

COMPLIMENTARY

Vini

Wines of Distinction

THE MAGIC
OF WINE

ISSUE:

#012

SUMMER 2017

the experience matters

Matthew Clark

Welcome to **Vini#012**

Simon Jerrome
Head of Wine Buying



In this Vini issue, we not only celebrate a glorious summer, but we also begin to unravel the magic of the wine. There's always been something mysterious about turning grapes into the magical liquid that is wine, and we're looking to get to the bottom of what makes it so enchanting.

We draw inspiration from Esporão's Winemaker of 25 years, David Baverstock, who is carrying out some fascinating and ground-breaking work with his two wineries in Portugal. Also, as we move through summer, and therefore 'wedding season' we speak to some truly spellbinding wedding venues who each have their own view on what it takes to deliver a spectacular day. We then explore how you can make the most of your summer by adopting our top tips which come well recommended by our wine specialists.

And the magic doesn't stop there. We speak to IWSC's Wine Communicator of the Year and Presenter of The Wine Show, Joe Fattorini, about the best way to communicate the essence of wines to your customers.

So grab a glass of something sparkling, and keep your fingers crossed that the sun keeps on shining.

Cheers!

Matthew Clark | Vini | Summer 2017

 @MatthewClarkLtd

Bottle Prices

The codes listed next to wines are our product codes which can be used to purchase wines. Prices quoted are list bottle price. These are correct at time of print but may be subject to change without notice.

Brought to you by the wine geeks at Matthew Clark



Simon Haywood

...began his career at University where he worked for Oddbins. Since then, apart from

a short break selling computers (which he tells us was very dull!) he's always worked with wine. Whilst he's spent the majority of the last 26 years in On-Trade marketing, he's also clocked up a few years as a Sommelier, working in kitchens and managing Off-Trade wine stores.



Andrew Falk

...is a Wine Development Specialist, based in the North. He has spent the

last six years on a journey of discovery with plenty of hard work and studying which culminated in his Diploma in 2014. Andrew joined Matthew Clark early in 2016 and is loving every minute of it.



Jon Sabido

...has been in the wine trade since 2001, working his way through Majestic retail

and commercial and studying for his WSET Diploma along the way. He moved to independent specialist wine merchant Corney & Barrow before moving to Matthew Clark in July 2014 as a Wine Development Specialist.



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 in 2015 as our Wine Supplier Manager.



Judith Nicholson

...assists the wine buyers by getting all the paperwork done! "I have worked in the

wine industry since leaving university. My favourite memory is finishing the harvest in Bordeaux and sitting down at the end of harvest meal, seeing the different people brought together by wine made me realise why I would never want to leave this world for any other job.



Joe Fattorini

...is the presenter of The Wine Show and a Brand Consultant for Conviviality Plc,

working with Matthew Clark, Bibendum, Wine Rack and Bargain Booze. For many years, Joe was a part of the Matthew Clark team looking after our customers across the west of Scotland.

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Making the most of the summer

We asked our customer marketing and wine specialists to provide some of their top tips for trading up and making the most of those long days and warm summer evenings.

GEMMA LAKEN, RETAIL MARKETING MANAGER

01.

The human element

Serving staff can make a really big difference to the final choice a customer makes when selecting a wine to drink when in your venue. Surprisingly a member of my team recently experienced a situation when they were down-sold wine in an outlet that will remain unnamed: we were offered the cheapest house option. We have a few tips to help increase the consumer's experience and maximise the profit opportunity. Always give the customer a choice. Don't always default to the cheapest, and therefore easiest, option. The customer will, more often than not, choose a recognisable, more premium option.

Be confident

Exuding confidence and appearing excited about the wines being recommended will not only make upselling easier but will also heighten your customer's experience.

Know your products

Knowing what makes a wine superior and why it may be better than others is an invaluable tool when upselling. Customers like to know what's so special about what you are recommending and why it is going to cost them more. Learn two or three facts about what makes each wine so special, and the story behind it.

Have a favourite to recommend

An easy way to upsell is to encourage serving staff to try the wines and recommend their favourites to customers: they will be able to explain why they enjoyed it. Don't forget we offer a wide range of training and support for your business. Just speak to your account manager for more information.

“Did you know 20% of wine buyers are interested in authentic wine based cocktails such as sangria?”

Mintel – Still, Sparkling & Fortified Wine UK 2015



02.

Keeping it fresh...

In the summer months people will naturally migrate to the lighter wines on your list. Encourage them to try that new Spanish gem you have just added, or the Provence rosé rather than wines lower down the margin ladder.

Côtes de Provence Rosé, M, Minuty
50029 | £13.34

The Orange Republic Godello,
Valdeorras, Casa Rojo
33041 | £15.70

Lolo Albariño Rías Baixas
33920 | £9.87

03.

Dougie's simple but summery snacks...

Keep it simple and match wines with dishes you already have on your menu or offer taster plates of a few dishes. Tapas from your main menu dishes will reduce complexity and enable people to have a few snacks if they aren't planning on a full meal with you.

Give a small plate of olives or crisps, free of charge, with each glass of wine as is done on the continent. The saltiness of the food will encourage another glass, for minimal cost.

04.

Gemma's summer merchandising suggestions...

Increase your quality cues for freshness by displaying your white and rosé in an ice bucket on your front bar. We find the visual impact of a chilled bottle can often prompt an impulse purchase and encourage your guests to consider an alternative option to their usual. Also, if you are in the habit of using fresh herbs for drinks garnishes or within cocktails, be sure to showcase these on your bar, where your customer can't miss them.

05.

Jon suggests some 'suitable for summer' serves...

Offering flights of wine, can be a great way to encourage customers to try new styles and countries. English sparkling wines are increasingly growing in popularity. Also try a Blanc de Blanc, Brut and Rosé and pair with small bites or even cheese.

Ridgeview Bloomsbury Brut, England
33810 | £25.01

Anna de Codorníu Blancs de Blancs
Brut Cava 12125 | £11.04

Serve summer holiday style varietals in holiday style formats, for example carafes of Southern France white blends, or Spanish whites Albarino, Verdejo, Viura, Macabeo and Garnacha Rosé. Sophisticated simplicity which is great for lunch or just relaxing early evening on a terrace.

We also mustn't forget chilled reds, which are set to be popular this summer. Chill your Beaujolais or light Pinot Noir and serve with charcuterie plates.

Coteaux Bourguignons Rouge Gamay-
Pinot Noir, Louis Jadot
28214 | £12.65

Beaujolais-Villages,
Château de Corcelles
28308 | £10.63

06.

Our cocktail pro, Tom, has a few summer wine cocktail suggestions...

Wine is not naturally the first ingredient you think of for cocktails, but there are some real classics and some innovative serves worth considering.

It goes without saying that sparkling wine cocktails are booming. Simple serves such as the Kir Royale and innovations with different liqueurs such as elderflower or other cordial and berry garnishes will always work well, and provides a great excuse to get creative! You could even turn it on its head and give your customers the opportunity to build their own. Allowing them to select a liqueur and a garnish is great for interaction and offering that personalised experience.

07.

A twist on a classic sangria - our British sangria

A popular choice for summer holidays in Spain and we are seeing somewhat of a revival here.

We have provided the basic recipe, but again, get creative, add rum, or some different juices and different garnishes.

Ingredients:

- 3 parts red wine
try Orgullo Red
(from Castilla 29459 | £8.42)
or
Paco Garnacha-Tempranillo
(from Navarra 26924 | £10.86)
- 1 part orange juice
- 2 parts lemonade
- Ice
- Fresh mint
- Sliced fruit such as:
orange
lemon
strawberries
- Secret ingredient; your rum of choice

Method:

1. Cut up the fruit
2. Add the Rum
3. Add the wine
4. Cover and refrigerate
5. Top with sparkling water



How long has your family been working in the wine industry?

The Matton-Farnets have been in the wine industry for almost three centuries, beginning at the Domaine de Châteauneuf in Vidauban, and continuing at Château Minuty from 1936, where Gabriel Farnet, our grandfather set up. He replanted the entire wine estate and returned Château Minuty to its former glory.

It was built under Napoleon III, as was the small chapel that the cuvée de l'Oratoire takes its name from. This was the estate's flagship bottle for a long time and the most prestigious hotels on the Côte d'Azur still have its fat Burgundian-shaped bottles. In 1955, Château Minuty was one of 23 estates to be consecrated as a classed growth of the Côtes de Provence.

Monique Farnet, our mother, and our father Etienne Matton, who was president of the classed growths for many years, replanted traditional local grape varieties such as Tibouren, Rolle and Grenache, keeping yields low in the quest for high quality wines. Due to this rigorous work undertaken in the vineyards, they ensured Château Minuty's reputation and presence at all the best restaurants of the Côte d'Azur.

When did you both start working in the family business?

We took over in the 1990's, putting our own stamp on the business by restructuring the vineyards and replacing the Carignan and Ugni Blanc with Grenache and Rolle, and by streamlining the winery with modern, up to date efficient equipment, giving Minuty a more international direction.

Château Minuty has always been since its inception, a vineyard that has put our wines in the best restaurants and establishments throughout Provence and now throughout the world, with a presence today in more than seventy-five countries.

"The vineyards of Château Minuty are remarkably situated"

Tell us a bit more about Château Minuty...

The vineyards of Château Minuty are remarkably situated with outstanding exposition on the slopes of the villages of Gassin and Ramatuelle, overlooking the Bay of St Tropez. We are surrounded by 45 hectares of continuous vineyards on chalky schist soils. Great care was taken in site specific planting so each varietal would express itself fully in the appropriate soils. The vines around the Château enjoy very deep practically stone-free soils planted mainly to Grenache. The blocks exposed to the south-west are blessed with generous sunshine and are dedicated to the red wines with Shiraz and Mourvèdre.

The calcareous slopes which are stonier allow a more mineral expression and were therefore planted with Rolle. The vineyards in Ramatuelle are directly influenced by the sea with a south-east aspect. The wines produced from these slopes exude a delicate character with hints of mineral sea air. They bring a lot of finesse and elegance to the blends of the Château's top cuvées. These 75 hectares of vines benefit from a temperate maritime climate. The sea breezes dry the vines after morning dew or rain and contribute to reducing the risks of disease.

"The sea breezes dry the vines after morning dew or rain"

How would you best describe the 2016 vintage?

If we could epitomise it in one single word, it would be "concentration". In Provence, vines are used in summers with low rainfall, typical of the Côte d'Azur. The episodic rains combined with intense heat of late August concentrate the sugars in the berries but also the natural acids, which are at the very heart of the rosés.

This vintage offers very concentrated rosés with desired white peach and grapefruit aromas, giving life to a beautiful freshness.

Are you looking forward to working with MC?

We have partnered with Glaçon to create and develop partners to build a premium customer base across the UK and Ireland.

Matthew Clark gladly accepted the challenge. This partnership is a fantastic opportunity to distribute the collection of Minuty wines and grow the brand in the best locations.

Matthew Clark, have been in the trade a long time and have adapted with a changing industry and the exciting growth in Provence wines is a good example.

Together we look to choose the right partners to place the Minuty brand in the best locations across the UK and Ireland. Looking for premium On and Off-Trade partners who will share in the passion. The rosé market is huge and growing, this partnership will grow it further...

Jean-Etienne & François Matton tell us more about their wines...



01.

The M de Minuty range:

Our easily enjoyable range

Let yourself be transported to the peninsula of Saint-Tropez, to discover the new M de Minuty vintage. An iconic symbol of Provence, with its fine and elegant lines, this cuvée is crafted in accordance with the purest Minuty style.

The perfect example of a wine that simply delights, with sharp freshness, to share with friends or family on a sunny terrace.

It should be drunk between 8°C and 10°C, and will gladly sit on the dining table alongside summer grills, a delicious marinated sea bream tartare or a delicate summer fruit pie.



02.

The Prestige range:

Our emblematic wines

All the savoir-faire and tradition of Minuty is crystallised in the Prestige range, born 25 years ago.

Our Prestige Rosé is a 'must have', within the Minuty stable, a wine of character born of the subtle marriage between power and finesse.

It expresses the perfect mastering of both the terroir and the heritage of an entire family of wine makers that are enamoured with and proud of their work.



03.

Château Minuty Rosé et Or

Our signature wines

This rosé comes from a range that embodies our generation. The Rosé et Or is now the flagship of the vineyard and creates a concentrated blend of elegance.

Drink with an Asian-style fillet of seabass, a beautiful seafood platter or a delicious strawberry soup, accentuated by a touch of fresh basil.

DARLINGS OF THE PRESS

JUDITH NICHOLSON
Wine Buying Co-Ordinator

We select all our wines very carefully, so it goes without saying, we rate them all, but it's always great to get recognition from the trade press as well as an award or two. Here we've selected a few of the best that are definitely worth shouting about.

SOMMELIER WINE AWARDS 2017

Paco & Lola Albariño Rías Baixas
24111 | £12.60

The first of a pair of Albariño Golds for Paco & Lola, this was described by team leader Lionel Periner as a 'top-class' example, which showed 'complex lime citrus, green tea and almond on the nose, then nicely balanced acidity on a creamy, mineral palate with a dry, fresh and elegant finish'. 'Typical Albariño, with good texture, and a lingering finish. 'A very enjoyable glass of wine,' summarised Chez Bruce's Sara Bachiorti, 'in need of a seafood platter', added team leader Laurent Richet MS.

Meiomi Pinot Noir, Monterey-Sonoma-Santa Barbara
31065 | £15.37

As Meiomi's Pinot was handed the Gold: Arnaud Fiol of The Don Restaurant described 'red flowers and fruit cake character, and a rich but well-balanced palate'; while Harbour Heights Hotel's Marek Rakowski found 'intense ripe strawberry with brown spices and ginger notes, a long finish and all at a good price level'. Michael Moore of The London Cookhouse added it was 'nicely balanced with a chocolatey taste mixed with young berries, would go nicely with a garlic lamb shoulder.'

FREEMARK ABBEY

Matthew Clark has pulled off something of a coup, taking Freemark Abbey's range of high-end wines, and putting them onto their list from November.

Freemark Abbey Chardonnay
33475 | £23.63

Freemark Abbey Bosche
33647 | £97.35

Freemark Abbey Sycamore
33652 | £97.35

These are iconic Napa wines; the 2014 Chardonnay is a pitch perfect Napa Chardonnay, full of toasty vanilla-licked fruit with pear and white fruit on the nose and a hint of spice added by the oak-ageing. Not at all expensive either at around £21 per bottle.

Freemark Abbey's high-end single vineyard Cabernets, the Sycamore Vineyard from Rutherford and the Cabernet Bosche, also from Rutherford in Napa are delicious, offering everything you might expect from premium Napa Cabernet but are pricey, at around £82 per bottle, however, these are clearly special occasion wines and hats off to Matthew Clark for offering them at all'. Justin Keay, The Buyer.

Spellbinding Wedding Venues

With the wedding season in full swing, we visit four very different, yet equally enchanting wedding venues. We asked them how they go about choosing their wines, which have had the biggest impact and we delve deeper into what makes their wedding space so unique.

ELEANOR WEBB
MARKETING CONTENT MANAGER



Saddle Rooms



Tupgill Estate, situated in the heart of the Yorkshire Dales with 513 acres of glorious Yorkshire countryside, is home to The Saddle room restaurant and the famous Forbidden Corner; Yorkshire's largest tourist attraction. It is one of the region's most picturesque wedding locations! The Saddle Room restaurant was refurbished, complete with an incredible wine cellar, from a stable block to what you see today receiving its grand opening in April 2014. Since then they have hosted a number of christenings, birthdays and weddings, creating memories and planning many more. This year they have been very busy converting the courtyard barn into a magical wedding venue to cater to larger weddings. Their aim is to retain that gorgeous rustic feel with wooden beams, exposed stone, and lots of natural light. It is now ready to be filled with love, laughter and happy ever afters.

When we asked Leo, the general manger, what makes this venue so special he enthused 'We have the best views of any wedding venue in Yorkshire!' With glorious views across the Yorkshire Dales, delicious seasonal menus with locally sourced ingredients, beautiful handcrafted chandeliers above the dance floor and magnificent feature fire places, they have the perfect balance of grandeur and modern country charm.

They really take a different approach to wedding planning, unlike most venues that offer packages and rules shaping ideas to fit with their prices they sit down and take the time to talk in-depth to each couple and find out what is really important to them. When it comes to choosing the wines, the bride and groom are invited to attend a special private tasting where they get to taste the wine alongside the canapé and menu options. Food and wine pairing is important to many of the couples and they select the wine which will enhance the wedding breakfast experience. Firm favourites with wedding couples at the Saddle rooms are the Don Jacobo wines from Rioja, Spain and the Veramonte Reserve range from Chile. Leo has worked in the wine trade for many years prior to the Saddle Room venture and has the fondest memories of both wineries and the people behind the wines.

Champagne always has the biggest impact at a wedding because it is the first glass for the guests at the reception and the first glass as a married couple so it has to be extra special. Taittinger is our house Champagne which has beautiful elegance and finesse due to the high Chardonnay content. The house is steeped in history; still family owned and boasts the oldest cellars in the region, dating back to the 4th century. Prosecco is also a big hit with our wedding couples, especially Bottega Prosecco with the golden bottle which adds a touch of glamour, luxury and bling!

Comlongon Castle



Comlongon Castle, a 15th century castle in Dumfries, is a truly rare venue. Built some 600 years ago; they offer guests unique medieval style weddings and Celtic ceremonies.

Set in over 120 acres of secluded gardens, woodlands and parkland, Comlongon Castle is located just across the border in Scotland. It was one of the first castle venues to offer a complete wedding service; the first to arrange civil partnerships; and the only venue to offer a unique Celtic wedding ceremony. They even offer couples the option to come back on their first year anniversary to cement their name in the history of the castle with a wedding stone engraved along the bridal path. These ceremonies are often held in the summer underneath their ancient oak tree, often adorned with hanging lanterns, or in the winter in the candlelit Great Hall adorned with displays of armour and medieval weapons, before a blazing log fire. It doesn't get more magical than that.

So what is a popular wine choice with Comlongon couples? They told us that they have often found for larger groups, that Prosecco is a popular, well-rounded option for guests that can be served most of the year, from post ceremony drinks, to later evening arrival and for speech options.

They have also found that the comprehensive wine menu offered by Matthew Clark, coupled with their supply options allow them to offer at short notice nearly any wine option guests are looking for. Over the past three years they have noticed clients are far more discerning in their choice of wine and are very price aware. 'Guests rely upon our menu selection to offer a balance of quality, price and a certain amount of exclusivity; Matthew Clark helps us to achieve this'.

St Pancras, Renaissance Hotels



The luxurious St. Pancras Renaissance Hotel London has become a Victorian icon and model of hospitality. Behind the fairytale façade that Sir George Gilbert Scott fashioned, is a five-star London hotel like no other, one that unites Victorian splendour with contemporary style and impeccable service. St Pancras Renaissance Hotel is a sparkling gem in the capital, standing as an architectural beacon in the local area. A luxury five-star hotel with distinctive character, it is a truly unique place in which to get married. Every Chambers room has a story of painstaking renovation to tell, and at the centre of it all is the hotel's most famous feature; the Grand Staircase, perfect for that magical fairy-tale wedding shot.

When asked which of their wedding wines had had the biggest impact, St Pancras explained their couples usually go for a bespoke wedding package that includes their house wine and Veuve Clicquot for the Champagne reception, 'these are our top sellers'. They told us that guests also like to pick Chapel Down wines because of its story, emphasising the importance of having a great local British wine option to present.

When asked how they approach wine selection, St Pancras explained there is always a consultation and menu tasting for the couple with their Chef prior to the celebration, ensuring that the perfect wines are selected for the couples wedding day. St Pancras aim to be ultra-flexible when it comes to food and wine, explaining that guests like to make their wedding day personal by requesting wines or Champagnes they had the day they meet, or got engaged. Seasons can make a difference as well. In the summer, it's mostly lighter wines, and in the winter, most prefer something a little more full-bodied. It's those little extra touches that turn any major event into a truly special day, 'with Matthew Clark it's a great help when it comes to weddings as they have a large selection of wines and help us with every special request.'

Boclair House Hotel



Boclair House Hotel is a stunning building with a fascinating and opulent, Art Deco interior and history, set in Glasgow, Scotland. The building dates back to 1890, where it was then known as the Buchanan Retreat. It later became the office home of East Dunbartonshire Council, with an official opening from HRH Princess Margaret and Lord Snowdon in 1962. Fast forward to 2017, it now boasts luxury hotel status, with retained character and unique historic features. The hotel has a very strong focus on quality and luxury, and the overall ambience is elegant and tasteful. Every small detail is carefully considered to create this elegance, from the fittings to décor, choice of menus, and wine lists. Boclair House has been operating for just over a year, yet it has already amassed an envious list of awards, including 'Scottish Boutique Hotel of the Year' and 'Most Romantic Venue'.

We asked Boclair House how they go about choosing their dishes and how this impacts on the wines they serve. They explained, that with a restaurant that is reminiscent of an Art Deco French bistro, their food offering seeks to combine the best of classic Scottish cuisine with added French flair. They have also recently launched a new wine menu which features a number of French classics including Chablis, Sancerre and Beaujolais, along with very on-trend selections such as a Picpoul de Pinet and even 'Les Hipsters' Barbe from Cotes de Bourg.

When asked which of their wines have had the biggest impact, Boclair told us; "Matthew Clark and our Champagne partner Lanson have supported with training and other initiatives for our wedding coordinators, which has had a really positive impact on our customers, who regularly trade up to premium wines, especially from Prosecco to Champagne for wedding parties."

Boclair House Hotel wine staff attended Matthew Clark's Edinburgh Uncovered event back in March, which helped significantly in being able to taste and select wines for their 2017 wine list. 'We place huge importance on this initiative, as it helps our key staff to feel more connected to the wines from the get-go, which means they take great pride and confidence in their wine list.'

We think you'll agree, that whilst each venue has its own take on what constitutes a great wedding...

each are equally magical, offering unique approaches to create the couple's special day.



The Secret to Great Wine Communication

JOE FATTORINI

PRESENTER OF THE WINE SHOW &
BRAND CONSULTANT FOR CONVIVIALITY PLC



'LET'S SEE IF WE CAN UN-CORK YOU JOE!'

Joe Fattorini, presenter of ITV's 'The Wine Show' and recently named 'Wine Communicator of the Year' by IWSC talks to us about the magic of wine and the secret to great communication.



YOU'VE JUST BEEN NAMED WINE COMMUNICATOR OF THE YEAR BY THE INTERNATIONAL WINE AND SPIRITS COMPETITION. WHAT DO YOU THINK IS THE ILLUSIVE SECRET TO GREAT WINE COMMUNICATION?

It depends. There's a phrase 'it's all about what's in the bottle'. And for about five percent of the population, that's true. 'Wine People' if you like. People like me. We are mutually-fascinated by the nuances and subtleties of wine flavour and character. But we forget that most people just aren't that into wine. To make wine popular it's essential to make it relevant. Find relationships to people, places, ideas, emotions... whatever, that are familiar.

"You learn what really interests people about wine. The stories behind wines"

I SUPPOSE I CAN'T BE THE ONLY PERSON WHO'S WONDERING, HOW DO YOU GET TO TRAVEL THE WORLD PRESENTING A TV SHOW ABOUT WINE?

Ha! I get asked this a lot. And to be honest Matthew Clark played a huge part in it. I was a sales account manager in Scotland for five years. Like all SAMs you're talking to people about wine every day. You learn what really interests people about wine. The stories behind wines. The incredible people who make wine. And how to find something that's delicious and great value. On The Wine Show we do exactly the same thing, just in a different way. And usually in places that are sunnier than Renfrew and Paisley.

DID YOU KNOW THAT MERLOT COME FROM 'MERLE', THE FRENCH FOR BLACKBIRD.

It's because blackbirds know Merlot ripens before Cabernet and peck at it because it's sweeter. People remember that story and it tells them something about the character of Merlot wine. Much more than if I just said 'Merlot is an early ripening variety suited to clay-based soils'.

“People remember that story and it tells them something about the character of Merlot wine.”

WHAT HAVE BEEN YOUR MOST MAGICAL MOMENTS FROM THE WINE SHOW?

Crumbs. Each time we finish a film I think 'well, nothing can top that'. And then a week later there's something even more remarkable. I've rarely been as nervous as buying a barrel of Burgundy in auction at the Hospices de Beaune. That was our first ever film. Fortunately, it was a success. It's in Louis Jadot's cellars right now gently maturing. I worked the harvest at Château Margaux, was hammered into a barrel in the Loire, learned to be a sommelier in Shanghai. There are treats too. I drank wine from 1791 in one episode and we stayed at Vina Vik in Chile, where there's a stunning, luxurious hotel. But you do flip from emotional moments, like visiting a winery in a township in South Africa, to being challenged: I recently had to do a stand-up comedy set in a comedy club in Los Angeles. That's in series two. Don't expect me at The Comedy Store any time soon.

YOU STILL WORK WITH MATTHEW CLARK AND OTHER PARTS OF THE CONVIVIALITY GROUP TOO. WHAT DO YOU DO?

It's apt really. I started my career with Wine Rack in York and Essex. And after Matthew Clark was a Director of Sales at Bibendum. Now I work as a consultant with people across the group. I help find ways we can bring wine alive for our customers and their customers. And help our producers tell their stories. I suppose making wine less of a drink and more of an experience. For most of us, most of the time, wine isn't something to be analysed and dissected. We want to luxuriate in it. And words and stories – told in the right way – let us. And I present and write for a living, so I'm able to help colleagues use some of the tricks of the trade to make their own presentations and writing more effective.



I HEAR YOU'RE FILMING SERIES TWO OF THE WINE SHOW NOW. CAN YOU TELL US WHAT'S COMING UP?

Well... there are some surprises. But I can tell you we've been to Canada, California, Bosnia, Bordeaux, St Tropez, Argentina, Georgia... And I'm off to Japan in a couple of days. I'm looking forward to that. I hosted a sake, beer and wine master class at the Matthew Clark Drinks Emporium in London earlier this year. We're looking into the world of sake. It'll be fascinating.

“I hosted a sake, beer and wine master class at the Matthew Clark Drinks Emporium in London earlier this year.”

LIKE WHAT? ARE THERE TIPS YOU CAN GIVE US?

Absolutely! I love the 'KFC' method of writing wine tasting notes. It's based on a classic copywriting model of telling people what they need to know – flavours and aromas. But choose just one. Strawberries, say. Most people actually buy things because of how they feel about them. Romantic. Or aspirational. Or younger. With wine, focus on the texture. It's what really matters to a lot of people. And texture words often describe emotions. 'Austere'. 'Zesty'. 'Seductive'. 'Cheery'. Then tell people what they should commit to doing with it. Like a food match. 'Beef'. Or an occasion. 'Aperitif'. 'Celebration'. I believe you can describe most of what you need to know about most wines in just three words. 'Cherries, Seductive, Duck'. Know. Feel. Commit to. But you can just extend that to three sentences that really matter to people.

AND ARE THERE THINGS YOU WOULD SAY PEOPLE SHOULD AVOID IN WINE COMMUNICATION?

I do have some bugbears. Long tasting notes for one. There's a lot of evidence that we can't distinguish more than three distinct aromas in a liquid. So if you're describing five, you're almost certainly fibbing about a couple. I got into wine because I loved the mystique about it. You don't hear James Bond asking for a 'good value Chilean Cabernet'. Lots of what we love about wine is the glamour, and quirks and history. It's possible to revel in that mystique and history without making wine 'difficult'. I think sometimes trying too hard to demystify wine can seem patronising. It's complicated. That's the joy of it.



IWSC COMMUNICATOR OF THE YEAR 2017



Judith Nicholson
Wine Buying Co-Ordinator

Summer focus

Spotlight on Portugal

Famous for its Port and the chilled Vinho Verde that will have refreshed the palate of many consumers this summer, Portugal is enjoying somewhat of a revival in the UK right now. Consumers and the trade are re-discovering its delicious array of still wines from the Douro in the north to Alentejo much further south. Read on to discover more about this magical country...



Exploring Portugal's Regions

Douro Valley

The Douro Valley is centred on the River Douro, upstream from the city of Porto. It is sheltered from any coastal influences by the Marão and Montemuro mountains and therefore has a Mediterranean climate, with hot, dry summers and cold winters. Soils tend to be schist based, although some granite can also be found along the edges. The Douro is perhaps most recognisable for its terraces, which allow vines to be grown on the steep slopes of the many hills that border the River Douro and its tributaries.

Famous for the production of Port, the Douro Valley also produces numerous still wines, with grapes for still wine tending to be grown on the granite soils, and those for Port grown on the schist. The region can also be divided into three further sub regions. Baxio Corgo is the furthest east and has the mildest climate, it also tends to focus more on still wines. Cima or Upper Corgo tends to focus on Port production, and is where many of the famous Quinta's (vineyards) can be found. Upper Douro is the hottest and driest, and tends to produce a mix of both Port and still wines.

As with most other regions in Portugal, the Douro uses native varieties to make both Port and still wines. For red Ports, still reds and rosé wines, Touriga Nacional, Touriga Franca, Tinta Roriz, Tinta Barroca and Tinto Cao are used. White Ports and still whites tend to use Viosinho, Rabigato, Verdelho, Gouveio and Arinto.

Graham's 10 Year Old Tawny Port
28253 £20.15
Tawny ports are aged in wooden barrels that expose the wine to gradual oxidation and evaporation. Tawny refers to the colour they take on as they oxidise and age. The 10 years marks the approximate age of the wines in the blend and is a blend of different ports that have undergone ageing for at least 6 years, this results in nutty aromas with honey and fig. On the palate it is full of dried fruit and spice.

Graham's Fine White Port
28256 £11.10
Made with Gouveio, Viosinho and Rabigato, this port is aged for a couple of years in large oak barrels. This purely preserves the fresh fruit on the palate, and produces a light and delicate port with citrus and almond flavours.

Cockburn's Fine Ruby Port
11908 £12.26
A blend of different grape varieties and wines from different vintages, this means that it will always taste the same. Aged for three years in wooden casks, this preserves the rich red fruit, which shines through as plum and raspberry, with some oak spice on the finish.

Dow's Late Bottled Vintage Port
27135 £14.22
Is a wine from a single year and it must be bottled between 4-6 years after the harvest. The Dow's LBV is from the same vineyards that produce their vintage ports, and is full-bodied, rich and known for its peppery tannins and classic dry finish.

Quinta dos Murças Assobio Branco, Douro
34292 £9.78
Made from Viosinho, Rabigato, Verdelho, Gouveio, and Arinto, Assobio Branco is vinified and aged in stainless steel tanks with some lees ageing. Full of citrus notes on the nose and the palate, this has a lovely mineral acidity on the finish.

Quinta dos Murças Assobio Rosé, Douro
34165 £9.78
A blend of the traditional grapes of Touriga Nacional, Tinto Cão and Tinta Roriz, this is all vinified in stainless steel tanks, with a small amount of contact for the bright salmon pink colour. Aromas of red berry fruits and some herbal notes leads to ripe strawberry on the palate with good acidity to balance.

Quinta dos Murças Reserva, Douro
34169 £22.36
Old vines planted on the historic Douro terraces are used to produce the grapes for this estate wine. Vinification takes place in the famous granite lagares with foot treading, and the wine is then aged in French oak for 12 months. This leads to complex aromas of blackberry and blackcurrant on the nose, with hints of spicy oak. The palate starts with rich dark fruits, leading to mature tannins and good balancing acidity, with lots of spice to finish.

Alentejo

Alentejo is located in southern Portugal and is as commonly associated with cork production as it is with wine. In fact around half of the world's cork product comes from this region. EU investment means that this region now has almost the biggest share in the Portuguese market in quality wine, and the export market is growing. The Mediterranean climate often provides a shock, with summer temperatures regularly exceeding 40 degrees, and vineyards either have to be situated in the hills or make use of irrigation techniques. Soils tend to be Schist which does help in retaining water. Again, native grape varieties tend to be used, with production of red and rosé far above red. At Matthew Clark we are lucky to stock some of the best wines in Alentejo from Esporão, headed by the brilliant wine maker David Baverstock.

Esporão Alandra Branco, Alentejo
27940 £7.62
The Alandra range is the entry level range at Esporão, blending many different native grape varieties to achieve a fresh and fruity wine that is easy to drink. The Branco is made with Antao Vaz, Perrum and Arinto grapes, and is unoaked. It is a wine that is light and fresh, full of lemon and lime.

Esporão Reserva Tinto, Alentejo
27944 £7.30
Moreto, Castelão and Trincadeira grapes are employed to make this fruit-driven wine; the first and third can also be used in the production of port – called Tinta Francisca and Tinta Amarela in the Douro. After de-stemming and crushing, the grapes are fermented at quite a high temperature and allowed to go through a malolactic fermentation with no oak ageing. Shows fresh, berry aromas on the nose and soft tannins on the finish.

Esporão Reserva Tinto, Alentejo
27943 £16.49
A blend of Alicante Bouschet, Aragonez and Trincadeira and a tiny amount of Cabernet Sauvignon, it is then aged for 12 months in French and American oak. The native grape varieties contribute to an intense, spicy red, with aromas of red berries and oak. The Cabernet brings firm tannins to the wine, balanced by rich red fruit and more spice on the finish.

Vinho Verde

Vinho Verde is situated in North West Portugal, bordering the Rías Baixas region in Spain. In the 1980s the region made mainly made red wine, but has since moved to producing light, fresh white wines, which are distinctive for their slight spritz on the palate. As the region is much cooler than the rest of Portugal, it is ideally suited to white wine production. The red wines have largely been retained for local consumption, with some rosé wines are produced commercially. Vinho Verde follows the Portuguese trend of being made from blends of native grape varieties, normally Loureiro, Trajadura and Arinto (Pederna in this region). Aside from this Alvarinho (Albariño) is used both in blends and can be used to make straight Alvarinho wines, although these are sold as Vinho Minho instead.

Quinta das Arcas Arca Nova Alvarinho, Minho
33966 £10.05
Grown right in the north of Portugal, the thick skin of the grape helps in the cooler, wetter climate. Cool fermentation and ageing in stainless steel results in a wine with lots of grapefruit, lemon and lime notes; the weightier palate balanced by refreshing acidity and a crisp mineral finish.

Quinta das Arcas Arca Nova Rosé, Vinho Verde
22967 £6.93
60% Espdeiro and 40% Touriga Nacional, these dark skinned varieties make a bright rosé wine, which is unoaked. Strawberry, raspberry and red cherry on the nose leads to a similar palate, but with a bright and refreshing citrusy acidity and a touch of spritz that the region is famous for.

Quinta das Arcas Arca Nova Branco, Vinho Verde
33968 £6.58
Made with the native varieties of Loureiro, Trajadura and Arinto, all specifically chosen to make the desired blend. Loureiro brings a herbal freshness, Arinto balances this with richer peach and stone fruit flavours and Trajadura refreshes the palate with hints of apple and pear.

Food & Wine

By Judith Nicholson,
Wine Buying Co-Ordinator

Inspiration for your menu: Armed with knowledge of Portugal's wine regions and the styles of wines they produce, some excellent food pairings can be explored.



Light, refreshing, fruity whites
The cool, hilly north west of Portugal is the main source of this unique style. Vinho Verde, with its high fresh acidity and relatively low alcohol, as the name suggests, should be drunk young. Vinho Verde along with other fresh whites are ideal in summer. They can be enjoyed as a refreshing apéritif. They are perfect with salads, balancing the acidity of the dressing, great with seafood and also with Thai or Japanese dishes.



Full-bodied whites
Higher in alcohol and richer in texture: from the Alentejo, these are soft and rich and from the Douro, intense and minerally. Portugal has an abundance of indigenous grape varieties that can keep their acidity in hot climates, providing the balancing freshness for rich white blends. Full-bodied whites may also be further enriched by fermentation or ageing in oak. Wines with obviously oaky flavours can be difficult to match but can work well with smoked foods, and many white meats, especially pork.



Rosé
Rosés tend to have crisp acidity and light body when grown in cooler regions: places with a maritime influence or high altitude. There isn't one region in Portugal famous for producing rosé – although it is a firm favourite with consumers along the coast. Dry, fruity rosés are great with a whole host of lightly flavoured foods, like vegetable and salad dishes. Alternatively try with rare red meats, the succulence of the meat and juiciness of the rosé, makes for quite the treat.



Light-bodied, tangy, fruity reds
Tangy reds from vineyards close to the Atlantic coast pair well with the grilled fish and meat dishes that are popular in these regions. Why not give chargrilled red snapper, sardines or sea bass a try!



Rich, round, full-bodied reds
The hot summers of the Alentejo make ripening grapes easy, producing rich full-bodied reds. Often made from a wide blend of indigenous grape varieties, this style of wine is still deliciously easy to drink. Relatively low in tannins, they pair well with food but the flavours need to be equally big so that they aren't overpowered by the wine. Game, lamb, beef or pork in all forms work well, with ripe Touriga Nacional being a perfect match for beef, and Aragonez delicious with lamb.



Robust reds
The Douro is most famous for this style of red, complexity comes from the mix of grapes, sometimes 'vineyard blends' where old vines of mixed varieties are planted together. These are wines that will age and develop well with their tannins softening and fruit mellowing. Drink with game and red meats, especially those barbecued or stewed; also good with hard and semi-hard cheeses.



Port
Port wine is divided into three large families White, Tawny and Ruby. White port can have varying levels of sweetness, and is great mixed with tonic, neat on ice or in cocktails, best served as an apéritif. Tawnies, amber in colour and nutty-dried-fruit in flavour, again are best served chilled in summer. Aged Tawnies are the best Port to pair with Stilton. Ruby ports, as the name suggests are redder in colour and sweeter & fruitier than Tawny. Ruby is best drunk at room temperature and pairs well with an array of cheeses and bitter chocolate cake or coffee desserts. The French drink this style as an apéritif, the English after a meal, the choice is yours.



Spotlight on Portugal



15 minutos with David Baverstock

We speak to Esporão's Chief Winemaker David Baverstock about the latest additions to our wine list from his estate in the Douro, Quinta dos Murças.

Lisa McBain
Supplier Manager

This year, the Adelaide-born winemaker celebrates his 25th year with Esporão. It's been quite a journey. When he started, the Esporão brand was only seven years old and since then David has been pioneering experimenting with international varieties and those drawn from across the Portuguese DO regions. Perhaps his greatest achievement was the Comendador da Ordem do Mérito Empresarial (Classe do Mérito Agrícola) honour, which he received from the President of Portugal at the end of last year: 'I still don't believe this has happened, as a foreigner but always very Portuguese. I'm very proud', commented David.

Portuguese wine sales in general are booming. The most recent Nielsen data (published in the December 2016 Wine Business Monthly) indicates that Portuguese wine sales have increased by 13.8% in the most recent year. That growth rate ranks behind only France (15.7%) and New Zealand (15.5%) among imports, although Portugal starts from a much lower base. Portugal may be a small country, but it is large in terms of the diversity of its wines, with always something new and exciting to discover. With consumer interest for Portuguese wines in UK on the rise, we are really excited to be launching the Assobio range and the Quinta dos Murças Reserva range which will be exclusively available to our On-Trade customers. These wines add the 'special' into everyday drinking and are a great compliment to any summer BBQ spread.

We are really excited to be your exclusive distributor in UK. Would you describe the Assobio range as typical of the New Douro?

Yes, these are fairly typical but better value for money and more consistent in terms of style and overall quality. It's not easy to make consistently good wines in the Douro at this price point and they are Douro DOCs, therefore we only work indigenous varieties sourced from high altitude vineyards.

The wines have a wonderful balance of richness and freshness; in such a hot, dry climate, how is this achieved?

The climate in the Douro, and especially where Quinta dos Murças (QdM) is located, is not as hot and dry as you might think. We are in the lower end of the Cima Corgo, so it is naturally cooler, plus we have vineyards with up to 400 meters altitude. They are mostly south facing, allowing for the ripeness and richness to go with the freshness coming from the higher altitude vineyards.

A key factor contributing to the final style of QdM wines is the altitude of the vineyards and proximity to both Baixo Corgo and Cima Corgo regions. Can you tell us about the terroir and how this contributes to the style of the wine?

Quinta dos Murças is a unique place characterized by the diversity of its eight terroirs, which are distinguished by different altitudes, exposures, schist soils and vertical vineyards. We are continuing to learn more about our terroir and have just released three new wines, VV47, Minas, and Margem, based on individual vineyard parcels that reflect their sense of place.

Since 2008 you have been producing the Reserva wine. How does this differ to the Assobio Tinto and what would be the ideal occasion to enjoy this wine?

The Reserva wine comes from some of the oldest vertical vineyards at Quinta dos Murças, planted in schistose soils at an altitude of between 150 m and 280 m, facing west and is foot trodden in traditional granite lagares, followed by 12 month ageing in aged French oak barrels. This is the classic version of a quinta (estate) wine, where terroir produces elegant wines with great ageing potential. Assobio comes from younger vineyards, based on native grape varieties, the vinification is more modern in stainless steel tanks, and only a small portion of the blend sees oak barrels. They are different wines for different wine occasions. Reserva is about the elegance, structure and complexity and Assobio is about the freshness and versatility, a high quality every day wine.

The QdM wines are a celebration of the diversity of terroir and local varieties of the Douro. Can you describe the key characteristics of some lesser known grapes. Are there any plans to produce single varietal blends?

There are no plans at this stage to release individual varietal wines, we are more interested in working with the field blends or blending and expressing the different terroirs. Our varieties tend to be the classic Douro reds, with Touriga Franca being the standout variety.

Agritourism is certainly a newish phenomenon in the Douro Valley; it was far less hospitable when I was there in 2011. How do you see the QdM estate developing in this direction?

We are developing this part of the operation and have restored the house which is a typical charming Douro building. We can now provide accommodation and share with visitors, the Douro estate experience with winery and cellar tours. It's a place where you can enjoy the river as well as a comfortable, unique experience.

2017 marks your 25th year with Esporão and it's been quite a journey. When you started, the Esporão brand was only seven years old. Can you tell us what appealed to you about this winery in particular?

Esporão struck me as impressive from my first visit there back in 1992. The winery was state of the art, with good use of a hillside. The barrel ageing cellar and bottle ageing cellars were both underground, substantially ahead of its time. There was a well-established 450 hectare vineyard which allowed for large scale viticultural practices including mechanization. We built a dam for irrigation.

Your philosophy is for creating wines with as little intervention as possible. What approach do you take in the vineyard and winery to achieve this and how do you think this contributes to a 'healthier wine' (if you think there is such a notion)?

Luckily in both in the Douro and Alentejo regions, the climate is fairly hot and dry, allowing for healthy grapes and low input viticulture. Therefore we only intervene when absolutely necessary and only with approved 'soft' chemicals. We are committed to organic viticulture and will be fully organic with all vineyards certified by 2020. In the winery, we have very low sulphur regimes. Lack of acidity can sometimes be a problem so careful pH adjustment is normal.

Why should the UK market be taking notice of still wines from the new Douro? We are seeing a trend for lower alcohol wines with more elegance and restrained fruit. How do you see the new Douro wines capturing this trend?

The Douro region has the capacity to produce wines with elegance and restrained fruit because of the many sub regions and high altitude vineyards that are typical of this unique world heritage site. We chose Quinta dos Murças for our Douro project because it was in the cooler part of the Cima Corgo with the potential to produce this style of wine, freshness and elegance both in the Assobio range but also in the Reserva style, with discrete use of oak.

You are duly credited as being a true pioneer of modern winemaking in Portugal. What does the future hold for QdM in terms of viti and vini advancements?

In terms of our QdM advancements we are in the process of converting all the vineyard to organic status. We have done a lot of soil analysis and studied the many different vineyard parcels to better understand the quinta's terroir aspects and are in the process of releasing individual wines based on these unique sites.

Global warming and climate change is having a noticeable impact on quality wine regions such as your native Australia, and France, where producers are trialling new grape varieties. In your experience, what (if any) impact is climate change having on Portuguese wine and its DO regions?

Climate change is well and truly upon us, vintage picking dates have advanced by some 2-3 weeks over the last 20 years. We have had record hot years recently, last year was the hottest on record, but somehow the grapes maintained a fairly normal ripening pattern and there was very little raisining; the 2016 wines show surprising freshness. Part of the reason is that most of the heat is happening earlier in the season and not so much in the final stages of ripening; the vines close down in extreme heat, they seem to be well adapted. So, I'm not as concerned about climate change as I was 10 years ago.

'You cannot detect minerality on the palate'... discuss! I would argue that until proven otherwise, you can most definitely detect a textural element that is outside of the fruit aroma spectrum that I would call 'mineral' but, how would you describe this character to a newcomer of wine and what are your thoughts on the subject?

Minerality is a pretty vague and over used term. To me it relates to some white wines with high acidity and a sulphur related compound, which I see more on the palate, less so on the nose. But like terroir, it has been used and abused by marketing people, and I try not to refer to it unless it is very striking. In the Douro, with high altitude, granite based vineyards, it can be a useful descriptor, Assobio white can have a mineral acidity in some years.

What does the future hold for The new Douro?

The future of the Douro Valley is one of the most spectacular wine regions in the world. Tourism is growing, the wines are getting better and represent great value for money. Once they get more exposure on international markets I am confident of a very positive future. We are in good hands in the UK market!

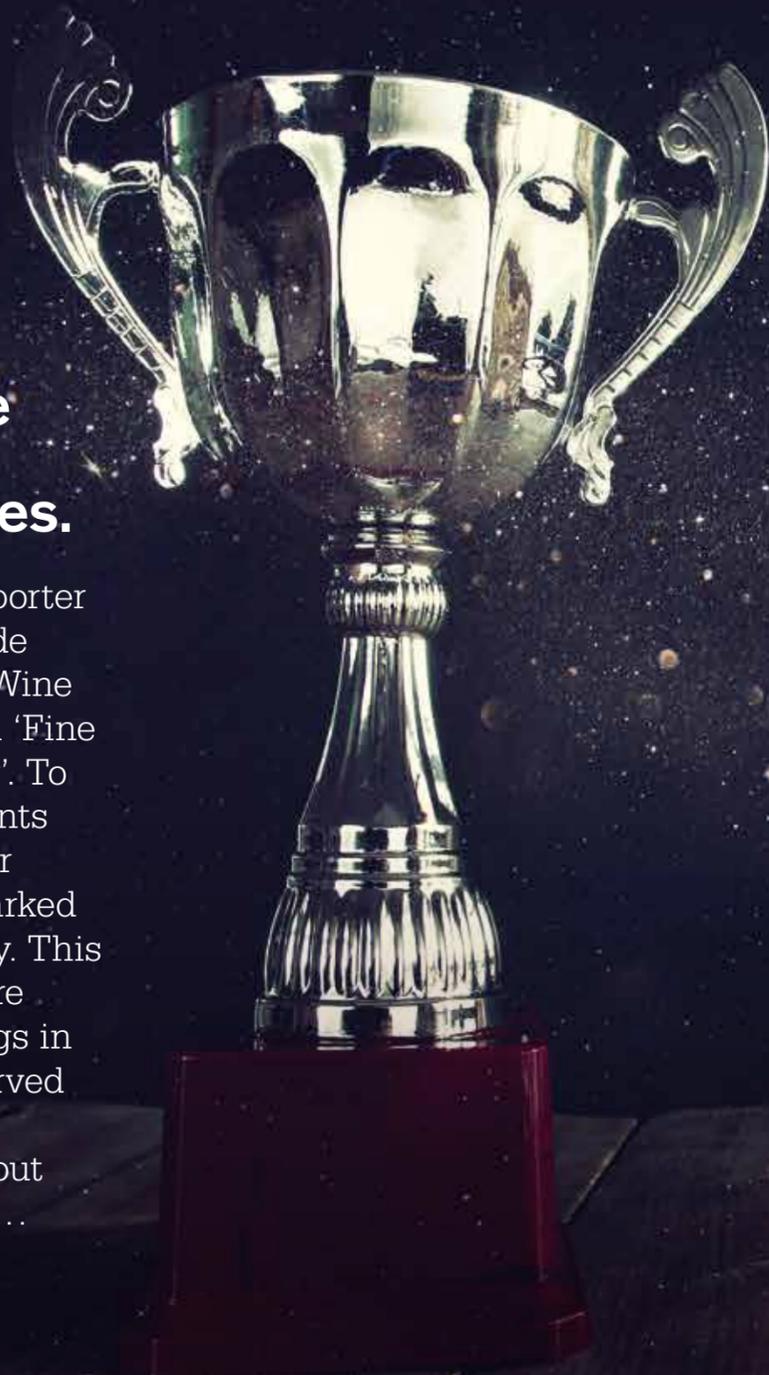
Thank you David, we look forward to sharing great BBQ moments with these wines this summer.

Stand out stars of the trade

Eleanor Webb
Marketing Content Manager

Earlier this year, we welcomed our 2017-18 wine list. 2016 had been a fruitful year and we were honoured to have received some fantastic accolades.

IWSC named us 'Wine Importer of the Year', whilst On-Trade specialist, the Sommelier Wine Awards, presented us with 'Fine Wine Merchant of the Year'. To celebrate these achievements and mark the release of our newest wine list, we embarked upon a journey of discovery. This led us to customers who are achieving some great things in the trade that we felt deserved special recognition, and of course we wanted to find out the secret to their success...



01. Pony & Trap, Chew Magna

The Pony & Trap returned to the top 3 in the top 50 gastropubs for 2017, an incredible achievement and down to the ongoing development of the menu, the wine list, drinks list and the staff. They seem to be on a roll as Josh and the Pony have also been nominated for two Catey awards this year, the Independent Restaurateur of the Year (alongside Tom Kerridge, Angela Hartnett and Nathan Outlaw) and the Pub and Bar award. They continue to list an interesting mix of grapes and countries and actively encourage customers to try wines outside of their comfort zones and the normal New Zealand Sauvignon Blanc and Pinot Grigio. Their 'by the glass' selection is vast and varied and the list remains excellent value for money as they prefer to adopt a cash margin over the more common % GP at the top end of the list.

Two wine flights, that change daily, are offered against the tasting menu and seasonal themed tasting evenings run monthly, highlighting both food and wine such as the 'Seafood and Sparkling' wine evening. They are working on getting some more winemaker dinners planned in for this year following successful dates with Laure Colombo from Jean-Luc Colombo and Martin Moore from Durbanville Hills over the past few years.

Congratulations, your continual achievements never fail to astound us, yet we can't say we're not surprised. We're sure this won't be the last accolade of the year.

02. Penny Hill Park, Bagshot

The Penny Hill Hotel & Spa group boast a beautiful section of hotels. In 2016 they won 'Hotel Group of the Year' at the Cateys, as well as 'Eco Hotel Group' at the AA Hospitality Awards for their sustainability work and green initiatives. We have worked closely with Penny Hill on their wine training this year, pulling together bespoke packages for them around indigenous grape varieties, winemaking techniques, as well as food and wine matching with their talented chef. The Hotel's Training Coordinator commented, 'the training has been fantastic and is completely different to anything any of the other big suppliers offer'.

It's been fantastic to work closely with Penny Hill on their wine training and we are incredibly pleased to congratulate them on their outstanding achievements.

03. Memsaab, Nottingham

Memsaab, a fine dining Indian cuisine restaurant based in Nottingham, boasts a number of consistently great accolades. They were voted 'Best Indian Restaurant' at the 2016 Nottingham Food & Drinks awards, and hold two AA Rosettes for culinary excellence. The Observer also named them among the top five Indian restaurants in the country. We were already keen to find out more.

Husband and wife duo, Amita and Deepak run the restaurant along with family member Sanjeev Sachdevea. Established in 2011, the restaurant is run with a contagious passion for fine dining. We are proud to have been supplying Memsaab since they opened, and have done a number of events and tastings with them, most notably with Atul Kocchar, the Michelin starred Indian Chef from Benares in Mayfair.

Congratulations Memsaab for successes we know will continue well into 2017.

04. Dantes, Edinburgh

Remo, Sandro and Fabio deliver an excellent, friendly and professional approach to their business and are duly rewarded with loyal custom in the Colinton area of Edinburgh. They were also rewarded at the Scottish Food Awards in 2016, winning 'The Best Italian Establishment'. The food awards in Scotland commended the talented individuals and businesses dedicated in delivering 'constant professionalism, amazing service and fantastic food to their customers'.

A warm welcome awaits you at Dantes, as our team have seen first-hand. With a wine list exclusively with Matthew Clark, the choice of wines reflects the diversity of what Italy has to offer with its renowned and diverse wine regions. With wine a real passion for Remo, the Matthew Clark training as well as food & wine matching collaboration has allowed him to expand his knowledge and enhance the Dantes customer experience. Great service is something the team really pride themselves on, so they will often operate a 'try before you buy' policy to win over customers with their wine selection.

Congratulations Dantes, you're an absolute pleasure to work and we wish you many more future successes!



Those who put ice cubes in their wine may well be sneered at by onlookers, but now LVMH - one of the world's most influential luxury brands businesses - has made it not only ok, but it's now the 'done thing' with a range of Champagnes from Moët & Chandon and Veuve Clicquot.

“IT’S NOW THE DONE THING...”

Moët is the most recognised Champagne in the world, with glamour and desire at the heart of its branding. Images of models wearing bright white against an azure blue background, sipping on Moët Ice Impérial, captures 'cool' in ways that most of us can only dream of.

But, seriously, the message is there clear as ice (boom!) - the drink to be seen with in the summer is now Champagne.

Hot on Ice's heels, and also under the LVMH umbrella, comes Veuve Clicquot Rich.



Also served over ice, Veuve is focusing on another key trend - personalisation - to win the hearts and minds of those that see Champagne as only for very special occasions.

To be clear, no-one is suggesting you start serving a Dom Pérignon slushy with a straw. There are still rules to abide by: here is how it works and why it's actually really good.

“FRUITY FLAVOURS THAT CAN STAND UP TO A BIT OF ICE...”

Moët Ice Impérial and Veuve Clicquot Rich are both blended using predominantly Pinot Noir and Pinot Meunier, Champagne's red grapes, to give the wine deep fruity flavours that can stand up to a bit of ice dilution for the perfect wine-to-water ratio.

Chardonnay, although still present, takes a back seat here. For a glass of Moët Ice Impérial, three is the magic number when it comes to the addition of ice cubes. Yes they are that specific, (the phrase 'perfect serve' comes to mind). For Veuve Rich, however, you can add a bit more if you wish. Both Champagnes have a high dosage - in layman's terms, a high level of sugar. Rather than the 9 grams per litre usually found in Champagne we are talking more like 60g/l.

That's not nearly as much as popular fizzy drinks before you gasp in horror, but it's a definite step change on the palate if you weren't expecting it.

This is completely on purpose, as when food or drink is consumed at lower temperatures it is perceived to be less sweet, so the higher dosage makes Ice and Rich the perfect Champagnes to serve over ice for refreshing summer drink.

As cool as ice

TIFFANY MOGG
Supplier Manager

Champagne is synonymous with a flute glass, although for several years the trade has been hailing the wine glass as the perfect vessel to fully appreciate the aromas of champagne.

“A BIG BULBOUS GLASS THAT YOU’VE BEEN SERVING YOUR G & T’S IN”

Moët Ice Impérial and Veuve Clicquot Rich require a wine glass or, even better, a big bulbous glass that you’ve been serving your G&T’s in. Firstly, you can’t get the ice in a flute glass but secondly it’s a far more summer-stylish way to swill and clink your bubbles over ice.

A few years ago, cider popularised the over-ice serve. Then G&T honed in on the summer drink scene with something deemed a bit more classy and grown-up. Fever-Tree nailed the premiumisation angle, and together with every gin distillery going premium and personalisation became the words (and drink) on everybody’s lips.

Special glassware and fancy garnishes sprang up everywhere, cocktails have never been so perfectly served, and we the British public ‘got it’, and loved it. So here we have it: possibly the easiest up-sell going right now, Moët Ice Impérial and Veuve Clicquot Rich have it all Rich also harnesses the power of the garnish encourages drinkers to create a bespoke yet simple drink.



Get a wine glass, add ice cubes and a garnish of your choice - try pineapple, red pepper, celery, grapefruit peel or cucumber - and top up with Veuve Clicquot Rich. My favourite is to pour Rich through Earl Grey tea leaves for a fancy new drink that tastes, and looks, great. Get your customers tweeting and instagramming their creation with the hashtag #LiveClicquot and you have yourself some free social media marketing too. Win, win, win.

Cellar Master Dominique Demarville says: ‘Sugar in Champagne is like spices in a recipe - used correctly it can bring out specific aromas and play with taste.’

Together with a team of mixologists the House has selected ingredients that enhance existing flavours in the wine, ‘all with a goal to express versatility and the possibility to create one’s own tasting experience.’



Say hello to #VCRich

For further information go to: https://rich.veuve-clicquot.com/en_UK/



THE MAG- ICAL MYS- TERY TOUR



For those people who find themselves singing these iconic words to themselves after a tough day in the Beatles' home city, there can be only one true solution – book yourself in for a stay at the Hard Days Night Hotel.

Andrew Falk
Wine Development Specialist

“Hard Days Night Hotel is Liverpool’s only Beatles themed hotel. Opened in 2008, during Liverpool’s reign as European Capital of Culture”



“...IT’S BEEN A HARD DAY’S NIGHT, I SHOULD BE SLEEPING LIKE A LOG.”

Liverpool has been on a steep upward curve in recent years with heavy investment across the city. Areas such as the Albert Dock and Liverpool One shopping and leisure complex have paved the way, whilst current developments including the new China Town and the regenerated Baltic Triangle area have all contributed to an estimated 75 million people visiting the area annually.

However, the real heart of Liverpool’s charm is centred on Mathew Street and the Cavern Quarter. The area is steeped in Beatles history and for those that make the pilgrimage, there’s ample opportunity to get to know more about these four local lads who took the musical world by storm. This year marks the half-centenary of ‘Sgt. Pepper’s Lonely Hearts Club Band’, one of the most iconic albums by The Beatles. Liverpool is getting set to celebrate, and has already commissioned 13 artists to create works based on the album’s 13 tracks. The spirit of the Beatles lives on, from The Cavern Club and the statue of John Lennon to, of course, The Hard Days Night Hotel.

Hard Days Night Hotel is Liverpool’s only Beatles themed hotel. Opened in 2008, during Liverpool’s reign as European Capital of Culture, the hotel is housed inside the Grade II listed Central Buildings. It offers beautiful accommodation adorned with Beatles-inspired artwork and has been recognised with several awards for its service and design.

The imposing marble columns at the hotel’s entrance speak of the building’s historic beginnings as part of the once thriving trade that entered Liverpool as one of the world’s major seaports.

The wine list at Hard Days Night continues the Beatles-based theme, being categorised by style. The ‘Day Tripper’ and ‘Here Comes the Sun’ whites contrast with the ‘Please Please Me’ and ‘Baby You’re a Rich Man’ reds as part of a wide range, taking in wines from all over the world. There’s even a ‘Fab Four Selection’ highlighting four wines which pair with their most popular dishes.

The centrepiece of the wine list though, has to be the bespoke range of own-label wines created by Matthew Clark specifically for the hotel. The Hard Days range includes an Australian Shiraz and Chardonnay, and a French rosé which are all available by the glass and are sure to make you feel alright. Blakes Restaurant is named after the Godfather of British pop art, Sir Peter Blake, who created the iconic sleeve for the Sgt Pepper’s Lonely Hearts Club Band album. The menu features traditional British dishes with a contemporary twist, all created using fresh and often locally sourced ingredients to a high standard.

Unsurprisingly, such a venue offers not only a high-quality dining and drinking experience but also goes big on entertainment. The ‘Live Lounge’ hosts acoustic musicians playing, of course, some classic Beatles tracks and a specially designed gallery allows visitors to view and purchase artwork displayed within the hotel. Hard Days Night Hotel really is the perfect place to visit in Liverpool, just be careful you don’t leave with an acute case of Beatlemani.

PRESENT YOUR CASE

Does the U.K. wine trade overcomplicate things when it comes to wine?

Wine with its multiple grape varieties, numerous labels and array of prices can be confusing for the consumer. Continuing our series, we discuss whether the trade is guilty of overcomplicating wine for the consumer or whether we are providing them with the information they need to make the right choice.



FOR **Brian Meacher** from Don Jacobo winery tells us why he thinks the trade does overcomplicate wine for the consumer

My view is, yes we do! Especially when faced with selling wine in the On-Trade to the end consumer. I occasionally dive head first into a bit of wine geekery, this indulgence is always something to be savoured and only done in the company of the likeminded.

It should never become mainstream or every day for the masses subjected to it in my view. A bit like watching Kate Bush videos.

There is no doubt that wine is a subject with many layers and for anyone selling wine, the search for differentiation leads us down a path of story-telling that might include micro detail. In the 'trade' we tend to lap it up!

The over complication of wine most annoyingly rears its wordy head in restaurants and hotels where I spend plenty of time training staff to deal with the possibly daunting task of selling wine with a mark-up.

My job is to subtly educate and de-mystify wine as a subject leaving the often youngish waiters and waitresses confident in their abilities and believing that selling wine is not so tricky at all. I often advise; 'Just smile and say it's "delicious" or if you haven't tasted it, "this is one of our best sellers".' Customer reassured. Job done. An honest, positive and kind affirmation is usually all that is sought and needed.

I've found that very few consumers are so deeply interested in the specific clone of grape variety or can instantly recall a myriad of rare or ancient flavours or aromas, all apparently crammed into this little glass of juice! Many of us couldn't truly spot a hint of frankincense and myrrh if our lives depended on it. Enough with the adjectives. The average glugger, like me, has just one burning question that they'd like answered please; will I like it?

The name of the wine-makers grandmother may be interesting to some, but honestly who really cares! Please don't try to send me to sleep until I've eaten and the bottle is empty. Incidentally, once I did buy a wine because it was described in the wine list as "like an embrace with Marilyn Monroe". I guess that might say as much about the consumer as it does the wine, but I thought it was funny and not entirely beyond imagination. Some consumers eating in an especially good restaurant do appreciate the passion that comes across from really knowing the wine; its land, its history, food and flavours. Knowing a little of this possibly helps them part with £50 for a £5 bottle of wine. Mostly I am in favour of letting the wine do the talking where it's possible and practical, and preach more sampling and simple tasting notes with easy to understand information, not especially dumbed down, but just hold some of the jargon.



AGAINST **Simon Haywood**, Wine Information Manager at Matthew Clark explains why he doesn't think we do

As author of the last fifteen Matthew Clark wine lists, I champion the view that much effort is being made to simplify wine. I can see why the proposition has been put forward for discussion, but believe that many of us in the UK wine trade work hard to simplify the issues, without losing the magic, inherent in the differences between two wines.

Anyone lucky enough to attend a producer's horizontal tasting of a Monrchet and Bâtard-Monrchet, two vineyards separated by a one-track road; or who has tasted the six wines in Chalk Hill's Alpha Crucis Winemakers' Series, six wines from the same vineyard made by different winemakers, understands how even small production or locational differences between wines can be easily recognised on the palate.

Undoubtedly, the world of wine is complicated and offers enormous choice; the French with the spirit of "vive la différence" have legislated for over 600 individual climats (plots of land) in the appellation of Premier Cru Burgundy alone.

There are thousands of protected designated regions right across Europe, dozens of countries outside Europe with plenty of regions, thousands of grape varieties being used and thousands of producers making wine...and each year a different wine is made by each.

Against this background, it's not a surprise that everything seems complicated here in Britain; I think what we do to simplify the world of wine is actually quite impressive.

So what are we doing? Well, first of all I think we are buying good wines; skilled buying by the UK's wine buyers means the consumers can worry less about the quality in their glass regardless of what they choose.

Secondly, the UK provides some of the best wine education in the world: MW, WSET, staff training provided by the best wholesalers; TV programmes, the press all contribute to making the whole subject more comprehensible.

Thirdly, in the UK we have developed mechanisms and materials to help communicate information about wine and more importantly provide direction; our Wine Expression provides clear information as to the style of a wine and the foods with which it will match well. I would like to propose that actually the situation in the UK concerning wine is pretty healthy, a solid indicator that the trade is engaging well with consumers. The International Organisation of Vine and Wine (OIV) reported last year, that whilst in some European countries, such as Italy, wine consumption is falling, in Britain the enjoyment of wine is increasing, as more bottles are appreciated by more consumers. The domestic wine industry also provides a positive guide as to the health of the UK market; there are now over 500 vineyards in the UK, with the premium varieties Chardonnay and Pinot Noir being the most planted. Whilst there will always be challenges associated with complexity in the UK wine trade, as long as we remember how important the consumer is, we will continue to pitch the information at the right level.

WHAT'S YOUR OPINION?

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

Demystifying Wine

Simon Haywood
Wine Information Manager

Where is the magic?

Light, sound, atmosphere, how do all these things affect the way a wine tastes at a particular moment in time?

Many of us can perhaps recall a magical memory, sitting in view of a warm, glowing sunset, sipping a delicious glass of wine. So what part does stimuli play? How do different environments affect our senses?



Maybe it's a reaction to completing another wine list – 284 pages this year – but when asked for another article in the demystifying series, I felt I had explained enough for a while and maybe we could explore what we don't yet understand. I think the magic in wine can be found in what we don't yet know; accepting that we don't know everything is a good step along a journey of discovery that wine offers the fearless sensation seeker.

So what **don't** we know that can help us on this journey?

“A sight of the label is worth 50 years' experience.”

Well quite a lot actually; wine is notoriously difficult to pin down and a blind tasting can be a scary place; as taste can be influenced easily by factors beyond our control. As the great wine critic, writer and auctioneer Michael Broadbent, MW, once said, “A sight of the label is worth 50 years' experience.”

With this in mind I'd like to propose light as being a magical influence on wine. Although not always part of a tasting note, we do note a wine's colour before tasting it, and it seems the lighting conditions can influence its flavour. Experiments published in the *Journal of Sensory Studies* in 2009 showed that wine, in this case a Riesling, when tasted under blue or red light conditions tasted better than when tasted under green or white light.

These statistically significant results also reported that the subjects were more likely to pay over 30% more for the wine they tried under red light, than that tasted under green light. So what's going on here? Well for a start, this single Riesling changes it's personality under different coloured lights: it seemed 50% sweeter under red light than blue, and gave the impression of being spicier and having more bitterness under blue light.

These findings beg the question...should wine bars consider installing red lighting?

“The 'magic' of one sense influencing another is called synaesthesia”

The 'magic' of one sense influencing another is called synaesthesia and this is what is happening when a wine appears to taste different under different lighting conditions.

Sounds can also influence our relationship with wine. When I worked for Oddbins in the late 1980s we knew that certain types of music could influence sales. Classical music, particularly famous pieces, would largely be the best selection to positively affect sales; although on busier Saturdays, when the weather was warm, a relaxed jazzy vibe would be the best choice to influence customers to try better wines.

More recently, a small scale experiment at Heriot Watt University concluded that whether the wine is white or red, when tasted whilst listening to that musical style, the wine was described as being more similar to that musical style than a control of the same wine tasted in silence. The genres of music were: Powerful and heavy, Subtle and refined, Mellow and soft and Zingy and refreshing – If you're not sure what Zingy and refreshing sounds like I recommend you check out Nouvelle Vague's version of 'Just can't get enough'.

Perhaps this 'magic' or synaesthesia might help demystify something after all; maybe it can answer the question, 'Why did this wine taste better on holiday?', by provoking the question, 'What was the atmosphere like when it was tried when abroad?'

That Provence rosé brought back from southern France, might taste just as it did, with a sun lamp switched on and 'La Vie en Rose' playing in the background.

Starter for 10

Jon Sabido
Wine Development Specialist

I have been in the wine trade for over 16 years and have had many great experiences, but a first glimpse of the mysterious magical world of wine came before I could buy a bottle (legally in the UK at least!).

I was 16 and more interested in buying beer at the time but, for my own good, had been sent on a French exchange to Beaune, the centre of the world for Pinot Noir, staying with a family who lived opposite the stunning architecture of the iconic L'Hotel Dieu (Google it!).

My parents, being keen on a drop of decent Burgundy, decided to make their holiday coincide with the end of my trip and collect me. How kind and/or cunning of them. Our host's family had a cellar in the town and they were delighted to lead us through the historic streets to a little unassuming door in a wall. Behind lay treasure, greater than my teenage mind could appreciate, but which I could tell was a rare treat for my dad.

Experiencing the ceremony of selecting some special wines in this damp underground hideaway, which we then tasted with views across the Beaune rooftops was a moment when I realised there must be something magical about this red potion, particularly when people will pay so much for it. Even better that I could eventually make a career out of recapturing that magic. Some of the wines I have chosen are inspired by fantastic experiences, others will hopefully be catalyst for them in the future.

02

**Limoux Chardonnay,
Zephyr,
Abbotts & Delaunay**

31834 £17.61

Whilst Burgundy is king when it comes to Chardonnay, for value and consistency the South of France can offer some amazing examples. Of Burgundian routes, Laurent Delaunay bought a winery near Carcassonne from talented Australian winemaker Nerida Abbotts. Combining his experience of the grape and knowledge of the region's terroir, he now makes this fantastic wine that competes with more expensive examples from the Côte D'Or. Combining stone fruit flavours, floral aromas and some vanilla spice the wine maintains its freshness with a long finish. It may even surprise the ABC crowd.



01

**Hidalgo La Gitana
Manzanilla,
Sanlucar de Barrameda**

20508 - £5.99

Yuck, Sherry. That's what I thought too. Being wise enough to study Spanish in Granada as a 20 year old, my only reservations were having to eat olives and drink Sherry. As it's basically the law there I had to acquire the taste. Now I love both and this wine can transport me back there as if by magic. Not your winter warmer in a sweet dried-fruit style, this dry wine is a bracing, salty smack in the face like surfing off the Atlantic Coast of Cadiz, thanks to a layer of yeast that grows on the surface and stops the wine oxidising, keeping it fresh. Served extra cold alongside freshly sliced jamon, salted almonds and of course olives, it is the perfect way to start a meal or enhance sitting on a sunny terrace with some tapas or a gazpacho. One day you'll believe me.



04

**Vistalba Corte B,
Lújan de Cuyo, Mendoza**

33828 £17.51

This wine is brand new to our portfolio and I know it will lead to some future magical occasions, but for now all I can do is encourage you to taste this blend from a winery that uses all the latest technology to make its wines but employs traditional methods when it comes to growing its Malbec and Bonarda grapes on 70 year old vines. Intense and aromatic with fig, blackberry and violet aromas there is additional structure and complexity from 11% Cabernet Sauvignon. Malbec blends should definitely be the future for top quality wine from Argentina and the Corte A, B & C wines from Vistalba show how well it can be done.



03

**Chianti Classico, San
Jacopo da Vicchiomaggio**

30473 £12.34

Back to magic moments, I spent my honeymoon in Tuscany and it rained... a lot! I was also studying for WSET exams. Romantic as that all sounds, my wonderful selfless new wife took over driving duties during a particularly wet day in the picturesque misty hills of Chianti Classico where we stopped in Greve and I spent a couple of enlightening hours falling in love with wines from across the region. Luckily both these relationships are still going strong. Based in Greve, Vicchiomaggio is one of the largest estates in the region, dating back to the 15th Century and legend has it Leonardo da Vinci stayed there around the same time painted the Mona Lisa. There are some spectacular and more expensive wines from the estate, but I think the 'San Jacopo' is a great example of elegant, traditional Chianti Classico with plenty of tangy cherry fruit, soft tannins and a subtle savoury flavours. Nothing wrong with a bit of rain.



05

**Villa Conchi Brut Reserva,
Cava**

29895 £10.91

Cava has definitely struggled during the Prosecco revolution. Traditionally cheaper versions have lacked fruit over high acidity and the market has been heavily dominated by very few brands. On the plus side, bubbles are now seen as an affordable treat and Spain has definitely been on trend in the last couple of years with tapas group Barrafina even being named Britain's Best Restaurant in 2015.

Villa Conchi is a new creation from wine entrepreneur Javier Galarreta, inspired by and named after his mother who was a big sparkling wine fan. A traditional blend of Cava grapes is enhanced by 10% Chardonnay to add fruit and elegance. With 15 months aging in the cellar before release this has the complexity that makes it a serious wine but at the price that will encourage you to buy that second bottle.



07

Quinta das Arcas, Arca Nova Alvarinho, Minho,

33966 £10.05

Another newbie, this wine might not fit in your fridge thanks to its beautiful long fluted bottle, but I would encourage you to make some space for it this summer as it is a refreshing, zesty, grapefruity version of the grape better known as Albariño over the border in Spain's Galicia region.

This variety is very much on trend and like its local cousin Vinho Verde, this should convince you that Portuguese white wine finally deserves your attention. Founded in 1985 the estate is family owned and also produces artisanal cheese from their own cows as well as olive oil. Sounds idyllic.



06

Flagstone Writer's Block Pinotage, Western Cape,

20645 £14.16

Maybe the ultimate 'Marmite' grape, I'm as surprised as you are to see Pinotage on this list of recommendations. But that's part of the magic of wine, no two are the same and sometimes the right place, person and time can make a difference. The Flagstone winery is a Matthew Clark favourite, with charismatic winemaker Bruce Jack known to as many customers as staff. His wines are about bringing joy to life and this wine even does that with Pinotage. An inky deep purple colour, the palate packs as much flavour as it's possible to get in 75cls. Ripe fruit, spice, chocolate, smoke and toast make this a wine that needs food that can stand up for itself. Light the BBQ.



08

Te Kairanga Riesling, Martinborough

29221 £10.32

Most people love Riesling, but only when they have to try it. They even like it when it has a bit of sweetness that brings out the fruit, the fact the alcohol isn't too high and its refreshing finish. When it tastes citrusy but with a touch of exotic fruit and floral aromas, it convinces them even more what a great grape this is. When they find out it comes from New Zealand and is in a modern looking bottle they are even convinced that it would be a good idea to order it next time they go out as it's great on its own or with food. Try this one from Te Karainga, it does all of the above and may just convert another customer. If not, it's a shame, but then all the more for me.



09

Anjou Rosé, Château De Fesles, Loire

29123 £9.04

Should it be dry or sweet, light or fruity? Rosé comes in various shapes and sizes and Provence is currently the place to be for super-trendy, slickly-marketed dry styles. I am a fan of that style, but there is nothing wrong with a touch of sweetness, particularly when it's balanced by refreshing juicy fruit. This wine is a classic from the more cooler Loire Valley which has none of the confected quality often associated with cheaper sweet rosé but is an elegant grown up treat that will go with summer dishes or spice. Château de Fesles has a long history, dating back 1000 years and is currently family-run by fourth generation winemaker Pierre-Jean Sauvion, who has gained experience in Australia and California before coming back to his roots to produce classic Loire wines.



10

The Four Graces Pinot Blanc, Willamette Valley, Oregon

29104 £18.60

The Four Graces winery was founded by the Black family in 2003 about 40 miles from Portland, with an aim to produce hand-crafted wines balancing the best of traditional and modern techniques using sustainable farming. With Bordeaux raised winemaker Laurent Montalieu at the helm, the estate produces some superb Pinot Noirs, but I think the unoaked Pinot Blanc stands out as an unexpected treat, with plenty of blossom and ripe citrus aromas, tropical fruit flavours and a rich weight on the palate that I think would go brilliantly with roast pork.



CHAMPAGNE TAITTINGER

Reims

CHAMPAGNE TAITTINGER

A st for Champagne

By Jemma Calver
Supplier Manager

Champagne Taittinger's French planting team break first ground at Domaine Evremond in Kent – a magical moment.

Pierre-Emmanuel Taittinger, President of Champagne Taittinger, made English sparkling wine history during May by planting his first vines in Champagne Taittinger's new Domaine Evremond vineyard in Chilham, Kent – the first Grande Marque Champagne House to plant vines in the UK. He was joined by his wife, Claire, daughter, Vitalie, and representatives from Taittinger's UK agency and partner Hatch Mansfield, as well as employees and customers of Matthew Clark, to plant the first of 20 hectares of Chardonnay, Pinot Noir and Pinot Meunier vines at the new Estate.

Taittinger is the only Grande Marque Champagne house to be run by its eponymous family and is the first Grande Marque Champagne to establish a vineyard in the UK to make premium English Sparkling wine. The first English Sparkling wine from Domaine Evremond should be released for drinking in 2023, after three years of ageing in bottle.

We spoke to Pierre-Emmanuel Taittinger to find out why he decided to venture into English Sparkling Wine: "Our family has always had a great affection for the UK and for Kent - my father Jean Taittinger twinned Canterbury with Reims when he was mayor of the latter in the 1950s. We have been very impressed by the quality of English sparkling wine being produced, and we believe the combination of chalk soils, climate and topography of our site in Kent are ideal for producing quality sparkling wine. These attributes are perfect for grape growing, and are very similar to the terroir in Champagne, for us it was a natural step to do this."



As part of the magical planting day, a group of key customers from Matthew Clark, featuring Chewton Glen, The Painswick Hotel Hotels, Greenclose Group, Clivedon and The Charlton Arms accompanied by Ian Hudson and Laura Din were treated to a once in a lifetime experience. They set off and had a full day on the French side of the channel experiencing the delights of Champagne Taittinger and then the following day they were whisked back Kent to plant a vine in this exciting new Taittinger venture in England. Luke Millikin, General Manager of the prestigious Painswick Hotel in the glorious Cotswold village of Painswick, commented 'I have been lucky to do many things in this wonderful industry but the last two days have been truly unique and totally magical'.

Keep up to date by following @DomaineEvremond on Twitter

4100 B.C.

THE OLDEST WINERY



What we know to be the oldest winery is found in Ancient Armenia.

3100 B.C.

THE FIRST WINE MAKING



The pharaohs begin making a wine like substance from red grapes and due to its resemblance to blood, use it in ceremonies.

146 B.C.

THE GOD OF WINE



Rome conquers Greece, they also create their own God of wine Bacchus and make wine a central part of their culture. They recognize terroir and famous vintages.

1492-1600

THE NEW WORLD



Wine travels to the New World and is brought to Mexico and Brazil by the conquistadors. It then spreads to South America via Spanish missionaries.

1650

CABERNET SAUVIGNON



Cabernet Sauvignon is born – a natural cross of Sauvignon Blanc & Cabernet Franc somewhere in Bordeaux.

1693

A NEW INVENTION



Dom Perignon 'invents' Champagne.

1788

THE FIRST FLEET



The First Fleet (having left the UK in 1787 to set up a penal colony in Australia) to stop in South Africa.

They pick up grape cuttings that will be planted upon their arrival in Australia.

1830

THE MODERN BOTTLE



The modern bottle shape is introduced.

1870

PHYLLOXERA DESTRUCTION



Phylloxera destroys 75% of France's vineyards.

1997

THE LOST BORDEAUX



Chile discovers their 'Merlot' is actually the lost grape of Bordeaux called Carmenere. DNA profiling confirms this in 1997.

2010

THE MOST EXPENSIVE WINE



Most expensive wine ever auctioned
1869 Lafite-Rothschild sold for \$230,000.

DELVING INTO THE DEEP BLUE

Summer is here and whilst we are all dreaming of far away sandy beaches and azure blue seas, the reality is that more and more consumers are 'stay-cationing' in the UK this year.

But that doesn't mean you can't entice consumers into your outlets this summer by offering them some more exotic alternatives to the everyday Sauvignon Blanc and Chardonnay.

JEMMA CALVER
SUPPLIER MANAGER

ALBARIÑO

A key wine trend that we have seen so far this year is an increase in consumers opting for unusual grape varieties. Albariño is one of Spain's most famous varieties, most commonly grown in Rías Baixas in the north-west. It is known under the synonym Alvarinho when grown in Portugal, but can be found all over the world. A great alternative for consumers who like the citrus punch of Sauvignon Blanc and the body of Viognier; we have two new additions to our range this year:

01.

*Lolo Albariño.
Rías Baixas,
Spain*

33920 | £9.87



Made from young vines, this wine has delicious notes of green apple and lemon peel with a hint of stone-fruits. Fresh, with zippy fruit and a balancing bitter note on the finish.

02.

*Saira Albariño
Costers del Segre,
Raimat*

21910 | £9.46



The fashionable Albariño grape variety does not always have to come from the Rías Baixas region. In the high altitude vineyards of Costers del Segre it also does well. Shows delicate aromas of citrus, dried flowers and spice with a hint of sweet vanilla and dried fruit; the palate is well-rounded and the finish citrusy and refreshing.

GODELLO

Another lesser known variety, Godello, thrives in the relatively cool climate of north-west Spain. The grape was nearly extinct in the 1970s but has recently gained quite a following and has become quite fashionable. The more I taste this variety the more I love it, and this year we've added two new ones to our list. Full-bodied and rich, as Jancis Robinson MW says 'Godello combines the structure of white burgundy with the finesse of a juicy mineral grape', both great alternatives for Chardonnay lovers.

01.

*Godello Bierzo.
Losada,
Spain*

33112 | £12.56



Partially aged in large oak barrels this wine has delicious notes of apple and pear fruit on a quite rich and well-rounded palate.

02.

*The Orange Republic
Godello, Casa Rojo,
Valdeorras, Spain*

33041 | £15.70



The wine's name, 'The Orange Republic', is a nod to the thousands of orange trees that surround the five hectares of old vines just outside the village of Petín in north-west Spain. Aged on its fine lees for about five months prior to bottling, its wonderful aromas of pear, apricot and peach develop into a rich and full-bodied palate with a fresh finish. All of these wines are perfect as an apéritif but are also a classic match for seafood – great with sushi, ceviche or any types of shellfish – kick back and enjoy!

...IN THE HANDS OF THE RIGHT PEOPLE (CHÂTEAU DE JACQUES INCLUDED) IT GOES BEYOND ANYTHING I EVER EXPECTED IN TERMS OF QUALITY...”

THE MAGIC & INTRIGUE OF **Beaujolais**

Ever since I began my career in the wine trade, Beaujolais has been an area of personal intrigue. Growing up, Beaujolais was often the bottle of choice on our family dinner table due to my father's seemingly unquenchable thirst for the stuff. Quality for price was always the virtue he attributed to the region's wines, especially when compared to the reds from its more illustrious, and heftily-price-tagged neighbour, Cote d'Or Burgundy. Not knowing the similarities or difference I heartily said 'cheers' to that and went about enjoying a glass or two!

Andrew Falk
Wine Development Specialist

So it was to my great surprise when, during my first few weeks in the industry working at a well-known wine retailer, a discussion with my new colleagues about our favourite wines brought a mixture of horror and derision heading my direction. I had made the fatal error of suggesting that I was quite a fan of Beaujolais.

'Simple', 'characterless', 'bubble-gum juice': just some of the kinder words used to describe the wines from Burgundy's seemingly lowly neighbour. Being an impressionable young soul and wanting to fit in, I duly listened to my more experienced peers and discarded Beaujolais for the next few years while training myself to have a more socially acceptable palate.

My only revisit to the region's wine would come in the third week of November each year with the mini-fanfare which accompanied the yearly release of Beaujolais Nouveau. Brief excitement, a funky poster or two stuck on the walls and a chance to give the wines another try. Hooray! I could finally be fully accepted back into the fold, bubblegum juice it was; an affirmation of my colleagues' earlier opinions.

It took another colleague, adamant that there was more to Beaujolais, to reintroduce me to the region a couple of years later via some of the top-end cru village wines. A bottle of Château de Jacques, Moulin-à-Vent from the excellent 2010 vintage being one of those that stood out. Elegance, complexity, structure and class bringing home to me what I had been missing and sending my head into a bit of a Beaujolais spin!

Fast-forwarded to 2016 and imagine my surprise and delight when in October I was invited to visit the region as a guest of Château de Jacques, the very winery which had reintroduced me to this old favourite! It also gave me the chance to address a lingering question: What is Beaujolais? Simple, fruity wine for easy drinking; or elegant, age-worthy wine that is under-loved and under-priced?

“I HAD MADE THE FATAL ERROR OF SUGGESTING THAT I WAS QUITE A FAN OF BEAUJOLAIS”

The answer, I found, is that it is both styles, made with different expectations for different markets, but, in the hands of the right people (Château de Jacques included) it goes beyond anything I ever expected in terms of quality.

Château de Jacques, situated in Moulin-à-Vent, is synonymous with quality winemaking in Beaujolais. With a long history and tradition for Burgundian methods of production such as long maceration, wild yeast fermentation and oak ageing, the wines of Château de Jacques have both grace and age-worthiness that is poles apart from the fruity, easy drinking Nouveau style that many people are accustomed to.

As Cyril Chirouze, director of Château de Jacques, explained during a superb tasting in the cellars:



“CHÂTEAU DE JACQUES IS VERY DIFFERENT FROM THE CLASSICAL PRODUCERS IN BEAUJOLAIS”

‘Château de Jacques is very different from the classical producers in Beaujolais. What makes the biggest difference is that we don’t use any carbonic maceration. Every Gamay bunch in Château de Jacques is destemmed.’

Having tasted the very best of their range the two styles become totally incomparable. The simple fact is Nouveau does not define Beaujolais, and nor should it. Nouveau is about speed of production after harvest. It was originally created to give an impression of the vintage for local producers and industry insiders, and for that reason it serves a very useful purpose, but there is much more to discover and appreciate beyond Nouveau. The carbonic maceration technique which is mainly reserved for Nouveau or simpler Beaujolais wines uses whole bunch fermentation to produce fruity, soft and easy drinking wines that can be drunk when very young and is the most commonly used method for entry-level wines in the region. With the excitement and glamour that arose with Nouveau came some unwanted side effects for quality-conscious producers in the region.

As Cyril describes, Beaujolais Nouveau has clouded the perception of what style of wine the Gamay grape (nearly 100% of plantings in the region) is capable of producing:

‘Gamay is not particularly adapted to the production of fruity wines ... we have spent the last 60 years speaking mainly about the Nouveau wines and saying too often that Gamay has to smell about raspberry, blueberry, strawberry and has to be gentle and soft.’

This confusion has resulted in a belief for many people that Beaujolais cannot produce serious wines of great finesse or character, something that I fell victim to like many other people.

Basic Beaujolais - made from anywhere in the region and is often made on flatter vineyards with limestone/clay soils in the south of the region – is often extremely pleasurable wine with its easy nature and fruit-forward style. However, for those looking for the best wines you need to head north.

Here, at the top of the appellation stand the 10 cru villages which have been singled out for their quality and individual characteristics, with famous names like Fleurie and Morgon having built a very fine reputation. These wines can easily sit alongside the very top Pinot Noirs from Burgundy, giving the famous Grand and Premier Crus a run for their money.

Indeed, Gamay is directly descended from Pinot Noir and thus produces wines with similar characteristics when treated carefully and grown in the best sites.

Naturally high in acidity, the best wines develop deep berry fruits, violet and perfume aromas and a smoky spice character.

According to Cyril, at its best Beaujolais reflects the true history and potential of fine Beaujolais wine with quality levels and ageing potential alongside that of Burgundy:

‘If you look at the old wine lists from restaurants in Paris a century ago, you will see that the vintages and prices of Moulin-a-Vent and Fleurie were the same as Beaune or Chassagne. The spirit of both regions were exactly the same.’

Luckily for me, Cyril was willing to put his words to the test, and he pulled out some of his favourite wines from the range. We tasted wines from Château de Jacques’ best vineyards with a range of vintages going right back to the Moulin-a-Vent Clos de Rochegros 2000. After 16 years this wine was still showing youthful fruit combined with tertiary aromas of dried leaves, spice and violets that made it an absolute joy to drink. Comparing the price to an equivalent age and quality Burgundy sent me back full circle to my dad’s quality for price comparison – it still holds true to this day!

My final conclusion on my return from Beaujolais was to never judge a wine by others’ perceptions or by one bottle or style from a region or grape. Always taste with an open mind, there’s something out there for all us wine lovers that’s just waiting to be discovered.

Wine Cocktails

If I say the words “wine cocktail” your mind instantly screams out sangria, jugs of wanderlust and sunshine fruits but not anymore!

Is wine the next new trend in cocktails? To find out more I travelled south of the river Thames to a bar renowned for pushing boundaries with fearless ambition, Powder Keg Diplomacy.

For the five last years, Powder Keg Diplomacy has been delighting customers with their quirky cocktails, elegant food, all served up in a Victorian style with very modern thinking.

To show the level of innovation we are focusing behind the bar, with Portuguese Over Sea, a cocktail which uses wine as one of its base ingredients. Speaking with Michael and Will behind the bar I started to explore the logic behind using wine in modern cocktails.

Traditionally “You either like wine, so lets try it in a cocktail or you have left over wine lets make it better”, at Powder Keg they are looking at changing that perception. “Wine brings a depth in flavour like no other” Michael explains how the complexity of wine gives the bartender access to flavours like never before, using the delicate flavours of the wine to enhance every note in the spirit to give the consumer a full taste experience.

Speaking with Will, creator of Portuguese Over Sea he speaks passionately about his love for bartending and how he is able to stamp his personality on the drinks whilst still being able to bring smile to his guests faces.

Portuguese Over Sea

- 50ml Portuguese White Wine
- 45ml Pear Gin (Plymouth Gin infused with pears)
- 20ml Sugar Syrup
- 1 inch Cucumber

I asked Will what was his inspiration for this cocktail and he spoke about how he had been learning more about wine, understanding its depth of flavour and wondered if he could use this to enhance his cocktails. You will have to visit PowderKeg yourself to answer that, but I promise you will not be disappointed.

Keeping to the theme of wine based cocktails and now that the sun is starting to peak out from behind the clouds I introduce you to the Frosé! Last year the Frosé took New York by storm and if we are lucky enough to get a summer over here expect to see it everywhere here too. Put simply the Frosé is frozen rosé, but of course the bar tenders have grabbed this by the stripy straw and we are seeing some wonderful twists on this summer drink. Our favourite twist can be found in Camino Bars. So get yourselves down to Camino to enjoy some fantastic Spanish tapas and chill out with this refreshing summer drink.

Frosé

- 75ml Rosé Wine
- 50ml Belsazar Vermouth Rosé
- 10ml Strawberry Purée
- 5ml Agave Syrup
- 20ml Water (to help with freezing)

Best served from a slushie machine this is a fruity delight, the sweetness of the fruit is perfect balanced with the Belsazar Rosé to give you the perfect long, refreshing summer drink.

Neil Webb Spirits Specialist

“Wine brings a depth of flavour like no other...”



Ingredients needed to make the 'Portuguese Over Sea' cocktail



Portuguese Over Sea: the finished serve



Try for yourself at Powder Keg Diplomacy in Clapham

Ones to watch

Judith Nicholson
Wine Buying Co-Ordinator

1

SEVILEN NATIVUS NARINCE, TOKAT 34104 | £8.89

Last year Matthew Clark brought you Greek wines, and this year we are expanding even further with wines from Turkey. Countries such as Turkey have been making wines for millennia, but previously have really only managed to be a hit with the UK when we go there for our holidays. This is mainly because whilst the conditions for growing grapes are great, there isn't the investment in wine making to achieve good quality. However, this is changing, and producers such as Sevilen are now producing great quality wines that can be exported. The Nativus (name), Narince (white grape name), Tokat (town in the Anotolia region) is a deep yellow, with lemon and lime flavours, deepened by hints of peach and apricot.



DÉLICAT ROSÉ, CÔTES DE THAU 33989 | £6.92

If you hear the word rosé, Provence is probably one of the first words that you think of. There are actually far more wine regions in France producing equally as drinkable rosé wine, and Côtes de Thau is one of them. Based in Langdeoc, it covers a very similar area to Picpoul de Pinet, but is differentiated by growing familiar red grapes, which are normally used to make rosé. Combining Grenache, Carignan, Cinsault and a little Merlot and Syrah, this is a lovely pale pink rosé. Strawberry, raspberry and hints of blossom on the nose lead to refreshing red fruit and a citrus finish on the palate.



3

MORELLINO DI SCANSANO, VILLA POGGIO SALVI 33912 | £12.28

I've lost count of the number of times I've been asked for a Morellino on the list, so I'm really pleased that we finally have one! Scansano is the region, situated in the south-west of Tuscany, about 10 miles from the coast and the border with Lazio. Morellino is the grape variety, known as Sangiovese in the rest of Tuscany, and pretty much everywhere else. As per the DOCG requirements, the wine is unoaked, and aged in bottle for 4 months before release. Morellino can also mean Morello Cherry, and this wine certainly lives up its name, with lots of black cherry on the palate, ending with soft, rich tannins.



DR. KONSTANTIN FRANK DRY RIESLING, FINGER LAKES 50005 | £16.85

When it comes to USA wine, most think of the rich reds from California and a few may mention whites from Oregon and Bordeaux Blends from Washington. It's easy to neglect the east coast, but New York State is the fourth largest producer in the USA and their wines are so different to the west they deserve a mention. The Finger Lakes Regions was one of the first to graft vines and wines have to be grown near the lakes for the heating and cooling properties they provide. Varieties you would expect in Germany and Alsace such as Gewurztraminer, Cabernet Franc and Pinot Gris do well, but Riesling particularly stands out. This one has delicate floral aromas, and tangy hits of grapefruit, lime and mineral acidity on the palate.



5

VISTALBA CORTE B, LUJÁN DE CUYO, MENDOZA 33827 | £16.85

Malbec has always dominated the red wines of Argentina, especially in Mendoza. At Bodegas Vistalba, they have a slightly different approach, highlighting Malbec by using it with a blend of other grape varieties to complement its personality and develop complexity in the wine. The Corte B is the middle tier of the range, it is a blend of 81% Malbec, with 8% Bonarda and 11% Cabernet Sauvignon. The Malbec brings a full-bodied, spicy palate with lots of ripe black fruit, whilst the Bonarda and Cabernet add a good balance of tannins and acidity to highlight the fruit.



Vini musings

With Jacqueline de Leeuw
Wine Development Executive



People often ask me how I got so passionate about wine and I never know what to say. Growing up in Holland, I never thought that I would be spending any

time learning and talking about wine, little did I know then. When I was a kid I wanted to be a ballerina, and a pilot, and... well something else every other week!

I remember my first glass of wine during a family Christmas dinner. My dad allowed me one glass to try and I carefully decided to go for the dessert wine to go with my favourite course. My uncle, a wine enthusiast, said I would love this, it would be sweet and fruity and all things good in life! During dessert my uncle walked up to me and brought me a wine glass with a drop of a slightly syrupy golden liquid. Being very keen to try I took a good big gulp from the glass. Not knowing what to expect, my inexperienced palate could only taste the alcohol with a sweet and sticky mouthfeel and more alcohol! That day I made a vow to myself never to drink wine again. For my Dad, it was mission accomplished, his little girl will not be touching alcohol for a long time.

Years later I went to university to study Hospitality Management. Within the induction weeks, I had my first wine lecture, given by one of the most popular teachers at the university. A course about the very basics of wine and an introduction to a six month course that you could apply for in the 3rd year. This was the first time I had experienced someone talking about wine so passionately and 45 minutes later I was sold. I had no idea what I was getting myself into, but I was going to South Africa to study wine! Still only knowing the very basics of wine, and not understanding why I wanted to know so much more, I moved to South Africa in September 2012. I lived on campus, studying all day, every day and tasting through the world of wine. After the first full week of tasting flights of wines Monday to Friday, 9 to 5, I came to a realisation, I understood that wine was something I wanted to know inside out. I am someone who has always had the urge to know everything about anything and is always looking for the next challenge. I'd finally found a subject in which you are constantly learning something new, a subject that can always surprise you. Even when you are absolutely sure you know everything about a certain variety, region or topic within the wine world, you could turn a corner, taste another wine or learn something else and realise you have only scratched the surface.

I studied in the sunshine every day, with a glass of wine in my hand at all times because that's how you learn about wine, right? I passed all my exams and celebrated for weeks in and around Stellenbosch visiting many vineyards.

After I left South Africa, I worked in Beijing, then London, in the hospitality industry, but realised quickly I was missing something.

Passing my wine diploma was not enough! I spoke with my friends and family, who by the way thought I was crazy to do it, and decided to apply for the Master of Wine course at the Cape Wine Academy in South Africa. I realized I had left a bit of my heart in South Africa and saw a great opportunity to return to the place I love every year for exams.

Meanwhile, I got a job at Matthew Clark so I could work in the wine industry full time. I love every day of working so closely with wine, the events, galas, tastings, it's like being a kid in a sweet shop. I'm still not sure why I chose to learn about wine in the first place, I started to love it in the blink of an eye, got inspired from a feeling within and just got caught up in the magic of it all!

Some days I still think I'm crazy to start the Master of Wine course but then I simply pop a cork and realize this is my passion. Learning about wine is actually a lot of fun, it involves wine, wine, sometimes a few crackers and guess what...wine!

Get in touch

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

Give us a bell on: **0344 822 3910**

Drop us a line at:
winesofdistinction@matthewclark.co.uk

Get in touch with us via social media:



Terms of sale

Definitions

“**Supplier**” means Conviviality Group. An order may contain Products Supplied by one or more members of the Conviviality Group.

“**Conviviality Group**” means Conviviality Group Limited and any other company which is a member of Conviviality Group Limited’s group from time to time, which performs part or all of the obligations under these Group Terms of Sale.

“**Customer**” means the person, firm or company placing an order with the Supplier.

“**Products**” means all those Products and materials which are the subject of any Customer’s order and which are to be supplied to the Customer by the Supplier under these Terms of Sale.

“**Contract**” means a contract for the supply of Products formed by the Supplier’s acceptance (which, however made or communicated, shall be deemed made subject to these Terms of Sale) of any Customer’s order.

Formation of Contract

All Products sold by the Supplier are sold subject to these Terms of Sale and these Terms of Sale shall be the sole terms and conditions of any sale by the Supplier to the Customer. Terms and conditions on the Customer’s order form or other similar document shall not be binding on the Supplier and the placing of an order for or the acceptance of the Products by the Customer shall indicate unqualified acceptance of these Terms of Sale.

No representative, agent or sales person has authority to vary, amend or waive any of these Terms of Sale on behalf of the Supplier and no amendment or addition to any of these Terms of Sale shall be deemed to have been accepted unless accepted in writing by the Supplier.

These Terms of Sale supersede all previous oral or written representations, undertakings and agreements relating to the Products. All information contained in the Supplier’s sales literature or correspondence is provided for guidance only and does not form part of the Contract. The Supplier’s employees and agents are not authorised to make representations or give undertakings relating to the Products or the meaning of these Terms of Sale. The Supplier may vary any Product specification without notice.

An order placed with a Supplier may be accepted, processed or fulfilled by any member of the Conviviality Group and these Terms may be enforced by any of them, in each case either as principal or as the duly authorised agent for one of the other companies. This is done to ensure the effective processing and administration of orders and does not in any way affect any of the Customer’s rights under these Terms.

Orders and delivery

Orders are accepted by the Supplier subject to the availability of Products for delivery.

The Supplier may impose a minimum order amount from time to time. Any order for Products may be rejected if it does not fulfil the Supplier’s minimum order size requirements.

Delivery shall take place when the Supplier or its carrier unloads the Products at the Customer’s premises (if the Supplier arranges transport within the United Kingdom at the Customer’s request) or when the Customer or its carrier or agent collects the Products from the Supplier’s premises or in the case of Free on Board orders, when the Supplier or its carrier hands over the container to the Customer or its carrier at the port of departure. The Customer will comply with the Supplier’s reasonable delivery instructions.

The Products are not sold on a sale or return or exchange basis and the Supplier does not supply Products on approval. Products may only be returned with the Supplier’s prior written authorisation, in their original condition and packaging, with no additional price marking, within date and carriage paid, for credit and subject to the Customer reimbursing all the Supplier’s costs relating to the Contract.

Although the Supplier will use all reasonable efforts to meet delivery dates, any and all delivery dates provided are estimates only and the Supplier shall not be liable to the Customer for any loss or damage, whether direct, indirect or consequential if it is delayed or prevented, in whole or in part, from delivering the Products.

If the Customer refuses or fails to take delivery of the Products on the date of delivery, the Supplier will be entitled at its discretion to store the Products at the risk of the Customer and the Customer shall in addition to the price payable under clause 5 pay all costs and expenses of such storage and any additional costs of carriage incurred.

The Supplier reserves the right to deliver in instalments at its discretion.

The Supplier may during any periods of shortage due to causes beyond its control, supply Products on a pro rata basis among its Customers in such a manner as may be deemed equitable in the sole judgement of the Supplier and without liability therefor. The Supplier may suggest substitutions for out of stock Products and any Order will be deemed amended to take account of substitutions which are expressly accepted by the Customer.

The Customer shall inspect the Products on delivery. Products which on delivery are damaged, non-conforming, out of date or short or in excess may be rejected only if the Customer retains for inspection all packaging, endorses any delivery document with details of any obvious loss or damage and informs the Supplier and the Supplier’s carrier in reasonable detail and in writing by the end of the third day after delivery. The Customer may not reject any other Products in a delivery. The Customer may not reject short or excess deliveries which are within a margin of 5% of the quantity ordered. The Supplier will adjust the price pro rata. The Customer shall notify the Supplier of any total failure to deliver within 48 hours after the date of the Supplier’s invoice. Unless rejected or notified as not delivered in accordance with this clause, Products shall be deemed accepted and the Contract shall be treated as affirmed. The Supplier shall not be liable for Products which are lost, damaged in transit or out-of date unless they are notified to it in accordance with this clause. Returns are only accepted in respect of the same vintage of wines supplied (as applicable) in full, original cases, in a saleable condition (or otherwise in the condition in which Products were delivered).

Risk

Except as otherwise provided in these Terms, the risk of loss or damage to the Products shall pass to the Customer upon delivery or attempted delivery of the Products in accordance with clause 3.4.

Price

The price payable for the Products shall be as stated in the Supplier price list current at the date of delivery unless otherwise stipulated in writing by the Supplier. Where the Products are supplied for export from the United Kingdom, the Supplier’s published export price list shall apply. All prices quoted are valid for 14 days only or until earlier acceptance by the Customer, after which time the Supplier may alter them without giving notice to the Customer.

The prices of Products stated in the Supplier’s general or any Customer specific price list are subject to alteration without prior notice and will be reviewed at least once in each calendar year. In particular (and without limiting the foregoing) prices are subject to alteration to reflect changes in duty or foreign exchange rates and variations in the pricing of the Supplier’s suppliers.

Other than Free on Board pricing, the price of the Products includes standard packaging and delivery in mainland UK but excludes any special inspection or delivery requirements, any additional transportation costs imposed by law and incurred by the Supplier, export duties and value added tax all of which shall be for the account of the Customer.

Free on Board pricing is for full container loads of Product sourced from their country of origin unless specifically agreed otherwise in advance with the Supplier.

Credit accounts

The Supplier may, at its sole discretion, establish a credit account for the Customer. A credit account shall only become operational after the Supplier has confirmed in writing that such a facility will be available to the Customer. The Supplier shall be entitled, at its sole discretion, to refuse or at any time withdraw a credit account without giving reason.

In accepting the offer of a credit account the Customer agrees that the Supplier may make periodic searches with credit reference agencies and fraud prevention agencies to manage the Customer credit account, to take decisions regarding credit, including whether to make available or to continue or to extend existing credit. The Supplier shall not disclose any information obtained carrying out such searches to any third party without the Customer’s consent except as may be required at law.

Payment

If the Customer has a credit account with the Supplier, the Customer shall make payment for the Products in pounds sterling, in full and in cleared funds, in accordance with the credit terms and on the date set out in the Supplier invoice. The Supplier shall be entitled to involve the Customer for each Order at any time after delivery of the Products. Customers without a credit account, or with insufficient credit will make payment at the time an Order is placed.

If the Customer does not have a credit account with the Supplier the Customer shall make payment for the Products in pounds sterling in cleared funds prior to receipt of the Products.

If the Customer fails to make any payment due to the Supplier under the terms of this agreement by the due date for payment then without prejudice to the Supplier’s other rights, the Customer shall pay interest on the overdue amount at the rate of 8% per annum. Interest shall accrue on a daily basis from the due date until payment of the overdue amount whether before or after judgment and the Customer shall pay the interest together with the overdue amount.

The Customer shall not purport to set off or withhold any payments claimed or due to the Supplier under this or any other contract.

Any discounts from list price are given on the basis that payment is made on or before the date specified in clause 7.1. In the event of late payment the Supplier shall be entitled to remove any discounts (including on any other orders with the Customer) and re-invoice the Customer for the Products at the full price stated in its then current price list.

In addition to any other remedy available to it the Supplier may make a charge for each cheque unpaid by the Customer’s bank, and for each direct debit or cheque returned marked “please re-present” and the Customer shall indemnify the Supplier fully against all fees, costs and expenses incurred in seeking to recover sums payable by the Customer or in repossessing Products belonging to the Supplier.

Where a Customer’s cheque is returned marked “refer to drawer” the Supplier reserves the right to cancel any accounts and terms quoted and to request a bankers draft or require payment prior to Order delivery.

If the Supplier at its sole discretion agrees to the return of the Products before any payment has been made by the Customer the Customer shall be liable to pay the Supplier a handling charge of 10% of the full purchase price of the Products. If the Supplier has agreed to the return of the Products when the Customer has made only part-payment, the Supplier shall return the part-payment after deducting a handling charge of 15% of the unpaid balance of the purchase price of the Products or the Services.

If payment is to be made by instalments the failure of the Customer to pay any instalment in due time shall entitle the Supplier to treat such failure as a repudiation of the whole Contract by the Customer and to recover damages for breach of Contract and the full balance outstanding on any account between the Supplier and the Customer shall become immediately payable.

The Supplier reserves the right to defer without penalty delivery of any Products which have been ordered by the Customer or defer supply of any Services which have been ordered by the Customer for so long as any amounts remain overdue for payment or any credit limit is exceeded.

The Supplier reserves the right at any time to set off any sum due from it to a Customer against any invoice rendered to it by such Customer.

The Supplier reserves the right at any time at its discretion to demand security or suitable guarantee for or to vary the terms or method of payment before continuing with or delivering Products in satisfaction of any order notwithstanding any subsisting agreement to provide credit to the Customer.

Title and lien

The Supplier shall retain title to and ownership of all Products until it has received payment in full of all sums due for all Products supplied to the Customer. If payments received from the Customer are not stated to refer to a particular invoice the Supplier may appropriate such payments to any outstanding invoice.

Until property in the Products passes to the Customer it may use or resell the Products in the ordinary course of its business provided always that the Customer shall hold in trust and pay to the Supplier on demand the proceeds of any such sale to the extent that any monies are owed by the Customer to the Supplier on any account. The Customer shall not be the agent of the Supplier in relation to any resale. Until their use or resale the Customer shall hold the Products as the Supplier’s bailee, keep them secure, insured, separate from any other products and identifiable as the Supplier’s property and shall not charge, pledge or deal with them or allow any lien or other interest to arise over them.

If the Customer fails to make any payment to the Supplier when due, compounds with its creditors, executes an assignment for the benefit of its creditors, has a bankruptcy order against it or, being a company, enters into voluntary or compulsory liquidation or has an administrator or administrative receiver or receiver appointed over all or part of its assets or takes or suffers any similar action in consequence of debt or becomes insolvent or

if the Supplier has reasonable cause to believe that any of these events is likely to occur, the Supplier shall have the right, without prejudice to any other remedies to:-

enter without prior notice any premises where Products owned by it may be, and to repossess and dispose of any Products owned by it so as to discharge any sums owed to it by the Customer under this or any other contract;

require the Customer not to resell or part with possession of any Products owned by the Supplier until the Customer has paid in full all sums owed by it to the Supplier under this Contract or any other contract;

withhold delivery of any undelivered Products and stop any Products in transit.

Unless the Supplier expressly elects otherwise, any Contract between it and the Customer for the supply of Products shall remain in existence notwithstanding any exercise by the Supplier of its rights under this clause 8.

The Products shall, once the risk has passed to the Customer in accordance with clause 4 or otherwise, be and remain at the Customer’s risk at all times unless and until the Supplier has retaken possession of them, and the Customer shall insure accordingly.

The Customer shall acquire no title to casks, kegs, pallets, returnable bottles and cases and gas cylinders (in this clause 8.9, all “containers”) referred to in any invoice. Certain containers such as returnable bottles and cases will carry a deposit charge which will be refunded on their return. When empty all containers should be made available for collection by the Supplier or its agent. The Supplier shall not be liable for any storage, handling or other charges for containers awaiting collection. Containers are at the Customer’s risk from the point of delivery until they are collected by the Supplier or its agent. The Supplier reserves the right to charge for any containers which are not returned or are returned in a poor or unusable condition or after an unreasonable delay.

Where the Supplier delivers draught products to the Customer in kegs, such kegs shall be deemed to be on loan to the Customer for a period of three months, after which time the Customer shall make the kegs available to the Supplier for collection. The Supplier may invoice the Customer for the cost of replacing any kegs not made available to the Supplier for collection.

Pallets used for the delivery of the Products are the property of the manufacturer. At the time of delivery the Customer must exchange with the carrier’s driver an equal number of empty pallets as the number of laden pallets delivered. If the Customer does not have available sufficient number of empty pallets then the Customer shall provide to the carrier’s driver a pallet control voucher stating the shortfall and the Customer shall arrange for a collection date for the carrier’s driver to collect the shortfall of pallets.

Where any dispense equipment for draught products has been supplied to the Customer at the Supplier’s expense then the Customer shall ensure that such equipment is regularly cleaned and is maintained in good working order. The Customer will be responsible for any damage caused by or to the equipment as a result of the Customer’s negligence or failure to follow guidelines regarding its use. The Customer shall notify the Supplier immediately if the Customer ceases to use such equipment for the dispensing of the Supplier’s products.

Warranty

The Supplier warrants that the Products will correspond with any description given in its price list or specification and be of satisfactory quality and will comply with all applicable UK legislation governing the sale of the Products and the Supplier will at its option refund the purchase price of, or replace free of charge any Products which its examination confirms are defective provided:-

the Customer makes a full inspection of the Products immediately upon delivery;

the Customer notifies the Supplier immediately of any defects which it discovers;

the Customer has stored the Products in a suitable environment and at the appropriate temperature; and

the Products are either made available to the Supplier for inspection or returned to the Supplier at the Customer’s own expense in their original condition and packaging, as the Supplier may request.

In no circumstances shall the Supplier’s liability to the Customer for any breach of warranty exceed the price paid for the Products with respect to which the claim is made.

Except as provided for in these Terms of Sale, there are no warranties, express or implied, of fitness for a particular purpose, or of any other kind except as to title. In particular, all Terms and warranties which would otherwise be implied by statute or under common law are hereby excluded to the fullest extent permitted by law.

No refund, credit or replacement will be given for out of date Products unless they are validly rejected for being out of date when delivered to the Customer.

Liability

The Supplier shall under no circumstances be liable for any indirect, special or consequential loss or for any loss of anticipated profit or third party claims howsoever arising either from breach or non-performance of any of its obligations under the Contract or from the supply of or intended use of the Products, even if the Supplier has been advised of the possibility of such potential loss. The Supplier shall be liable without limit for loss arising from death or personal injury resulting from the proven negligence of the Supplier and nothing in these Terms of Sale shall have the effect of excluding or limiting liability under the Consumer Protection Act 1987 to a person who has suffered damage caused by a defective product, or to a dependent or relative of such person.

The Supplier will not be liable for any loss, damage, claim, cost or expense arising from the Customer’s failure to comply with the Supplier’s instructions relating to the keeping, handling, use and storage of the Products or from any error in or absence of bar-code printing on the Products or their packaging.

Use and Disclosure of Personal Data

The Customer consents to the processing by or on behalf of the Supplier of personal data (as defined by the Data Protection Act 1998) supplied by the Customer or held by the Supplier for the purposes of administering the Customer’s credit account and processing any orders.

Unless the Customer notifies the Supplier in writing, the Customer consents to the use of such personal data for direct marketing purposes and disclosure by the Supplier to third parties for marketing purposes. The Customer’s statutory rights under the Data Protection Act 1998 shall remain unaffected.

Termination

Should the Customer make default in any payment or otherwise be in breach of its obligations to the Supplier under a Contract or under any other contract with the Supplier or commence negotiations, compound with or execute an assignment for the benefit of its creditors or commit any act of bankruptcy or being a company enter into voluntary or compulsory liquidation or suffer a receiver or administrative receiver or administrator to be appointed over all or any part of its assets or take or suffer any similar action in consequence of debt or become insolvent or should the Supplier have reasonable cause to believe that any of these events is likely to occur, the Supplier may, by notice in writing to the Customer, without prejudice to any other rights, immediately suspend or cancel any uncompleted part of the Contract or stop any Products in transit or require payment in advance or satisfactory security for further deliveries under the Contract or the Customer’s financial position deteriorates to such an extent that in the Supplier’s opinion the Customer’s capability to adequately fulfil its obligations under the contract has been placed in jeopardy.

Force Majeure

The Supplier shall not be liable to the Customer for any loss or damage caused to or suffered by the Customer as a direct or indirect result of the supply of the Products by the Supplier being prevented, restricted, hindered or delayed by reason of any circumstances outside the control of the Supplier including, without limitation, circumstances affecting the provision of all or any part of the Products by the Supplier’s usual source of supply or delivery or by the Supplier’s normal route or means of delivery.

Waiver

The failure of the Supplier to insist upon the strict performance of any of the terms and Terms of the Contract shall not be construed as a waiver of any such term or condition and shall in no way affect the Supplier’s right to enforce such provision later.

Severability

If any of the terms and Terms of the Contract (or part thereof) shall be found to be invalid, ineffective or unenforceable, the invalidity, ineffectiveness or unenforceability of such term or condition (or part thereof) shall not affect any other term or condition (or the other part of the term or condition of which such invalid, ineffective or unenforceable part forms part) and

all terms and Terms (or parts thereof) not affected by such invalidity, ineffectiveness or unenforceability shall remain in full force and effect.

Contracts (Rights of Third Parties) Act 1999

For the purposes of section 1(2) to the Contracts (Rights of Third Parties) Act 1999 the parties state that they do not intend any term of condition in these Terms of Sale to be enforced by third parties.

Miscellaneous

The Customer is responsible for its stock control and rotation of stock. The Customer shall store, handle, use and sell the Products in accordance with any instructions from the Supplier and all applicable laws and regulations and undertakes to the Supplier to indemnify the Supplier against any loss, liability, damage, expense, action or claim arising from its failure to do so.

The Customer shall be responsible for checking and verifying the suitability for its requirements of any bar-coding on the Products.

If requested by the Supplier, the Customer shall give all reasonable assistance in locating and recovering any defective Products and preventing their sale to third parties, and, in particular shall comply with any product recall procedures adopted by the Supplier and shall use all reasonable endeavours to ensure that its customers co-operate in a similar manner.

Any materials supplied by the Customer to the Supplier shall be at the Customer’s risk while they are in the possession of the Supplier or in transit to or from the Customer and the Customer shall insure them accordingly. The Customer warrants that it has authority to supply any materials, designs and specifications provided by it to the Supplier and that any Products produced using or based on the same will not infringe any third party rights. The Customer shall indemnify the Supplier in full against any loss, claim, cost and expense arising from any breach of this warranty.

The Supplier reserves all intellectual property rights in the Products and any associated merchandise or documentation, including but not limited to copyright, registered and unregistered design rights, patents and patent applications, registered and unregistered trade marks and confidential know-how. Save for the honest use of any trade marks to identify the Products, the Customer may not use any such rights without the Supplier’s express written consent.

If the Products are exported outside the United Kingdom, the Customer shall be responsible for complying with all laws and regulations governing their importation, handling, use and re-sale in the country of destination. Unless agreed otherwise in writing, the Customer shall bear all risks in export Products after they leave the Supplier’s premises and Section 32(3) of the Sale of Products Act 1979 shall not apply. For the purposes of Sections 44, 45 and 46 of that Act, any carrier or United Kingdom port used to export the Products shall be deemed to be an agent of the Supplier.

Governing law

The construction, validity and performance of the Contract shall be governed by English law and by entering into the Contract the parties submit to the jurisdiction of the English courts. However, the Supplier shall be permitted to bring legal proceedings in any other court of competent jurisdiction. Legal proceedings commenced in any one or more jurisdictions shall not preclude legal proceedings being commenced in any other jurisdiction, whether by way of substantive action, ancillary relief, enforcement or otherwise.

Bribery Act 2010

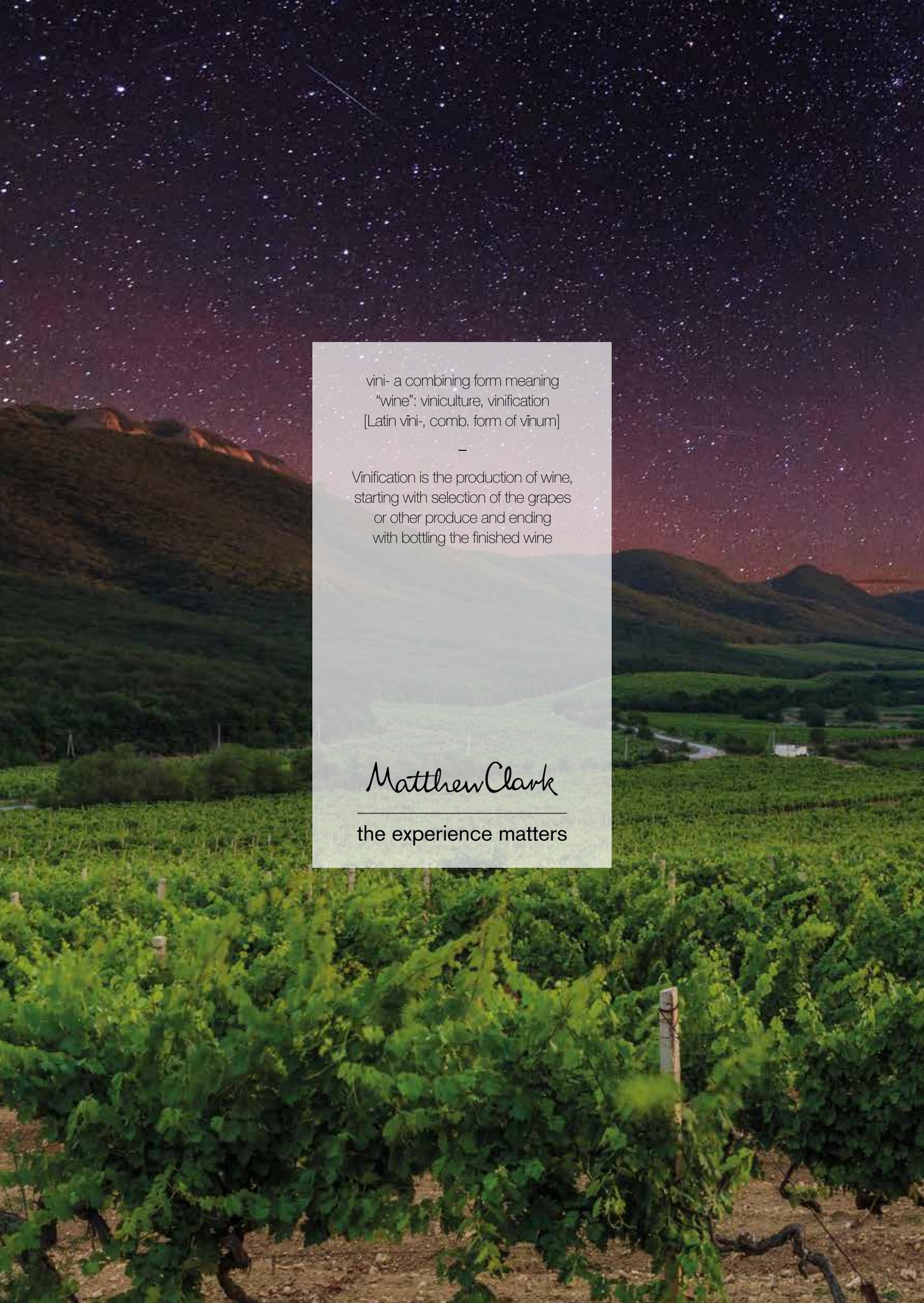
The Customer shall:-

comply with all applicable laws, statutes, regulations relating to anti-bribery and anti-corruption including but not limited to the Bribery Act 2010 and not engage in any activity, practice or conduct which would constitute an offence under the Bribery Act 2010 if such activity, practice or conduct had been carried out in the UK;

comply with the Supplier’s Anti-Corruption and Bribery Policy

promptly report to the Supplier any request or demand which if complied with would amount to breach of either these terms and conditions or the Supplier’s Anti-Corruption and Bribery Policy.

Breach of this clause shall be deemed a material breach of this Agreement entitling the Supplier to terminate it immediately



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

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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