

Château la Martinette & Domaine le Prieuré

Histoires d'une acquisition
ou
Comment devenir châtelain.....

SCÉNARIO: ALEXEI DMITRIEV
DESSINS: RÉMI KERFRIDIN
TEXTES: A. DMITRIEV & R.KERFRIDIN



Dimitri
gérant-associé



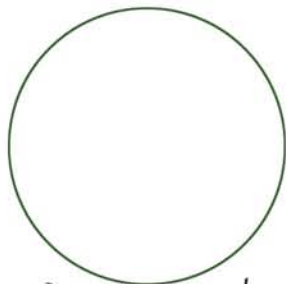
Igor
propriétaire



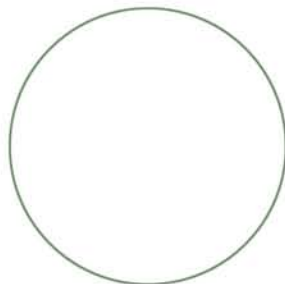
Mr Bruno
restaurateur



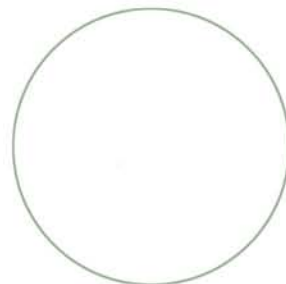
Thibault
agent immobilier



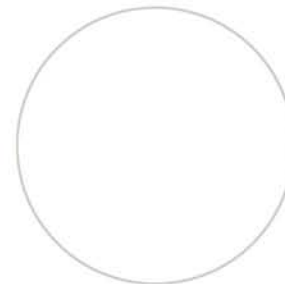
Maître Billard
avocat



Stéphane
oenologue



Julien
oenologue



Bruno
oenologue

On a fine spring day Dimitri and Igor, childhood friends, met in an illustrious restaurant in the Var hinterland to discuss the property they wanted to buy. They'd abandoned the seaside idea for wine-growing country

SO IGOR, NOT SORRY TO CHOOSE THE HINTERLAND? WE'VE ALREADY SEEN SOME WINERIES AND STILL LOTS OF THINGS TO DISCOVER.

IT'LL BE REALLY EXTRAORDINARY TO MAKE OUR OWN WINE. I'VE DREAMED OF IT FOR SO LONG...

WE COULD EVEN GROW TRUFFLES ON OUR ESTATE... IT'S NOT LIKE ON THE COAST!

WE STILL HAVE TO FIND IT!

LOOK AT THE LIST FROM THE ESTATE AGENT. THERE ARE SOME NEW PROPOSITIONS. WE COULD ASK BRUNO'S ADVICE....

IT WAS ME WHO REMOVED IT... THE PRESENTATION DOESN'T REALLY ATTRACT ME THERE AT ALL!

!?

WHY IS 'LA MARTINETTE' NOT THERE?
IF YOU LIKE I'LL TAKE YOU THERE

OK! LET'S GO!
AS YOU INSIST I TRUST THE INTUITION OF AN ARTIST!

LOOK, ON THE MAP IT'S REALLY CLOSE TO HERE... WHY NOT GO AND HAVE A LOOK?



...a few minutes later...

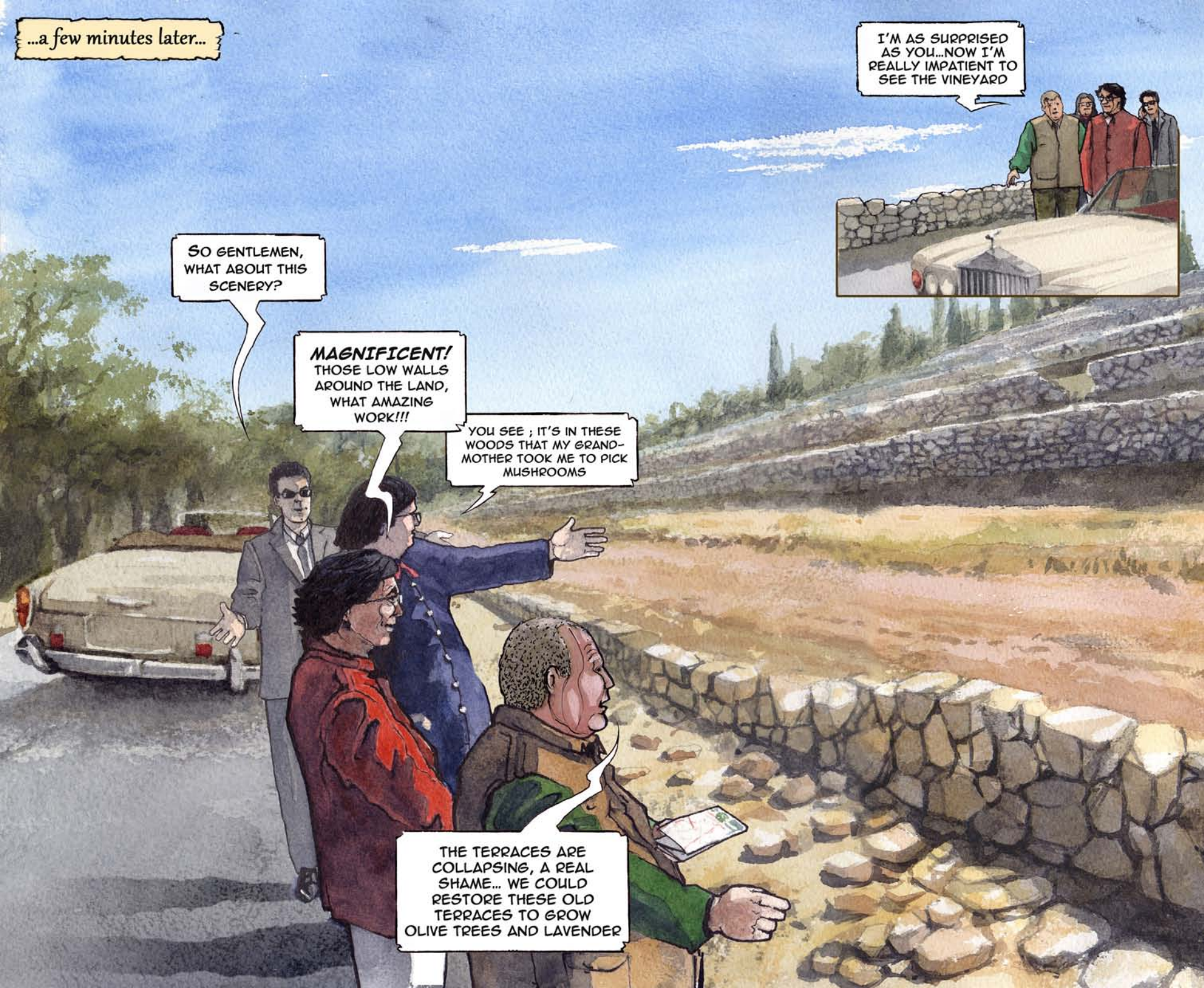
I'M AS SURPRISED AS YOU...NOW I'M REALLY IMPATIENT TO SEE THE VINEYARD

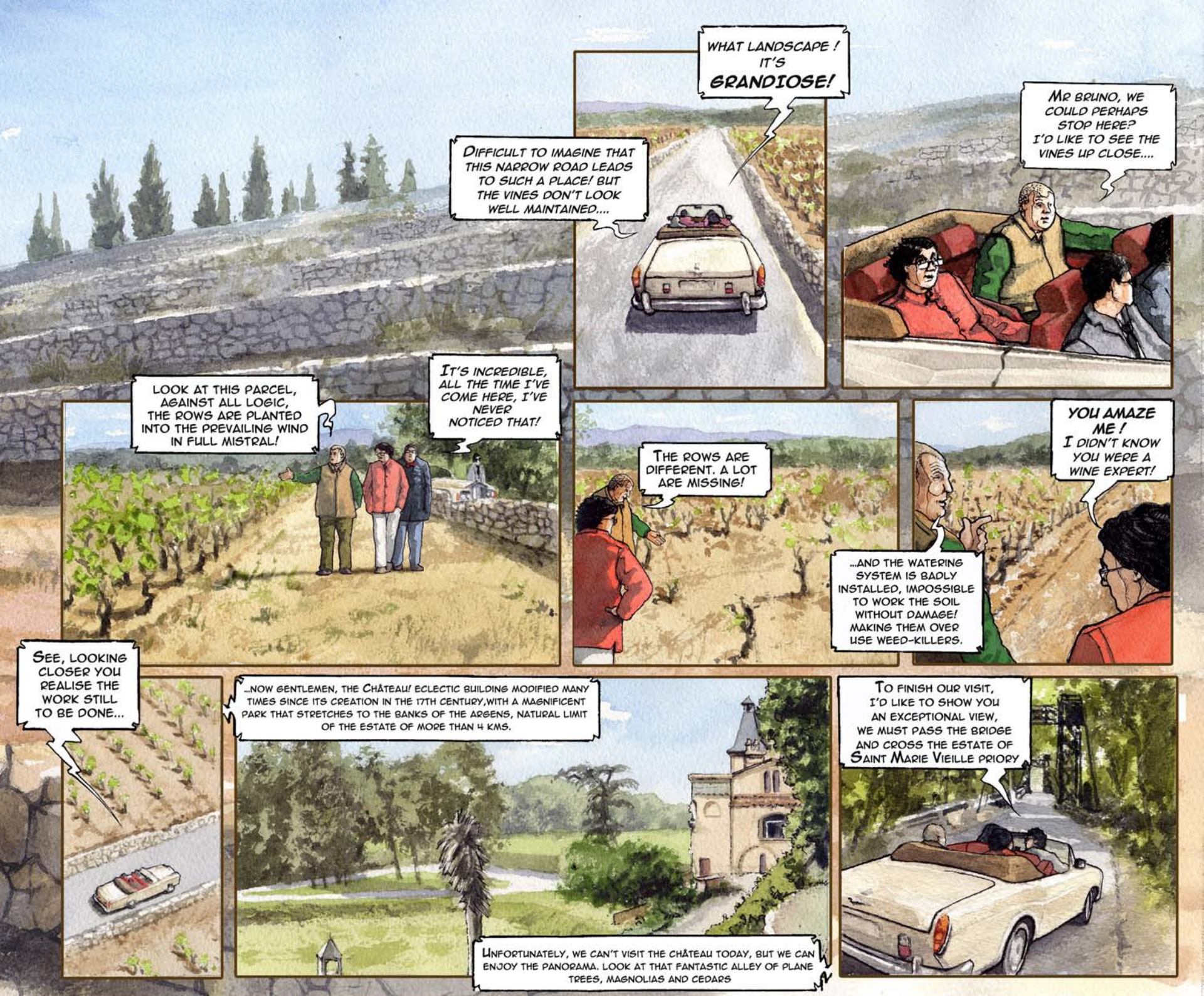
SO GENTLEMEN, WHAT ABOUT THIS SCENERY?

MAGNIFICENT!
THOSE LOW WALLS AROUND THE LAND, WHAT AMAZING WORK!!!

YOU SEE ; IT'S IN THESE WOODS THAT MY GRAND-MOTHER TOOK ME TO PICK MUSHROOMS

THE TERRACES ARE COLLAPSING, A REAL SHAME... WE COULD RESTORE THESE OLD TERRACES TO GROW OLIVE TREES AND LAVENDER





WHAT LANDSCAPE!
IT'S
GRANDIOSE!

DIFFICULT TO IMAGINE THAT
THIS NARROW ROAD LEADS
TO SUCH A PLACE! BUT
THE VINES DON'T LOOK
WELL MAINTAINED....

MR BRUNO, WE
COULD PERHAPS
STOP HERE?
I'D LIKE TO SEE THE
VINES UP CLOSE....

LOOK AT THIS PARCEL,
AGAINST ALL LOGIC,
THE ROWS ARE PLANTED
INTO THE PREVAILING WIND
IN FULL MISTRAL!

IT'S INCREDIBLE,
ALL THE TIME I'VE
COME HERE, I'VE
NEVER
NOTICED THAT!

THE ROWS ARE
DIFFERENT. A LOT
ARE MISSING!

**YOU AMAZE
ME!**
I DIDN'T KNOW
YOU WERE A
WINE EXPERT!

...AND THE WATERING
SYSTEM IS BADLY
INSTALLED, IMPOSSIBLE
TO WORK THE SOIL
WITHOUT DAMAGE!
MAKING THEM OVER
USE WEED-KILLERS.

SEE, LOOKING
CLOSER YOU
REALISE THE
WORK STILL
TO BE DONE...

...NOW GENTLEMEN, THE CHÂTEAU! ECLECTIC BUILDING MODIFIED MANY
TIMES SINCE ITS CREATION IN THE 17TH CENTURY, WITH A MAGNIFICENT
PARK THAT STRETCHES TO THE BANKS OF THE ARGENS, NATURAL LIMIT
OF THE ESTATE OF MORE THAN 4 KMS.

TO FINISH OUR VISIT,
I'D LIKE TO SHOW YOU
AN EXCEPTIONAL VIEW,
WE MUST PASS THE BRIDGE
AND CROSS THE ESTATE OF
SAINT MARIE VIEILLE PRIORY

UNFORTUNATELY, WE CAN'T VISIT THE CHÂTEAU TODAY, BUT WE CAN
ENJOY THE PANORAMA. LOOK AT THAT FANTASTIC ALLEY OF PLANE
TREES, MAGNOLIAS AND CEDARS

SEEN FROM HERE
THE CHATEAU HAS
GREAT ALLURE,
DON'T YOU
THINK ?



DON'T BE PUT OFF
BY APPEARANCES, THIS
OLD SUSPENSION
BRIDGE IS STILL VERY
SOLID!

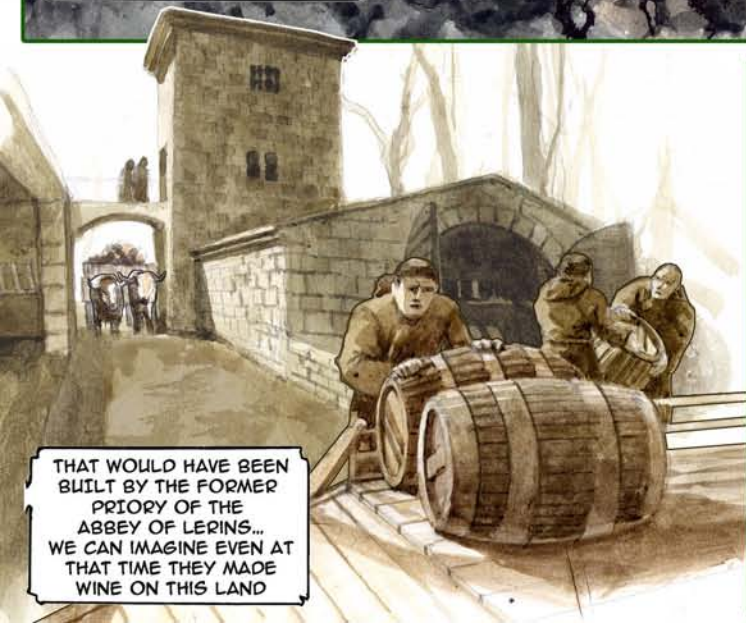


IT'S LIKE
A THEATRE
SET!

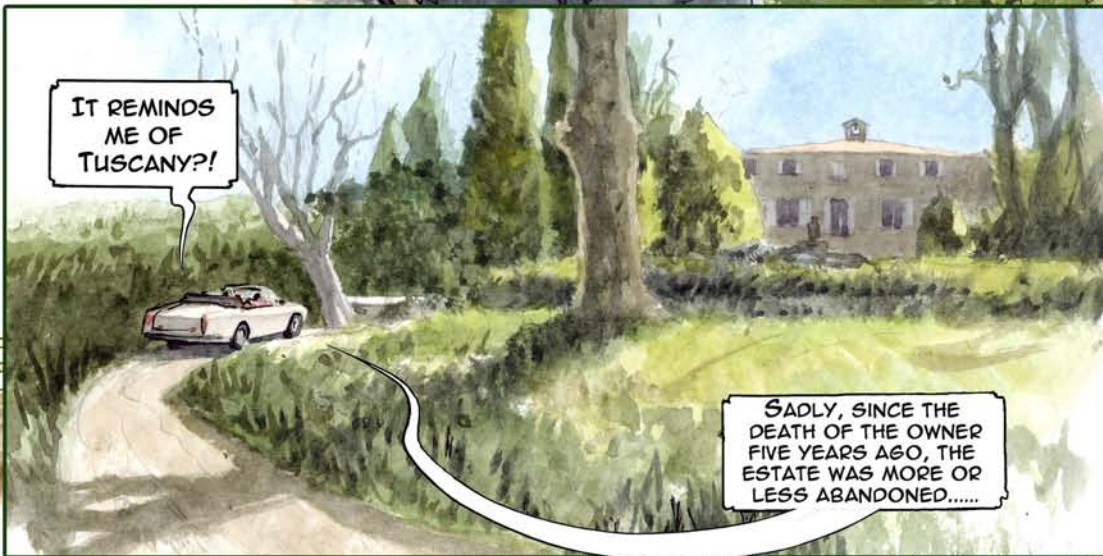
HERE'S THE ESTATE
OF SAINT MARIE VIEILLE PRIORY.
THERE WAS AN OPPIDUM, WE CAN
STILL SEE THE REMAINS AND OTHER
ANCIENT CONSTRUCTIONS



IT'S HARD TO SEE ALL
THESE LOST VINES, BUT
THIS PARCEL SO
CLOSE TO THE BANKS
IS SURELY RICH
IN ALLUVIUM, SO NO
GOOD FOR WINE-GROWING



THAT WOULD HAVE BEEN
BUILT BY THE FORMER
PRIORY OF THE
ABBEY OF LERINS...
WE CAN IMAGINE EVEN AT
THAT TIME THEY MADE
WINE ON THIS LAND



IT REMINDS
ME OF
TUSCANY?!

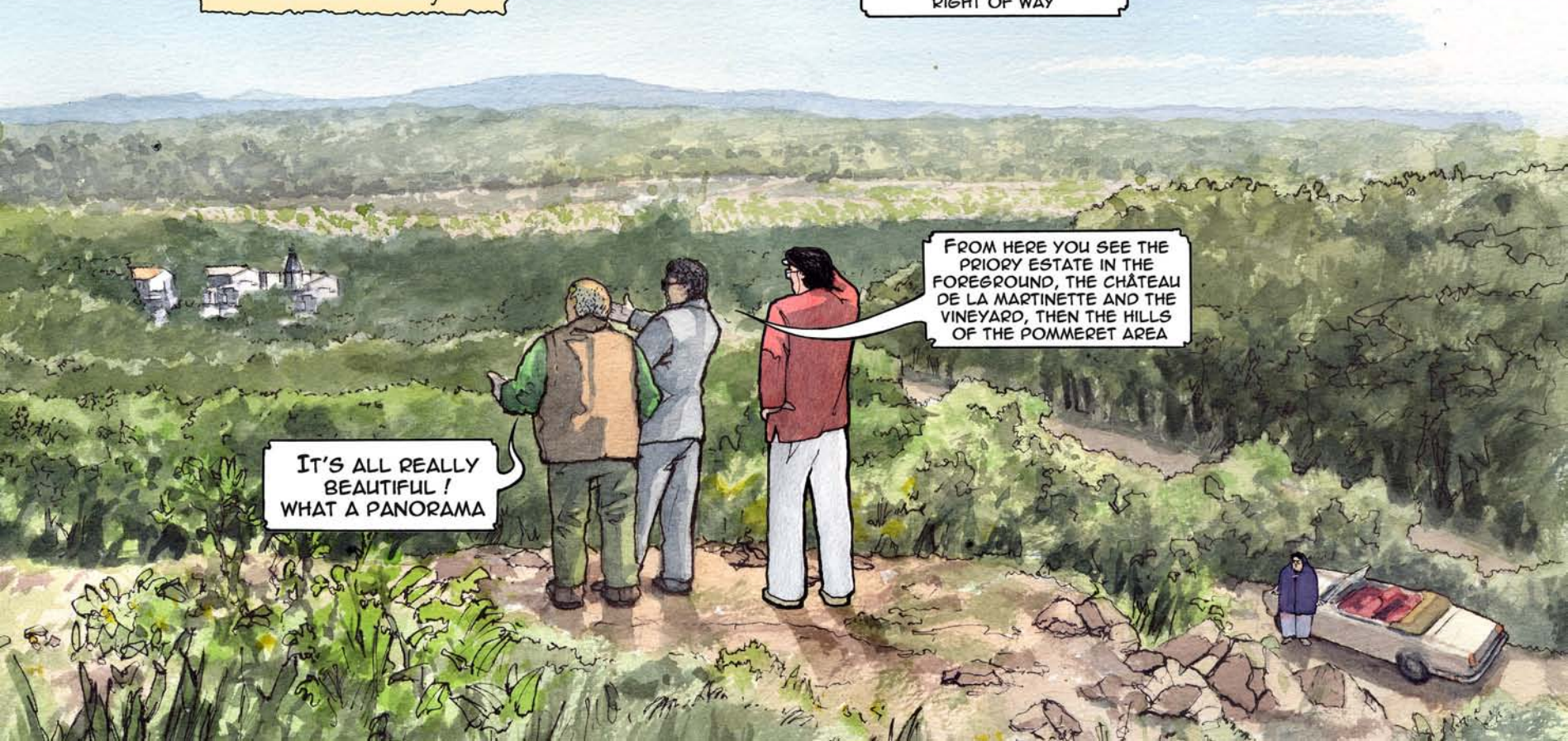
SADLY, SINCE THE
DEATH OF THE OWNER
FIVE YEARS AGO, THE
ESTATE WAS MORE OR
LESS ABANDONED.....



Crossing the south part of the Priory estate we can see the walls, aquaducts and bridges which enhance the scenery



FROM THE ROAD YOU SEE OPPOSITE YOU CAN JOIN THE MOTORWAY IN UNDER 10 MINUTES. FOR NOW, LA MARTINETTE HAS RIGHT OF WAY



IT'S ALL REALLY BEAUTIFUL ! WHAT A PANORAMA

FROM HERE YOU SEE THE PRIORY ESTATE IN THE FOREGROUND, THE CHATEAU DE LA MARTINETTE AND THE VINEYARD, THEN THE HILLS OF THE POMMERET AREA

Quelques jours plus tard
sur les rives du lac Léman....

QUELLE JOURNÉE
IL FAIT PRESQUE AUSSI
CHAUD QUE SUR LA
CÔTE D'AZUR!

AU FAIT , TU AS
REPENSE À NOTRE
DERNIÈRE VISITE
EN PROVENCE?

OUI JUSTEMENT,
JE VOULAIS T'EN
REPARLER...



JE N'ARRÊTE PAS D'Y
PENSER DEPUIS QUELQUES
JOURS. TU NE CROIS PAS
QU'ON DEVRAIT Y RETOURNER
POUR RENCONTRER LE
PROPRIÉTAIRE?

ÇA NE SE FAIT PAS SI
FACILEMENT...MAIS TU
M'AS L'AIR VRAIMENT
EMBALLÉ! JE VAIS APPELER
L'AGENT IMMOBILIER
TOUT DE SUITE!!

ALLO!

M. DESPRETS?..OUI,
BONJOUR C'EST DIMITRI
...JE SUIS AVEC L'AMI QUI
M'ACCOMPAGNAIT LORS
DE NOTRE DERNIÈRE
VISITE DU DOMAINE
DE LA MARTINETTE...NOUS
AIMERIONS QUE VOUS
PARLIEZ DE NOUS AU
PROPRIÉTAIRE....

...TOUT EN RESTANT
DISCRET SUR NOTRE
IDENTITÉ, BIEN SÛR..
JE PEUX COMPTER
SUR VOUS?

...PAS DE
PROBLÈMES
DIMITRI JE
VOUS TIENS
AU COURANT,
À TRÈS BIENTÔT!

MERCI THIBAUT
À BIENTÔT.

BRAVO!!
TRINQUONS À
CETTE FUTURE
RENCONTRE!

VOILÀ!
THIBAUT DESPRETS
S'OCCUPE DE NOTRE
AFFAIRE, IL N'Y A
PLUS QU'À ATTENDRE

ET POUR LES
QUESTIONS
JURIDIQUES?

JE DOIS QUAND MÊME T'
AVOUEUR QUE JE SUIS UN PEU
PRÉOCCUPÉ PAR L'ÉTAT DU
VIGNOBLE. JE ME DEMANDE
SI LES INVESTISSEMENTS NE
RISQUENT PAS D'ÊTRE TROP
LOURDS. JE CROIS QU'IL
SÉRAIT SÂGE QUE STÉPHANE
DERENONCOURT FASSE UN
ÉTAT DES LIEUX DU TERROIR...

POUR ÇA IL N'Y A PAS DE
SOUÇIS JE PENSE À
STÉPHANE BILLARD
L'AVOCAT CHAMPENOIS
QUI M'ACCOMPAGNAIT
EN BOURGOGNE...

...ON POURRAIT LE VOIR
LORS DE NOTRE PROCHAIN
VOYAGE SUR LA CÔTE
D'AZUR POUR
QU'IL SE FASSE UNE IDÉE
PLUS JUSTE DU DOMAINE.
JE M'OCCUPE DE PRENDRE
CONTACT AVEC LUI.



MR BILLARD, THIS IS IGOR, MY ASSOCIATE

IF YOU'D LIKE TO FOLLOW ME TO THE LOUNGE...

HOW DO YOU DO?

Three weeks later in a Monaco hotel...



WELL, I'VE MANAGED TO HAVE A LOOK AT YOUR FILE, BUT IT'S DIFFICULT TO MAKE A DECISION WITHOUT SEEING THE ESTATE

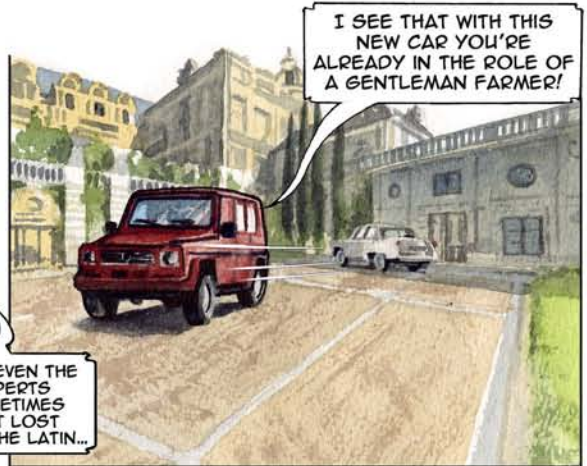
OK! LET'S GO

WE HAVE A MEETING WITH THE OWNER THIS AFTERNOON IF YOU'D LIKE TO COME WITH US. IT'S AN HOUR AND A HALF FROM HERE



...AS I TOLD YOU ON THE PHONE, AGRICULTURAL LAW IS SO COMPLICATED IN FRANCE...

YES, EVEN THE EXPERTS SOMETIMES GET LOST WITH THE LATIN...



I SEE THAT WITH THIS NEW CAR YOU'RE ALREADY IN THE ROLE OF A GENTLEMAN FARMER!



HERE WE ARE, ENTERING THE ESTATE!

an hour and a half later...



LOOK AT THE PEOPLE WORKING ON THE VINES!



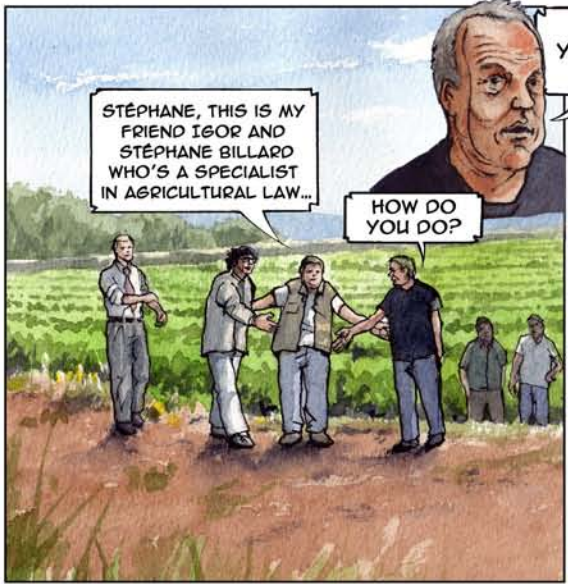
AND THERE'S MY FRIEND STÉPHANE DERENONCOURT!

HOW LUCKY! I'VE WANTED TO MEET HIM FOR A LONG TIME...

GRODITCH!



DIMITRI?!



STÉPHANE, THIS IS MY FRIEND IGOR AND STÉPHANE BILLARD WHO'S A SPECIALIST IN AGRICULTURAL LAW...

HOW DO YOU DO?

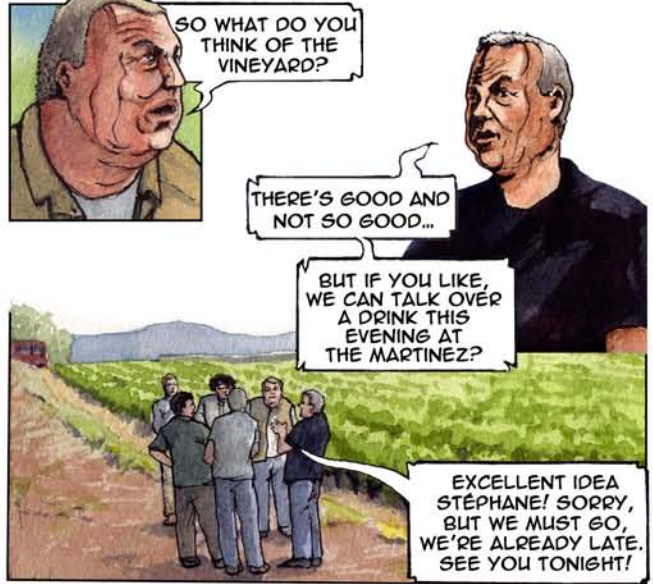
I SEE THAT YOU WON'T GIVE UP DIMITRI...

...YOU'RE STILL KEEN ON THE IDEA OF HAVING AN ESTATE TO MAKE HIGH QUALITY WINE!

...HERE WE ARE, THIS IS BRUNO TRINGALI, THE OENOLOGIST OF THE ESTATE...

...AND MY ASSOCIATE, JULIEN LAVENU.

HOW DO YOU DO? I THINK WE COULD WORK VERY WELL TOGETHER...



SO WHAT DO YOU THINK OF THE VINEYARD?

THERE'S GOOD AND NOT SO GOOD...

BUT IF YOU LIKE, WE CAN TALK OVER A DRINK THIS EVENING AT THE MARTINEZ?

EXCELLENT IDEA STÉPHANE! SORRY, BUT WE MUST GO, WE'RE ALREADY LATE. SEE YOU TONIGHT!



A few minutes later on approaching the Argens.....

AH! HERE WE ARE M. HUIJGERS!



MR. DESPRÈS, COULD YOU ASK THEM TO PARK THEIR CAR BETWEEN THE TREES...

OF COURSE!



GRIIIIIND!!!



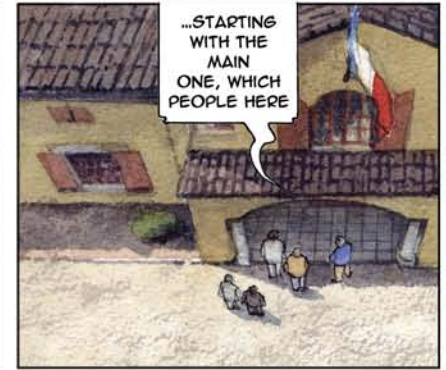
DIMITRI, PLEASE MEET MR. HUYGÈENS THE OWNER

GENTLEMEN, A WARM WELCOME TO THE CHÂTEAU...

THANKS ! ALLOW ME TO INTRODUCE MY ASSOCIATE IGOR AND MR BILLARD



...HOW DO YOU DO, I SUGGEST WE VISIT ALL OF THE BUILDINGS.....



...STARTING WITH THE MAIN ONE, WHICH PEOPLE HERE



THE SPACE IS REALLY IMPRESSIVE!!

OF COURSE WE MUST PLAN SOME WORK.....

BUZZ!
BUZZ!



!



THE LIGHT IS BEAUTIFUL AND THERE'S A CLEAR VIEW..

psssss..



...THE TREES THAT SURROUND THE CHÂTEAU ARE HUNDREDS OF YEARS OLD, AT THE END OF THIS ROW OF PLANE TREES AND MAGNOLIAS IS THE ARGENS... A REAL OASIS IN THE MIDDLE OF THE SCRUBLAND!



DIMITRI, I'VE JUST HAD SOME IMPORTANT NEWS



The cellar installed under the balcony and adjoining the chapel has recently been modernised with notably the installation of stainless steel vats.



MARVELLOUS! LET'S GO AND SEE THE OWNERS!

WE SHOULDN'T RUSH, BETTER TO LET THIBAUT AND STÉPHANE DO IT

IGOR, MR BILLARD HAS JUST TOLD ME THAT THE OWNER OF THE PRIORY WOULD BE INTERESTED IN SELLING..



ABOVE ALL, WE'LL DO EVERYTHING SO THAT NO ONE KNOWS THAT YOU ARE IN THE TWO TRANSACTIONS

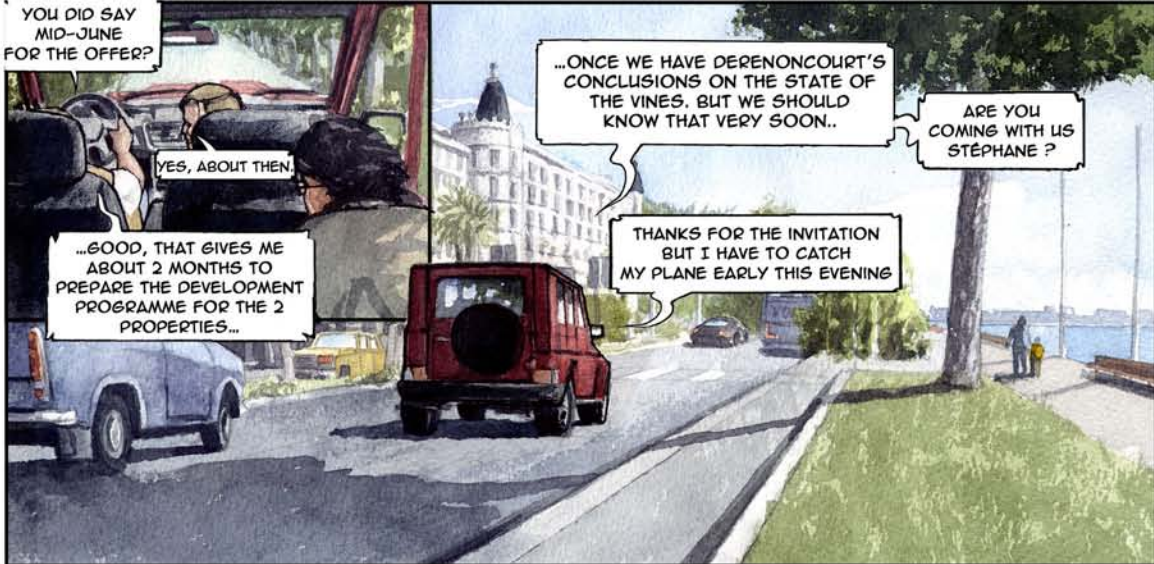


HOW LONG DO YOU THINK IT'LL TAKE FOR THE NEGOTIATIONS AND FORMALITIES?

I HAVE TO ORDER A COMPLETE AUDIT. WE'LL TAKE OUT AN OPTION ON BOTH AND I THINK YOU COULD MAKE AN OFFER BY MID-JUNE



THANKS FOR YOUR HELP MR HUYGGENS, CERTAINLY SEE YOU SOON



YOU DID SAY MID-JUNE FOR THE OFFER?

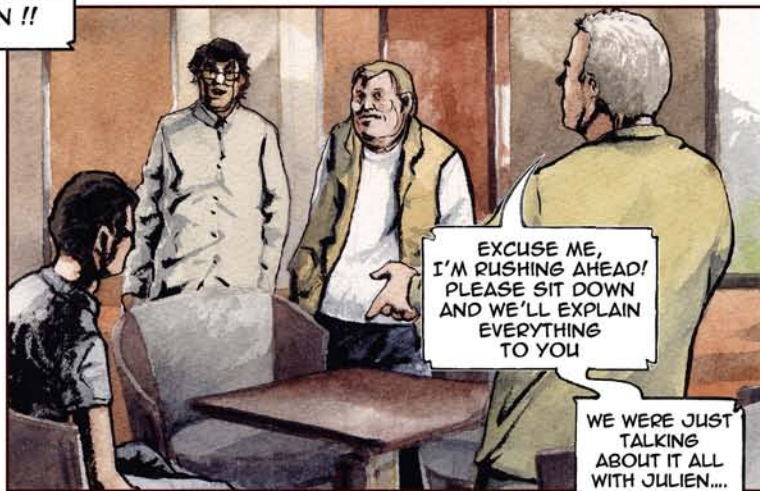
YES, ABOUT THEN.

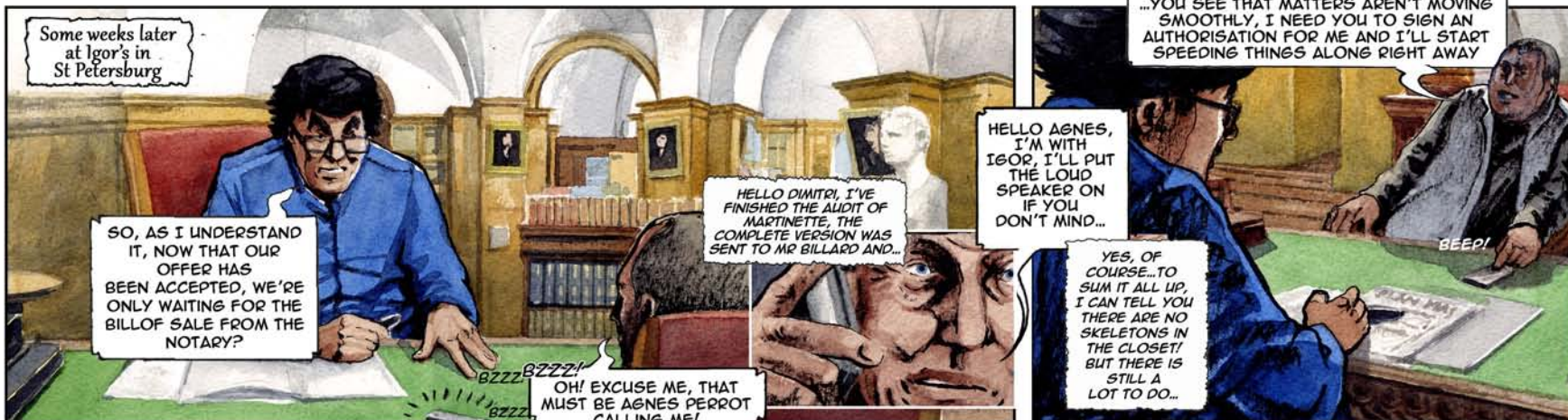
...GOOD, THAT GIVES ME ABOUT 2 MONTHS TO PREPARE THE DEVELOPMENT PROGRAMME FOR THE 2 PROPERTIES...

...ONCE WE HAVE DERENONCOURT'S CONCLUSIONS ON THE STATE OF THE VINES, BUT WE SHOULD KNOW THAT VERY SOON..

ARE YOU COMING WITH US STÉPHANE ?

THANKS FOR THE INVITATION BUT I HAVE TO CATCH MY PLANE EARLY THIS EVENING





Some weeks later at Igor's in St Petersburg

SO, AS I UNDERSTAND IT, NOW THAT OUR OFFER HAS BEEN ACCEPTED, WE'RE ONLY WAITING FOR THE BILLOF SALE FROM THE NOTARY?

HELLO DIMITRI, I'VE FINISHED THE AUDIT OF MARTINETTE, THE COMPLETE VERSION WAS SENT TO MR BILLARD AND...

HELLO AGNES, I'M WITH IGOR, I'LL PUT THE LOUD SPEAKER ON IF YOU DON'T MIND...

...YOU SEE THAT MATTERS AREN'T MOVING SMOOTHLY, I NEED YOU TO SIGN AN AUTHORIZATION FOR ME AND I'LL START SPEEDING THINGS ALONG RIGHT AWAY

YES, OF COURSE...TO SUM IT ALL UP, I CAN TELL YOU THERE ARE NO SKELETONS IN THE CLOSET! BUT THERE IS STILL A LOT TO DO...

BZZZZ!
OH! EXCUSE ME, THAT MUST BE AGNES PERROT CALLING ME!
BZZZZ!
BZZZZ!

BEEP!



SO GENTLEMEN, ALL THAT REMAINS IS FOR ME TO WISH YOU THE BEST OF LUCK!

COME ON! I WASN'T EXPECTING IT TO END LIKE THIS! LET'S HAVE A DRINK TO CELEBRATE!

22 november 2011



...AT HOME THE PARTY WOULD LAST 4 OR 5 DAYS!

WE AREN'T IN RUSSIA NOW IGOR!



BUT HERE WE ARE THE OWNERS OF 120 000 BOTTLES!

AND NEXT WEEK I SIGN FOR THE PRIORY! THE DREAM HAS BECOME REALITY IGOR!

I HAVE A STRANGE FEELING, I CAN'T QUITE BELIEVE IT, I REALLY WONDER IF WE'RE GOING TO BE ABLE TO MANAGE TO MEET THE CHALLENGE.

TO BE FRANK, I HAD THE SAME FEELING A LITTLE MYSELF...BUT LET'S ALL STAY POSITIVE! I THINK THAT I KNOW JUST WHERE TO LAY MY HANDS ON A BOTTLE OF ROSE, AT THE PERFECT TEMPERATURE!