

COMPLIMENTARY

Vini

Wines of Distinction

**BLENDING PAST
WITH PRESENT**

ISSUE:

#007

SPRING 2016

the experience matters

Matthen Clark

Welcome

This time of year always feels full of hope. As the nights draw out we're given the gift of what feels like extra time and with any luck, a little sunshine to warm our faces which have been buried behind scarves for so long.

Whilst we've been in hibernation, we've also been very busy pulling together the new arrivals to our range and we've got a cracking set of events lined up for you to come and discover them at. Aside from all that, we've also been composing the latest edition of Vini for you, it's time for us to delve into heritage within wine, and believe me when I say it's not all about dusty old cellars!

I hope to see you all at one of our events this spring, be sure to give me a wave! Why not get in touch with us and share your favourite discoveries from our events? We'd love to hear from you!

Cheers!

Simon



Matthew Clark

Contributors

Brought to you by the wine geeks at Matthew Clark



Siobhan Irons is one of our buyers and after spending 9 years working in the On-Trade followed by

a stint at Majestic, couldn't resist getting even closer to the product by applying for a buying role. Three years later, every day is still different and she loves the feeling of finding that gem that will make someone's day and add that little extra to your wine list.

Richard Siddle is an award-winning business editor with over 25 years' experience working across a number of fields including



grocery, FMCG, and travel. Most recently he was editor of Harpers Wine & Spirit where he was widely recognised for having turned one of the UK's oldest publications into an agenda setting, must-read for the drinks industry. Throughout his career Richard has built a reputation for campaigning journalism that gets to the heart of the business issues that really matter to his readers.



Rachel Love is spending her tenth year in the wine trade but her passion for wine started earlier than that

through regular family holidays to wine regions of France. Her career in the industry began at Majestic Wine in 2004 and has travelled extensively to wine regions around the world, completing her WSET Diploma with a lot of fun had along the way! Rachel joined Matthew Clark in 2013 as Wine Development Specialist and has recently qualified as a certified WSET educator.

Sophie Birkbeck is a Wine Development Specialist in Scotland and has been with us for five years already. She says "If I could only drink one wine for the rest of my life, it would have to be Champagne. What can I say, I've got expensive tastes!"



Emmy Webster is our resident PR guru and spends most of her time talking about, writing about or tasting wine. Her knowledge and thirst for the category is growing by the day. Her love for the On-Trade stems from having run two On-Trade outlets, she is content on either side of the bar!

Jemma Calver In 2010, after a university placement at Champagne Taittinger, where she fell in love with the industry, Jemma joined Majestic. Since then she has moved from retail into brand management and joined Matthew Clark last year as our Wine Marketing Manager.



Keith Moir has 13 years experience working in the UK drinks industry. From working in a small South African winery to the second largest drinks company globally. He returned to Matthew Clark after six years working for Pernod Ricard and is part of our national accounts team.

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PRICES QUOTED ARE LIST BOTTLE PRICE. THESE ARE CORRECT AT TIME OF PRINT BUT MAY BE SUBJECT TO CHANGE WITHOUT NOTICE.

Earlier this year we caught up with Esporão head winemaker David Baverstock to learn more about the history and heritage of the Alentejo region, Portugal, and how it influences him and his team in the vineyard and winery at Esporão.

Herdade do Esporão

By Jemma Calver



History

The history of the vine and the wine in the region now known as Alentejo could easily take up the whole of this article as it reaches back several thousand years. What may be even more surprising is that several of the wine making techniques and viticultural practices from those times are still in use today.

It is suspected that the Tartessians, an ancient civilisation based in the south of the Iberian Peninsula, were the first to domesticate the vine and later introduce wine to Alentejo. The Phoenicians, a civilisation of maritime traders, appeared later, in search of new sources of minerals and would have introduced Alentejo wines to Mediterranean markets.

The Greeks, whose presence is reflected by hundreds of amphorae (two-handled pitchers) in archaeological sites throughout southern Portugal, took over from the Phoenicians in the development and trade of Alentejo wines. There is a high degree of certainty that the first vine varieties in Portugal were of Mediterranean origin and were most likely introduced to the Alentejo.

However, it was the Romans, with their farming expertise, who made the cultivation of the vine and the making of wine mainstays of the Alentejo lifestyle. Roman influence was so critical in the development of Alentejo viticulture that even today, after over 2000 years, signs of their civilisation continue to be seen in day-to-day tasks. The *podão*, for example, a traditional pruning knife, was widely used until very recently.

Since it was founded in 1267, the boundaries of Herdade do Esporão have remained virtually unchanged, despite being the stage to many bloody battles and heroic deeds over almost nine centuries. The estate has had many owners, but has belonged to the Roquette family since the 1970s, when the project to revive the vineyards and winery began. The winery and cellars were completed in 1987, and although we use state of the art technology in the vineyard and winery, there is also more than a nod to the traditions and heritage of the region throughout our winemaking process.

Amphorae

The most enduring tradition left behind by the Romans, and still an integral part of the Alentejo winemaking process, is that of fermenting must and storing wine in talhas de barro – clay vessels, produced in all shapes and sizes. Some of these clay vessels weigh up to a tonne, reach 2 metres in height, and can store up to 2,000 litres of wine. The porous vessels were treated with pês, a natural pine resin, to prevent leakage, using ancestral methods passed down by successive generations of artisans or 'pesgadores', a profession almost extinct now. Each clan of pesgadores had their own secret pês recipe, magic formulas that conferred their own distinctive flavours and characteristics to each talha de barro.

Joaquim Bação, owner of Adega Velha Restaurant in Mourao, close to Esporão, has been making wine in talhas for many years and we have been liaising with him for some time. In 2014, we invested in a number of talhas and with the help of Joaquim made our first vintage.

The Roman Empire and other dynasties may have disappeared but their wine making legacy continues in the wines of Herdade do Esporão.



Grapes and Viticulture

After Italy, Portugal is the country with the most indigenous grapes, with varieties that are not planted in any other wine growing region. It is these varieties that give Portuguese wines their point of difference. Here at Esporão we have always recognised this vine growing legacy and in our 450 hectares we grow local grape varieties and grapes from other Portuguese and foreign wine growing regions. In all, nearly 200 varieties are planted, but in truth we only use about 40 of them for wine production, those that are best suited to the Alentejo region. However, by growing and working with all of the grapes we ensure that we are continuing traditions of years gone by.

Modern and Traditional Winemaking

Our forefathers would not have used pumps and would have relied on gravity to move their wine. Although we are equipped with some of the most modern equipment, the Esporão winery has been designed to make use of gravity, minimising the handling of grapes and wine.

Lagares

Better known in the Port producing Douro valley, Lagares are low open tanks that have been used for centuries as a way of gently extracting colour and tannins from grapes. Our red wine maker, Luis Patrão, believes this is still the best way and we have recently invested in new Lagare tanks where we process grapes for our very finest wines.



Esporao Reserva Branco, Alentejo
27943 £12.64*



Esporao Reserva Tinto, Alentejo
27944 £16.99*

OUT WITH THE OLD WITH THE NEW

EMMY WEBSTER CATCHES UP WITH SIMON JERROME...

With our tasting tickling the end of our nose, and the sight of spring just around the corner we have many new and inspiring wines to discover, and fall in love with. With that in mind, I caught up with Simon, the main man behind our range and asked him to pick a few all-stars from our new additions. Although they may be new to us, some of these wines have built up their own heritage over the years, have taken queues from the regions in which they are produced, or are seeking to create their own history...

One of the best things about my job is finding new and exciting wines to bring into the MC range, meeting a winemaker for the first time can be such an experience, the passion and heart they throw into talking about their wine is second to none. It was really tricky to choose just 5 from all of our new additions, but these ones seemed to fit the brief Miss Webster gave me, and it's great to be able to share our journey with these wines with you all...

UNO TXAKOLI, GOIANEA 29939 £11.61*

So, there's three guys, a priest, a farmer and a restaurateur... Nope, not the start of a terrible joke, just the owners of this winery. I met these guys at Fenevin, a wine fair which I feel is so important because it highlights the diversity and quality available in Spain. We're seeing Spanish whites really grow, and this is a key area for us to continue developing. This beautiful creation comes from the Basque with the Txakoli de Alava – Arabako Txakolina DO is relatively young comparable to the region dating back to just 1989. None the less, the quality of this wine is outstanding this unique wine is delicately balanced with fine citrus and a refreshing finish. A must try!

CASA ROJO, THE INVISIBLE MAN TEMPRANILLO, RIOJA ALTA RIOJA 29909 £11.44*

The philosophy at the heart of Casa Rojo is 'Love, passion and respect for wine and its culture'. This love and passion is visible throughout their whole approach that the self-styled 'Wine Designers' take to the production of their wine. These guys turn conventional and traditional Rioja design on its head, and after seeing these thought

provoking labels at Prowein, I knew they'd provide great conversation starters within the On-Trade, where we're seeing labels being displayed more and more frequently.

CASTELLO VICCHIOMAGGIO, TUSCANY 30470 £138.25*

Wine maker John Matta has been named IWSC Italian Winemaker of the year four times in the last ten years. Pretty impressive! But not as impressive as his wines! The origins of Castello Vicchiomaggio can be traced back to the 15th century; the Mata family have owned the estate since 1964. John describes his wines as a homage to his father's Tuscan wines which are 100% merlot. Lots of people rave about the benefits of old vines, but John is breaking the mould for his bold, expressive Tuscan reds making his wines from young vines, where he suggests he has much more control over the fruit.

PECORINO ABRUZZO, GIOCHEREMO CON I FIORI TORRE DEI BEATI 29961 £11.58*

The beautifully simplistic artwork found on this label can be attributed to vine grower Fausto's daughter who drew the pretty meadow scene at school. Adrianno & Fausto Galasso farm 21



29939



29909



30470



29961



29871

hectares, framed by the Gran Sasso mountains and the sea. The mountain and sea breezes keep the grapes cool during the day and warm at night ensuring the grapes ripen slowly and retain acidity. Undoubtedly some of the finest wines from Abruzzo region.

DAUVERGNE – RANVIER, VACQUEYRAS 29871 £13.00*

This wine is a great example of working with our existing suppliers when they come up with new things; they think of MC first and understand our strength when it comes to the On-Trade, Next year we'll be extending the range from one to potentially eight wines! They don't own vineyards but create fabulous wines from all over the Rhône due to the fantastic relationships they have with growers.



Famed for its desirable postcodes, flagship department stores and fashion houses, Knightsbridge wears its heritage with pride and stands out as one of the most exclusive districts in London. In 1973 an eye-catching hotel was built and today, the iconic The Park Tower Knightsbridge – a Luxury Collection Hotel – continues to offer contemporary style and glamour in this historic neighbourhood.

THE PARK TOWER KNIGHTSBRIDGE

A Luxury Collection Hotel, London

*The jewel in
the crown of
Knightsbridge*

By Keith Moir
Wine Development Specialist

auspices of famed Executive Chef Pascal Proyart – has also been listed as the third best restaurant in London by The Sunday Times Food List in 2015. Every detail of the restaurant is inspired by the shoreline – from Chef Pascal's signature fish dishes, proudly prepared using only line-caught and farmed fish, to the oceanic themed décor throughout the sumptuous restaurant space.

Unsurprisingly, wine features very high on Food & Beverage Manager Charl Oberholster's priority list and we at Matthew Clark have been working closely with Charl and the Park Tower team to develop and evolve the wine offering throughout the various parts of their business. Our National Account Wine Development team was introduced for exactly this purpose – as an additional resource to work across our National Account customer base, but at a bespoke, individual level based on our customers' specific requirements. This gives us the ability to tailor our support and resources accordingly and maximise the wine opportunities at outlet level where appropriate.

Starting with the Hyde Bar, we worked with resident Head Sommelier Santo Borzi to increase the number of wines on the bar list, extend the range of wines offered by the glass and also introduce some new grape varieties to the list such as a Gewürztraminer from South Africa – with 'The Beautiful Lady' from Nederburg's **Heritage Heroes** range. An International Wine Challenge 2015 medal winner, this limited edition single-vineyard wine takes its name from a description of Ilse Graue, the wife of Johann Graue, who bought Nederburg in 1937. It was former winemaker Günter Brözel who called her "the beautiful lady" for the gracious sense of hospitality she brought to Nederburg, planting a rose garden that still occupies pride of place at the winery.

In selecting the 18 new wines for the bar list, we also looked to California for some well-known varieties but of premium quality and had to look no further than Napa Valley's **Tangley Oaks** – choosing both their Chardonnay and Cabernet Sauvignon which met with approval from Santo's discerning palate. These wines, created by passionate winemaker Marisa Taylor Huffaker, are crafted from high quality hand-selected grape parcels, with the Lot number on each bottle reflecting the strict selection process involved. Proceeds from sales of Tangley Oaks wines are donated to the Arbor Day Foundation to plant trees – with enough funding already raised to plant several thousand. Chuck Cramer, of Terlato Wines, had this to say:

"Our Tangley Oaks Cabernet Sauvignon and Chardonnay are the ideal California quaffing wines at The Hyde Bar. I recommend enjoying either wine on its own or with a bite to eat. Both wines boast gorgeous California fruit, and their stylish packaging is a fantastic fit for this cool Knightsbridge bar."

The name 'Knightsbridge' is attributed to an Anglo-Saxon story in which a band of knights were traversing the bridge that crossed the River Westbourne (now an underground river). Two of the knights fell into a quarrel and the ensuing duel cost both of them their lives. It is said that the bridge was named 'Knight's Bridge' in their honour.

Fast forward to 1970... London is experiencing a boom in hotel development, spurred on by the increasing importance of tourism and Knightsbridge is the place to be seen (the present Harrods building has already been open for 65 years!). Construction begins on another iconic building and on June 21st 1973, a 15-storey avant-garde luxury hotel boasting 360° panoramic views across London opens its doors. Standing elegantly amidst the historic streets below, The Park Tower Knightsbridge is born.

Today, as part of The Luxury Collection, The Park Tower Knightsbridge remains true to its highest standards of hospitality, style and service. Each of its 280 bedrooms provide views over Knightsbridge or Hyde Park, while its suites offer breath-taking views over London's skyline.

Dining at The Park Tower Knightsbridge is an exquisite experience and the hotel offers a variety of culinary indulgences, whatever the occasion. The **Knightsbridge Lounge** is an idyllic Hyde Park-inspired tea parlour and Champagne bar offering a modern 'Distinctly Knightsbridge' High Tea, served under a canopy of magnolia blossoms. Next, to the intimate **Hyde Bar** which serves a full brasserie menu, innovative cocktails and for single malt and cigar connoisseurs alike – a selection of over 100 whiskies and an outdoor Cigar Terrace offering the feel of an exclusive Knightsbridge townhouse garden. Voted 'Best Fish Restaurant' by Harden's Guide for five consecutive years, the unrivalled **One-O-One** Restaurant – under the

With the new wines proving popular in the Hyde Bar, we are now in the process of rejuvenating the wine offering within One-O-One Restaurant and have already held two stages of tastings with Restaurant Supervisor Mircea Ciadi, Restaurant Manager Bruno Castro and the sommelier team. Our aim is to offer the restaurant's wide range of guests an exciting but balanced wine list, with Old World classics such as high-end Burgundy; home-grown alternatives with the addition of English wine; current on-trend varieties and regions from boutique producers; and environmentally-friendly wines certified organic and/or bio-dynamic. The new restaurant list will be launched following a comprehensive staff training session and tutored tasting with the restaurant team, with a focus on wine and Champagne product knowledge, specific food pairing from the restaurant menu and maximising up-selling opportunities. The list will then be reviewed later in the year with further staff training and tasting sessions to be held.

From working with the team at The Park Tower Knightsbridge, it is clear to see that the success and reputation of the hotel is in no small way attributed to the passion and dedication that they all deliver to maintaining those high standards of hospitality, style and service which are synonymous with this outstanding hotel. London is truly a place where old meets new and this Luxury Collection Hotel is a towering example of classic blended with contemporary in a unique and elegant way. The bustling streets below may have a rich past which reaches far back into London's history but the future for the Park Tower Knightsbridge looks very bright indeed.



PRESENT YOUR CASE



FOR

Roslyn Storrar – Brand and Marketing Director for Rocco Venezia, Roslyn takes on the ‘for’ case and discusses the importance of the classifications for Rocco Venezia

Prosecco legislation allows us at Casa Rocco Venezia to concentrate on the art of prosecco making.

In the last ten years, Prosecco has become one of the most popular sparkling wines in the UK, overtaking champagne in growth and preference by many. In order to protect the provenance of Prosecco, legislation was imperative from the Italian authorities.

Wine laws are hugely important for both producers and consumers. A controlled denomination is an important guarantee of provenance, of quality and protecting the main characteristics of the product the consumers are looking for or willing to try. In the Prosecco category, the introduction of the DOC set an important benchmark on what was general non-classified Prosecco, guaranteeing provenance of the grapes, yields, sustainability and protection for the farmers, preventing frauds.

The Conegliano-Valdobbiadene Prosecco Superiore is now awarded DOCG classification, the highest level of protection

in the Italian legislation, and has helped enhance even further the general quality and the protection of a local denomination against the larger brokers. The DOCG legislation is of course further guarantee for the consumer of purchasing the best product the denomination has to offer. This makes it much easier for the consumer to associate a product with the part of the world it originates from, giving the opportunity to discover places otherwise unknown.

Prosecco production now legislates the grape used is ‘Glera’ and must be produced in one of two Prosecco regions; the DOC provinces of Treviso, Padova, Vicenza and Friuli where there are approximately 260 producers and the DOCG protected area which covers a much smaller area; sitting in the heart of the Prosecco region Conegliano-Valdobbiadene with only 75 square kilometres and 166 producers.

The legislation has also set a very ethical level of business; not only showing clarity on quality and product but has created an

even playing field allowing smaller producers to compete equally with larger producers within the same market. Ultimately, these regulations guarantee that all producers follow the same rules and regulations, which tends to push the producers to compete on quality which is of course a good thing.

For Rocco Venezia, as a DOCG producer; the Prosecco regulations are hugely important. The DOCG classification is a simple and clear label which is an internationally approved mark. Consumers are reassured by the classification which guarantees the level of quality of the product. At Casa Rocco Venezia, we know that the classification is fair and ethical and allows us to concentrate on what we are good at – the art of Prosecco making.

We can continue to develop our range further; refining our range of delicate, distinct and unique DOCG Prosecco and to further promote our brand and our denomination.

With wine comes passion, and with passion come opinion, closely followed by heated debate and arguing your point to the death! In our new series, we look at some of the issues facing the world of wine and give two people pretty clued up on the subject a chance to voice their opinion. This edition, looking at laws, legislation and regulations within the sparkling category, we ask: do these provide opportunity for styles and regions or do these make it harder for new producers to succeed?



AGAINST

Richard Siddle – Former Harper’s Editor and now running his own media and business consultancy, Richard looks at the potentially negative impact of the regulations

Have you heard the tale of the fastest selling brand in its market that ended up losing its market share to its competition because it refused to play the game of the sector it was in, regardless of how uncompetitive it made them?

Sadly this is no fairy tale, but the position the producers and regulators of Prosecco, the hero of the UK wine industry, are quite willingly putting themselves in by refusing to change trade-restricting rules and regulations.

With global demand for Prosecco now far outstripping demand it means legislation, initially designed to safeguard Prosecco’s future, is now doing the exact opposite and threatening its long term sustainability.

Prosecco finds itself in uncharted waters. On the one hand, following the same protective principles as Champagne is laudable. Limiting production and viticulture to specific areas has certainly helped Prosecco build an image and reputation as a brand.

But there’s the rub. Not only have Champagne houses built their luxury, quality position over centuries, they have also established globally famous iconic brands because they are willing to invest millions of pounds to maintain and control that prestige image. Controls over production areas, size of vintages and the number of bottles released to the market every year all help keep Champagne at the very top of its market.

The Prosecco authorities have allowed the exact opposite to happen. Whilst they have also restricted production levels on the one hand, they have allowed their producers to sell Prosecco at whatever price they like.

As a result, they have gained market share over their competitors not exclusively based on quality, like Champagne, but increasingly a race to the bottom with ever-competitive prices.

Now the market likes what it has been given and has come back asking for more, the world of Prosecco has closed its doors

and said there is only a limited amount of wine available.

Everywhere you turn Prosecco is shooting itself in the foot. Take the burgeoning wine on tap opportunity. Rather than fight bars that sell Prosecco on tap, as it breaks its rules that forbids anyone to sell it that way, the Prosecco authorities should be cheering them on.

Reports in the United States show the number of outlets selling wine on tap has increased by 70%. It is set to go mainstream in the UK in 2016 as more bars, gastro pubs and restaurants latch on to the theatre and sense of experience it brings to an outlet.

Prosecco wants to have it both ways. Adopt the quality protecting production practices of Champagne, but market itself as an every day treat down the supermarket wine aisle. It is in danger of falling down the large gap in the middle.

What’s your opinion?

Have you been swayed by either side? Get in touch on Twitter and voice your opinion @MatthewClarkLtd

Starter for 10



Sophie Birkbeck
Wine Development
Specialist

As a relative new comer to the world of wine with only six years' experience in the trade, my love affair with this category is possibly still in the 'honeymoon phase'. One of the things I love most about this incredible product is how varied wine can be – from bone dry sparkling to super sweet fortified wines, there is so much to explore and every vintage there are new favourites waiting to be discovered! I have chosen 10 wines which I think start to scratch the surface on how diverse the wine category can be; some are classics, typical of a region or time, while others are more experimental, offering something new and different. All of them are utterly delicious. Safe to say the seven year itch looks a long way off. . .



1 **Champagne Taittinger Brut Reserve 11087 – £38.16***

J'adore Champagne, and this one is one of my favourites! Taittinger is famous for its beautiful chalk cellars in the heart of the Champagne town of Reims; if you get the chance to visit you'll be sure of a warm and bubbly welcome. The higher % of Chardonnay in the blend gives the wine

more elegance than other NVs, and combined with a higher % of reserve wines the resulting wine has a delicate apple blossom fragrance and a subtle note of brioche on the palate. I enjoyed this Champagne from a Jeroboam for my 30th birthday; as my husband described it, a litre for every decade. Don't worry, I did share, albeit with a slightly forced smile. . .

2 **Gancia Asti Metodo Classico Millesimato 24 Mesi 29209 – £19.18***

As a fizz fanatic, it's tough to get better than a really great quality sweet sparkling wine. Forget the cheap Asti of the eighties, no leg warmers allowed here; this wine is best served well chilled. Carlo Gancia is credited with creating Italy's first sparkling wine back in 1850. A sweetish sparkling

wine made from the Moscato grape was the first wine he produced and this Asti Metodo Classico shines, showing the winery's 150 years plus of sparkling success. The 'Metodo Classico' refers to the bottle fermentation, after which the wine spends 24 months on the lees. A delicious floral smelling wine with ripe notes of peach and apricot on the palate. Perfect at any time of day!



3 **Atamisque Serbal Cabernet Franc, Tupungato, Mendoza 28982 – £10.07***

I've always been a fan of Cabernet Franc, and this wine sums up everything delicious about this grape variety. Cab Franc offers a more savoury flavour than its relative Cabernet Sauvignon but has similar noticeable tannins which offer excellent

structure and an ability to age well. It works best when the grapes are perfectly ripe to avoid any astringency; the Tupungato region of Mendoza offers a fantastic if challenging climate to cultivate grapes. The texture of Mendoza is velvet; the flavour of this wine is hedgerow. Takes me back to Autumn rambles with my sisters after school. . .

4 **Oakridge 864 Chardonnay, Yarra Valley 25273 – £39.82***

Identified as a rival to the best white Burgundy by Jancis Robinson, this wine is elegance in a bottle. Oakridge is a bright star in the Australian wine industry and it's easy to see why. The region of Yarra Valley, boasts a cooler climate than other regions

in Australia and Chardonnay and Pinot Noir both flourish in this cooler area. French oak is used for both the fermentation and maturation and the resulting wine is supremely complex with pink grapefruit, lime, ginger lily, flint and a delicate minerality offset by a note of brioche and lemongrass. Delicious.



5 **Chenin Blanc Anjou, Signature du Cleray, Sauvion 28424 – £7.20***

Chenin Blanc has to be one of the most versatile grape varieties on the planet, producing everything from sweet to dry, sparkling to fully oaked and everything in between (and that's just in the Loire Valley!). Produced by the self-titled 'Pleasure Maker', Pierre-Jean Sauvion knows and loves this

grape. This wine is phenomenal value for money; it's generous with fruit, has a subtle toastiness from 20% of the wine being barrel-fermented, and a hint of the linseed minerality that places the wine firmly in France rather than South Africa. With just a touch of residual sweetness the wine is richer than its bone dry counterparts; making it all the more tasty and versatile with food in my book!



Frascati Superiore Vigneto Santa Teresa, Fontana Candida
19483 – £7.38

I joined a wine tasting at a hotel in Rome where we were served a chilled glass of white wine and the owner took time to speak with us, letting us know that we were enjoying his favourite wine in the world; I was delighted to see this familiar bottle in his hand! Frascati

has been considered to be old fashioned in recent years; a decade of popularity which flooded the market with cheap examples produced for a quick buck left consumers jaded and looking for something different. How glad am I that Fontana Candida were not so short sighted; this Frascati Superiore has beautifully balanced notes of spring flowers and almonds, with a refreshing citrus acidity to cut through the creamiest of pasta dishes.

Waipara Hills Pinot Noir, Central Otago 28372 – £11.00

For Pinot Noir lovers, Central Otago is the new Nuits-Saint-Georges. New World Pinot Noir is making waves in all the right ways, producing wines that are more consistent than Burgundy weather can provide with fresh berry fruit and silky tannins. New Zealanders will be the first to

admit that they are still a very young wine region, learning as they go, but Central Otago has been consistently proving itself vintage after vintage as a perfect climate for this most temperamental of grape varieties. Surrounded by mountains, it is the only region in New Zealand which can be classified as a continental climate; perfect for Pinot.



Aranleon Solo Tinto, Utiel-Requena
29910 – £9.87

This organic wine is one of my new favourites. The old Spanish grape variety Bobal makes up 80% of the blend in this wine, with the balance made up of equal parts Tempranillo and Syrah. The approach of the producers at Aranleon is patience and a gentle touch; a gravity flow winery prevents the need for intervention which

allows the wine to rest as much as possible during production. Inclusivity is another core value; the winery is fully accessible for anyone with disabilities and the labels are printed with Braille as well as regular type. The wine itself is velvety soft with ripe berry, balsamic and fig and just a hint of struck match. The snail on the label represents the slow and patient approach taken to make this excellent wine. And relax....

Flagstone Writer's Block Pinotage, Western Cape 20645 – £12.32

The founder of Flagstone, Bruce Jack, believes wine should do a small, simple thing: "it should add joy to life". I can't think of anything better to pair with smoky, chargrilled meats and this wine in particular has a sophistication which cannot be denied. Named for the strange quality of Pinotage to

stump wine writers when trying to describe it (or for the fact they couldn't think what to call the wine, depending on who you talk to!), the wine shows intense black fruit notes of ripe blackberry and plum, supported by toasty oak and hints of truffle and chocolate. A generous wine with a great back story involving solar powered electric fences and baboons – but that's for another time...



Gonzales Byass Noe, Pedro Ximenez Muy Viejo
22066 – £21.68

No truly decadent meal would be complete without a drop (or more) of sherry, I'll always choose Pedro Ximenez (PX) if I can. This style is made by drying the grapes in the sun immediately after picking for flavours of Christmas pudding, fig, coffee warm baking spices

and all things nice abound. Gonzales Byass are one of the oldest and best respected producers of sherry and are regular award winners. Noe is one of the world's oldest and rarest dessert wines; with a staggering 430 g/l of residual sugar in the finished wine this is the height of opulence in a glass, or simply poured over ice cream. Now I just wonder how many calories that adds up to.

"LIFE'S TOO SHORT TO DRINK TERRIBLE WINE..."

By EMMY WEBSTER

A piece of advice bestowed upon me at a very young age, a Webster take on the Cliff Hakim words. Words which have always stuck and been strictly adhered to throughout my adult life and become even more poignant as I have embarked upon my journey into the world of wine.

The wine industry always amazes me, the people, the passion, the science, and the downright longevity of it!

It has weaved its way through generations into our lives and seems almost everyone has something to say about it or has uttered some words about the nectar of the gods in some form...

With this in mind, whilst awaiting the arrival of a friend at the local, I set about scouring the World Wide Web for some wise words on the subject which have gone before, and thought I'd share some of my favourites with you...

"Statues look like people, but people shouldn't act like statues – you know, be set in their ways like stone. I make love like a sculptor paints, minus the wine, plus the grape juice. Suck me like a straw, rubber band legs."

Jarod Kintz,
Love quotes for the ages

"Wine is one of the most civilized things in the world and one of the most natural things of the world that has been brought to the greatest perfection, and it offers a greater range for enjoyment and appreciation than, possibly, any other purely sensory thing."

Ernest Hemingway

"If you could pour my love like it was a bottle of wine, would you have one glass or two? That was a trick question, because the answer is you'd drink it all – straight out of the bottle."

Jarod Kintz,
Love Quotes for the Ages

"I am not sure I trust you."
"You can trust me with your life, My King."
"But not with my wine, obviously. Give it back."

Megan Whalen Turner,
The King of Attolia

"Wine is one of the most complex of all beverages: the fruit of a soil, climate, and vintage, digested by a fungus through a process guided by the culture, vision, and skill of an individual man or woman."

Neel Burton,
The Concise Guide to Wine and Blind Tasting

"Wine enters through the mouth, Love, the eyes.
I raise the glass to my mouth, I look at you, I sigh."

W.B. Yeats

"Age appears best in four things: old wood to burn, old wine to drink, old friends to trust and old authors to read."

Francis Bacon

"There are thousands of wines that can take over our minds. Don't think all ecstasies are the same!"

Rumi

"Wine is just a conversation waiting to happen."

Jessica Altieri,
Kiss My Glass

"Wine can of their wits the wise beguile, Make the sage frolic, and the serious smile."

Homer

“Bottle list price



Style and Substance



The Grand, Hilton Franchisee and a York Landmark

'Some people visit York's landmarks. Others stay in them.'

York is a city of astonishing architectural feats. The Grand is one of them. It was built in 1906 as a 'Palace of Business' for the North Eastern Railway Company, then one of the richest businesses in Britain. The Grand was recently returned to the splendour of its Edwardian heyday, a time when the railways were central to the life of the nation.

Each room is styled to suit the architecture, from porthole windows, sweeping staircases and grand oak doorways...all revived with style and panache but with a deep appreciation for its history. The outcome – the region's first 5 star hotel – a region that's steeped in history – Vikings, Romans and Medieval Knights have all entered the city walls.

Hotel Gotham, Manchester A Bespoke Hotel

It's different and stands out in every aspect. Having just been awarded The 'Outstanding New Hotel' award at the Independent hotel show, this new Art Deco-themed hotel has rejuvenated the former Midland bank building.

Designed in 1928, its brilliant white, fossil festooned, Portland Stone façade is perfect for a hotel named Gotham – resonant of Batman, Manhattan and the heyday of the skyscraper from the twenties to the fifties.

The 80 bin list contains classic wines with new and exciting regions and varietals from across the world, a wine to suit each and every one of Gotham's inhabitants.

Hilton, Bournemouth

The founder of iconic fashion brand Ted Baker's most recent project is a collaboration with Hilton Hotels in Bournemouth.

Formed back in 1987, from the beginning Ted has had a very clear, unwavering, focus on quality, attention to detail and a quirky sense of humour. 'Not your average fashion house!'

Fast forward to 2015, now a global lifestyle brand 'Ted' is applying some of the 'Ted touches and style' to the large international hotel brand that is Hilton – revolutionary for the Hilton brand. The 4/5 star hotel opened in Bournemouth in December 2015, a place close to 'Ted's' heart – Founder Ray Kelvin used to holiday in the town as a child.

The hotel wine list has a strong base, listing the pouring wines we have in place for the entire Hilton estate – noted as the best value for money and of the highest standard. Outside of the pouring lines, wines were selected in partnership with Ray, his team and Matthew Clark – those with an eclectic story, quirky packaging and a slight Italian theme – all en-vogue and a great match for the food (and fashion) at the hotel – 'Not your average Hilton!'



Oulton Hall, Part of QHotels

This 18th century 4 star resort began life as a simple farmhouse built around 1750 by Francis Blayds. It was then extended by his son to form Oulton House and used as a country retreat from his businesses of wool and banking investment in Leeds. Over time, the house was extended, lakes and landscape gardens as well as lodges were all added to the land. There was a disastrous fire at Oulton Hall in 1850 and two years later the Blayds family employed architects to evolve and grow Oulton Hall. It was completed in 1855 and further extended in 1875.

During the Great War of 1914-1918, the hall became a convalescent home for the wounded officers and housed some Belgium refugees and used as the military hospital office. Shortly followed by a stint as a mental hospital...

After falling into a state of disrepair, Leeds Council purchased the land and buildings, and developed an 18 hole golf course. The lease was purchased by DeVere in 1991. After a £20m refurbishment it was restored to its former grandeur and is now operating as a 4 star hotel.

Now sitting within the QHotel estate of 26 hotels – we have built Oulton a wine list that reflects the grandeur of the building and history and responds to today's market. They also have a sommelier selection of fine wines changing seasonally.



TCG Stonegate, Tattershall Castle Passenger Ferry

In 1934 London and North Eastern Railway Company built the Tattershall Ferry to carry passengers across the Humber Estuary. It has since been commanded by the army to ferry supplies and troops wherever needed during World War Two and carried over a million passengers. Retiring in 1973 It made its way by tug boat to the banks of the Thames where it resides today – as an iconic bar and restaurant.

2015 saw a major refurbishment and new ownership under The Stonegate Pub Company. And to compliment the new-look ship we carried out an over-hall of their wine list. The new range features classics, something special or wines that are a little bit different with the intention of encouraging customers to try something new. This structure is a variation on wine list by style – the customer is choosing wines based on the occasion or how they are feeling. It can be a very emotive decision – by setting out their list with this format, it is informative and fun.

Ones to watch

BY JUDITH NICHOLSON

For many in the trade, wine can be all about heritage. Much of the industry is founded on it, with châteaux and estates from certain regions trading on it for centuries.

But there is a whole world of wine heritage away from the obvious; hidden gems which have a wealth of history and experience to create exciting, interesting, and most importantly, tasty wines!

CHÂTEAU DE FESLES BONNEZEAX 29243 £25.12*



There have been buildings on the site of the Château de Fesles since 1070, and records show that the sweet wines of the region have been made there since around that time. The current château was built in the early 1800's and records of the famous Bonnezeaux wine being made date back to 1870. Furthermore, Cellarmaster Pierre-Jean Sauvion is a 4th generation winemaker, continuing his family heritage. He produces a rich, complex wine with flavours of honey, candid peel and baked apple, all held together with the right amount of acidity to cut through the sweetness.

RIPPA DELLE MORE TOSCANA, CASTELLO VICCHIOMAGGIO 30471 £24.93*



Located in the heart of Tuscany and the Chianti Classico region, there has been a castle here since 1400; Leonardo di Vinci stayed here around the time he painted the Mona Lisa. Vines have been grown here for centuries and the wines are stored in the historic cellars under the castle. The current winemaker, John Matta, inherited his love of wine from his father, Federico, who founded an Italian import company in the UK. Although now sold, its heritage provided the UK with wines such as Gancia and Bolla. Using mainly traditional techniques, the Rippa delle More has plum and blueberry fruit, with a long, intense finish of mint, herbs, pepper, and a touch of spice, all matched by the soft, rounded tannins.

VILLA CONCHI CAVA EXTRA BRUT IMPERIAL 29897 £11.64*



The word entrepreneur may not immediately conjure up the idea of heritage, but that is exactly what Wine Entrepreneur Javier Galaretta has used to create the range of Villa Conchi Cava's. The Villa Conchi range was created for, and named after his mother, whose taste for elegant sparkling wines led its creation. Made with the three traditional grapes of Xarel.lo, Parellada and Macabeo, the blend also has around 10% Chardonnay added. For the Extra Brut Imperial, this creates a delicate, refined sparkling wine, with a fine, persistent mousse. Fresh green fruits and floral notes are evident on both the nose and the palate and the Chardonnay brings an elegance to the finish.

VJJ HAHN REGINALD SHIRAZ CABERNET 25667 £10.82*

The Hahn family arrived in Barossa from Germany in 1845, and have worked the land since then. They are the oldest homesteading family in the Barossa valley, and the wine itself is named after their heritage – Reginald Hahn, who was an early pioneer of wine in the Barossa valley. The 6th generation of the Hahn family now occupy the property and are assisted by winemaker Rolf Binder. Rolf has created a wine which is 78% Shiraz, and aged in American and French oak. It opens with aromas of black cherry, dark chocolate and a hint of sweet spice. An elegant palate starts with blackberry and cherry, while a hit of white pepper works well with the supple tannins and tight minerality of the finish.



LUIS FELIPE EDWARDS GRAN RESERVA CHARDONNAY 23045 £8.43*



The heritage of Luis Felipe Edwards began in the early 1800s, when his ancestor, a London born doctor, purchased a wine estate in Colchagua. Vines were planted in the 1930s, and Luis Felipe started nurturing them in 1976. Forty years later, this heritage has produced one of the leading wine estates in Chile, with expansion into vineyards in Leyda. The Chardonnay grapes are grown in Leyda, with proximity to the sea giving a streak of minerality which offsets the buttery notes from time in oak perfectly. Aromas of pineapple and nectarine continue onto the palate, with a hint of white peach and lemon on the finish.

Ruffino

BY SIOBHAN IRONS

HERITAGE AND ANTI-STRESS REMEDIES!

Steeped in history, Ruffino, founded in 1877 by Leopoldo and Ilario Ruffino, was owned by the dynamic Folonari family for almost 100 years. Priding themselves on combining tradition with innovation and utilising their many years of experience to their advantage. During World War I, Ruffino was the only Chianti producer exporting their wines from Italy to the US and during prohibition managed to circumvent the Volstead Act by offering their wine for sale through pharmacies as an anti-stress remedy – an audacious business strategy if ever there was one!

While recognising the heritage of Chianti, in 1975 Ruffino decided a change was needed to revitalise the wine's appearance and began to use a new bottle shape called the "Florentine bottle" to replace the traditional straw covered flask, basing its curves on a classic historical design. Ruffino's idea was based on the very modern principle of revising tradition – building a bridge between the past and the new challenges

of Italian winemaking. Then, when Chianti became a DOCG wine in 1984, it was a bottle of Ruffino Chianti that was given the very first pink DOCG warranty strip, bearing the number AAA 00000001.

Even though this might not have been an intentional gesture, it seems to render a secret tribute, giving Ruffino and its Chianti a first-born status in the Chianti appellation.

Did you know?

Chianti was originally bottled in the characteristic, straw-dressed container, the fiasco (flask). The big-bellied shape of the flask was inspired by the borraccia, the goatskin water bag that medieval horsemen attached to their saddles. The flask seems to have originated in the 14th Century in central Italy. Chianti was one of the first wine regions in the world

to be officially demarcated. In an edict drawn up in 1716 by Cosimo III, Grand Duke of Tuscany, the Chianti Classico borders were determined in order to protect authenticity and combat fraud.

Chianti was originally the geographical name of red and white Tuscan wine, but in 1967 the DOC laws were enacted, and Chianti

has been a red wine based on the Sangiovese grape ever since.

According to the Chianti official code of production, Chianti must be vinified by using a minimum 70% Sangiovese (minimum 80% for Chianti Classico) and it cannot be sold before the 1st March after the harvest. 10% of the blend may comprise white grapes.

Wines to fall in love with from Ruffino...

Super Tuscan Modus 19497 £25.46*

The Latin word for method, was first produced in 1997 and has gone from strength to strength ever since. A blend of 50% Sangiovese, 25% Cabernet Sauvignon, and 25% Merlot, most of which comes from the Poggio Casciana Estate, the grapes are vinified separately and then aged for around 18 months in French oak barrels.

This is one of Italy's most critically acclaimed wines now boasting 12 years of 90+ scores (from esteemed critics), most recently the 2011 vintage received 95 points in the 2014 Sommelier Challenge International Wine Competition.

Ducale Oro Chianti Classico Riserva Gran Selezione 27238 £21.82*

Only produced in outstanding vintages and hand-harvested mainly from the Gretole Estate, this wine is incredibly age-worthy and matches perfectly with those delicious Italian regional dishes we all fall in love with such as wild boar ragu or aubergine parmesan.

The best plots of Sangiovese, Merlot and Cabernet grapes are utilised for



the Gran Selezione which is aged in a combination of oak, stainless steel and concrete vats for thirty six months, followed by six months in bottle before it is released to be enjoyed or laid down – I'll leave that very difficult decision up to you.

In case you missed it... In 2014 the term 'Gran Selezione' was added to the Chianti classification, with Chianti Classico at the base, Chianti Classico Riserva above it and Gran Selezione at the top. Each level of classification relates to production regulations, minimum percentage of grape varieties, alcohol percentages and a minimum 30 months ageing and a period of bottle refinement.

Fast Facts

In ancient Rome, it was forbidden for women to drink wine. If a husband found his wife drinking wine he would be allowed, by law, to kill her.

There are an estimated
10,000
wine grape varieties in the world.

The condition of an intense fear or hatred for wine is called Oenophobia – and it really does exist. It might sound funny, but this phobia – just like others, cause them a lot of suffering, especially if they go out to restaurants a lot.

Plato argued that the minimum drinking age should be 18, and then wine in moderation may be tasted until 31. When a man reaches 40, he may drink as much as he wants to cure the “crabbedness of old age.”

There are
49-58 million
bubbles in a standard bottle of Champagne.

Grapes are the only fruit that are capable of producing the proper nutrition for the yeast on its skin and sugar in its juice to ferment naturally.

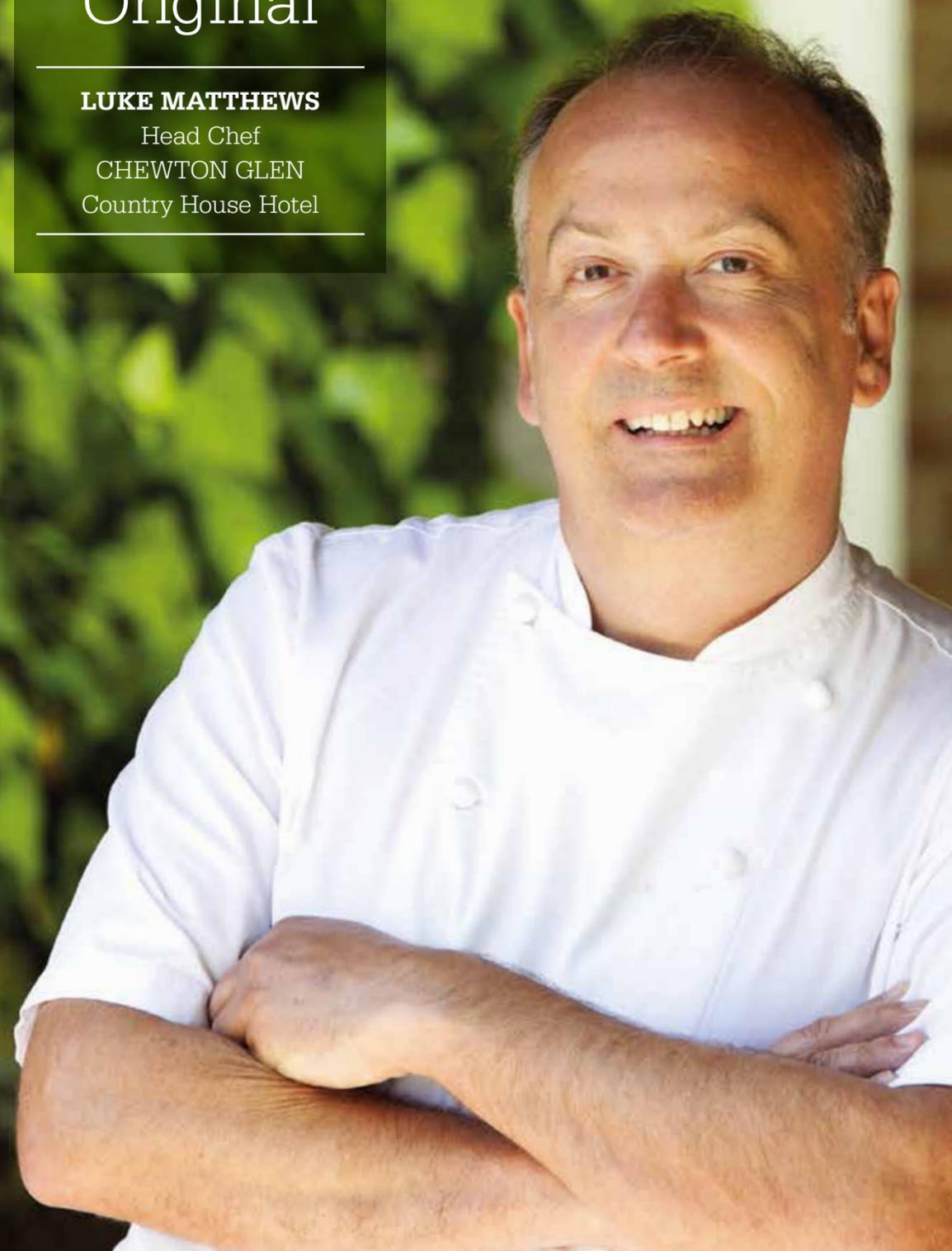
A popped Champagne cork can go
62 mph.

Since wine tasting is essentially wine smelling, women tend to be better wine testers because women, particularly of reproductive ages, have a better sense of smell than men.

An English Original

LUKE MATTHEWS

Head Chef
CHEWTON GLEN
Country House Hotel



An English Original

LUKE MATTHEWS

Interview By Martin Jennings



Martin: Hi Luke, great to meet you, and thanks very much for sparing the time to talk with me today.

The first thing I would like to ask is how long you have been here at Chewton Glen, and what has been the most significant change in the business during that time?

Luke: I will have been here for 23 years this year, and Head Chef since 2003. The most significant change was the addition of the Treehouse accommodation, which presented some interesting challenges, we had to rethink the way we work, but they're fantastic, the take up on them is very high, everyone wants to stay in them.

Martin: yes they are unique, incredible places. As far as the Restaurant itself is concerned how do you see the food and service delivery progressing in the coming years? We seem to have moved away somewhat from Michelin Star style Fine Dining to a more relaxed setup, would you agree?

Luke: Yes, our dining room is much more relaxed than it's ever been, and I think that's what people want. We're certainly busier than we've ever been in the Restaurant and the menu is very diverse, there's a lot more choice. You can eat really luxuriously, or fairly simply, but the emphasis is, as always, on the quality of the product.

Martin: Well I can certainly vouch for the high quality of the product from a consumer point of view, based on the occasions that I have been lucky enough to eat here.

Ok, so a slightly different question here – Is there a particular dish or style of food that you like to see on a menu elsewhere that might act as a marker for a good place to eat?

The reason I ask is because as a wine expert I can quite quickly determine what I think of as a good wine list if certain wines are evident, and I just wondered if that might be a similar scenario for you with food menus?

Luke: Well, I think it's slightly different as a chef, because most chefs who go out to eat in other restaurants tend to eat steak with Béarnaise, or something like that. All week you're dealing with all these lovely ingredients, very often when you're off you just want something quite simple. I don't think I would judge a restaurant by a particular dish, I love eating out, and as long as it's good ingredients and it's properly cooked I'll love it.

Martin: So do you have a favourite dish yourself?

Luke: When we relaunched the Restaurant in 2011 we made the whole experience more user-friendly and more relaxed, we added a Lobster Curry to the menu, and that's been there nearly five years now. I love it, very simple, really tasty, and extremely popular!

Martin: So, apart from the Lobster Curry do you have a favourite style of cooking that you like to cook and/or eat?

Luke: There are two very strong styles that I love, French obviously, the best of the best comes from France without a doubt. I've had some of the most memorable meals ever in France, from eating in a very simple bistro to some of the three star venues I've been fortunate to go to. I also really love Asian food as well. For Uber luxury French and then for every day, I just love Thai Food, and Asian influenced food, fresh and vibrant, not the sweet sticky stuff but the real Asian food.

Martin: I must admit, I am starting to feel quite hungry now!

I was also wondering about the process of creating new dishes, whether Asian influenced or not, and how that works for you? Is it dominated by the season, or is it something new that you've been wanting to work with?

Luke: We're very lucky to work with really great suppliers that can always prompt us with ingredients that are coming into season. We have a guy that goes to Covent Garden 6 nights a week, and he'll phone me and say what's available, it's really good to have your eyes in the market. We also use a company that sources ingredients from Paris, from the French markets, so we're

inundated with new produce as it comes into season. Then it's up to us, to figure out what we're going to do with it. I draw from people around me, from the team, I try to involve as many people as want to be involved in it, because it's great for the team if a dish goes on the menu that they've had a big part in. Ultimately yes, I have the final say, if I like it or if we're going to tweak it, but for me, it's really important for the whole team to be part of that to help with their development.

Martin: Once you have your ingredients and some ideas you decide how to work it up into a dish, whether that's a starter or to accompany a main?

Luke: Yes, that's right, understanding where it fits, does it fit on the lunch menu, the dinner menu, is it a side, a starter, but I think crucially it's involving the team.

Martin: Then what do you see as the longevity of a menu item, is it on a purely seasonal basis, or for a set number of weeks?

Luke: I think it depends how it sells. I'm very driven by what the guests say to us. So, if we put something on the menu and it's not well-received, or it doesn't sell, there's no point, let's try something else. If it's a very popular dish, like for example, the Lobster Curry, lots of people talk about it and really love it, so it stays on the menu. It's a signature dish, it's the same with the double-baked

soufflé which has been on the menu since the year I started here, over the years we've taken it off occasionally and there's been uproar! We always have a dressed crab dish and a scallop dish, because they are just so popular, they're what people want to eat.

Martin: Is that seasonal then?

Luke: No, we have it on all year round. In terms of popularity for a starter you are probably looking at the soufflé, the crab and smoked salmon. We have a great salmon from Chesil Smokery along the Jurassic Coast, and people love it. The mentality is, if that's what people want then we're here to provide that.

Martin: The UK has seen a massive explosion in the number of cookery programmes on TV, what you think the effect of these shows might be on the consumer, do you think it is better for restaurants, or worse?

Luke: It's a really good question.

Martin: Consumers are better informed these days...

Luke: Yes, absolutely. I've appeared on Saturday Kitchen which has a huge audience and you're right there is a massive hunger for those sort of programmes, getting people interested in cooking is great. It's fantastic to see the availability of products when you walk around the supermarket, driven by consumer demand. I enjoy the informative programmes, Rick Stein for

example, Carluccio, Floyd obviously! They've helped to increase the hunger for better quality and experience. On the other hand, people with a little knowledge can be a dangerous thing! Suddenly everyone is an expert, but overall I think it's a good thing.

Martin: What about the influence of technology on how dishes are made, are water baths still all the rage?

Luke: Things tend to go in cycles. Food is always changing, once that's been done then people move on to the next thing. I think the basics of cooking are never going to change, and that's good ingredients. If you've got a great ingredient, then the dish is almost done. A few years ago everyone would laugh at a prawn cocktail, but, if you've got fantastic prawns with lovely fresh salad, and a good Marie-Rose, what's wrong with that?

Martin: Finally, outside of work, what do you like to spend your time doing?

Luke: to be honest I spend time with my family, the children and my wife always come first. I love to travel, and eat out, so we do a fair bit of that. I'm very lucky that I live nearby so it's five minutes to the beach and great for walking.

Martin: Well, that's great, thank-you so much for your time, it has been great talking to you and I hope to be able sample some of your cooking again very soon!

Food & Wine pairing

By **FRANCESCO**
Head Sommelier at
CHEWTON GLEN



The wine:

Joseph Mellot Sancerre
Le Rabault Rosé 2014
11317 £13.28*

From an historic 500 year old family-owned winery in Sancerre, the passion of everyone there who is involved in the wine making process shines through. Le Rabault Rose' is a clear example of the idea that the result is more than the single ingredients:

Not a grape juice but passion, love, skills, experience, terroir, history, and so and so... Delicately rich with slightly detectable strawberry aromas this is a serious juice compromising certain elegance and finesse with velvety depth that will fervently partner the meatier lobster spectacularly prepared by our Executive Chef Luke.

The length and the structure of the pinot noir gently pressed, don't leave the crispiness and the fragrance behind... the production of water in your mouth will leave the palate clean, fresh and willing for a new taste of food.



The food:

Lobster Curry
by Luke Matthews
Serves 4

An intriguing recipe inspired by the flavours of the Far East, the Lobster Curry well matches the floral scents, the soft under ripped raspberries and the touch of citrus of the lightly chilled Sancerre Rose Le Rabault which will perfectly accompany the pinkish lightly spicy salsa and the soft sweetness of the rice.

The Curry

- 4x 1lb Lobsters pre-cooked and cooled then removed from the shell
- 4 cups Coconut milk
- 12x Okra
- 2x Baby pak choi
- ½ Chinese cabbage
- 2x Lime leaf finely chopped
- 1x Red chilli
- 80g Curry paste depending on how hot you like it
- Micro coriander

Cut the body of the lobster in half lengthways and remove the digestive tract. Fry the curry paste in a little oil, add in cabbage, pak choi, chillies and lime leaf. Add the coconut milk and bring to the boil then taste and add salt as required. When happy with the taste and consistency drop in the lobster and reheat carefully but do not boil as this will toughen the lobster. Arrange on a plate with steamed jasmine rice and top with coriander.

In a rush? All good supermarkets sell red curry paste to save time.

The Red Curry Paste

- 7x Dried long red chillies
- 1x Piece of galangal (ginger)
- 1tsp Shrimp paste
- 1tsp Coriander seeds
- 1tsp Cumin
- 10x White peppercorns
- 6x Bird's eye chillies
- 4x Dried red chillies
- 4x Lemongrass stalks
- 6x Kaffir lime leaves
- ½x Red onion
- 1tsp Chopped garlic
- Grated nutmeg

Dry roast the coriander seeds with the cumin. Remove seeds from the chillies and roughly chop all ingredients before blending in a food processor, until smooth.

The Vini Books

Thinking about how wine has such entrenched roots throughout our history and popular culture, we took to the Vini office, to find out which literary delights spring to mind when you've got wine on the brain...

- La Belle Saison** – Patricia Atkinson **1**
In France, every season is 'la belle saison' – offering up its gifts to those willing to appreciate the land beyond the vineyard!
- Extremely Pale Rosé: A Very French Adventure** – Jamie Ivey **2**
A tour of France that leaves you with dreams of baguettes, summer days and rosé.
- Taste (a short play)** – Roald Dahl **3**
Don't gamble at a blind tasting.
- The Irresistible Inheritance of Wilberforce** – Paul Torday **4**
Be careful with your inheritance!
- Shadows in the Vineyard: The True Story of the Plot to Poison the World's Greatest Wine** – Maximilian Potter **5**
A plot to destroy the vines of Burgundy's finest wine.
- Dandelion Wine** – Ray Bradbury **6**
Packing the joys of summer into one bottle.
- How I Liberated Burgundy: And Other Vineyard Adventures** – Wynford Vaughan-Thomas **7**
It's all in the title.
- The Billionaire's Vinegar: The Mystery of the World's Most Expensive Bottle of Wine** – Benjamin Wallace **8**
The con story of the 1787 Château Lafite Bordeaux which sold for \$156,000 at auction.
- Wine and War: The French, the Nazis and France's Greatest Treasure** – Donald Kladstrup and Petie Kladstrup **9**
Quite literally about war and wine.

Making new roots

Emmy Webster talks to Stephen Cronk, Founder of Mirabeau en Provence

So Stephen, it's been quite the journey to get Mirabeau to where it is today, where did it all start?

In 2009, after ten years of talking about it, we sold our family home in south-west London to pursue a long-held dream of making wine in Provence. But not just any wine, we wanted to make a world-class Provence rosé and we were willing to challenge established wisdom to get there. This is why we founded Mirabeau.

We decided to set the bar for Mirabeau very high in terms of quality to ensure that consumers would be able to enjoy a glass of our wine in the knowledge that they were drinking some of the best that Provence could offer. This, as well as our constant search for winemaking improvements, no matter how small, has got Mirabeau to where we are today: wines of the highest quality made by some of the best growers in Provence. And now we are getting the awards to prove that our wines are really excellent; we sit comfortably alongside some of the best producers in this area.

We also understood from the beginning that wine is so much more than fermented grape juice. It has a special place at the centre of friendships, it enriches family celebrations and, where gastronomy is involved, we knew that good wine complements good food in a way nothing else can. Provence rosé is one of the most versatile styles of wine in the world, so we knew the potential was enormous and, judging by the increasing popularity of Provence rosé, luckily we have been proven right.

Do you struggle against other Provence rosé because of you are new?

I think being new and arriving in such a traditional winemaking region with fresh eyes is a huge advantage. We question everything and are far more market-driven than many others here. The French way tends to be focused on terroir and savoir-faire whereas we take the view that, rather like Champagne, Provence rosé is not dictated exclusively by terroir but by good winemaking and the need to engage with the consumer in a much more creative manner.

We are selling in more than 50 markets globally and the UK remains a big focus. There will always be competition and we have two awesome rosé wines, a great team and we thrive on what we are doing. Despite the challenges we remain extremely happy because we have a premium offering that is growing. Another of our key aims is to proactively drive the sales channels of Matthew Clark with on-trend marketing initiatives that present our wines as very desirable products to fans of great wine and delicious food.

You mentioned the French 'ways'. Have you had to draw on heritage from Provence to make your brand more impactful?

Provence has a unique place in the world of wine and every day of our lives here we are reminded of its place in history. It was 26 centuries ago (600BC) when the Greeks founded a colony in Marseille and the first vines and winegrowing culture were introduced in Provence. This winegrowing region is therefore the oldest in France and

on top of this, to the best of our knowledge, they were making very pale reds, almost pink in colour. So I think it is safe to say that Provence is where rosé was 'discovered' and it is certainly the only wine region in the world that can say it specialises in the pink stuff. Nearly 90% of all wine production in Provence is now rosé and the region is a world leader in terms of research.

We chose to move to Provence because it is not only one of the most beautiful places in the world to live, but it is the most exciting place in the world to make rosé. We were introduced to the stunning village of Cotignac by the American who sold Château Miraval to Brad Pitt and Angelina Jolie and we were immediately charmed by the place. Nestling beneath an imposing limestone cliff, Cotignac has been described by Condé Nast Traveller as "the Saint Tropez of the Haut Var" and it is certainly one of the most picturesque places in Provence. Easily accessible from the UK, it also has good schools, pretty shops, lovely restaurants and an interesting mix of local and international residents.

Would you say heritage is relevant to the consumer and required to be successful?

The heritage and reputation of Provence is an essential cornerstone to the Mirabeau brand and we could not think of making quality rosé anywhere else in the world. Provence has a reputation as the global benchmark for dry, refreshing, gastronomic rosé and the Mirabeau brand sits 'on the shoulders' of Provence as being one of the best examples from this eponymous region.

Continued over...





But this does not mean we take everything as we find it and do things in the time honoured way. We have decided to bring our international business and marketing experience to Mirabeau and really put the consumer at the heart of everything we do. Therefore, our winemaking is focused on producing great wines of a consistent style and quality that people love, year in and year out. Mirabeau stays true to the classic style of Provence but we are always looking to be the best in class and to get rated and validated by the international trade press. So while we revere the heritage that has come with this beautiful product, we constantly try and question ourselves and review the way we work with today's customers in mind.

I remember you recounting the Mirabeau journey to me, and it was a key element to me falling in love with Mirabeau. How important is the story in building a wine brand?

Stories are at the heart of great brands whether they have centuries of heritage or are brand new to market. The most memorable brand stories tell the unexpected, speak directly to the heart or dare us as consumers to live life to the fullest.

We like to share our Cronk family story with the hope that we can inspire a few other people to live their dream too. Most people with a sense of ambition can relate to what we have done, no matter what their own goal might be. What's also attractive to people is that our

story is authentic; a lot of what we talk about is in real time and is simply our life in Provence, working hard to promote our rosé wines to very diverse audiences.

We also focus on PR in a lifestyle sense and ensure that our main social media channels can establish an engaging relationship with our consumers – some of our content has gone viral due to its originality and we like to think outside the box when it comes to sharing the many aspects of the Mirabeau story.

Having a story to tell that supports the quality of our wines means that people feel connected to us as people as well as a brand, and this is paying off – so much so that we are set to almost double our production in 2016.

This is largely due to our good and lasting relationship with consumers who don't only enjoy Mirabeau wine but who also want to be a part of our journey.

What was the local perspective on an English man setting up shop in Provence?

The first vintage saw raised eyebrows but when we started winning Gold Medals in Paris, we soon gained the respect of our neighbours. For the first few years, we were pretty much under the radar; but when we acquired a property in the middle of the village we suddenly had the attention of the local châteaux who weren't too sure about an upstart Englishman selling wine on their patch. But I think we are all used to one another now because our business is 99% export and their focus is on selling to tourists. The local producers have also recognised to some degree that our work brings Cotignac to the attention of a much broader audience, which is ultimately beneficial to us all.

Are you building your own 'Cronk Heritage' to leave a legacy?

I really hope that we are building a positive legacy for our children, not only as a business and a brand, but most importantly as a mindset. We believe that the next generation will, for the large part, need to find a way to reinvent their careers several times over their working lives (as we have) and therefore we are showing them first-hand how an entrepreneur needs to think and work in order to be successful. So whether or not our children want to follow in our footsteps, I hope they inherit the way of thinking that has helped us build our business.

If you'd like to #BeInspired by the Cronk way of thinking, Stephen will be at our Discover, Love, Inspire tasting!

Old ones are the best

As one of the longest serving members of the Matthew Clark team (both Peter Pearce and Des Gallagher have a few years on me though!), the editors of our Vini Magazine have asked me to talk a little about our 'Customer Heritage'.

As we are all aware, the On-Trade and the drinks market in general have changed enormously over the last 30 years. Previously a wines and spirits importer and producer, the blueprint for the modern Matthew Clark as an independent national drinks distributor to the On-Trade, was set out in 1990.

Since 1990, we've developed our service offer and our supplier relationships in order to satisfy changing customer requirements. Our growth and success reflect this...



By Ian Smith
Deputy Managing Director

Old ones are the best

So, how have our customers changed over this period? What are they doing and where are they now?

We should all consider ourselves fortunate to be working in the hospitality sector where, as the adage says, 'the On-Trade is perhaps the only industry where the principal objective is for customers to feel happier leaving the premises than when they arrived!' Little wonder that our customers expect and receive a similar level of engagement from us. So, to answer the question of Customer Heritage, I offer a few personal anecdotes of customers I have met and have become friends with over the years.

Amongst the most long-standing is a tall guy with a mullet hairstyle that I met in the early 90's. At the time, he had less than a dozen pubs but he is a very smart guy who recruited Mark McQuater for his financial nouse (Mark subsequently went on to found Barracuda Bars and then take on Revolution Bars, both Matthew Clark customers) and John Hutson for his operational knowledge (now Chief Executive at the business). Of course the guy in question is Tim Martin and the business is J D Wetherspoon. Although Tim hasn't changed, his business has with some 900 pubs. J D Wetherspoon (JDW) became the first customer to achieve over £100m purchases from MCI. The first five year agreement that MC signed with JDW was in 1994 and was negotiated by the JDW Commercial Director, Suzanne Baker. Suzanne was pregnant at the time and her son Henry is now in University. Suzanne later moved

to the Stonegate Pub Company and continues her relationship with Matthew Clark!

I first started working in the trade for a London based wine and spirit wholesaler that became part of the Matthew Clark group in 1996 and I was unsure as to which direction my career would take. I spent time in various functions including operations, finance and credit control, buying and shipping (i.e. a typical wine trade apprenticeship).

However, I quickly realised that I wanted to take on a sales role. This was driven by two considerations; salesmen received a company car and my father had pubs and restaurants and numerous friends that had similar businesses so I reckoned on earning a commission or a bonus! It took some persuading to get a sales job, most sales guys were in their 40's in those days and I was barely 20. It also didn't help that, on my first day working for the company, I volunteered to take out a delivery van as a driver hadn't turned up to work. Unfortunately, I left the van with the handbrake off whilst making my last delivery in Church Enstone. The van ran off into a very pretty Cotswold cottage, much to the hilarity of the local farmers who were drinking in the pub at the time. Nevertheless, an inexperienced young guy with poor driving skills was given the chance as a salesman.

However, I did not get the patch that I wanted in the Midlands (with all my father's contacts) but was given Oxfordshire and the Cotswolds to 'cut my teeth'. With enormous fortune, my very first appointment was with a guy called Jeremy Mogford who had opened a very large restaurant in Oxford called Brown's. We seemed to

hit it off and my sales to Brown's for the first year accounted for my entire annual budget! As to where Jeremy is now, he attended a few of my annual get together dinners (more of which later) but he successfully grew his business and then sold it to the mighty M&B. I believe he is now living in the Channel Islands but Matthew Clark still has some of our wines available at this restaurant chain.

In the same week that I met Jeremy, I also met a guy called Hugh Corbet who had just opened a restaurant/bar in Stratford-upon-Avon. He was immensely talented and a great fun guy who took a typical pub and transformed it into a continental bar. His brand was Slug & Lettuce. Again, this brand has gone from strength to strength (nearly 100 outlets across the country) and is serviced by Matthew Clark as part of the Stonegate group.

In that same first year, the company asked me to look after the Yorkshire region for six months whilst they recruited a local salesman. I enthusiastically made appointments with two potential customers (both of them recommended to me by Robert Kirkham, a friend who went on to open the first TGI Friday's in the UK – we supplied the wines and spirits!). I made an appointment for 9am with Geoff Smith of A & S Entertainments and 12 noon with John Grant of White Rose Leisure. Unfortunately, I had rather misheard both appointments. A & S Entertainments was a casino and nightclub business (Napoleon's and Josephine's) and Geoff expected to see me at 9pm!

John Grant turned out to be Julia Grant - it must have been a very bad phone line! Julia was nearly an hour late for our appointment and

then apologised by saying that she was sorry to be late but it was very hard to time a good lovemaking session (she used a rather different word!) – I'm still not sure if she was joking as Julia went on to be a stand-up comedian and worked on several occasions with Bernard Manning. Geoff Smith left A & S Entertainments, where he was Operations Director, to set up his own restaurant, the Old Mill at Shipston and, due to a combination of Geoff's cooking and our wines, was awarded a Michelin star.

Each year I hold a small dinner for a group of customer friends. The first of these was in 1982 after receiving my bonus for a successful first year sales. This was held in the Goblets wine bar at the Lygon Arms Hotel in Broadway where the Assistant General Manager, Robin Sheppard, kindly allowed my company to exclusively supply the wines for the new wine bar.

Robin continues to be a friend and MC customer, moving on to Trust House Forte Hotels then opening the Bath Spa Hotel, the Royal Berkshire Hotel and now he is founder/director at Bespoke Hotels.

Also at my first dinner was Louis Woodcock, then the F & B Manager at the Oadby Hotel, who went on to found BDL Hotels (a 26 strong group) and Chris Scragg, a hotel Assistant Manager who went on to become Chief Executive of Marston Hotels. Chris recently sold Marston Hotels and is now living in Mallorca although he still owns the Royal Spa Hotel in Tunbridge Wells, which his children operate and which is supplied by MC.

“the On-Trade is perhaps the only industry where the principal objective is for customers to feel happier leaving the premises than when they arrived”

I continue to hold this annual supper for a few of our customers with whom I have some personal interaction and friendship. Of course, having done the job for so many years, numbers have grown somewhat and I typically have a group of around 40 guests.

Friends such as Robert Peel (of Peel Hotels and previously Thistle/Mount Charlotte Hotels), Ian Payne (of Stonegate Pubs and previously Bass Leisure and Gala Casinos), Jasminder Singh and Bhajan Lamba (Radisson Edwardian Hotels), Steve Thomas (formerly Luminar Leisure, who I first met in 1992 when we were asked to supply his first club), Raj Matharu, owner of Grange Hotels, (who started with just one hotel in Earls Court and is now one of London's biggest operators) have all been coming for more than 20 years.

Indeed, guys such as Mark Derry (Brasserie Blanc, formerly Loch Fyne), Haydn Fentum (Bespoke Hotels, formerly Furlong Hotels), Nick Menzies (of Menzies Hotels), Toby Smith (Novus Leisure, formerly Stonegate), Danny Pecorelli (Exclusive Hotels) are all long-standing Matthew Clark customers of almost 20 years.

All of the anecdotes I have described are but a very small fraction of our 'Customer Heritage'. Every person in our sales team will have similar stories and similar customer engagement and relationships. Perhaps our delivery teams will have some of the best interaction and anecdotes as they see our customers so frequently and offer a critical business service.

But nearly all of the people I have referred to above have also interacted with our finance and credit teams, marketing departments and buyers (I think Simon Jerrome actually meets more customers than suppliers!). This is Matthew Clark's Customer Heritage; it is what sets Matthew Clark apart and at the forefront of the hospitality industry.

With Matthew Clark, the experience matters!

Demystifying Wine

If you're reading this hoping for a definition of the term 'minerality' when used to describe a wine, then unfortunately you're going to be disappointed – quite simply, a formal one doesn't exist. However, before you move on and turn the page, consider this – the word 'minerality' is being used more widely in descriptions, and it does seem to mean something! By looking at the effect the word elicits when used, and what it might mean in a tasting note, we can get a better understanding of a wine through its use in a description.

MINERALITY

What does the word minerality elicit?

Without doubt, the term is most commonly used to describe better quality wines. There is an assumption that wines showing a mineral quality are superior to 'mass market' wines with their overtly fruity character. There is also an implied romantic image: suggesting they are handmade, artisanal wines; more in tune with the landscape and soils from which they came; more representative of the 'terroir' (a combination of climate, soil and grape).

One thing we do know is that whilst vines can take in crystalline elements or compounds, which is a good definition of what minerals are, they cannot take in enough and concentrate them in the grapes to levels humans can taste.

What does it mean on a tasting note then?

'Sucking on a pebble' is a definition I have heard to describe what mineral might mean in a description; this hints at perhaps a good use of the term as an identifier of wines with a certain structure. Wines showing less fruit flavours, with higher acidity and lower sugar levels are much more likely to be described as minerally. Tasting these wines will make the sides of one's mouth water, much like sucking on a pebble will; as a result, cool-climate wines with pronounced acidity levels are often a good target for the term.

This usage, to describe the structure or texture of a wine, is complemented by other terms used to describe ethereal qualities to the palate – which may be caused by tiny quantities of compounds formed during winemaking – 'gunsmoke', 'flint', and 'chalk' might be used as qualifiers here.

So if a wine is described as minerally, what might you expect?

Well, the wine is probably a white; it will have positive, yet in balance, acidity levels and a delicate, complex palate not dominated by tropical fruit flavours or a one-dimensional wallop of fruit. It will probably have some aromatics to the nose and maybe complementary floral notes. If it's a red it will probably be made from a variety that produces lighter wines, such as Pinot Noir, with a good fresh structure; although I have tasted some pretty big wines from Priorat, grown on the llicorella (slate) soils, with which one could use the term.

It's worth bearing in mind that a wine described as minerally, will often have the structure and flavour profile to make a great partnership with food.

By Simon Haywood

Cellar Door

This edition, we caught up with Jesús Madrazo, Winemaker at Contino and son of the founder to discover how this innovative winery balances with tradition...

Founded in 1973, Viñedos del Contino is a small gem of the CVNE portfolio and a pioneer of the single-vineyard wine concept in Rioja, producing a small selection of wines including the prized Graciano and Viña del Olivo, regarded as one of the best modern wines in Spain.

The 60 hectare estate dates from the 16th century, and is located in a bend in the River Ebro where the particular microclimate provides superb grape-growing conditions for the production of these top wines.



Contino Graciano Rioja

25859 £46.01*

Hand-harvested grapes from the San Gregorio Grande vineyards plot in Rioja Alavesa, which was planted in 1979. The wine has a deep purple colour with blue hues; very aromatic with wild berries, cassis notes and herbal spice.



How did your family start out in the wine trade? And how was/is it working with them?

In 1879, five generations ago, my ancestors, the Real de Asua brothers, arrived from Bilbao, looking for a drier, healthier climate and opportunities to invest in the Rioja wine capital, Haro. Today, the business is run by my cousins Victor Urrutia Ybarra (CEO) and his sister Maria, also 5th generation.

In the early sixties, my father José Madrazo Real de Asua was responsible for buying in grapes for Viña Real. One of the vineyards which supplied him with his best grapes was close to Logroño around the village of Laserna, the present-day Contino estate. The great quality that he founded in these vineyard plots led him to the decision to create, with the help of CVNE, a single-estate, domaine-bottled Rioja wine, by the name of Contino. The first harvest was in 1974 and this was the first brand in Spain to carry the name "single estate". All that I know now about the world of wine is thanks to my father.

What inspired you to get into viticulture?

It really goes back to my childhood growing up in Rioja and playing in the CVNE wineries as a kid. As I got older and started to understand the intricacies of the winemaking process – the harvest time, the grapes, the must, the first taste of wine – it was a clear decision in my head.

What has been your biggest challenge so far?

The importance of understanding not only the terroir but also influence that humans have on the end result. Some people claim that great wines are first of all made in the vineyard, which is true up to a point, but it is also the individual interpretation of a vineyard, its terroir, the vintage and the winemaking by people themselves. Mother Nature can't do it all alone.

One thing I have also come to understand over the years is the Graciano grape. It's not a straightforward variety; it's more challenging than Tempranillo, but it has fantastic potential not just in a blend but as a single variety. Graciano needs not only a special terroir, such as we have at Contino, it also needs to be understood and carefully managed."

The estate/cellars at Contino are very old – are there any traditions you upkeep?

I love your Anglo-Saxon expression "if it's not broke, don't fix it." Contino Wines were world-renowned before I started here, so why should I make changes for the sake of it? I didn't and I continue to use the same traditional system to rack the barrels every six months, I still use 30 to 50% of American oak and my Contino Reserva, Gran Reserva and even Garnacha are never aged in new oak barrels.

This is not to say I have done nothing new though! I have improved and refined the winemaking techniques and experiment by developing new wines such as the Viña del Olivo. This is a very special wine made from a single vineyard plot and probably our best wine. It takes its name from an 800 year old olive tree found in the vineyard itself. Yet I always wish to respect the traditions of my ancestors; to continually strive for balance and harmony in my wines.

You created Rioja's first 100% Graciano in 1994, how was this perceived by the Riojan traditionalists?

It's thanks to us (and also to people like Juan Carlos Sancha, who also released a 94% pure Graciano) that the amount of Graciano

grown in Rioja today has increased a lot in the last 20 years. It had nearly disappeared when my father started blending a little Graciano (5-10%) with Tempranillo in the Contino Reserva 1982. I am sure that many viticulturists thought that we were crazy at the beginning because this grape is low yielding and difficult to ripen. Today however they now admire us! I believe that the use of Graciano in our blends could be an answer to changes brought on by climate change. This is because its freshness comes from its naturally high acidity and the ripeness and finesse coming from the gravel soils where it thrives.

What challenges do you currently face in the industry?

Well the big ones are to have more respect for nature, to be more organic and to use less SO₂. We need to try to understand the climate change process and the affect it will have on our vineyards. In small wineries like ours, it is a daily battle to strive for more and more quality in the wines that we create.

How do you think On-Trade outlets can sell more Rioja in the UK?

I see that this is already happening. The trade understands the versatility and the great value that Riojan wines have. This is not limited to our red wines either. The consumption of white and rosé wines from Rioja in the On Trade is moving Rioja one step forward in the market. I am experimenting myself with a premium barrel aged Rosado myself at the moment!

What do you hope your legacy will be with Contino?

One important trait I have learned to acquire is patience. It's tricky for Spanish people to pronounce that word because we pronounce patience like passion, which is another important quality! Experience teaches you to be patient not just in winemaking but also as a consumer. Rioja wines can be very long ageing, and it's sometimes a pity to rush.

My wines are long lasting and develop very well in bottle. The reasons for this are the balance of different varieties and especially the acidity provided by the Graciano present in most of our wines. I do not know if they are modern or classic, or maybe just bit of both!

For me, it's all about vineyard, terroir and quality of vintage. My fight is the endless search for elegance, for depth, for length and also for balance! My greatest achievement is that you enjoy my wines and remember them.

Following 2013, do you see extreme weather events as a future issue in Rioja?

Sincerely, I hope NOT! In 41 years of Contino's history we have only ever had two disasters- a big frost in 1999 and a hailstorm in 2013. Prolonged periods of drought could be a serious problem in the future, especially because at Contino we have a dry farming philosophy.

All businesses want to grow. How do you see Contino growing in the future?

Honestly, I don't see the Contino business growing in terms of volume, we just can't. We only work with the grapes in our 62 hectares, so we have no space to grow more! The Contino business is based on producing top premium wines from a single estate in Rioja. Our goal is to have our wines in the top restaurants around the world and to continue to make quality wines.

Ask your Sommelier

In each issue, we will endeavour to answer all the wine related queries you might have – anything and everything from grape to glass. If you have a question you've always wanted to ask and never have, here's your opportunity.

Email us at winesofdistinction@matthewclark.co.uk

I am always bewildered by the array of glassware available for serving still wine; do I need different shaped glassware when serving wines made from different grapes?

There is a school of thought which suggests that certain glassware designs help enhance the natural qualities of particular grapes – you will most likely have seen the famous tulip shaped glass which red Burgundy (Pinot Noir) is traditionally served in and which is deemed to benefit the drinker by focusing the aromas of the wine; it's fair to say that many famous glassware manufacturers, Riedel for instance, offer ranges particularly designed for different wines and/or grapes.

You could find yourself with a whole army of glassware to contend with if you stray too far down this road though! My advice is to have a decent shaped set of glasses for all your wines – make sure the bowl is of a reasonable size for the red glass, larger in proportion to the white wine glass and that both glasses taper towards the rim.

Finally, choose practical shapes with robustness and storage in mind, and avoid coloured glass as it masks the natural colour of the wine (which

is an important part of the wine drinking experience!) because keeping a decanted white at the correct serving temperature can present its own complications.

In the restaurant where I work, we tend to top up the wine glasses for guests that have ordered a bottle of wine – how high should I be filling their glass each time?

An over-filled wine glass is something that really grates on me! Though it's nice to receive good service and topping up my wine glass can be seen as a polite gesture, over-filling of glasses is a pet hate of mine; you can't swirl the wine to smell the aromas and it also gives the impression that you're trying to get your customer to drink more quickly so that they'll have to order another bottle.

Most people I'm sure have their different preferences but as a rule of thumb I think you shouldn't top up beyond the widest part of the bowl of the wine glass.

Did you know...

We've got a dedicated team of Wine Development Specialists who spend every day working with our customers to develop their wine offering – tasting, training and show casing new wines and so much more!

We've won "Best National Wine supplier" in the PMA's Publican Choice Awards

We have over 400 wines which are exclusive to the On-Trade

We were voted "Best Drinks Supplier" in the Chefs' Choice Awards 2015

Our boutique beer range has over 80 hand picked products from around the world

We offer a free menu engineering service for our customers

We won over 650 awards for our wine range in 2015

We have over 4000 products for you to choose from

We ensure every member of our sales team are put through WSET training

Wine on premise UK 2014 awarded us "Distributor of the year"

We offer next day delivery if you order before 1pm

You can get your statements and invoices online

We have over 100 ciders to choose from

We offer single bottle picking

We offer free delivery

You can place your orders online

COMPETITION

If, like us, all this talk of divine wines has made you thirsty for a glass...

Why not tweet us @MatthewClarkLtd and tell us #WhyYouLoveWine #WYLLW

...for the chance to wine a mixed case of some delicious treats from some of our suppliers featured in this edition.

Entry closes 30th June 2016, winner to be announced via twitter on 1st July 2016.

Do you have passion, enthusiasm or something interesting to share with the wine geeks?

Would you like to share the success of your outlet with our readers?

Want to share how your passion for wine began?

Do you have a wine hero in your outlet you'd like to put forward for a feature in Vini?

Get in touch

Get in touch with us via social media:



Give us a bell on: 0344 822 3910

Or drop us a line at: winesofdistinction@matthewclark.co.uk



vini- a combining form meaning
“wine”: viniculture, vinification
[Latin *vīni-*, comb. form of *vīnum*]

—

Vinification is the production of wine,
starting with selection of the grapes
or other produce and ending
with bottling the finished wine

Matthew Clark

the experience matters