



Sun & Moon Cellars

Languedoc, France

Sun & Moon Cellars are produced by a micronégociant, owned by three friends who call themselves “The Wine Artisans”. The three friends: Sébastien Gimenez, Karine Ambrosini, and Frédéric Corpel met at oenology school, and now have a combined 40 years of experience in the wine industry. After working for large wineries and coops, making wine, working in sales, etc., they decided to work for themselves. Their current winery, at Domaine de la Baquière, located near Carcassonne, is owned by Frédéric. Frédéric is also in charge of vinification, Sébastien is in charge of sales, and Karine is in charge of logistics. A brilliant idea: Working as oenologists, Sébastien, Karine, and Frédéric consulted with about 20 wineries. Each vintage, they observed that these wineries had excellent, surplus, wines that they just sold off in bulk. As a group, they came up with the idea of, not only working with these wineries, but bottling some of this “surplus” wine under their own label. Oddly enough, with all of the wine produced in the Languedoc, there is a lack of négociants of this size. They invested in modernizing their winemaking equipment, and bought a high quality bottling line. Rather than stocking all of the wine at their winery, which is too small, they stock the wine, in their own tanks, at the various producers they work with. Then, as needed, they transport the wine to their winery where it is conditioned and bottled. This allows them enormous flexibility, and the ability to maintain high quality standards.

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