laurent Sauvage is an agricultural engineer and oenologist, and a graduate of schools in both Paris and Montpellier. For the past ten years, he has been managing the plot selection and production of wines for Skalli. These two fields of expertise combine the two facets of vine growing and winemaking.

For this amateur chef, who was raised in the melting pot of flavors, scents and colors that is the island of La Réunion, wine offers the same sensations and pleasure as those that are found in the kitchen. His art is assembling scents and textures to bring out the very best the have to offer through harmonious blends. To Laurent Sauvage, being part of Fortant's renaissance is both a challenge and a passionate adventure.

### Partnerships

Over the last 30 years, close partnerships have been established between Fortant and around 100 winegrowers and co-ops. A dedicated team monitors the various plots and vinification to ensure they respond to very precise technical requirements covering cultivation practices, harvests, vinification and ageing. All partners are committed to a sustainable approach, respecting the Rhône-Méditerranée charter, which covers winegrowing in the region.

**The level of monitoring** is adapted to how autonomous the winegrower is, and to how long the partnership has been established.

### Viticulture

- The grass is left to grow between rows to limit erosion and encourage microbes to flourish in the soil
- Organic fertilizers are used where possible
- Foliar and soil analysis is regularly carried out
- Yields are lower than average for the appellation to encourage concentration and expression of the varietal and the *terroir*

### Identification of potential vines

To ensure a rich and varied palette from which to blend, Fortant selects its vines according to the organoleptic potential of each plot, with criteria including aromatic potential, varietal, texture and structure.

### Vinification: All Fortant wines are vinified according to strict criteria

- Analysis of phenolic maturity
- Harvest date selection
- Vinification in the winegrowing area at dedicated partner sites

The wines are not vinified using thermovinification techniques that blur varietal characteristics. Rather, they are traditionally vinified to bring out their crisp, natural elegance.

### The market for Languedoc wines

#### Production spread across 3 categories:

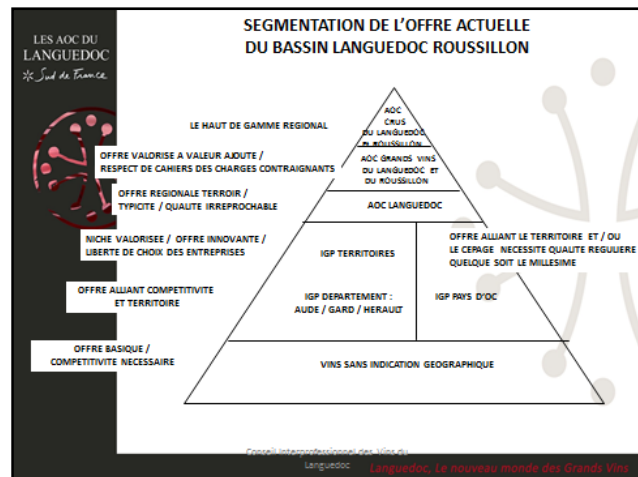
In 2013, the Languedoc-Roussillon region produced 13.58 million hectoliters divided into:

**IGP:** 68% are varietal wines  
(The Languedoc-Roussillon basin represents between 69-73% of French IGP production)

**AOP:** 19% are appellation wines  
(2.54 million hectoliters)

**VSIG:** 13% are table wines  
(1.7 million hectoliters)

**comprising 56 varietals**

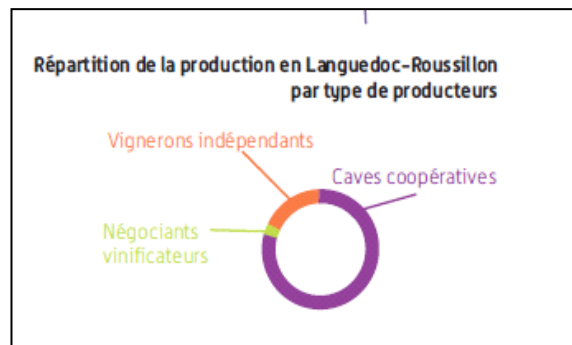


#### Red wines are most popular

Red and rosé: 80% (reds accounting for 75%)

White: 20%

#### Wines mainly produced by cooperatives



#### France's leading winemaking region in terms of surface area

Some 234,516 hectares are under vine, the equivalent to 30% of all French vines according to the DRAAF Languedoc-Roussillon report 2013 (nationally, 791,990 hectares). The 2013 harvest amounted to 13.58 million hectoliters, and 2014 is estimated at 12.6 million hectoliters.

#### A major export market

- The leading European exporter in terms of volume
- The fifth largest exporter in the world in terms of volume

#### Figures for 2014 Languedoc-Roussillon (source DRAAF Languedoc -Roussillon):

Exports hit 3.6 million hectoliters for the AOP and IGP categories, worth some €813 million, with a predominance of IGP wines (82% by volume and 76% by value), representing 72% of French exports.

- **Destinations:** 170 countries in 2010

## Fortant de France in brief

**The Fortant winegrowing region: three zones of vines growing in a natural amphitheater facing the Mediterranean**

- **Littoral:** Recent alluvium, strong maritime influence, heat and wind (quaternary)
- **Collines:** More ancient alluvium, strong winds, extreme temperatures
- **Grands Monts:** Ancient soil (primary and secondary), low and variable fertility, small plots

**250km** from east to west, from Alès to Perpignan with 1,500 hectares under vine

**Plot selection:** 100 winegrowers and producers with some 500 plots

**Four different characteristics for Fortant plots**

- Aromatic potential, Varietal, Texture, Structure

**Yields:** lower than typical for the appellation (from 35-80hl/ha depending on the range)

**Harvests:** from early August to early October

**Vinification:** completely monitored in winegrowers' wineries or at Fortant's own premises  
Each selection of plots of a given varietal is separately vinified

**Style:** crisp and elegant

**Wine category**

- Vintage varietal IGP wines from the Languedoc

### THE RANGE

#### **Littoral**

- Chardonnay, Sauvignon, Muscat (whites)
- Grenache, Merlot, Cabernet-Sauvignon (reds)
- Grenache and Merlot (rosés)

#### **Collines**

- Chardonnay and Viognier (whites)
- Merlot, Cabernet-Sauvignon, Malbec, Syrah, Pinot Noir (reds)

#### **Les Grands Monts**

- Chardonnay (white)
- Carignan and Pinot Noir (reds)

**Vintages:** 2012 for Grands Monts, 2013/2014 for Collines, 2014 for Littoral

**Winemaker:** Laurent Sauvage

#### **RRP:**

Littoral €4.5-5

Collines €6-7

Grands Monts €10-12

#### **Distribution:**

Traditional networks across France and internationally

The Imaginarium, Nuits-Saint-Georges, France

## MEDALS AND AWARDS 2015

### Mundus Vini 2015

#### Silver

Terroir Littoral Grenache 2013

Terroir Littoral Cabernet-Sauvignon 2013

Terroir des Collines Merlot 2013

## APPENDIX

### Photo library

Map of the *paysages*  
Photo of the Littoral range  
Photo of the Collines range  
Photo of the Grands Monts range  
Photo of winemaker Laurent Sauvage  
Advertising visual  
The Skalli *chais*  
The winery  
The vineyards

### Links & useful sources

InterSud (Federation of vine- and wine-related professionals in the Languedoc-Roussillon)

[http://www.languedoc-wines.com/intersud\\_intro.asp](http://www.languedoc-wines.com/intersud_intro.asp)

InterOc (IGP Pays d'Oc)

<http://www.paysdoc-wines.com/>

CIVL (Union of AOP wine producers in the Languedoc) and its umbrella brand "Sud de France"

<http://www.languedoc-wines.com/>

CIVR (Union of Roussillon winemakers)

Representing AOP wines from the Roussillon

<http://www.vinsduroussillon.com/>

CFVDP (French Confederation of Vins de Pays)

<http://www.cfvdp.fr/producteurs/vins-de-pays-igp.html>

Larousse

<http://www.larousse.fr/encyclopedie/region-france/Languedoc-Roussillon/128730#919468>

Where to find Fortant de France?

Imaginarium in Nuits-Saint-Georges: <http://www.imaginarium-bourgogne.com/>

Find out more at [www.fortant.com](http://www.fortant.com)

#Fortant