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Boisset Family Estates Buys Skalli Brands

The Boisset portfolio continues to expand with a significant purchase in France.

Published on Nov 25, 2011

BY LAUREN BUZZEO



The sale of Skalli Wines to Boisset Family Estates was finalized this week, merging two of France's leading wine families and securing a significant presence for Boisset in the South of France. The arrangement includes the Skalli winery and brands in the Languedoc and Rhône, but not the company's Napa Valley estate, St. Supéry. The deal also comes weeks after the sale of Skalli's Corsican wine business, Terra Vacchia, which includes the Clos Poggiale brand, to the UVIB (Union des Vignerons de l'Ille de Beauté).

According to group president Jean-Charles Boisset, the acquisition of Skalli's South of France brands will increase Boisset's annual volume sales by around one million cases, to a total of approximately seven million cases. Addition of the Skalli brands to Boisset's portfolio will potentially allow the group to obtain greater distribution in increasingly competitive world markets, including those in France, England, Germany, Canada, Japan and China.

Considered a pioneer in the South of France, the Skalli family has long been respected for recognizing the potential for quality wines from southern France as well as for the great diversity of the company's portfolio. Skalli Family Wines

president Robert Skalli played an integral role in the establishment of the Vin de Pays d'Oc designation, as well as varietal labeling on wines from the region. "We are honored to continue the wonderful work of the Skalli family, whose amazing presence, energy and passion defined exceptional quality wines from the Languedoc, and to also strengthen our presence in the Rhône Valley," says Boisset.

Both companies share a common familial core of values coupled with a deep respect for terroir. Robert Skalli said, "I am very glad it's Boisset who will perpetuate and continue the spirit of the Skalli family; Boisset understands and will continue the quality of the wines and the partnerships that we have established for years. I am delighted that they, too, are a wine family actively involved in wine, in wine quality, and willing to grow the Skalli reputation worldwide. I am very confident in the future that I put into their hands."

Boisset adds, "We will continue to develop the known expertise and recognized dedication to high quality wines that the Skalli family has established, and are very pleased that it remains a family affair. Further, we are genuinely delighted to welcome new partners around the world through the Skalli family network, and to bolster our international presence."

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