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# THE WINE GUIDE





JP 25 YEARS page 026



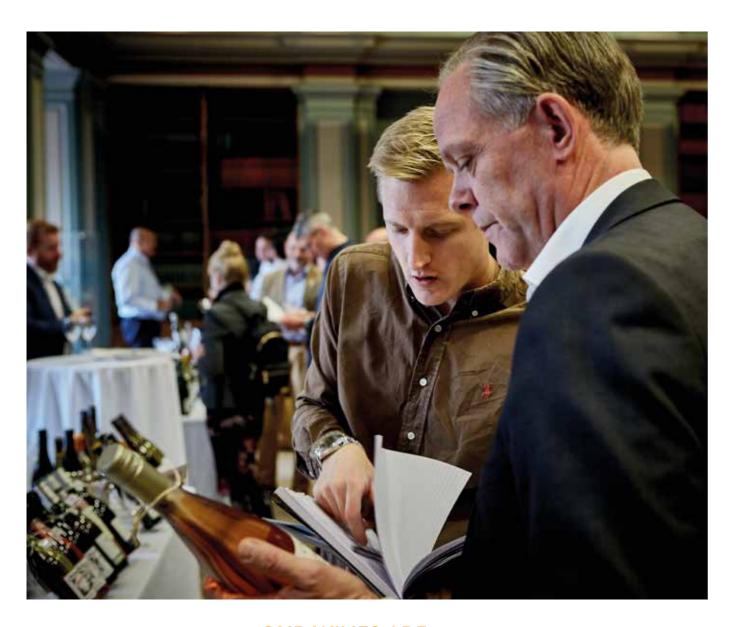
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KNOWLEDGE AND SUPPORT HELPFUL INFORMATION



**OUR WINES ARE GRADED, TO HELP YOU** FIND EXACTLY WHAT YOU'RE LOOKING FOR

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# **HELPFUL** INFORMATION

# **WINE TASTING GUIDE**

White and rosé wines have a scale of 1-9, with 1 being very dry through to 9, having a dessert wine level of sweetness. Examples of wines which are typically graded 1 are Sauvignon Blanc, Italian and Spanish whites; 2 and 3 tend to be softer styles such as Chardonnay and Viognier; and the sweeter wines are the blush rosés, like White Zinfandel – graded at a 5 or 6.

Red wines are marked on a scale of A-E. Lighter reds, like Beaujolais, Valpolicella or Côtes du Rhône will be graded A or B, while more chunky wines like Shiraz, Bordeaux and Rioja are a D or E.

123456789 123456789

# ABGDB

# **STYLE GUIDE**

To make your selection even easier, we have a simple style guide to each of our still wines. So whether you want a light white to go with fish, or a big gutsy red to enjoy with a steak, these style icons will help.

- **DELICATE**
- UICY AND RIPE
- O FULL-FLAVOURED AND OAKED
- ORY AND AROMATIC
- **SPICY AND WARMING**
- OAKED AND INTENSE

# PRICING GUIDE

In the listings we have used £ symbols as a guide to indicative pricing, with £ listed against the best value options within each category, through to ££££ for the most premium.

£ BEST VALUE 

££££ MOST PREMIUM

# **OTHER ICONS**

- **© EXCLUSIVE TO CROWN CELLARS** We have carefully selected a number of exclusive wines, specifically for the On-Trade, to allow you to offer that point of difference.
- PEDLEY'S PICKS The personal favourites of Jonathan Pedley, our Master of Wine, from the new additions to our 2019/20 range.
- SCREWCAP (STELVIN) Wines, supplied with a screwcap. Cork taint and oxidisation is a problem with corks. A screwcap creates a neutral airtight seal, allowing the wine to taste as the winemaker intended.
- **AVAILABLE IN FULL CASE SIZE ONLY**
- **SUITABLE FOR VEGETARIANS**
- SUITABLE FOR BOTH VEGANS AND VEGETARIANS ALIKE

## AWARD ABBREVIATIONS



DWWA Decanter World Wine Award



IWC International Wine Challenge

# PLEASE SEE THE LISTINGS SECTION FOR ADDITIONAL AWARDS



IWSC International Wine & Spirit Competition



SWA Sommelier Wine Awards

006 KNOWLEDGE AND SUPPORT HELLO AND WELCOME 007



# WELCOME TO THE CROWN CELLARS WINE GUIDE FOR 2019/20

# HELLO AND WELCOME

2018 was a year of significant progress and change for Crown Cellars and we are delighted with how our wine portfolio continues to develop to meet the ever-changing trends and needs of the trade and the modern consumer. At the heart of everything we strive for are you, our customers, both old and new. You are the foundation that Crown Cellars is built on and we genuinely cherish your views and opinions on how we can develop and improve further on what we have.

Through our ongoing commitment to improve our offer and our genuine passion for wine, we continue to evolve our range to deliver you a competitive advantage. We have received consistently strong feedback on our range of "quirky" wines which were designed initially to appeal to a younger consumer but have actually appealed to a much broader consumer base than we could ever have imagined! As a result of this, we have developed more new lines in a similar vein for 2019/20. Last year Vinivision and Curious Devices joined our range, and watch out this year for the 'To Be Continued' range, which includes a Ruby Cabernet, Chardonnay and Zinfandel Rosé.

We really hope you enjoy exploring the new wines in this year's portfolio, as well as the old established favourites that you consistently tell us that you love so much.

# DON'T FORGET TO EXPERIMENT AND TRY SOMETHING JUST A LITTLE DIFFERENT, YOU MAY BE SURPRISED BY THE RESULTS YOU GET!

This guide also contains guidance on selecting your wine list, pairing with food and training your staff as well as understanding your changing consumer base. Our experienced and passionate team here at Crown Cellars are always here to help and listen, so please continue to engage with us, that's what it's genuinely all about for us. As always, a massive thank you for your continued support, and enjoy the portfolio.

PAUL WALLER
DIRECTOR OF THIRD PARTY BRANDS

008 KNOWLEDGE AND SUPPORT UK ON-TRADE INSIGHTS 009



# UK ON-TRADE INSIGHTS

AS YOU REVIEW YOUR WINE LIST THIS YEAR, ONE OF THE FIRST THINGS TO CONSIDER IS WHETHER YOU ARE GETTING THE BASICS RIGHT

Crown Cellars consumer research provides insight that can help with the bones of your list. Get this framework right and you can move onto the fun part of tasting and selecting the new wines for spring 2019/20.

WINE

£4.1bn

TO THE UK ON-TRADE

STILL WINE

IS WORTH

£3.04bn

TO THE UK ON-TRADE

but is declining -8% YOY

SPARKLING WINE

IS THE STRONGEST PERFORMER, GROWING AT

+33%

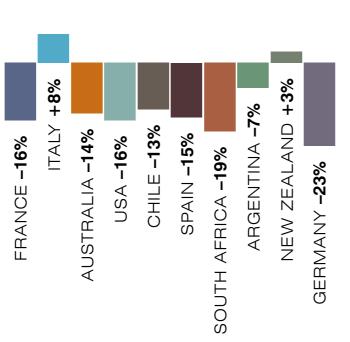
VALUE YOY1

010 KNOWLEDGE AND SUPPORT UK ON-TRADE INSIGHTS 011

## WINE COUNTRY OF ORIGIN

Wines from Italy and New Zealand were the only two categories to register either volume or value sales growth in the last 12 months. There were particularly large reductions by volume for wines from South Africa and Germany, whilst Argentinian wine was the only category outside of either New Zealand or Italy that didn't register double-digit reductions by value. French wine continues to command the highest average price per litre, £30.71. However, Argentina achieved another record yearly average price per litre of £23.53.

# **VOLUME % CHANGE YOY**



# **WINE BY COLOUR**

# **VALUE IN SALES**

WHITE

£1603M

DOWN –8%

ROSÉ

£240M

DOWN -11%

RED

£1196M

DOWN -7%

# SHARE OF TRADE

WHITE 54%

ROSÉ



### THE TOP FIVE VARIETALS

In the last 12 months, Pinot Grigio continues to be the UK's most popular white wine and Merlot the most popular red.



# CHANGING ON-TRADE OCCASIONS FOR WINE<sup>2</sup>

# WINE CONTINUES TO BE AN IMPORTANT PLAYER FOR CONSUMERS CELEBRATING OCCASIONS IN THE ON-TRADE

However, these occasions and events are changing over time. Christmas (Index 148) and New Year's Eve (Index 232) continue to be the biggest On-Trade occasions for wine and continue to grow in importance. This is even more reason to stock and communicate a great range of wine over the festive period. The Spring Bank Holiday (index 127) and Summer Bank Holiday (index 122) have grown in importance year on year, however Easter and the May Bank Holiday have become slightly less important for wine sales.

Traditional occasions continue to see their relevance slowly erode over time for wine drinkers. Valentine's Day (index 101) and Mother's Day (index 105) relevance has declined year on year, whereas Halloween (index 104) has grown in relevance every year since 2016.

When selecting your wine range you should reference these changes in wine drinking occasions. Maybe listing more sparkling wine or Champagne at Christmas or some of our exclusive wines such as Dead Man's Dice Malbec or Grapeful Dead Chardonnay for Halloween.

Dead Chardonnay for Halloween.

1WSTA Market Report December 2018
2CGA Event Analysis March 2019



012 KNOWLEDGE AND SUPPORT 013



# NEW WINES FOR 2019/20

Jonathan Pedley, Master of Wine and Crown Cellars' Wine Consultant, takes us through his selection of new wine for the 2019/20 wine range.

Louise Boddington, Crown Cellars' wine buyer, and I met up in the autumn for our traditional campaign of selection tastings. Our bases this time around were Yorkshire and Cheshire. Reading back through my notes it looks as if we tasted one hundred and twenty-five wines, from which twenty made it through to join the Crown Cellars range.

014 KNOWLEDGE AND SUPPORT NEW WINES FOR 2019/20 015

# LET'S GET STARTED IN FRANCE

Way down in the south-west of the country, within sight of the Pyrenees, is the region of Gascony. In the past this area was best known for producing Armagnac but over the last few decades has been re-purposing itself as a maker of light wines. Yoan Le Menn is one of the younger generation of vineyard owners leading this change. Domaine Horgelus, his 66 hectare property, grows traditional local varieties, such as Gros Manseng and Tannat, as well as more familiar grapes, such as Sauvignon Blanc and Merlot. Yoan puts together fascinating blends of these varieties. We have decided to list two of them: a Sauvignon/Gros Manseng white and a Merlot/ Tannat red. The latter is impressively fruity but in the end I plumped for the Sauvignon/Gros Manseng to go into Pedley's Picks (Louise is a big fan as well). It is also worth mentioning that because these wines come from off the beaten track, the prices are very reasonable.

# THE WONDERFUL DOMAINE DE LA BAUME WILL ALREADY BE FAMILIAR TO MANY OF YOU

We have gradually built up our selection of wines from there as well as adding a couple from its sister estate, Domaine Mas Belles Eaux. This year's new addition is a delightful rosé made from Pinot Noir, poetically badged as "Les Vignes d'Héloïse". It swans straight into Pedley's Picks. You will see that my tasting notes are rather gushing, but indulge me.

Let's face it, Châteauneuf-du-Pape has never been cheap, but I am afraid that prices have increased steeply over the last couple of years. Louise and I set ourselves the task of trying to find a small property in the appellation that was still making classic Châteauneuf-du-Pape at a price that did not induce angina. I must admit I was not optimistic, but that made the discovery of Domaine de Panisse doubly thrilling. The Olivier family acquired the property in 1992.



The vineyard was in poor shape and the old house had been abandoned. It has been a labour of love for Jean-Marie, Christine and Fanny to restore the estate. This wine is a tribute to their success, and yes, by Châteauneuf-du-Pape standards, it is reasonably priced and well worthy of a place in Pedley's

While we are down in southern France it is worth giving a shout out to our new sweet Muscat, available in half bottles. Domaine Les Tailhades produces a traditional Vin Doux Naturel (a sweet wine made by adding grape brandy to the must) under the Muscat de Saint-Jean-de-Minervois appellation. It is ideal as a pudding wine.



Right, for our last stop in France this year we need to jump in the car and thrash up the Autoroute du Soleil to Burgundy.

The Vignerons des Terres Secrètes is a group of 352 growers who farm just over 1,000 hectares of vineyards in the Mâconnais. We first came across them a few years ago when we listed their excellent Saint-Véran. More recently we added their eminently gluggable Mâcon Rouge. This time around it is the turn of the lovely Mâcon Blanc: another obvious shoo-in for the wine range.

016 KNOWLEDGE AND SUPPORT NEW WINES FOR 2019/20 017

Given the way that Pinot Grigio and Prosecco dominate Italian white wine sales in the UK, it is easy to overlook the variety of white wines that come il bel paese. What is more, the quality of these wines has improved immeasurably over the last quarter of a century. We have added two examples this year. For Pedley's Picks I have selected the less familiar one, a Falanghina from the Campania.

# THE VESEVO BENEVENTANO FALANGHINA IGT, TO GIVE IT ITS FULL TITLE, IS MADE BY THE SAME WINERY THAT PRODUCES OUR CHEWY AND SPICY AGLIANICO

It shares the same smart packaging and gives you a chance to try a wine made from Falanghina, a fascinating but little-known grape variety.

Once upon a time Soave was almost a household name. In fact, it could be argued that over-familiarity damaged the reputation of Soave. There was a lot of mediocre wine produced from Trebbiano vines planted on flat land. "Proper" Soave comes from Garganega vines cultivated on the volcanic hills of the Classico zone. This is exactly where our new "Terre di Monteforte" Soave is grown.





020 KNOWLEDGE AND SUPPORT NEW WINES FOR 2019/20 021

In wine terms, after getting as Old World as possible in Georgia,

# LET'S HEAD TO THE NEW WORLD

Louise and I have been on the lookout for something from the Pacific Northwest (Washington, Oregon and Idaho) for a number of years. Unfortunately whatever we tasted was either mediocre or violently expensive (actually, in several cases, both). We had almost given up, when what should pop up but a couple of wines from the Columbia Winery in Washington. An old acquaintance of mine, the late David Lake, had been the founding winemaker at Columbia. David was also the first North American to become a Master of Wine. I used to know the Columbia Wines pretty well and visited the winery and some of the vineyards. After David died there was a series of changes of ownership and I lost contact with the wines.

Hence it was poignant to see this Chardonnay and Merlot appear at one of our tastings. Even better, they are really well made and sensibly priced. I have selected the Merlot for Pedley's Picks but the Chardonnay is also delicious.



Jumping on Amtrak's "Coast Starlight" in Washington, we head south through Oregon and wake up in California, the source of our new "TBC" range: a Chardonnay, a Zinfandel Rosé and a Ruby Cabernet.



# THIS IS THE LATEST IN A SERIES OF QUIRKY HOUSE WINES THAT WE HAVE ADDED TO THE CROWN CELLARS PORTFOLIO:

Last year we launched Vinivision, and before that Drop Dead Gorgeous, Curious Devices and many others. The wine market is evolving quickly and we are always trying to give you a choice of house options to keep your wine offering fresh. The TBC Ruby Cabernet stood out for me and goes into Pedley's Picks. As I say in the notes it is a cracking "fruit bomb" of a wine and makes a change from just another Cabernet Sauvignon.

022 KNOWLEDGE AND SUPPORT 023



We have followed the resurgent Oatley wine operation for several years; it draws not just on the resources and experience of the family but also on industry veterans such as Chris Hancock and Larry Cherubino. This team has developed a pair of premium Australian house wines for us: a Chardonnay and a Shiraz under the Pocket Watch label.

I have selected the Shiraz for Pedley's Picks but see what you reckon.

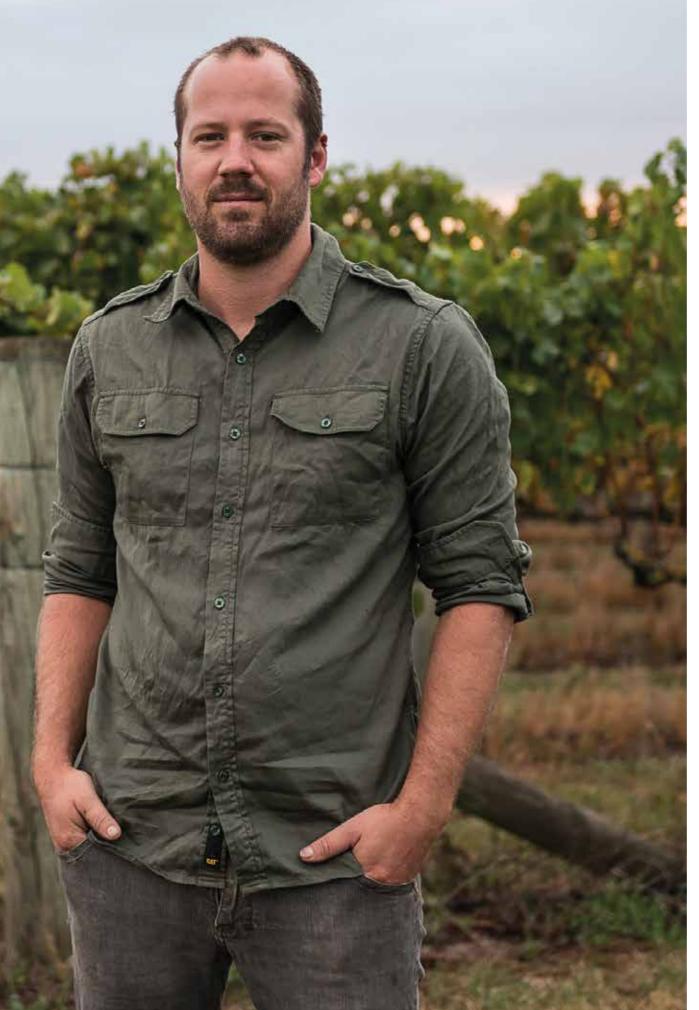


The other Australian wine I have chosen for Pedley's Picks is an absolute classic: Tyrrell's Hunter Valley Semillon. The Tyrrell family is one of the pillars of the Australian wine industry. The Tyrrells trace their involvement in wine in the Hunter Valley back to 1858, and as part of the English-speaking world back to the Norman Conquest!

# AS IS OFTEN THE CASE THE LAST STOP ON **OUR WORLD** TOUR **IS NEW ZEALAND**

KNOWLEDGE AND SUPPORT

A hardened cynic might say that nowadays the New Zealand wine industry is only about two things: Sauvignon Blanc and Pinot Noir. Whilst sales of these two varieties seem to dwarf everything else, there has always been more diversity if you care to look. For instance, think about Esk Valley with its fragrant Verdelho and its complex Merlot/ Cabernet/Malbec blends. With this in mind it has been interesting to see the journey (I know, a bit of a cliché) undertaken by the Te Awa estate in Hawkes Bay. Sir George Fistonich (owner of Villa Maria and Esk Valley) bought the property in 2012 and put veterans Richard Painter and John van der Linden in charge of winemaking and viticulture respectively. The "Left Field" range is all about experimenting with the offbeat side of wine, both in terms of grapes, labelling and marketing. There is a rather good Chardonnay but I have saved my last two Pedley's Picks for the Pinot Gris and Syrah. Both varieties are a bit left-field in New Zealand, but the wines are very good.



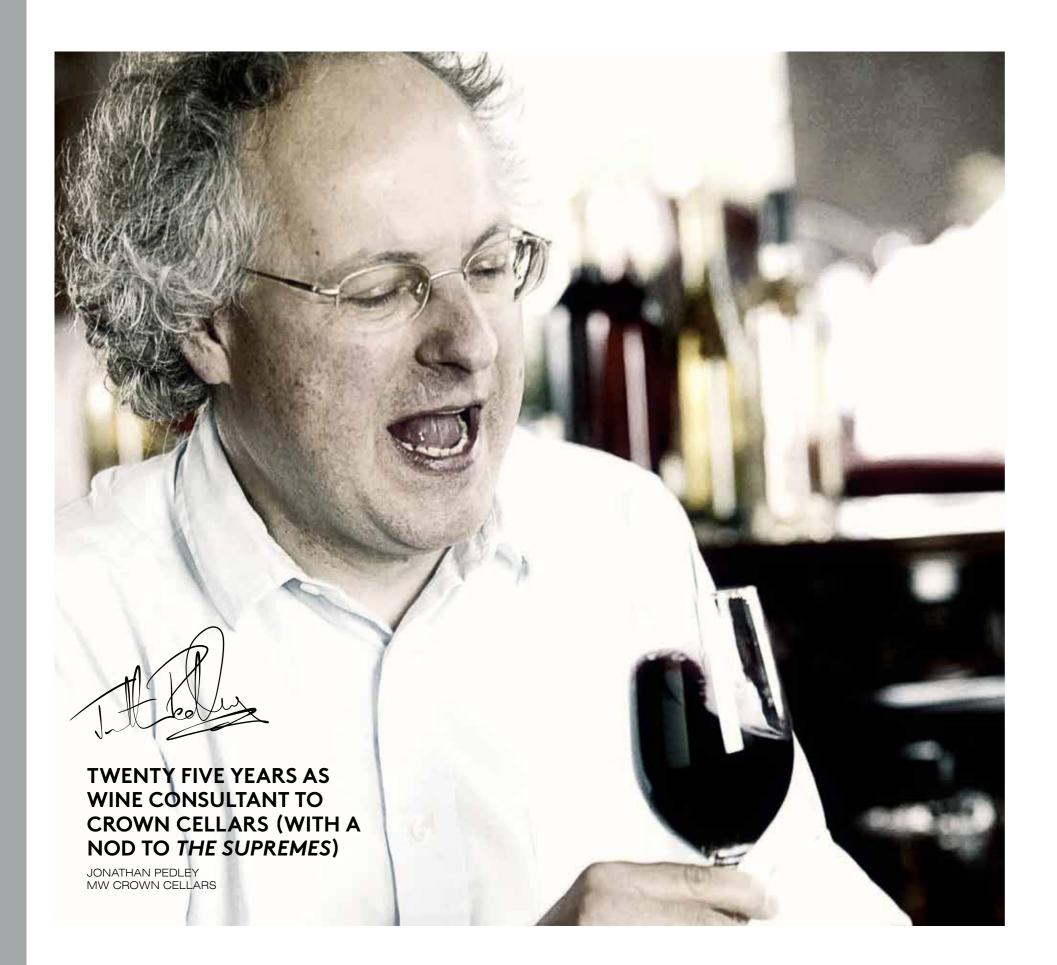


# SO THAT'S IT **FOR 2019**

However, while putting together this selection it struck me that this year marks the twenty-fifth anniversary of my appointment as wine consultant to Crown Cellars. More importantly, it means that Carlsberg UK has been independently wholesaling wines and spirits for a quarter of a century. I have written a few reflections on how our wine range has changed over the years and you will find these on pages 26 - 37. If nothing else, it may raise a smile as you recall the glory days of Lambrusco Bianco, Liebfraumilch and Anjou Rosé.

Best wishes as ever

JONATHAN PEDLEY MASTER OF WINE AND CROWN CELLARS' WINE CONSULTANT





# REFLECTIONS OF THE WAY LIFE USED TO BE:

Back in 1994 I took a telephone call from Clive Hunt, one of the directors of Carlsberg-Tetley. I had met Clive very briefly once before at a sales conference. I had passed my Master of Wine examination in 1992 and had just become self-employed. Clive asked me if I would have a look at Carlsberg-Tetley's wine range and report back to him. I did as instructed and a quarter of a century later I find myself still advising the company (of course nowadays we call Carlsberg UK's wine division Crown Cellars).

# TWENTY FIVE YEARS AGO THE DRINKS INDUSTRY WAS UNDERGOING ONE OF ITS PERIODS OF TUMULTUOUS CHANGE

Allied Breweries (one half of what became Carlsberg-Tetley) had a sister firm called Grants of St. James's that looked after its wine buying and shipping, and was always on hand to help out with sales and marketing. A series of sales and mergers meant that the services of Grants of St. James's would no longer be available and so for the first time Carlsberg-Tetley was going to have to take on those responsibilities itself. Hence the telephone call from Clive.

Having looked at the range, Clive set about recruiting the team that would have responsibility for wines and spirits. It has been my privilege and pleasure to work with all of them over the years. In the early days there were some spooky moments when the whole idea of the company wholesaling wines and spirits was under threat. However, the profitable role that Crown Cellars can play in a mature On-Trade market became self evident about a decade ago and our proposition has gone from strength to strength since.

MUSING ON THE ABOVE I
THOUGHT IT WOULD BE
INTERESTING TO DIG OUT A
COUPLE OF OLD PRICE LISTS
AND HAVE A LOOK AT WHAT
HAS AND WHAT HASN'T
CHANGED SINCE 1994

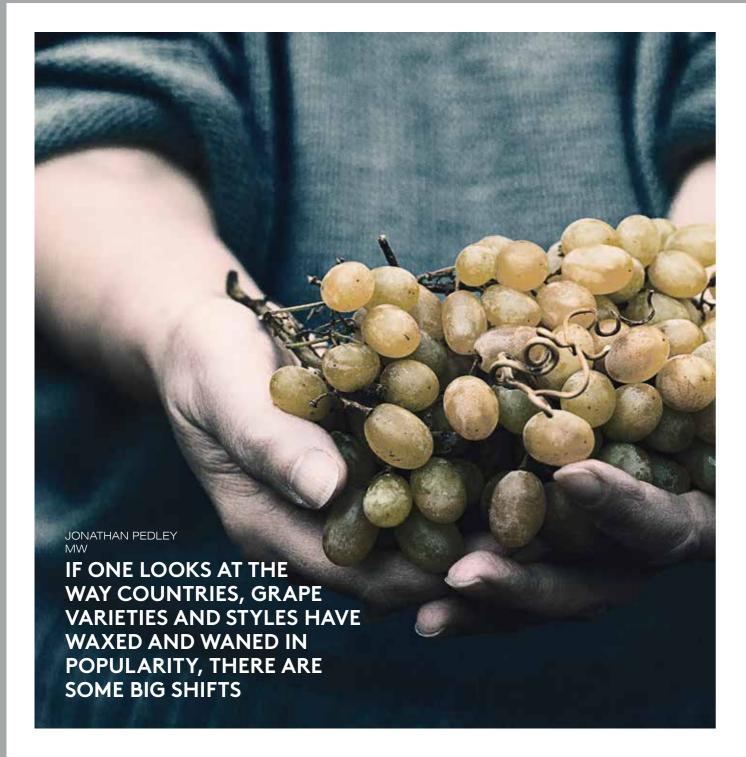


Perhaps the single biggest shift is at the house wine end of things. Back in the mid-1990s house wine was still primarily French Vin de Table. We had the Louis Larose and Maison des Bretons ranges and that was just about it. By the turn of the millennium that was all starting to change. From France we had introduced the Aimery range of Vin de Pays varietals and from further afield we had exclusive house wine pairs from all the major European and New World countries. Some of the labels, such as Millstream (South Africa) and Ochre Mountain (Chile) are still going strong whilst others have fallen by the wayside (anyone remember Underhill Ridge and Coakley Canyon?).

Sticking with house wines, I find it incredible that we introduced the Invenio range over a dozen years ago. More recently we have continued the innovation, constantly refreshing what we have to offer at the inexpensive end of the market.



The choice of varietals has expanded (Grillo, Nerello Mascalese or Ruby Cabernet anyone?) as has the style of labels – from the coolness of Ren and Las Ondas, via the gothic horror of Dead Man's Dice, Clockwork Raven and Bone Orchard, to the gentle humour of Brightside and Drop Dead Gorgeous. And yes, Maison des Bretons is still in the range, complete with smart packaging and modern Euroblend wines in the bottles.





In the late 1980s, Germany had nearly a third of the UK wine market. Our sales of Liebfraumilch and Piesporter Michelsberg were enormous. That market has collapsed. Of course there always were and still are some wonderful German wines (particularly the modern drier versions) but it is very hard to sell them in our market. It also remains very hard to sell wines made out of the Riesling grape, regardless of where they come from.

# THE ITALIAN STORY IS PERHAPS EVEN STRANGER

Does anyone remember Lambrusco Bianco? Some youngster reading this may never even have heard of the sweet fizzy wine produced near Bologna. Sales were huge thirty years ago and then fell off a cliff – interestingly at about the same time Pinot Grigio started to appear on the scene.

# WE LISTED OUR FIRST PINOT GRIGIO IN 1999 – THE MEZZACORONA VERSION THAT WE STILL CARRY TODAY

We now list nine others (including the blush versions) from Italy alone. But that wasn't the end. Louise Boddington, Crown Cellars' wine buyer, always reminds me that soon after starting with Crown Cellars around ten years ago she suggested that we consider listing a Prosecco. She had worked in the off-trade and had noticed the growing fashionability of this wine. The rest is history: we currently list six Proseccos and sell tens of thousands of cases.



Another paradigm shift in the market has been the rise of rosé. Newcomers to the trade will probably not believe me when I say that at the start of our reference period sales of rosé in the UK made up barely 1% of the mix: Mateus Rosé and Anjou Rosé were the only versions one saw regularly. I remember having dinner in a pub back in 2003 with a chap called John Mills. At the time John was the sales director of a big drinks company and he predicted that rosé sales would sky rocket, led initially by Californian White Zinfandel. I was sceptical.

WELL, HISTORY HAS SHOWN THAT JOHN WAS RIGHT AND I WAS WRONG. WE CURRENTLY LIST THIRTY-FOUR DIFFERENT STILL ROSÉS AND ELEVEN SPARKLING



# BY THE MID 1990S THE NEW WORLD HAD MADE ITS BREAKTHROUGH

With long-standing links to importer Hatch Mansfield, from day one we carried the Errazuriz Chilean wines and Villa Maria New Zealand wines, something we are proud to continue to this day. South Africa required some work: Nelson Mandela had only been released from prison in 1990 and the first free elections did not take place until 1994. Starting from scratch we added the Bellingham wines and also took on the Millstream label I mentioned before.

INTERESTINGLY, BOTH
OUR CALIFORNIAN AND
AUSTRALIAN RANGES HAVE
SEEN SINCE QUITE A LOT
OF CHURN OVER THE PAST
QUARTER OF A CENTURY

This has not been down to any quality issues but rather with the major corporate interests involved in the US and Australian wine industries, changes of marketing and distribution strategies have often forced us to switch brands. Denise Parker, Louise's predecessor as wine buyer, spotted the opportunity for Argentina early on and championed the Bright Brothers wines for many years. It is curious to note though that the Malbec grape variety is only mentioned as a blending component in one of those pioneering Bright Brothers wines (playing second fiddle to Cabernet Sauvignon).



On the subject of grapes, changes in the popularity of the main varieties have perhaps been less marked than one might expect. The Pinot Grigio and Malbec booms are the exceptions, where a grape has come from relative obscurity to super-stardom. However, we still sell plenty of Chardonnay and Cabernet Sauvignon today. Sauvignon Blanc, Merlot and Shiraz might have squeezed them but they are still alive and kicking. Pinot Noir has become more mainstream, although getting good sensibly priced examples remains a challenge. I had thought that by now Viognier might have become a little better known but possibly it remains a tad rich and exotic for a generation raised on Pinot Grigio. Of course for those prepared to take "the road less travelled" the choice of varietals we now list is incredible: Grüner Veltliner, Saperavi, Godello, Pecorino, Manzoni, Raboso, Malvasia Nera and so on.

Heading back to Europe, I have spotted that in those early days we listed no English wines. This was understandable: volumes were tiny, quality was variable and the industry in England was yet to latch onto the potential of sparkling wine. Just try the Nyetimber Classic Cuvée Brut to see how the latter has been realised.



Rioja was important for Crown Cellars from the start and it still is today. However, in the 1990s we were already experimenting with some of Spain's upcoming regional wines and we have continued that process, not least because the quality:price rapport is tremendous.

# IT COULD BE ARGUED THAT OVER THE LAST TWENTY-FIVE YEARS FRANCE HAS CHANGED THE LEAST

We still carry a selection of top wines from Bordeaux, Burgundy, Champagne and the Rhône. A number of individual suppliers have stood the test of time: Château Thieuley in Bordeaux, Jean-Claude Chatelain in Pouilly-Fumé, Domaine Pradelle in Crozes-Hermitage and of course, Louis Jadot in Burgundy. But even in somewhere as well known as France we can all be surprised. I am pretty sure that nobody spotted the coming Picpoul de Pinet and Rosé de Provence explosions ten years ago, never mind back in the last century.









Right, that is quite enough rambling from a sad old man. What is more, matron will be round soon to put the lights out. However, one final reflection: back in the winter of 1986, just after I had joined the wine trade, I was taken on a buying trip to the Rhône by the indomitable Angela Muir, MW and the urbane Charles Blagden. We drove from winery to winery, tasting dozens of wines, putting together the blends for the coming year. One of the co-operatives we visited was in Villedieu, run by a Monsieur Andrillat. Vintages and labels may have changed, but the Côtes du Rhône Cuvée St. Laurent we carry today is a direct descendent of the wine we selected at Villedieu a third of a century ago.

LITTLE GIDDING, T. S. ELIOT

"WE SHALL NOT CEASE FROM EXPLORATION AND THE END OF ALL OUR EXPLORING WILL BE TO ARRIVE WHERE WE STARTED AND KNOW THE PLACE FOR THE FIRST TIME" 038 KNOWLEDGE AND SUPPORT SELECTING YOUR RANGE 039

# **SELECTING YOUR RANGE**



DURING 2016 WE PUBLISHED THE RESULTS OF A SUBSTANTIAL PIECE OF RESEARCH, WHICH INVOLVED OVER 500 ON-TRADE OUTLETS AND OVER 1,000 CONSUMERS. SOME OF THE RESULTS CONFIRMED OUR THOUGHTS, OTHERS WERE MORE SURPRISING

Overwhelmingly the research revealed that there are two very different groups of customers, who have very different attitudes towards wine.

Although their needs are the same, how these needs are met by the trade needs to be tailored in order to recruit millennials and engage and retain those over-30s.

# **MILLENNIALS AND OVER-30S**

Although very different, these two groups share some fundamental core needs when it comes to wine. They would both like more choice and help with navigating this choice. They both want to feel inspired and enthused to try new wines, and underpinning all of this is a desire for quality – both in terms of the wine itself and the overall experience.

040 KNOWLEDGE AND SUPPORT SELECTING YOUR RANGE 041

## **BASIC PRINCIPLES**

# THERE ARE SOME BASIC PRINCIPLES THAT WE RECOMMEND FOLLOWING WHEN SELECTING YOUR RANGE



## RED WINES 125ml 175ml 250ml 75d Bin Taste 28 A Ponte Gio Rosso - Italy 🖏 £4.50 £4.75 £6.50 £18.50 A soft and approachable oil; frozer and light 29 C Domaine Boyar Deer Poim Merlot - Bulgaria 65.00 65.75 67.75 £21.50 attraction but seconglicated mid holled red seine that choses dark fruit answar. 31 C Dead Man's Dice Malbee - Argentina Deep and inhunit Malket with an intime unit of plant, domini and dark checolate an B Changu de l'Abbaye Fleutie - France 33 B Esk Valley Pinor Noir - Marlborough, New Zealand

## WHITE WINES

For whites, lists should include a Pinot Grigio, Chardonnay and Sauvignon Blanc. It is a good idea to offer an entry-level Sauvignon Blanc from France, South Africa or Chile and then a trade-up option from New Zealand – a hugely popular style that wine drinkers are prepared to pay more for.

### **RED WINES**

For reds, list a Cabernet Sauvignon and Merlot (from France or Chile) and an Australian Shiraz. Red grapes on the up include Pinot Noir (New Zealand for a premium option) and Argentinian Malbec, perfect with red meat dishes.



# **POST '80S - MILLENNIALS**

# IF YOU ARE TARGETING OR HAVE IF YOU ARE TARGETING OR A LOT OF MILLENNIALS, KEY CONSIDERATIONS SHOULD BE:

Focus on popular choices like Pinot Grigio, Chardonnay and Sauvignon Blanc; well-known grapes they feel at ease with and which are vital for engagement with wine. This comfort zone is important in helping them to navigate a wine list, enabling them to feel confident to explore lesser-known varieties.

They are not bound by some of the preconceptions that post-30s have. For example, twice as many millennials drink German wine as over-30s. They won't remember the Liebfraumilch of old that dominated the wine category for so long. For them this is new and exciting.

Millennials are most open to trying new and different drinks; awards can be a key influencer of choice.

Fruit cider has gained a share of serves over the past five years by appealing to their exploratory nature. Wine is no different, with more than 40% drawn to Spanish wine, helping to drive the growth in this region.

# **PRE '80S - OVER-30S**

# HAVE A LOTS OF OVER-30S, KEY **CONSIDER ATIONS SHOULD BE:**

Research has confirmed that older palates are looking for more full-bodied wines, such as Shiraz and Cabernet Sauvignon. However, 14% of outlets don't currently stock Shiraz, and this rises to 17% for Cabernet Sauvignon.

Twice as many over-30s, compared to millennials, rank country of origin as a top-3 important factor when choosing wine. They are confident in their choice, because they can link it to a firsthand experience, or knowledge of a particular region.

Customers tell us that they would like to see more choice. Pubs should consider a tiered approach to stocking popular grape varieties. For example, consider listing an entry-level Pinot Grigio, Pinot Noir and Merlot, followed by a mid-priced and top-end varietal. This will ensure that you have something for everyone, whether you have a customer who is trying a grape for the first time, or someone who is confident in their choice and wanting to treat themselves and trade-up.

TOP CHOICES FOR MILLENNIALS

# **PINOT GRIGIO, CHARDONNAY** SAUVIGNON BLANC



40% OF MILLENNIALS

DRAWN TO SPANISH WINE, **DRIVING GROWTH** 



TOP CHOICES FOR OVER-30S

# SHIRAZ **CABERNET SAUVIGNON**

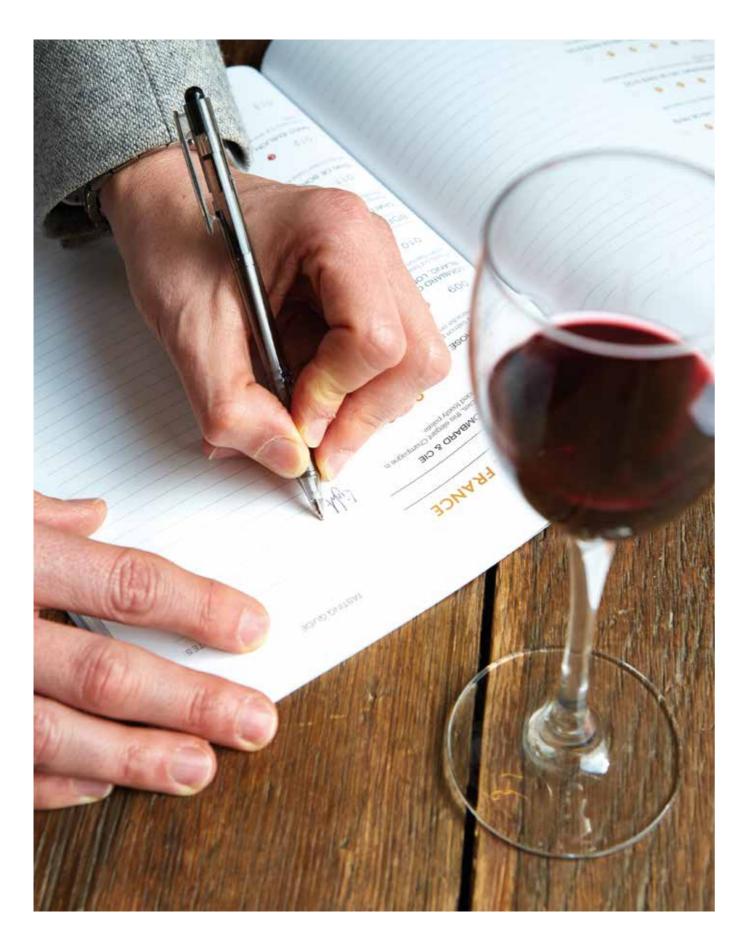


LIST PRICE LEVELS OF **GRAPE VARIETIES** 

# **ENCOURAGE CUSTOMERS** TO TRADE-UP



042 KNOWLEDGE AND SUPPORT TRAINING AND SUPPORT 043



# TRAINING AND SUPPORT

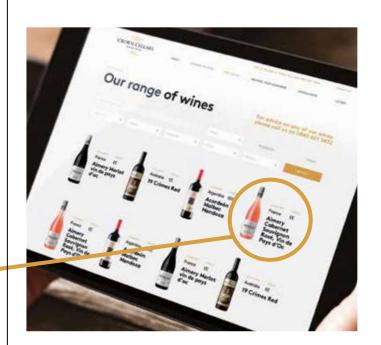
# THE NEW CROWN CELLARS WEBSITE CONTAINS OUR FULL RANGE OF WINES

# YOUR INFORMATION HUB

Our Crown Cellars' website provides you with access to our full range of over 500 wines. There is an easy-to-use product finder enabling you to search by grape variety, wine style, award winners or On-Trade exclusives, to find exactly what you are looking for. We have also included tasting notes and food recommendations which can be utilised for blackboard promotions and staff training.

### crowncellarswines.co.uk/informationhub







THE CROWN CELLARS TEAM
ARE ALL WSET-ACCREDITED
TRAINERS AND CAN ASSIST
WITH TRAINING AND
DEVELOPING YOUR STAFF TO
IMPROVE THEIR PRODUCT
KNOWLEDGE AND GIVE THEM
THE CONFIDENCE TO UPSELL

# **HELPING YOUR BUSINESS**

To support your staff training, we have a range of WSET three-minute wine school and service videos available at a click of a button. These are a great way to improve the knowledge of your team and give them confidence in making wine recommendations and upsell to drive greater profitability.

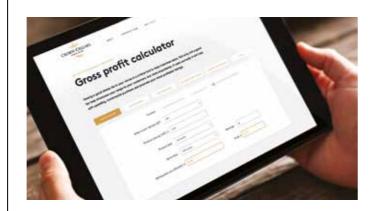
crowncellarswines.co.uk/helping-your-business



# **PROFIT CALCULATOR**

Our easy-to-use gross profit (GP) calculator is a fantastic tool, providing you with a simple way to work out what price you need to charge to achieve your desired GP per product. The calculator can be utilised across all categories: wines, spirits, soft drinks and beers.

crowncellarswines.co.uk/helping-yourbusiness/gross-profit-calculator









# **BLOGS AND FEATURES**

Providing you with the latest news from our winemakers and trends in the UK On-Trade are Richard Siddle, wine industry expert, Jonathan Pedley, Master Of Wine and Crown Cellars' wine Consultant, and Louise Boddington, Crown Cellars' Wine Buyer.

crowncellarswines.co.uk/news-and-events

# FOR ALL THE LATEST NEWS, **PRODUCT UPDATES AND EVENT INFORMATION FOLLOW US ON TWITTER AND FACEBOOK**

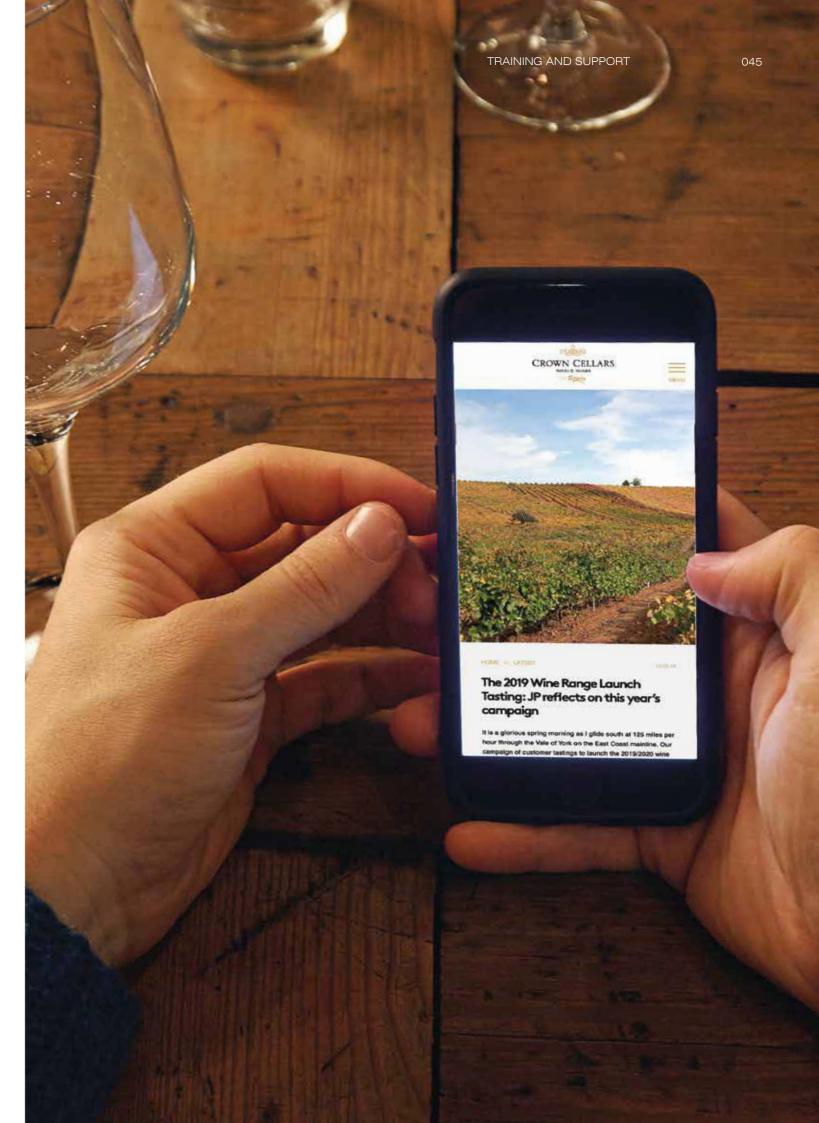
**→**@CrownCellarsUK **I**/CrownCellarsUK



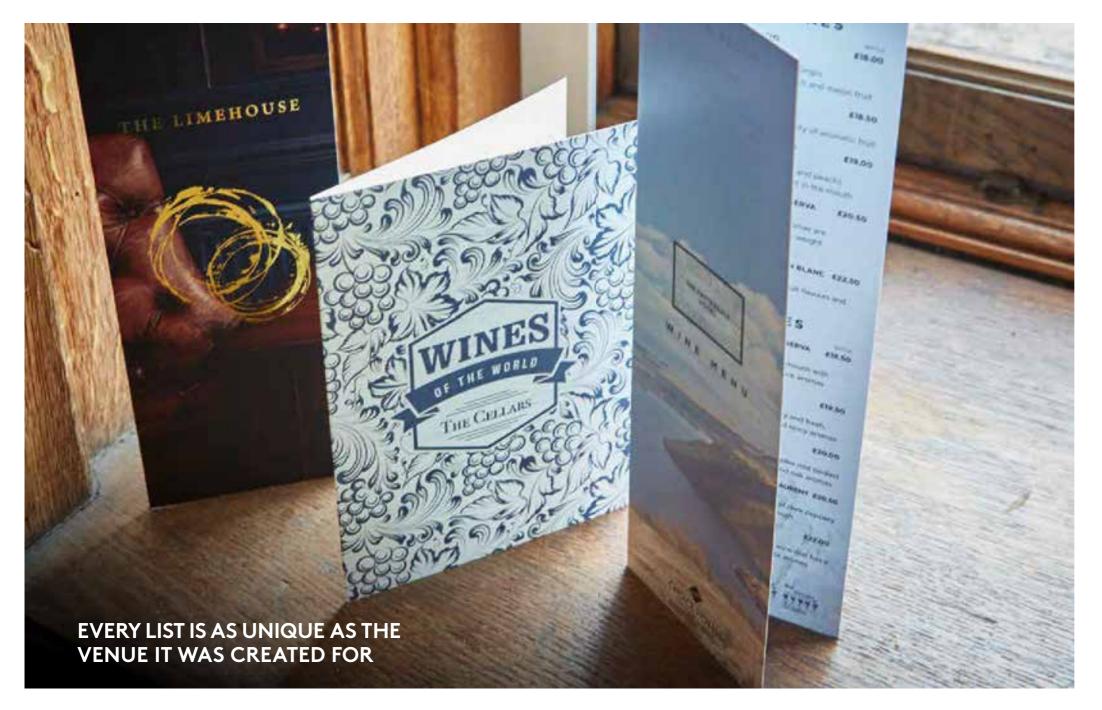
# **CROWN CELLARS HELPLINE AND EMAIL**

In addition to the support from the Crown Cellars' team, we have a designated Crown Cellars contact centre, to assist with any queries:

0854 601 3432 crowncellars@carlsberg.co.uk



046 KNOWLEDGE AND SUPPORT MENU CREATION 047



# MENU CREATION

Having a good drinks list in your venue is a critical tool to help maximise sales. Not only will a good list help showcase your range to your customers, but more importantly, if used correctly it will help with...

# ...UPSELLING, INCREMENTAL PURCHASES AND PROMOTING YOUR MOST PROFITABLE LISTINGS

So whether you are looking for a wine list or a fully comprehensive drinks list for your venue, our team of designers are on hand to ensure we deliver the best solution to you.

The team have over 25 years' experience developing On-Trade menus that utilise all of the key design aspects to ensure the right products are given the relevant prominence. Your Crown Cellars team will work with you to produce a fully customised solution that is right for you and your customers.

# FOR MORE INFORMATION, PLEASE CONTACT YOUR LOCAL CROWN CELLARS TEAM









048 KNOWLEDGE AND SUPPORT FOOD AND WINE 049



# FOOD AND WINE

Recommending wines to partner dishes on your menus and specials boards gives you a double selling opportunity. It can also prompt and assist your staff to make informed recommendations.

We have introduced an online food matching tool, as well as a food and wine matching wheel, which can provide you and your staff with a quick, easy guide to help make recommendations.

050 KNOWLEDGE AND SUPPORT FOOD AND WINE 051

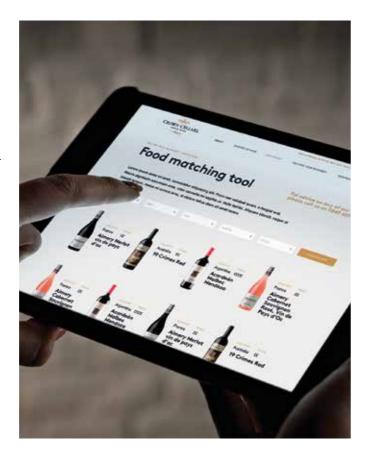
# WITH FOOD MATCHING THERE IS NO EXACT SCIENCE, BUT THAT'S PART OF THE FUN, FINDING OUT THROUGH EXPERIMENTING

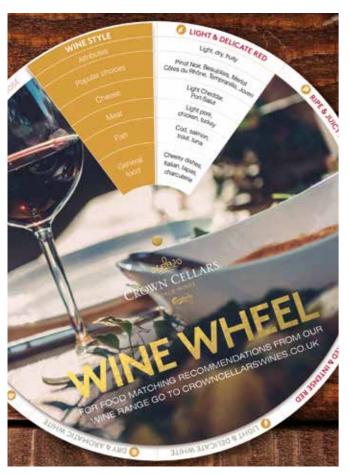
# ONLINE FOOD AND WINE MATCHING TOOL

Here at Crown Cellars our Wine Category Manager Louise Boddington has helped to develop an easy-to-use online food and wine matching tool to help when making your selections.

"I find when matching food to wine, the trick is to think what the dominant flavour in the dish will be. Also many food dishes and wine have evolved together, so no surprise that local wines will work best with local foods.

I have chosen some of my favourite food matches for our most popular wines. To try out our online tool go to crowncellarswines.co.uk/food-matching-tool and then just click on a food item, to see which three wines I think will match best."





# WHEN MATCHING FOOD TO WINE, THINK WHAT THE DOMINANT FLAVOUR IN THE DISH WILL BE

# USE YOUR WINE WHEEL WITH OUR STYLE GUIDE

In addition, in response to feedback from our customers, the Crown Cellars team have created a simple and easy-to-use food and wine matching wheel, which can be used with our entire range. It enables you to navigate by grape variety, or our wine style guide indicator, which is included for our full range of still wines in this year's portfolio. So regardless of the size of your wine offering, or style of food offering, this tool will enable any member of staff to make educated recommendations to your customers. With the inclusion of wine attributes, helpful phonetic pronunciations and classic growing countries and regions, the wheel can also be utilised as a very useful part of any staff training. We endeavour to produce practical and straightforward solutions for our customers and are confident this tool will do exactly that for you.



# THE WINE AND FOOD MATCHING RULES

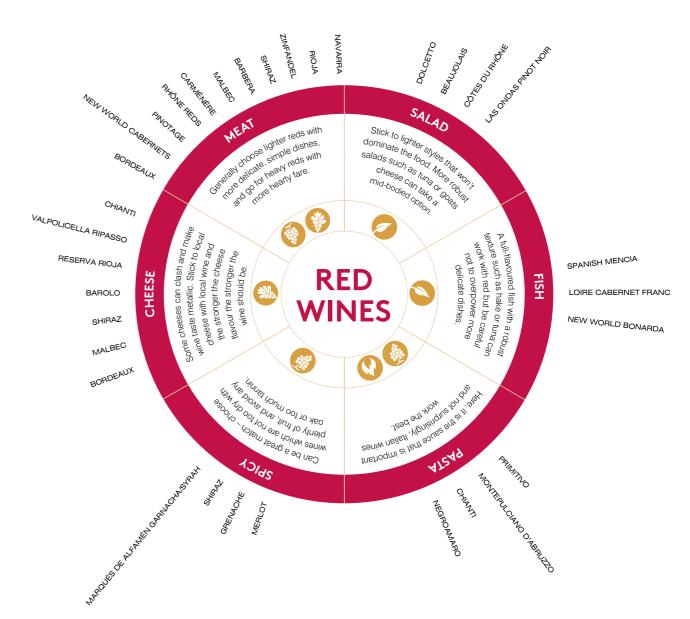
- Flavour profiles of food and wine should complement each other. Light dishes suit lighter wines and heavily flavoured dishes need a richer wine. A simple white fish dish suits a delicate Verdicchio or Gavi, while a full-bodied Chardonnay complements a rich fish pie.
- Pood and wines throughout the meal are generally a progression. Move from lighter to fuller flavours and from drier to sweeter. A light-bodied Pinot Grigio can taste thin if your palate has adjusted to that full-flavoured Chardonnay; a dry Sauvignon Blanc can be too acidic after a juicy Viognier.
- Spicy foods and wine can mix. Juicy reds such as Shiraz or Carménère will be a great partner for an Indian curry, whilst aromatic whites such as Riesling or Gewürztraminer will work with fresher Thai dishes.
- 4 Don't be constrained by the standard white wine with fish and red wine with meat approach. Just ensure that the flavour and body of a wine work with a dish. A full-bodied Chardonnay will work beautifully with a roast chicken and a light red such as Pinot Noir will perfectly partner tuna or monkfish.
- You can reduce the risk for your customers by offering a choice of wines with each dish. Try to include a safe bet and a more adventurous choice. The same applies when thinking about your range of wines available by the glass.
- 6 Make recommendations for wines to partner dishes on your menus and specials board. This gives you a double selling opportunity.



GENERALLY WHITES ARE GOOD PARTNERS TO MOST FISH, WHITE MEATS, SALADS AND LIGHTLY SPICED DISHES

# WHITE WINES

Partner a strongly flavoured dish will need an assertive wine, whilst milder, more delicately flavoured food could do with a lighter style.



REDS MAKE GOOD MATCHES TO RED MEATS, TOMATO-BASED SAUCES, MUSHROOM AND STRONG CHEESE DISHES

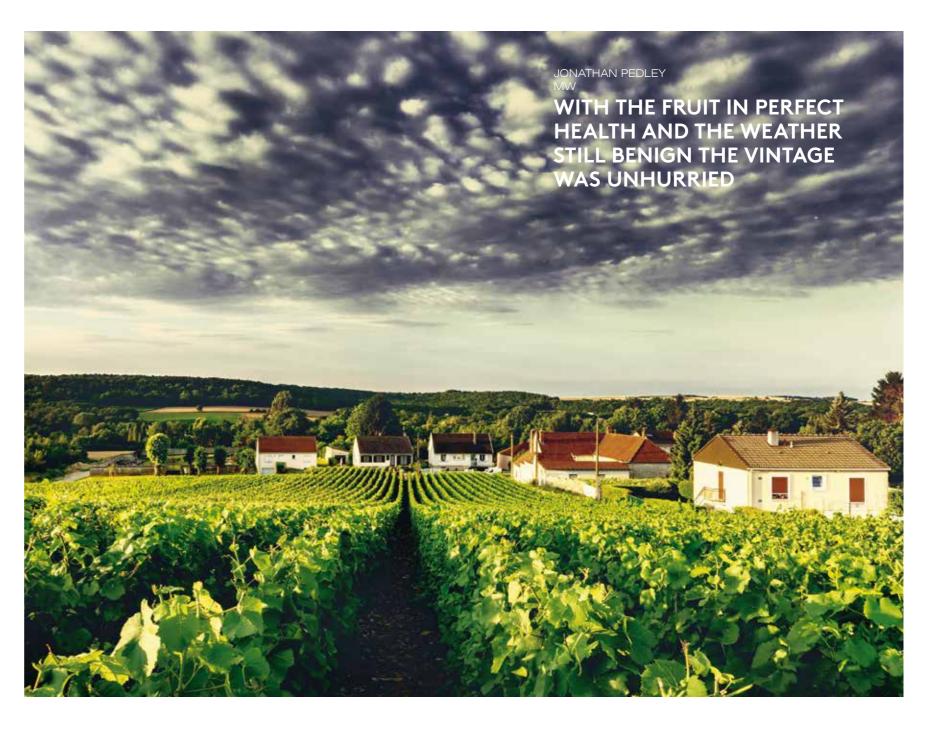
# **RED WINES**

Spicy food can bring out the tannin in red wines, so steer clear of heavily oaked or tannic reds with curries and dishes with lots of heat. It's key to match the weight of the wine to the robustness of the food, so one does not overpower the other.

# CHAMPAGNE

**BUMPER CROP** 

A wet cold start to the year but only a small amount of localised frost and hail at the start of May meant losses were minuscule compared to what happened in 2017. After such a wet and dismal six months, to everyone's relief the conditions rapidly improved in May. The weather got better and better with plenty of sun, high temperatures and hardly any rain. Picking started on 20th August, something that in the past would have been thought exceptional, but in the last fifteen years there have been five harvests beginning in August. With the fruit in perfect health and the weather still benign the vintage was unhurried. Christophe Pitois at Champagne Lombard seems very happy with the outcome of the harvest, noting the exceptional level of maturity in the grapes. The total crop in the region was up 56% on 2017 and a stonking 39% up on the five-year average.



2018

**RAINY START** 



CHAMPAGNE

**CROP GROWTH** 56%

**AUGUST** 

**HARVEST BEGAN** 



5-YEAR AVERAGE

**TOTAL CROP UP** 39%

# **CHAMPAGNE**



# **BLANC WINE ENTHUSIAST: 93 POINTS**

# **BOLLINGER**



### SPECIAL CUVÉE BRUT

Stylish and concentrated with quite a weight of Pinot fruit on the palate.

	1	12.5%	750	056583	6
		£££	750	000000	O

# G.H. MUMM



### CORDON ROUGE BRUT V

Aromas of lemon and grapefruit combined with white fruits and tart apples bring freshness and liveliness to the wine.

	1	12%	75cl	057421	6
١		£££	750	057421	0

# **LOMBARD & CIE**

# H. LANVIN & FILS BRUT 🕼 Golden in colour with fine bubbles, this elegant Champagne is fresh on the nose with a rounded toasty palate. 75cl 057424 6 20cl 057646 24‡

# H. LANVIN & FILS ROSÉ 🔞

Beautiful pale salmon pink in colour, fresh and elegant with red wine fruit character on the palate.

	e	1	12%	75cl	057430	6
4			£££	750	057430	0



1	12.5%	750	015398	6
	£££	75CI	015398	0

# **KRUG**

4	GRAN	DE CU\	/ÉE BRI	JT			
	Complex and mature with touches of hazelnut and toast.						
		1	12%	75cl	056608	6	
			££££	7501	050008	0	

# **LAURENT PERRIER**

1	BRUT						
	A lighter house style; fresh and elegant. Subtle citrus, toast and spice are perfectly balanced in a structured Champagne, ideal to enjoy with food.						
-		1	12.5%	75cl	012307	6	
			555	7501	012307	0	

	CUVE	E ROSE				
	Elegant a finish.	and fresh v	with red fru	it characte	er and roun	ided
<b>E</b>		1	12%	75cl	058261	
			££££	75CI	058261	

# PERRIER-JÖUET

### GRAND BRUT V

Attractive bouquet with youthful delicate creamy hints and a touch of yeast autolysis.

0	12%	750	057420	6
	£££	750	037420	0

### BLASON ROSÉ V

Rich in the mouth, with a powerful bouquet of ripe red fruit and hints of violet and rose petal.

1	12%	750	057419	6
	££££	750	057419	O

# **LANSON**



# BLACK LABEL BRUT 100

Subtle "toasty" and honey notes on the nose. Light and fresh on the palate with a well-rounded feel.

0	12.5%	75cl	057599	6
	£££	750	057599	O



### **NEW LANSON WHITE LABEL**

Flavours of white fruit develop into a soft, mineral finish with plenty of freshness.

	1					
lanca		3	12.5%	Mag	020294	3
			£££		020056	



### ROSÉ LABEL ROSÉ 🥨

Salmon tones with small, brilliant bubbles. Aromas of roses and delicate red wine berry notes on the nose.

		,			
	1	12.5%	750	057600	6
		£££	750	057600	0

# **MOËT & CHANDON**

CHAMPAGNE



### BRUT IMPÉRIAL 🕼

This Champagne has a slight appley, yeasty nose and long, rich flavours of biscuity, toasty fruit.

1	12%	NEW Mag	016506 056584	3
	£££	7501 NEW 37.501		12



### **NEW ROSÉ**

Lively, clean and expressive with aromas of ripe red fruits and wild strawberries.

	0	12%			
			75cl	016509	6
,		£££	7001	010000	Ŭ

# CUVÉE DOM PÉRIGNON

Rich, dry and full-flavoured. Consistently one of the world's finest Champagnes.

0	12.5%	75cl	056750	6
	££££	7501	036730	0

# **VEUVE CLICQUOT**



## YELLOW LABEL BRUT 🐚

A full, dry, rounded Champagne of consistently high quality.

	0	12%	- 0	056899	3
ŝ		£££		056586 057240	12



### ROSÉ Vo

Aromas of fresh red fruits lead to biscuity notes of dried fruits and Viennese pastries.

	1	12.5%	750	059257	6
		555	7501	039237	O

# **CHAMPAGNE**

**CHAMPAGNE** 





TAITTINGER

# Prestige Rosé Brut

Chardonnay, Pinot Noir & Pinot Meunier

CHAMPAGNI

NV

# **TAITTINGER**





NOCTURNE CITY LIGHTS SEC 

A smooth and rounded Champagne that also has classic toast and butter aromas.

3	12%	750	057642	6
	£££	7501	057642	O



# VINTAGE BRUT 0

An intense and robust Champagne, with bold red fruit and yeast aromas.

DWWA: SILVER

1					
	1	12%	75cl	057655	6
		££££	750	057655	O



# TAITTINGER CONTINUED



# N B P

# NOCTURNE CITY LIGHTS ROSÉ %

Bright flamboyant pink with delicious aromas of summer pudding and a soft, mellow style.

8	3	12%	750	012344	6
7		£££	750	012344	O

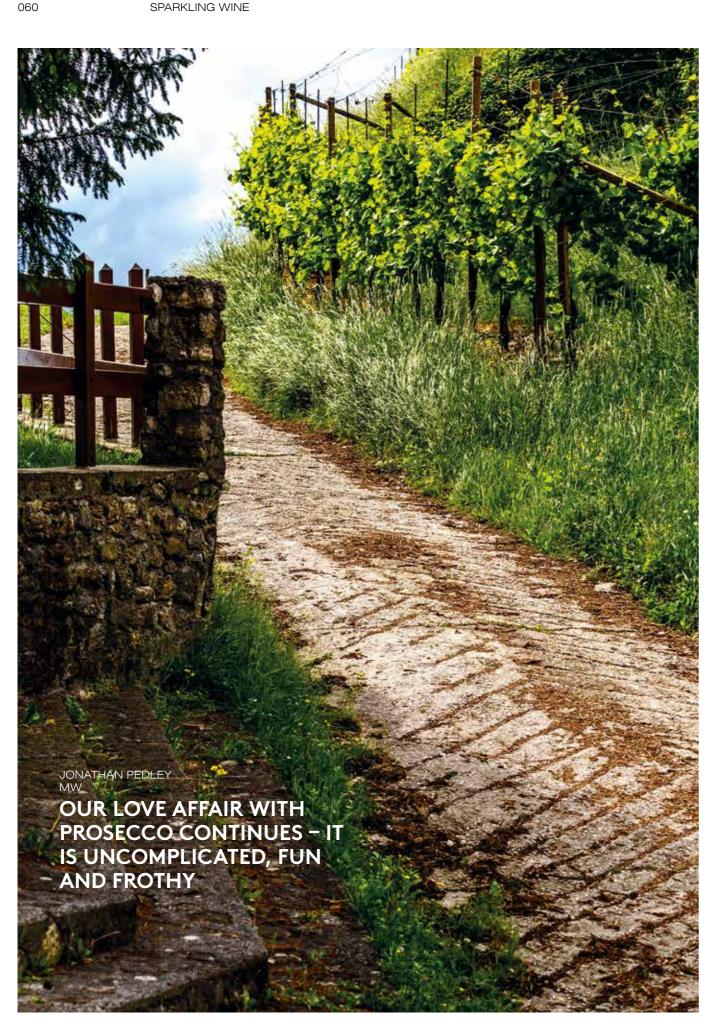
FROM THE VINEYARD

# **TAITTINGER**

Taittinger remains one of the few Champagne Houses to remain owned and actively managed by the family named on the label.

The hallmark of the Taittinger Champagnes is the high percentage of Chardonnay used in their winemaking, which can be anything from 40% in the Brut Réserve Non Vintage to 100% in the prestigious Comtes de Champagne Blanc de Blancs. This Chardonnay dominance provides for a style of elegance, delicacy and finesse which is recognised worldwide and has earned the House many accolades and awards over the years.

There are two different Rosé styles to choose from – the Prestige Rosé offers a dry, fruity style whilst the higher dosage used in the Nocturne combined with the slow cellar-ageing creates a round and smooth Rosé Champagne that is perfect to enjoy late in the evening.



# **SPARKLING** WINE

The On-Trade is a tough place for the wine category at the moment, with sparkling wine being very much the star performer. It seems our love affair with prosecco continues – it is uncomplicated, fun and frothy. The perfect tipple for a night out. There is more choice than ever with producers offering a

choice of Extra Dry or Brut; DOC & DOCG, and even single

vineyard versions, but the popular Extra Dry style is still the firm

STAR PERFORMER

favourite with UK consumers.

2018 was a good year for English sparkling wine, which fits nicely with that other consumer thirst for provenance/craft/local. Other traditional method sparklers, such as Cava and Crémant, are also slowly emerging from the shadows. In short, there is a vast array of excellent fizz to choose from and a definite appetite from consumers for more choice, so it pays to make sure you have the range to capitalise on this demand.

PROSECCO EXTRA DRY

**UK'S FAVOURITE** 



2018

**ENGLISH FIZZ** 

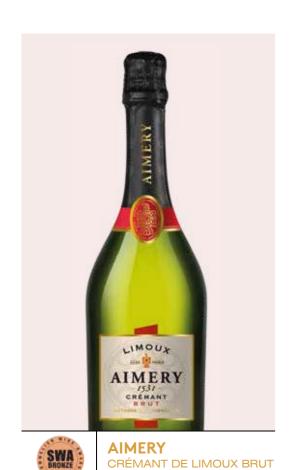


**BUMPER CROP** 

**UP ON 2017** +23% ALL SPARKLING WINE

**VALUE** +33%

# **SPARKLING WINE**





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A	

### **CHAPEL DOWN BRUT**

Classic buttery brioche aromas are followed by lively citrusy flavours on the palate.

SWA: BRONZE 2017

1	12%	75cl	061868	6
	££££	750	001000	0

NYETIMBER CLASSIC CUVÉE BRUT VO

	An intens mid-high	se and cor in acidity	mplex spar and mid-b	kling wine odied.	that is dryi	sh,
THE PERSON		2	11%	75cl	017470	6
			5555	750	017470	O

'470	6	
470	O	

# **FRANCE**

8	BARO	BARON D'ARIGNAC BRUT								
0	Light on the nose with just a hint of apples. The taste is fresh and dry with good acidity.									
191	057731	6+								
	037731	0+								

### BARON D'ARIGNAC DEMI SEC

Simple and light on the nose, with the marked sweetness coming through on the palate.

70	3	11%	750	057730	6+
-		£	7501	057730	0+

### BARON D'ARIGNAC ROSÉ

Peachy pink sparkler that is light-bodied, dry and crisply fresh in the mouth.

	2	12%	75cl	0158/11	6+
		£	7501	013041	0+

# AIMERY CRÉMANT DE LIMOUX BRUT 饭 A fruity and fresh sparkling wine that has an excellent

SWA: BRO	NZE 2017	/ рагате.			
е	2	12%	75cl	057225	6
		೯೯	7501	057225	O

# AIMERY CRÉMANT DE LIMOUX ROSÉ 💯 This powerfully sparkling rosé wine has quite a complex aroma and an appealing dryish taste. 12.5% 75cl 057413 6

# **SOUTH AFRICA**

	FRANSCHHOEK VINEYARDS CHARDONNAY PINOT NOIR BRUT NV ©							
	A stylish traditional method sparkling wine with aromas of citrus, melon and biscuit.							
5.0		1	12.5%	75cl	015410	6		
			££	75CI	015410	0		

# **SPAIN**

### FREIXENET CORDON NEGRO

Made from a blend of traditional Cava grapes, this is a zesty, lemon-scented sparkler with flavours of melon and

2	11.5%	750	013524	6
	££	750	013524	O

# FREIXENET ICE

Fine bubbles combined with a nose of peaches, ripe pears, flowers and nuances of tropical fruits.

4	12%		016550	6
	£££	750	010550	O

### SEGURA VIUDAS CAVA

A fresh, clean, light-bodied sparkling white wine.

2	11.5%	75cl	057831	6
	FF	20cl	057827	24‡

### SEGURA VIUDAS CAVA ROSADO

Pale pink Cava showing intensity of red berries and exotic fruits. Fresh and delicate on the palate.

0	11%	750	057826	6
	££	750	057620	O

# **ITALY**



## ASTI SPUMANTE SANTERO 📀

A sparkling, sweet white wine with a full, fruity flavour.

6	7.5%	75.01	056601	6
	£	75CI	056601	0

### JACK RABBIT PROSECCO DOC

Bursts with fresh peach and apricot aromas, and is followed by a zingy, clean, lingering finish with just a touch of sweetness.

	3	11%	75cl	018370	6
ě		££	750	010370	0

# **ITALY** CONTINUED

4	LYRIC PROSECCO EXTRA DRY
	A good mousse is followed by green fruit on the nose and an off-dry but citrusy palate.

75cl 020977 6

20cl 020935 24‡

SPARKLING WINE

	VIGNA	NA PRO	OSECC(	O EXTR	A DRY	
	Light-boo filling mo	died with re ousse. Fres	efreshing a sh and cris	acidity and p with hin	I plenty of r ts of ripe pe	nouth- ear.
1	е	3	11%	75cl	020938	6





# **SPARKLING WINE**



FROM THE VINEYARD

# **PONTE**

Viticoltori Ponte has been cultivating its vineyards in the northeast of Italy since 1948. A co-operative founded by a formidable band of winemakers in the aftermath of WW2, it now counts 1,200 members within its ranks and produces 1.25m nine-litre cases a year from 2,000 hectares of vines. Winemaker and operations manager Damiano Canali joined the company in 2010, with a focus on sparkling wines, mainly Prosecco DOC. Ponte are also one of the leading companies in the production of Pinot Grigio and some reds, predominantly Merlot and Cabernet. In the eastern part of Veneto, the wines stand out for their freshness. Damiano looks to the white wines (Prosecco & Pinot Grigio primarily) for fruity and floral notes, which allows an elegant and balanced wine that evolves, as in the case of Manzoni Bianco, into mineral notes. In the reds, as well as fruit, he is looking for spicy complexity, which comes from the use of oak. Viticoltori Ponte continues to develop new products, which this year include a Pinot Grigio Spumante Brut using the Charmat method, excellent as an aperitif, and matches well with many fish dishes.

**CROWN CELLARS** 

# Ponte Pinot Grigio delle Venezie Spumante Brut Pinot Grigio

VENETO NV

# **ITALY** CONTINUED



# TERRA SERENA PROSECCO BRUT V

A crisp and dry Prosecco that has attractive youthful pear, tart and banana aromas.

1	11%	750	017419	6
	££	750	017419	O

### SYMPHONIAE PROSECCO DOCG VALDOBBIADENE EXTRA DRY

A pleasantly attractive DOCG Prosecco that is off-dry and has ripe yellow fruit aromas.

e	3	12%	75cl	060640	6
		55	750	000049	0



# NEW PONTE PINOT GRIGIO DELLE VENEZIE SPUMANTE BRUT NV 💿

A vibrantly sparkling wine that is dry, crisply acid, light-bodied and delicately fruity.

e	2	12.5%	75ol	021443	6
		££	7 301	021443	0



# PONTE PROSECCO EXTRA DRY %

Clean, dry and crisp, with a creamy finish.

IWC: SILVER 2019 & GLOBAL PROSECCO MASTERS

е	3	11.5%	Mag	012660	6
			75cl	057089	6
		££	20cl	057688	24±



# PONTE AURORA ROSÉ EXTRA DRY %

Cherry pink in colour with a decent amount of sparkle, this is a light and off-dry sparkling rosé.

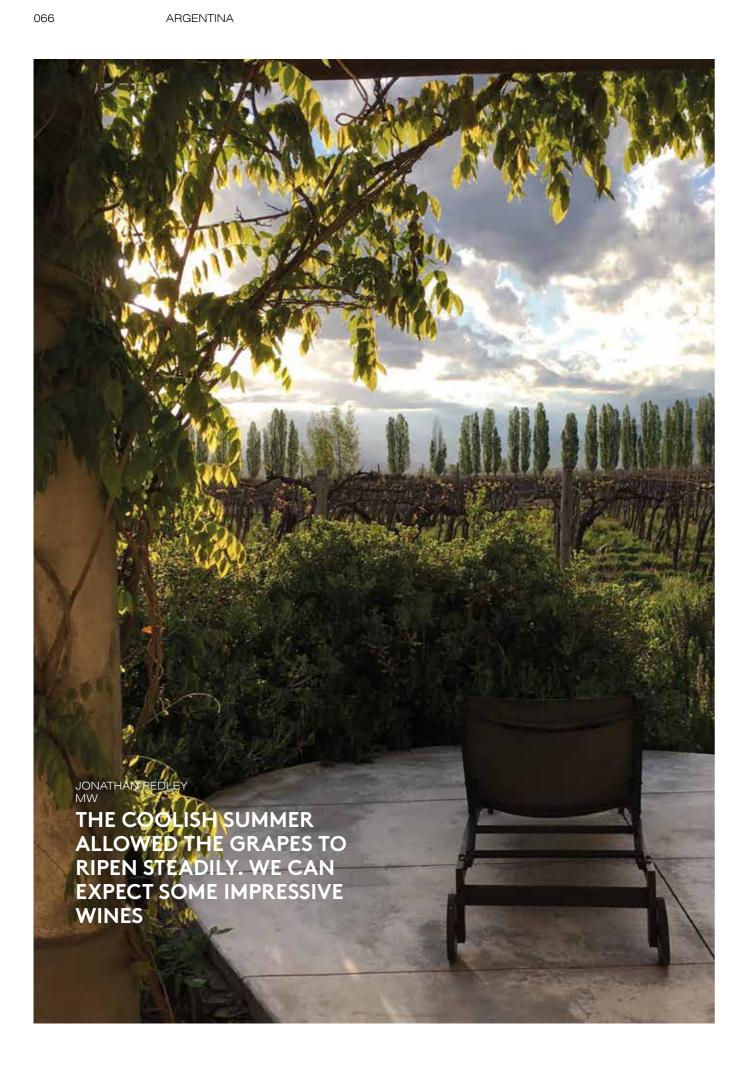
IWC: BRONZE 2018

<b>e</b>	3	11.5%	75cl	060977	6
		££	20cl	017319	24‡



SPARKLING WINE





# **ARGENTINA**

IMPRESSIVE WINES TO COME

Like its neighbour over the Andes, Argentina also had a very good vintage in 2018. The general weather pattern was similar to that in Chile. There were very few instances of frost and hail, and when they did occur they were localised and had little impact on the national crop. Perhaps most importantly

the growing season was dry, preventing the fungal disease problems that had afflicted many Argentinean vineyards of late. The coolish summer allowed the grapes to ripen steadily. We can expect some impressive wines. Yields were healthy as well; at 14.5 million hectolitres the total harvest was 28% up on 2017.

**VINTAGE** 

2018



DRY

**GROWING SEASON** 



**BUMPER CROP** 

**TOTAL HECTOLITRES** 

14.5м

TOTAL HARVEST

**UP ON 2017** 28%

# **ARGENTINA**

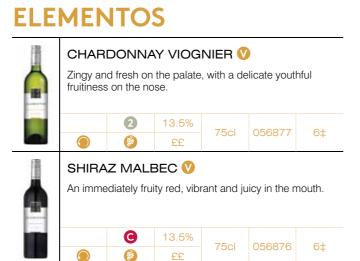




*	MALBEC, MENDOZA (6)  Deep and vibrant Malbec with an intense nose of plum, damson and dark chocolate aromas.					
	e	0	13%	75cl	017670	6
			ಕರಕ	7501	017679	О

# **TRAPICHE**

MALBEC, ME	NDOZA						
	A chunky aroma of damsons and oak. Full-bodied and succulent in the mouth. Long and complex on the finish.						
<b>D</b>	14%	75 al	010154	6			
<b>(*)</b>	£££	75cl	016154	0			



# LAS CAZAS



(Sec.)	MALBEC, ME A mid-bodied and of damson and spin	warming re	ed wine tha	at has a go	ood attack
	0	14%	75cl	059494	6
	<b>(</b>	£££	7301	009494	0



FROM THE VINEYARD

# FINCA FERRER ACORDEÓN MALBEC

**ARGENTINA** 

The 70ha Finca Ferrer Estate is located in the ultra-prestigious, small zone of Gualtallary in Tupungato, a sub-region of the Uco Valley in Mendoza. Already recognised as one of the best zones in the region, this high-altitude area, nestling at 1300m at the foot of the mighty Andes, in the shadow of the "Dos Cumbres" (two summits) of the Tupungato and Tupungatito volcanoes, is renowned for great Malbec. For more than 10 years the Ferrer family, famous for the Freixenet Cava brand in Spain, have been making sensational wines here, thanks to the unique combination of sandy soils with unusually high proportions of limestone, the solar intensity and the wide diurnal temperature range.

"The quality of the fruit here is amazing," says senior winemaker Jose Antonio Montilla. "Thanks to the natural slope in our estate, we rarely suffer from the frosts that can devastate a vintage. Therefore, we can take full advantage of the bright sunshine and concentrate on managing the quantity of the naturally high-yielding vines to ensure that we get the best possible quality at harvest. The concentration of colours, aromas and flavours really helps me to create wines of balance and purity, with fresh acidity and great structure".

# **ACORDEÓN**

<b>A</b>	MALBEC, ME A mid-bodied red w cherry, prune and he	ith warm rid	chness on	the palate a	and black
	<b>G</b>	14.5%	75cl	017456	6
	<b>6</b>	££££	750	017456	0

070 AUSTRALIA 071

# **AUSTRALIA**

THE CHINESE PHENOMENON

Spring was challenging, with November bringing frost and heavy rain. However, the summer was dry and there was very little rain right through until the end of the harvest period. The heat summation numbers indicate that 2017/2018 was one of the warmest growing seasons on record, though the absence of "heat spikes" meant that the grapes could ripen steadily, free from water or heat stress. The harvest campaign was long and largely unhurried: starting in the Hunter Valley in January and ending in Coonawarra in April. Quality is said to be excellent throughout. The dry summer resulted in the 2018 harvest being roughly 10% smaller than that in 2017 (but still slightly up on the long-term average). From a commercial perspective such a crop would have been perfectly adequate but for one factor – the massive explosion in Australian wine sales in China, which is putting real pressure on cost pricing.

DEMAND

SUMMER

DRY & HOT





QUALITY

**OVERALL** 





### **AUSTRALIA**

#### **GULARA**

#### **CHARDONNAY** Clean and fresh with melon and apple fruit flavours leading to a crisp finish.

### SHIRAZ

A juicy, youthful red wine with plenty of bramble fruit and a

75cl 057494 6‡

е	D	14%	75cl	057493	6+
	•	£	7 301	007493	04

#### **INVENIO**

#### COLOMBARD CHARDONNAY Medium-bodied with citrus and ripe pineapple notes. 75cl 057298 6‡ 18.7cl 057489 24‡ SHIRAZ



Perfumed raspberry fruit and a hint of white pepper.

е	В	13.5%	75cl	057299	6‡
		£	18.7cl	057490	24‡

#### **LAZY BONES**

	Light-boo	Light-bodied zingy white wine with attractive citrus, apple and peachy notes.							
	е	1	13%	75cl	060701	6±			
200		*	££	7 301	000701	0+			
	SHIRAZ CABERNET								
	A mid-bo spice.	odied red w	vine with ju	uicy dark f	ruit and a to	ouch of			

CALIVIONIONI DI ANIO CENTILI ONI

Judii di	
6‡	
- 1	

75cl 060702

**SPEARWOOD** 

	CHARDONNAY									
	Fresh, ju finish.	Fresh, juicy white wine with melon fruit flavour and a crisp finish.								
	е	2	13%	75cl	062018	6‡				
50		<b>Ø</b>	£	750	002018	0+				
1.5	SHIRAZ									
	Youthful spice.	and juicy v	vith lots of	berry fruit	and a touc	ch of				
	е	0	14%	75cl	061965					

#### **BAD EYE DEER**

10	SHIRAZ CABERNET SAUVIGNON								
T T	Gutsy red	d wine with	n juicy red	berry fruit	and plenty	of spice.			
	е	0	13.5%	75cl	015721	6‡			
		•	££	18.7cl	017738	24‡			

#### WOOLSHED

CHARDONNAY (V)

•	e	2	13%	75cl	014716	6+
		<b>Ø</b>	££	750	014716	6‡
			AUVIGN /e, full of m		ackcurrant	S.
	е	<b>G</b>	13.5%	75cl	014717	6+
			££	7 301	014/1/	6‡

A pleasant uncomplicated Chardonnay that is dry but smooth.

#### **MCGUIGAN**

	A punchy	BLACK LABEL SHIRAZ  A punchy little wine with mouthfuls of ripe plum, blackberry and spice.						
虚		0	12.5%	75-1	000400	0.1		
	<b>①</b>	•	££	75cl	060439	6‡		





**VINIVISION** 

SAUVIGNON BLANC SEMILLON, LANGHORNE

#### A dry and lively Chardonnay with some pear and spice

**GRAPEFUL DEAD** 

### CHARDONNAY

AUSTRALIA

е	2	13.5%	750	017601	6+
	<b>(9)</b>	££	7501	017601	0+

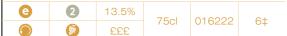
#### SHIRAZ

An off-dry, mid-bodied fruity red that is soft in acidity and tannin.

	e	0	14%	75cl	017605	6+
,		•	££	750	017605	0+

#### **GRANT BURGE**

#### BOOMERANG BAY, CHARDONNAY Clean, balanced and crisp with light citrus and apple



#### **BOOMERANG BAY, SHIRAZ** Soft tannins integrate with juicy black fruit flavours and a

MIAMBA SHIRAZ

′	1 170	75cl	016229	6+
)	£££	7501	010229	0+

Rich aromas of vanilla oak and red summer berries, soft on the palate with well-integrated oak and tannins.

<b>(3</b>	14%	75cl	057101	6
(*)	££££	750	057101	0

#### **PEWSEY VALE**





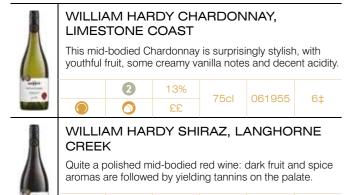
**NEW SAUVIGNON BLANC SEMILLON,** 

LANGHORNE CREEK

### **AUSTRALIA**

**AUSTRALIA** 

#### **HARDYS**



75cl 061956 6‡



**NEW POCKET WATCH** SHIRAZ, CENTRAL RANGES **FOR 2019** 

#### 19 CRIMES

1	BEHINI	D BARS	S RED			
梅			I pepper a d and quite		followed b	y a palate
A COLOR		<b>D</b>	13.5%	75cl	021317	G+
1			££	7501	021317	0+

#### **ROBERT OATLEY**

		OCKET RAL RA		H CHAF	DONNA	Υ,
			Chardonna lum aroma		ruit-led, sho	owing
30	e	0	12.5%	75-1	001050	0.1
		*	££	75cl	021353	6‡
15	NFW P	OCKET	WATCH	I SHIR	7 CEN	TRΔI

RANGES V 6 A mid to full-bodied Shiraz with a good intensity of black

cherry and blackberry fruit. 75cl 021354 6‡ **#** ££

SIGNATURE CHARDONNAY, MARGARET RIVER A modern take on Australian Chardonnay that is all about purity, elegance and restrained ripeness. WC: BRONZE 2018

2 13% 75cl 015572 \* ££££ PINOT NOIR, YARRA VALLEY

Fragrant on the nose followed by a mid-bodied palate that

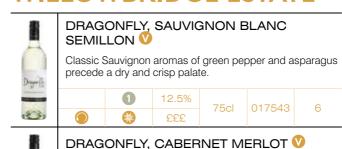
is juicy and soft. 13.5% 75cl 061942 5555

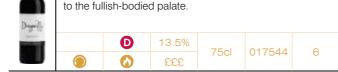
HANCOCK & HANCOCK SHIRAZ GRENACHE, MCLAREN VALE A massively intense and complex red wine that is full-bodied and robustly tannic. DWWA: BRONZE 2018

75cl 015569 6 磐 ££££



#### WILLOWBRIDGE ESTATE





Intense and complex dark fruit on the nose carries through

#### **YALUMBA**

	"Y" SERIES VIOGNIER  A rich and full-bodied dry white wine with a pronounced floral and stone fruit aroma.						
E		2	12.5% £££	75cl	019280	6	
		<b>3</b>	LLL				
	YALUMBA "SAMUELS COLLECTION" OLI BUSH VINE GRENACHE, BAROSSA 100 A full-bodied but surprisingly supple wine with ripe red fru						
	and oak	aromas.					
- Property - order		D	14%	75cl	013502	6	
			££££	750	013502	0	
	YALUMBA "THE CIGAR" CABERNET SAUVIGNON, COONAWARRA (2)						
	Deep coloured, with an aroma of figs, berries and spice. A luscious mouth-filling wine with juicy black fruit flavours.						
and the same of							

AUSTRALIA

#### JACOB'S CREEK





75cl 057023 6‡

	GRENA	ACHE S	HIRAZ			
			juicy raspl etal, white		cherry fruit nd spice.	aromas,
=		<b>G</b>	14.5%	750	056042	6+
76 mm				7 301	000943	0+

### **AUSTRALIA**



TYRRELL'S

# Hunter Valley Semillon

NEW SOUTH WALES

2017

#### **TYRRELL'S**



#### NEW HUNTER VALLEY, SEMILLON (\*)

by a palate that is dry and crisp.

A complex combination of citrus and nutty notes is followed

1	11%	75ol	021124	6

#### **WOLF BLASS**



#### NEW BLASS RESERVE CHARDONNAY SEMILLON

Soft fruit is balanced with fresh, crisp acidity, a creamy texture, elegant structure and a lingering finish.

2	12.5%	75cl	021468	6+
*	££	750	021400	0+



#### **NEW** BLASS RESERVE SHIRAZ CABERNET

A smooth, rich, well-structured red wine displaying aromatic red and blue fruits and notes of cedar spice

0	14%	75 01	021466	6±
<b>(</b>	££	750	021400	0+





FROM THE VINEYARD

#### **TYRRELL'S WINERY**

Our Hunter Valley range is quintessentially Tyrrell's and quintessentially Hunter. It showcases the key varieties of the region – Semillon, Chardonnay and Shiraz.

This range is made to the same high standards and style as our flagship Winemaker's Selection Vat 1, Vat 47 and Vat 9, in essence making our Hunter Valley range the "baby brothers" of these three iconic wines.



### **AUSTRIA** HIGH QUALITY VINTAGE

A mild spring with no frost losses resulted in a good size crop set. As in much of the rest of Europe the summer was exceptionally warm and dry. Drought became an issue in some vineyards, with relief coming in the form of spectacular thunderstorms. The vintage started in August and was finished in most places by early October. By and large the weather for the harvest was fine: cooler temperatures were a blessing, the occasional thunderstorm was not. The overall quality in 2018 is high with no shortage of ripeness. Traditionalists might quibble about acidity levels being a bit low, but they are in a minority nowadays. At 3.2 million hectolitres it was a bumper crop, making up for the frost-induced shortfall in 2017.

**OVERALL** 

**QUALITY HIGH** 



HARVESTING

**THUNDERSTORMS** 



SOME VINEYARDS

**DROUGHT CONDITIONS** 



**BUMPER CROP** 

**TOTAL HECTOLITRES** 

**3.2**M



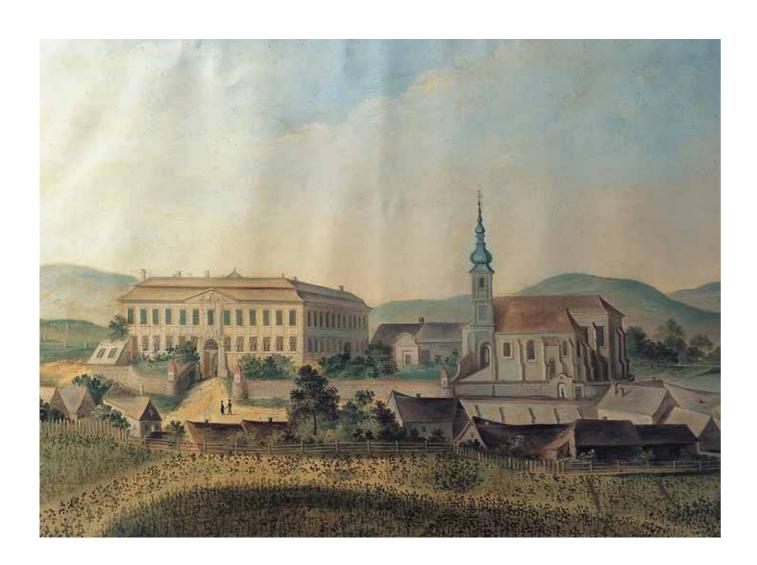
### **AUSTRIA**

FROM THE VINEYARD

#### **SCHLOSS GOBELSBURG**

As one of the oldest wineries in Austria, Schloss Gobelsburg has some historical vineyard sites around the castle. Every site has its specialties and particularities with different soil and micro-climatic conditions. From the sun-exposed terraces on Zöbinger Heiligenstein and the Gaisberg mountain to the extensive garden facilities around Gobelsburg castle, the vines are subjected to a wide range of conditions. In accordance with their respective potential, the best possible development conditions are established for every grape variety. The most important grape varieties are Grüner Veltliner and Riesling. Over the centuries, these varieties have proven to be the most suitable for the surrounding soil structures.

At Schloss Gobelsburg, ecological winegrowing is not just en vogue at the moment. The monks of the Zwettl Monastery, who had managed the winery themselves until 1995, used organic fertiliser, abstained from employing herbicides, and endeavoured to reduce the use of plant protectants.





SCHLOSS GOBELSBURG

### Gobelsburger Grüner Veltliner

KAMPTAL

2017

#### **RHINE**



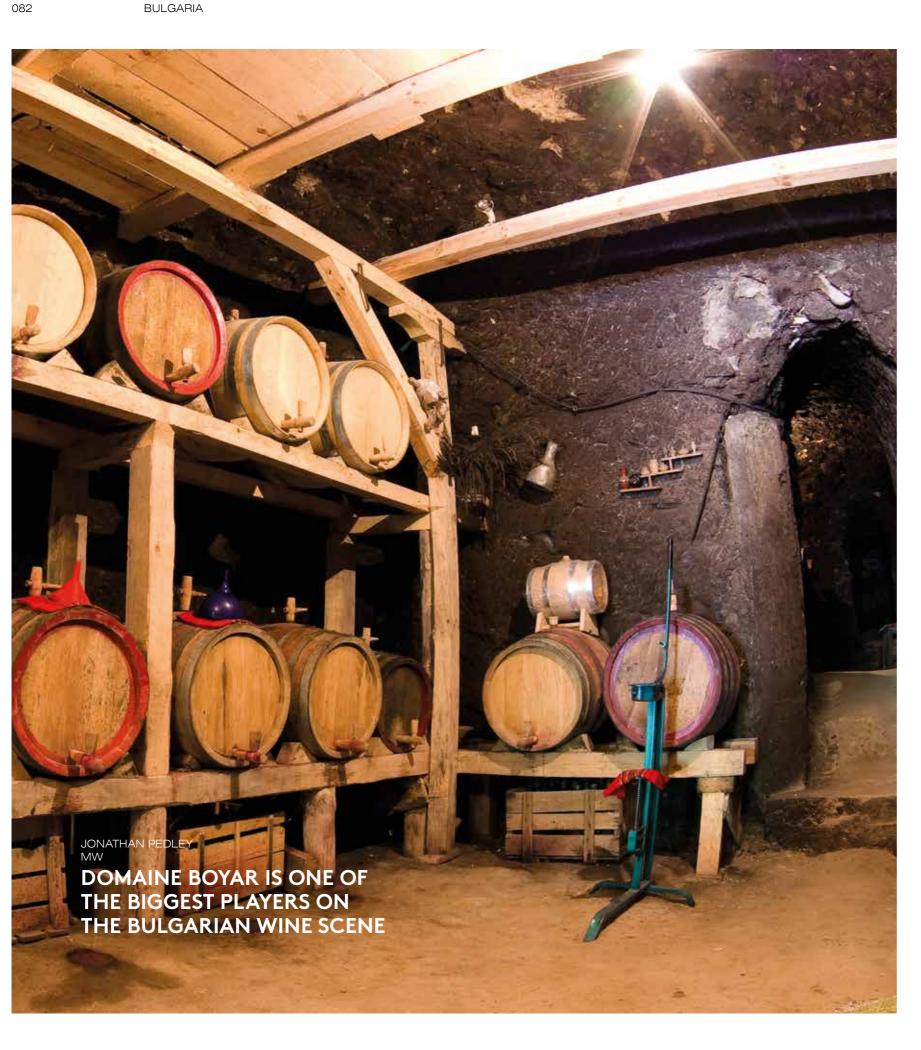
#### GRÜNER VELTLINER, GOBELSBURGER 🧐

The exotic peach and nectarine aroma is followed by a fresh, dry palate.

0	12%	
*	£££	

75cl 012403

BULGARIA



# BULGARIA

2018 was good in terms of quality, but bad in terms of volume. Some of the vineyards were completely destroyed due to heavy rain in the summer period, whilst other regions had a good ripening period, producing grapes of good quality with high sugar concentration. Thracian valley is the biggest and therefore most important wine region in Bulgaria in terms of production – here the region was on the whole protected from bad weather conditions due to the surrounding Stara Planina mountains. The sub-regions in the southern part of the Thracian valley, close to the Turkish border, produced the best red wines; the best quality whites were in north-east Bulgaria, the vineyards close to the Black sea.

A CONTRADICTORY VINTAGE

**WEATHER** 

DOMAINE BOYAR

QUALITY

**TEMPERATE** 



**BOTTLES** 6.5M PER YEAR



GOOD

### BULGARIA

FROM THE VINEYARD

### **DOMAINE BOYAR**

Deer Point is a range of wines produced by Domaine Boyar – the first private wine company founded in Bulgaria since the fall of the Berlin Wall. The company saw its biggest transformation at the turn of the millennium, when it commissioned a brand-new winery Sinite Skali (Blueridge), designed and implemented by the leading Australian engineering company A&G Engineering.

Incorporating modern technology, immaculate hygiene and a great versatility unprecedented in Bulgaria and Eastern Europe, the wines produced by Blueridge became trailblazers demonstrating the country's capability of modern wine making.

The name Deer Point was given to this wine range, to relate to the freely roaming deer in the grounds of one of the Blueridge satellite cellars, situated at the feet of the Balkan Mountain range.





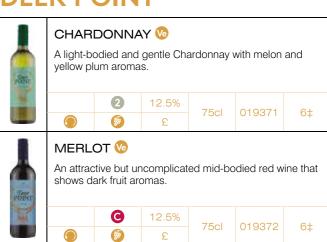
DOMAINE BOYAR

# **Deer Point**Chardonnay

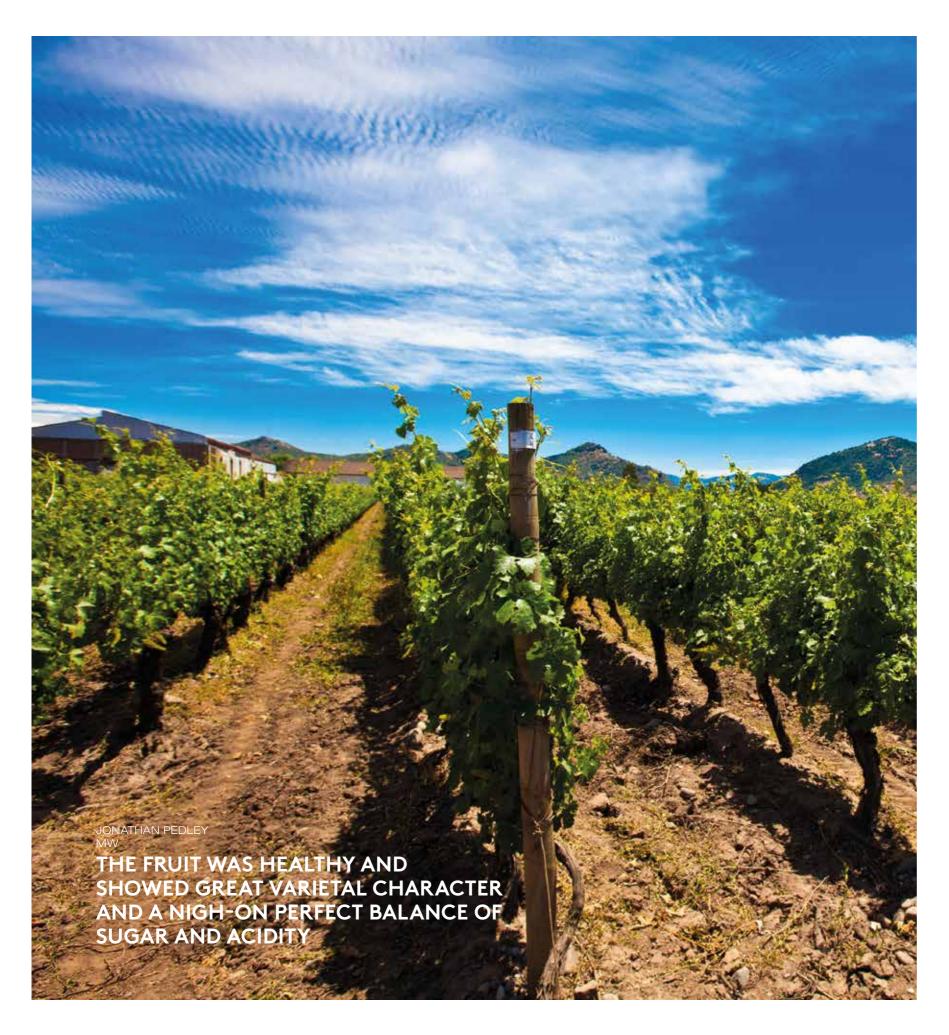
THRACIAN LOWLANDS

017

#### **DEER POINT**



CHILE





2018 was an excellent vintage in Chile: a big relief after the challenges of the previous two years (heavy rain in 2016 and searing heat in 2017). The key feature of the 2017/2018 growing season was its normality; there were no "weather events" to cause problems. Plenty of rain in the winter and spring (when you want it) followed by a dry summer and autumn meant that there was no water stress and no sign of fungal disease. There was no spring frost or hail and the flowering went well. Temperatures in the summer either tracked the monthly averages or in the coastal areas were a fraction below them. The picking started a few days later than in recent years but was an unhurried affair. The fruit was healthy and showed great varietal character and a nigh-on perfect balance of sugar and acidity. Quality is reported to be outstanding. At 12.8 million hectolitres the total crop was 35% up on 2017.

WINTER & SPRING

**PLENTY OF RAIN** 



OVERALL

TOTAL CROP UP

### **CHILE**

CHILE

#### **INVENIO**

### SAUVIGNON BLANC Fresh, dry white wine, with hints of guava and tropical fruits. 75cl 057297 6‡ \* **CABERNET SAUVIGNON** A full-flavoured red wine, with notes of mint and cassis. 75cl 057285 6‡

### OCHRE MOUNTAIN SILIPANE



#### MERLOT CARMÉNÈRE

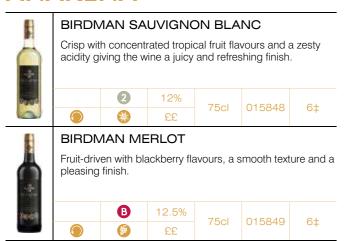
Rounded and smooth in flavour with pronounced blackcurrant fruit

е	0	13%	75cl	057634	6:
		££	18.7cl	057636	24

#### **JACK RABBIT**

			BLANC th delicious	sly fruity fla	avours of lir	ne and
A COL		1	13.5%	75cl	057766	6‡
6			££	18.7cl	057768	12‡
	SHIRA	Z				
	Soft and and rasp		ne palate w	rith flavour	s of blackb	erries
CERT		0	13.5%	75cl	058253	6‡
			££	18.7cl	058252	12‡

#### **ANAKENA**





#### **CLOCKWORK RAVEN**



Smooth and approachable with classic dark plummy Merlot

e	<b>G</b>	13%	75cl	015700	C+
	•	££	750	015726	0‡

#### **PLATE 95**



#### SAUVIGNON BLANC

Fresh and zesty with ripe tropical fruit flavours.

е	1	13%	75cl	060813	6+
	*	£	750	000013	0+



#### **MERLOT**

A fruity spicy red wine that has a nice balance of tannin, acid and alcohol on the palate.

е	0	13%	75cl	059690	6+
	<b>6</b>	£	750	059690	0+

#### **STOWELLS**



#### SAUVIGNON BLANC

A crisp dry white wine with tropical fruit aromas and a taste of pear, gooseberry and lime.

	0	13%	75cl	056908	6‡
	*	££	18.7cl	057721	12‡

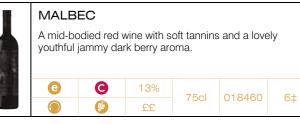


#### CABERNET MERLOT

This is a soft, mellow and fruity red wine.

1	0	13%	75cl	056907	6+
9		££	750	050907	0+

#### **BONE ORCHARD**



#### LAS ONDAS

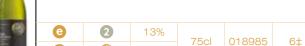


#### SAUVIGNON BLANC, VALLE CENTRAL

A ripe and fruity white wine with a crisp dry finish.

е	1	12%	75cl	018987	6+
	*	££	7501	010907	04

#### VIOGNIER RESERVA, VALLE CENTRAL Lovely peach and apricot aromas are followed by a palate that has weight and length.



#### ROSÉ, VALLE CENTRAL

A medium-dry rosé that has vibrant strawberry fruit and a refreshing crunch on the palate.

е	5	12%	75cl	018991	6±		
		££	7 001	0.000.			
CABERNET SAUVIGNON, VALLE CENTRAL							

A juicy full-bodied red wine that has plenty of dark fruit on the nose and palate.

е	D	12%	75cl	010001	6+
		££	750	018984	0+

#### PINOT NOIR RESERVA, VALLE CENTRAL Soft and not too heavy in the mouth, with scrumptious red

berry and spice aromas.

e	B	13%	75cl	018986	6+
	<b>Ø</b>	££	750	010900	0+

### **CHILE**

#### CALITERRA

CAL	CALITERNA						
	A straigh touches	CHARDONNAY RESERVA (6) A straightforward, uncomplicated Chardonnay showing touches of melon and oak.  IWC: BRONZE 2018, DWWA: BRONZE 2018					
(3)		2	13.5%	75cl	056880	6‡	
		•	££	7001	000000		
	SAUVIGNON BLANC RESERVA						
		fresh, ligh MENDED 201	· 1	bleasantly	fruity dry w	hite wine.	
		2	13%	750	056004	6+	
100		*	££	75cl	056884	0‡	



IWC: SILVER 2018

#### **CALITERRA** CONTINUED

THE PERSON NAMED IN COLUMN NAM	nd light-bo	É RESEF		with youthf	ul fruit on
三	3	12%	75cl	056882	6+
		££	750	030002	0+

CARMÉNÈRE RESERVA 💯 Luscious, juicy red wine full of succulent black fruit flavours and a touch of smoky spice. 75cl 056883 6±



#### **ERRAZURIZ ESTATE**



ERRAZURIZ ESTATE

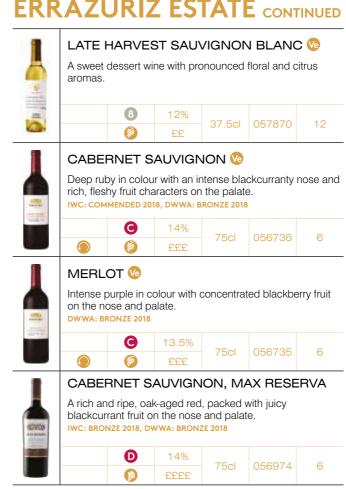
### **Late Harvest**

Sauvignon Blanc

CASABLANCA VALLEY

2017

#### **ERRAZURIZ ESTATE** CONTINUED





**ENGLAND** 



# ENGLAND

FINEST EVER VINTAGE?

"They'll be dancing in the streets of Tunbridge Wells" is probably slightly overdoing it, but 2018 is undoubtedly the finest ever vintage for English wine. Why? Well firstly, unlike the year before (and many other years), there was no spring frost. Secondly, the flowering also passed without incident. Thirdly, and perhaps most importantly, the Met Office has confirmed that this summer was the hottest ever in England (pushing 1976 off the top spot); it was also dry. The grapes were able to ripen quickly in these ideal conditions. October is traditionally the main harvest month in the UK but in 2017 a lot of the grapes were picked in September; a few people even started in August! (Acceptable use of an exclamation mark.) There was almost no disease and with exceptional sugar levels great things can be expected. We may even get some decent red wines! (Unacceptable use of an exclamation mark.) Yields were high, in some cases double or treble what they had been the year before.

**OVERALL** 

RECORD SUMMER

**BUMPER CROP** 

**QUALITY HIGH** 





**DRY & HOT YIELDS UP** 



### **ENGLAND**

**ENGLAND** 

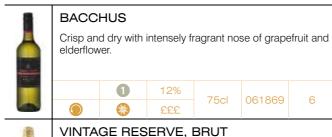


CHAPEL DOWN

# **Brut**Vintage Reserve

TENTERDEN NV

#### **CHAPEL DOWN**





Classic buttery brioche aromas are followed by lively citrusy flavours on the palate.

1	12%	750	061868	6
	££££	750	001000	0

#### THE ENGLISH ROSE

A light-bodied medium dry rosé that has delicate spice and red fruit aromas.

rea man e	aiomas.				
	4	11.5%	750	014307	6
	•	£££	750	014307	О

#### **NYETIMBER**





#### FROM THE VINEYARD

#### **CHAPEL DOWN**

Chapel Down is England's leading wine producer and one of the UK's most exciting drinks companies. Situated in Kent, Chapel Down offers a world-class range of sparkling and still wines to its customers in the UK and beyond.

Based just outside the picturesque market town of Tenterden, Chapel Down sources fruit from over 22 acres of meticulously managed vineyards across the South East of England and produces traditional method sparkling wines, crisp, aromatic white wines, delicate rosés and elegant light red wines.

Winemaker Josh Donaghay-Spire leads an experienced and innovative winemaking team. "Freshness and vibrancy are key features which we look for in our wines, and English fruit really delivers on this, whether it be unique aromatic white wines like Bacchus, classic fizz, or a twist on a rich Chablis-esque Chardonnay. Balance is at the heart of every good wine and our aim is to continually surprise and delight our customers".

Chapel Down has gained support from leading chefs and world-renowned venues as well as receiving a notable array of international awards. The Chapel Down Winery is open to visitors throughout the year.

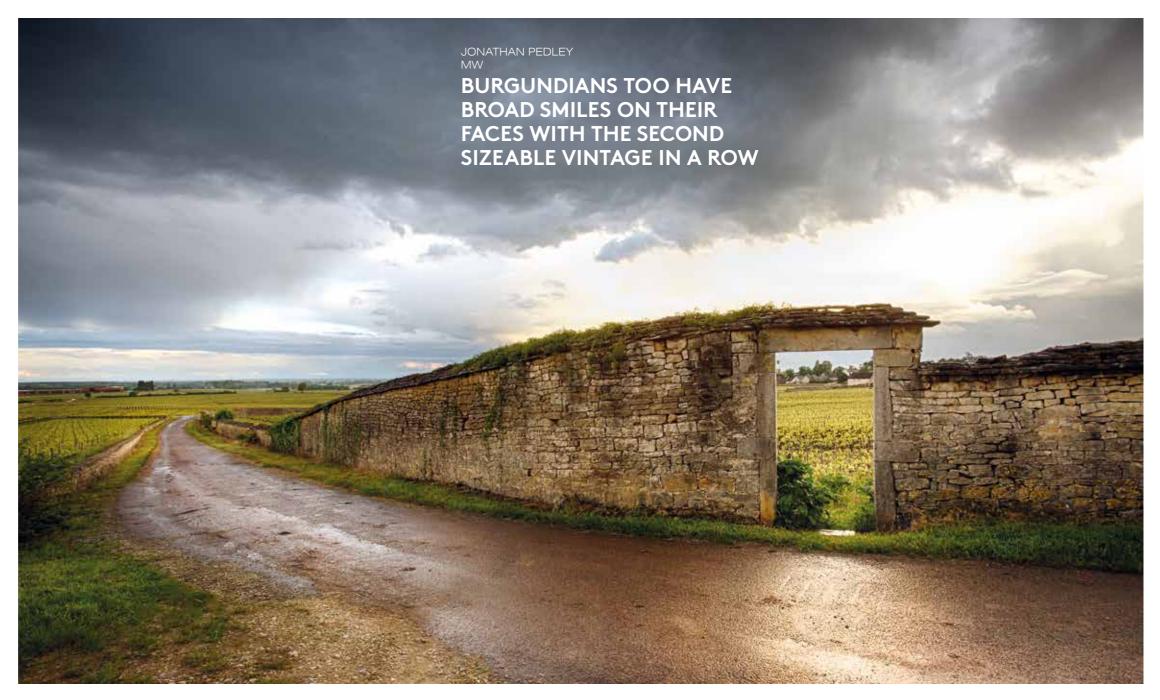
# FRANCE HEALTHY HARVESTS

By and large the 2018 vintage in France was considerably kinder than the previous year, with some caveats. The spring started cool and damp with minimal frosts and it was the development of downy mildew which posed the biggest threat. In Bordeaux, the great news is that the total crop was up 52% on the frost-afflicted 2017 vintage and was even 9% up on the five-year average.

Burgundians too have broad smiles on their faces with the second sizeable vintage in a row (after a run of meagre harvests starting in 2010), and that overall quality is very good, in some cases outstanding.

Alsace experienced a wet spring but magnificent summer, and it sounds like a top quality vintage. The same can be said for the Loire with quantity up 36% on 2017.

In the south, the main losses were to hail in the Aude department. The total crop for Languedoc-Roussillon was up 18% on 2017 but was still a couple of percent down on the five-year average. The biggest issue at the moment in the Rhône and Provence is the psychopathic demand for Châteauneuf-du-Pape and Côtes de Provence – from a price point of view the market has taken leave of its senses.



BORDEAUX

52%

BURGUNDY

**+21%** 

LOIRE

QUANTITY UP

LANGUEDOC-ROUSSILLON

2018 CROP GROWTH **18%** 

#### **BAD EYE DEER**

#### SAUVIGNON BLANC

Crisp and refreshing with tangy citrus fruits and floral notes.

e	1	12%	75cl	015722	6‡
	*	££	18.7cl	017739	24‡

#### **AIMERY**



#### CHARDONNAY, VIN DE PAYS D'OC 10

This white wine has fragrant, lively fruit on the nose and a good balance of weight and acidity.

е	2	12.5%	75cl	056925	6‡
	<b>(</b>	££		056965	



A grassy dry white wine with good acidity and a crisp finish.

е	1	12.5%	75cl	056935	6‡
	*	££	18.7cl	056966	24‡

CABERNET SAUVIGNON ROSÉ, VIN DE PAYS D'OC Vo

This rosé wine has pleasant strawberry flavours and a crisp dry finish.

е	2	12.5%	75cl	056919	6‡
	0	££	18.7cl	057092	24‡

CABERNET SAUVIGNON, VIN DE PAYS D'OC Vo

trio paiat	.0.				
e	0	12.5%	75cl	056936	6‡
	•	££	18.7cl	056968	24‡

Marked leafy Cabernet aromas, with soft supple tannins on



the nalate

#### MERLOT, VIN DE PAYS D'OC 10

The soft, fruity character of the Merlot grape makes this wine agreeably easy to drink.

е	0	12.5%	75cl	056924	6‡
		££	18.7cl	060975	24‡

#### **MAISON DES BRETONS**



#### ROSÉ

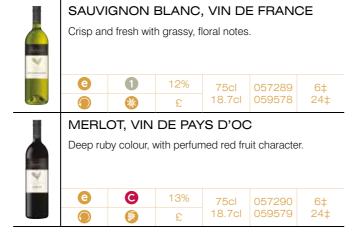
A light-bodied dry rosé that shows just a hint of red fruit.

	l					
豆	e	2	13%	75cl	057878	6+
1			£	750	057676	0+

A delightful mellow red wine with consistency and freshness.

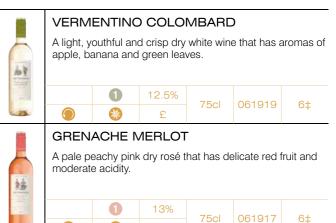
100						
毒	e	B	13%	750	057715	6+
		<b>Ø</b>	£	750	057715	0+

#### **INVENIO**





#### **LES VIGNERONS**



**FRANCE** 



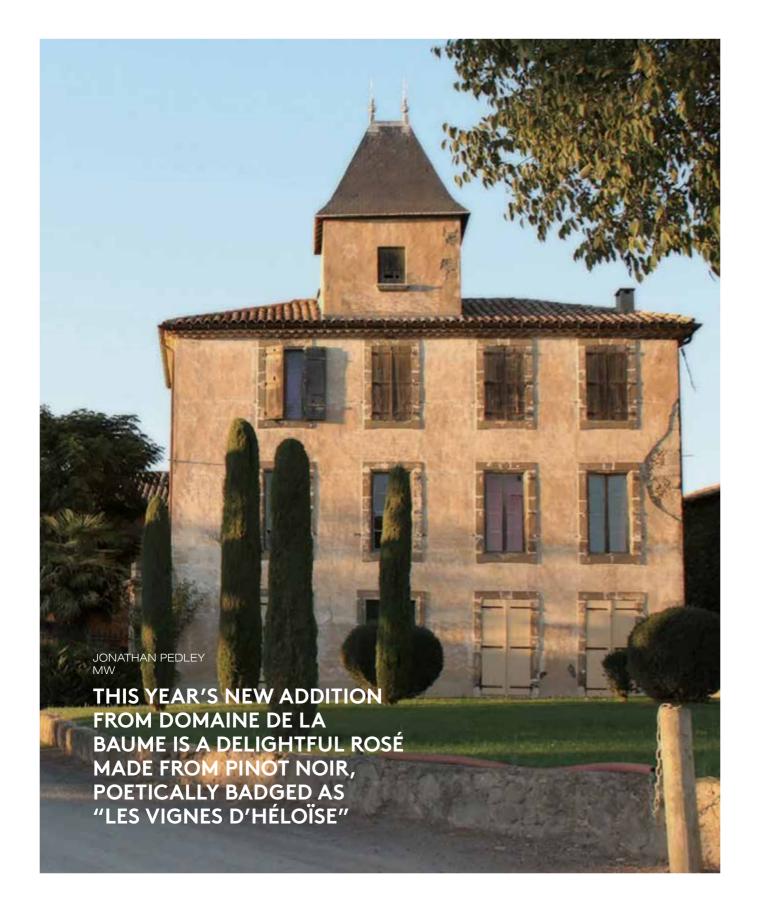
#### A mid to light-bodied red wine with soft tannins and a good attack of jammy, juicy red fruit.

	B	13%	750	061918	6+
	0	£	750	001910	0+

#### O&E



18.7cl 062010 24±







**FRANCE** 

DOMAINE DE LA BAUME

### Les Vignes d'Héloïse Pinot Noir Rosé

IGP PAYS D'OC

2018

#### **DOMAINE DE LA BAUME**



cut grass and elderflower aromas.

75cl 058218 6‡

'ELISABETH' VIOGNIER, IGP PAYS D'OC This dry white wine has a lush juicy texture and shows the classic Viognier floral notes.

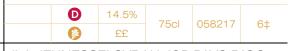
**NEW** 'LES VIGNES D'HÉLOÏSE' PINOT NOIR

ROSÉ IGP PAYS D'OC 👶 Delightful raspberry and rose petal aromas with a palate that is just off-dry and light-bodied.

75cl 021022 6

'GRAND CHÂTAIGNIER' MERLOT, IGP PAYS D'OC

A youthful and intense red wine that is mid to full-bodied on the palate with plenty of dark berry fruit, spice and oak.





#### 'LA JEUNESSE' SYRAH, IGP PAYS D'OC

A full-bodied and concentrated red wine with yielding tannins and generous fruit.

D	14.5%	
	££	

75cl 015403

**FRANCE** 

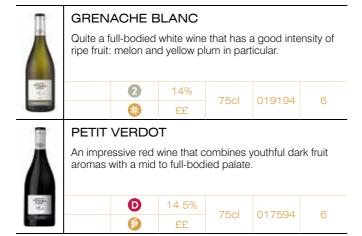


#### **DOMAINE HORGELUS**

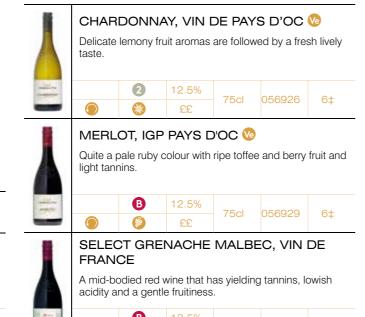




#### **DOMAINE MAS BELLE EAUX**



#### **MOREAU**



££

75cl 059506 12

#### **BORDEAUX**



#### **BORDEAUX** - MARGAUX



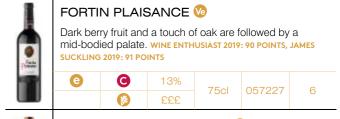
#### **BORDEAUX** - SAINT-JULIEN

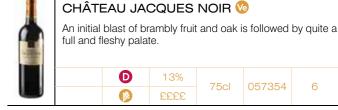


#### BORDEAUX - LALANDE-DE-POMEROL



#### **BORDEAUX** – SAINT-ÉMILION





#### **BORDEAUX** - SAUTERNES

	LAFLE	UR MA	LLET 🚾	)		
*	perfectly		by the acid		es, the swe	etness
		7	14%	37 5cl	057844	12
4->			£££	37.50	057644	12

#### **BURGUNDY**

102

#### MÂCON-LUGNY 'LES PETITES PIERRES', LOUIS JADOT V

Elegant and well-rounded, with aromas of citrus fruits and apricot.

0	13%	750	061155	6
	£££	7501	001155	0



Attractive yellow plum and melon aromas are followed by a creamy smoothness on the palate.

2	12.5%	750	021040	6
	£££	7501	021040	O



Dry and mid-bodied, with vibrant acidity underpinning attractive ripe fruit flavours.

1	13%	750	061960	6
	555	7501	001900	O

#### SAVIGNY-LÈS-BEAUNE BLANC GIRARD 🎨

A lovely white Burgundy; rich, ripe and complex.

2	13%	75cl	057214	10
	5555	7501	057214	12

#### POUILLY-FUISSÉ, LOUIS JADOT V

A stylish, rich white wine, smooth and full on the palate, with quite soft acidity.

IWC: SILVER 2018, DWWA: BRONZE 2018

2	13%	75cl	010050	6
0	££££	750	018952	0

### MEURSAULT, LOUIS JADOT V

This great white Burgundy wine has a strong persistent flavour. It is rich and fat, with a long finish.

2	13.5%	75cl	018958	6
0	££££	750	010950	O

### CHASSAGNE-MONTRACHET, LOUIS JADOT V

A top-class white Burgundy that combines ripe fruit and a complex minerality.

2	13.5%	75cl	018954	6
0	££££	750	010954	0

#### **BURGUNDY** CONTINUED

MÂCON ROUGE VIGNERONS DES TERRES SECRÈTES (2)

A really happy red wine with youthful dark fruit and a mid to light-bodied palate.

B 12.5% 75cl 017427 6

#### BOURGOGNE PINOT NOIR, LOUIS JADOT 169

Ripe, firm, yet soft in the delivery; full of cherry, anise and clove spice.

4	B	13%	750	061156	6
-	(#)	£££	750	001130	C

#### CÔTE DE BEAUNE-VILLAGES, LOUIS JADOT ®

A classic red Burgundy nose with raspberries, and a good grip of tannin on the palate.

A	grip of ta	annin on th	e palate.			
		0	13%	75cl	018953	6
		<b>(</b> *)	££££	7501	010903	O

#### SAVIGNY-LÈS-BEAUNE ROUGE GIRARD 1/10

A delicate and elegant red Burgundy that has wonderful aromatic fruit.

	B	13%	75cl	057210	10
		££££	750	057210	12

#### VOLNAY DOMAINE JEAN-JACQUES GIRARD ©

A beautifully perfumed and scented red wine. Lightish-bodied and delicate on the palate.

	Ligitisii-	bouled all	u uelicale	on the pai	ale.	
-		B	13%	75cl	061962	10
		0	££££	7501	001902	12

### GEVREY-CHAMBERTIN, LOUIS JADOT Vo

Silky-textured wine with a perfumed aftertaste, this is a rich and elegant red.

	and elegant red.				
- 1/4	<b>D</b>	13%	750	018957	6
	***	££££	750	010957	0

### NUITS-SAINT-GEORGES, LOUIS JADOT 1/2 A fairly hefty red Burgundy whose fruit is underpinned by

ripe chewy tannins.

13%
75cl 018956 6

FROM THE VINEYARD

#### VIGNERONS DES TERRES SECRÈTES

Vignerons des Terres Secrètes is a grouping of growers founded in 1928. It now has 352 members with just over 1000 hectares under vine in the Southern Mâconnais covering the appellations of Mâcon, Saint-Véran and Pouilly-Fuissé.

Winemaker Georges Brichon heads a team of oenologists who run the group's three wineries at Prissé, Sologny and Verzé. For many years, Vignerons des Terres Secrètes has been the foremost producer of unoaked Mâcon-Villages and Saint-Véran. More recently, a number of top sites have been vinified separately in either small stainless steel vats or barrelfermented, and represent a range of top-class wines from the Mâconnais.

The Saint-Veran les Plantés is from a single vineyard just to the south of the village of Prissé, next to the famous Rock of Vergisson which dominates the local landscape.



75cl 057230 6‡

### **FRANCE**

#### **BURGUNDY** - CHABLIS

PETIT CHABLIS DOMAINE MILLET 100 A lean and pure Petit Chablis, with restrained fruit and light

CHABLIS, MOREAU

Steely and dry with a hint of green in the colour. Like all fine Chablis, the fruit is balanced by crisp acidity.

75cl 057005 12

0	13%	75cl	057146	6
	FFF	37.5cl	057145	12

CHABLIS PREMIER CRU MONTMAINS. MOREAU This dry wine has a lemony tang of fruit on the nose and honeyed citrus fruit on the palate.

75cl 057241 6 0 ££££

#### **BEAUJOLAIS**



A lightish-bodied and delicately tannic red wine that has just a touch of dark fruit.

B	13%	75cl	020362	6
<b>Ø</b>	£££	750	020302	0

FLEURIE DOMAINE DE PONCEREAU,

LOUIS JADOT Vo

A Fleurie with a good attack of fruit and a touch of tannin on the palate.

B	13%	75cl	018955	6
<b>9</b>	££££	750	016955	O



#### **ALSACE**



#### **LOIRE**



#### LOIRE CONTINUED



**FRANCE** 

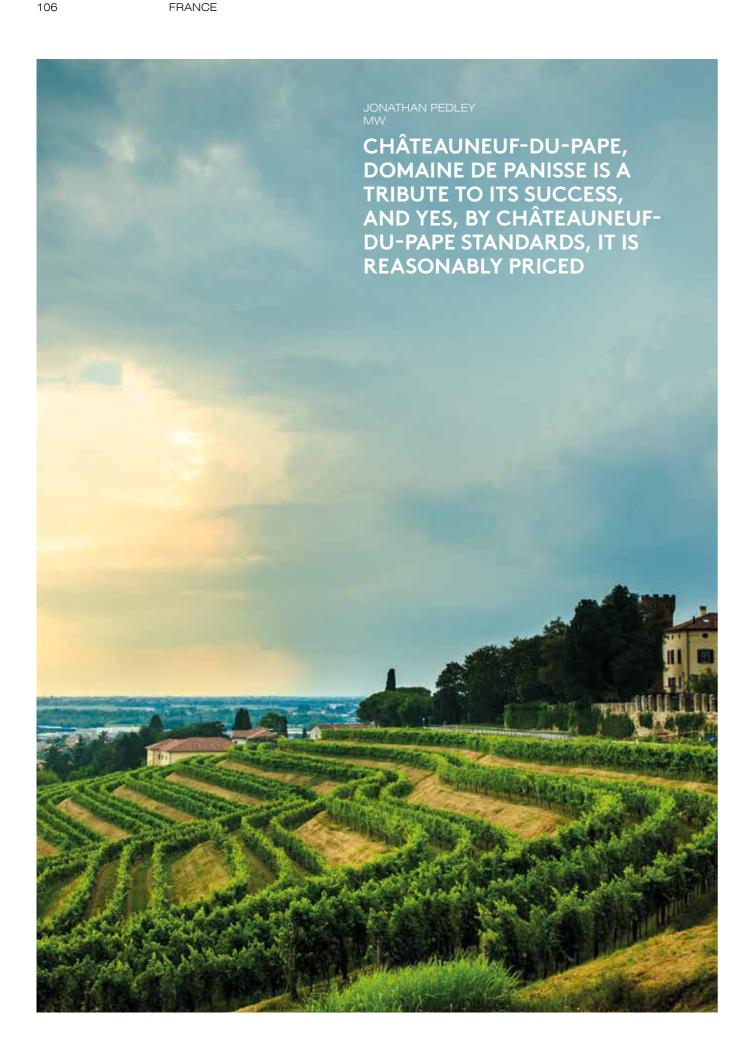
2	POUILLY-FUMÉ, CHÂTELAIN 焂					
	A very fir concentr	ne example ation of Sa	e of Pouilly auvignon fr	-Fumé, wit uit.	h a real	
224		0	13%	75cl	057151	12
		*	££££	7501	057151	12





££







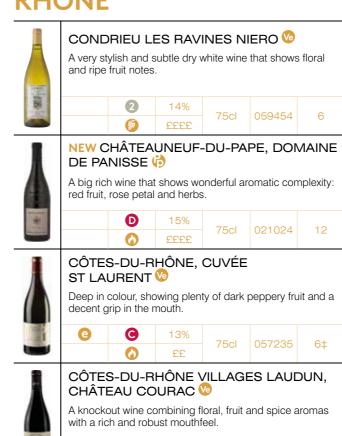
DOMAINE DE PANISSE

### Châteauneufdu-Pape

Grenache, Syrah, Mourvèdre, Cinsault

RHÔNE 2016

### **RHÔNE**



75cl 059455 12

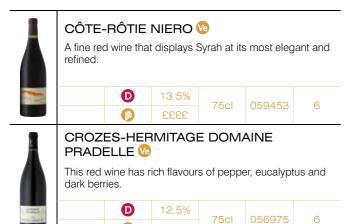


FRANCE

### **FRANCE**

**FRANCE** 

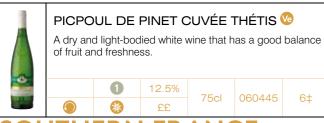
#### RHÔNE CONTINUED



#### **SOUTHERN FRANCE**



### COTEAUX DU LANGUEDOC



1,111	ILIXIC						
	NEW MUSCAT DE SAINT-JEAN-DE-MINERVOIS, DOMAINE LES TAILHADES   A sweet but beautifully balanced white wine that has attractive aromas of sultana and beeswax.						
- Table		8	15%	37.5cl	021051	12	
2. 16			££	37.301	021031	12	

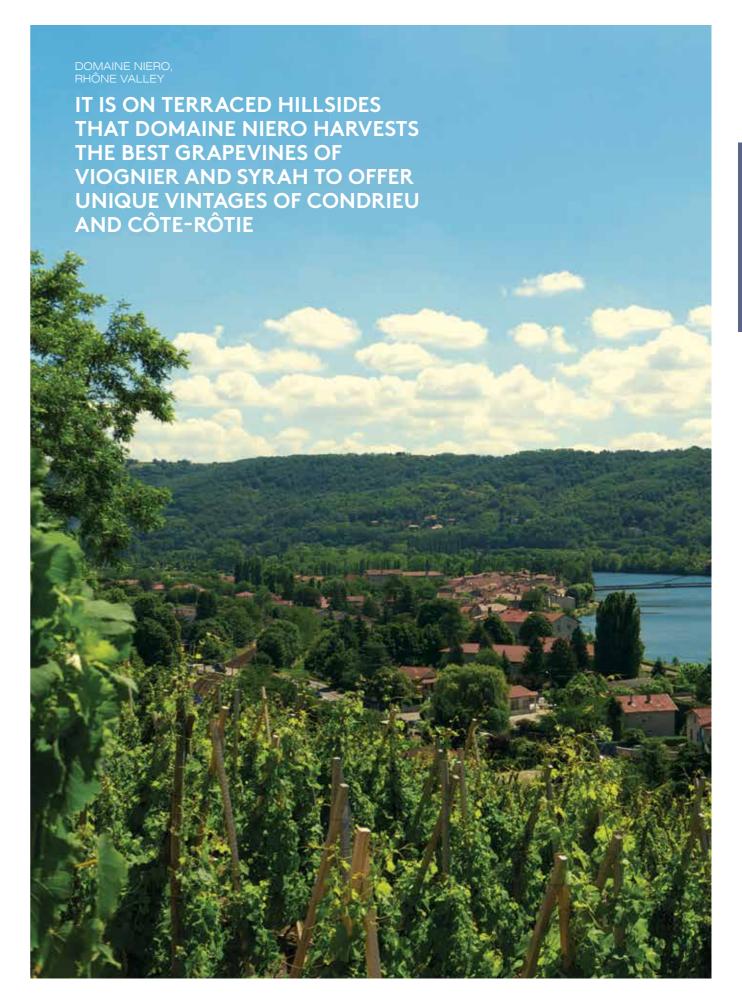
### CÔTES DE PROVENCE

	PROVE	ENCE, F		ŕ	TES DE	with
(80)		1	12.5%	75cl	020174	6
		<b>Ø</b>	£££	7501	020174	6

#### SOUTHERN FRANCE - CORBIÈRES

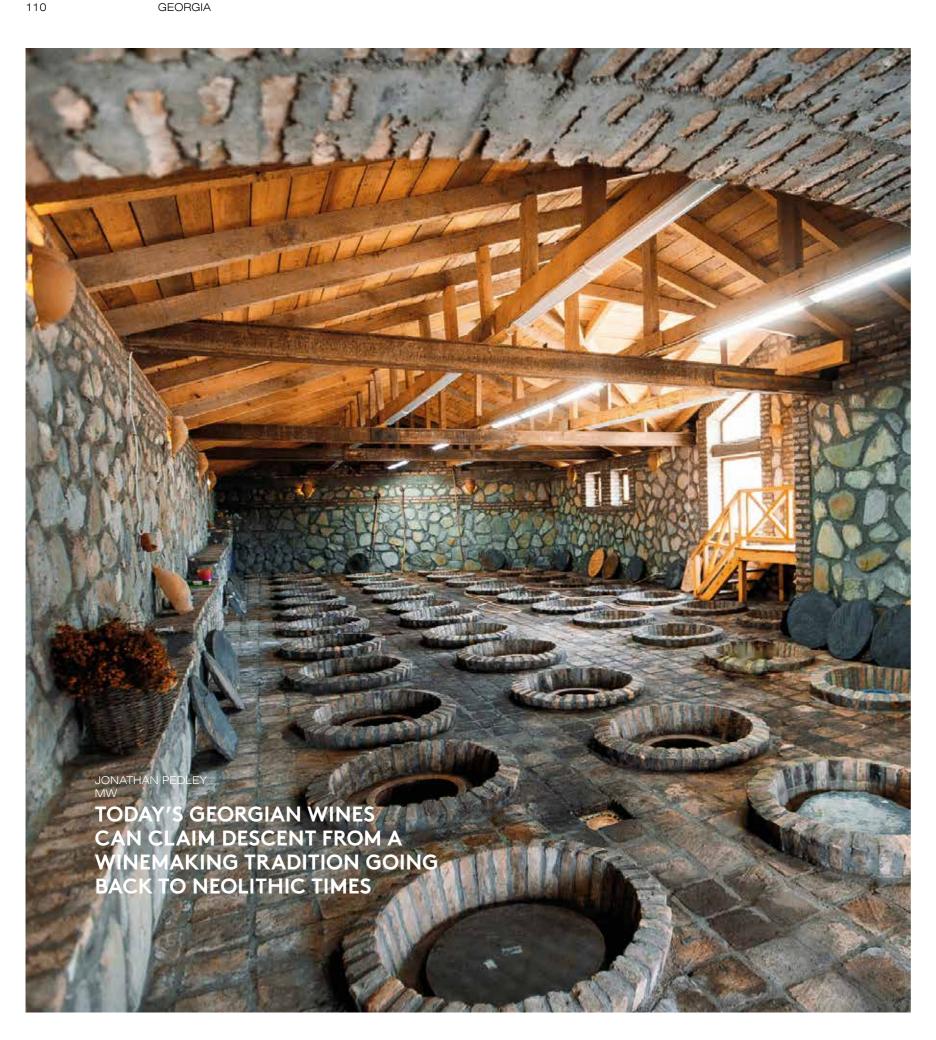
	0 0 1 1 2 1 2 1 2 1					
	CHÂTEAU LA ROUGE	BASTIC	E COR	BIÈRES		
told.	This mid-bodied red wine has ripe tannins and low acidity whilst on the nose there are plum and liquorice aromas.					
	<b>G</b>	13%	75cl	018209	6	
	<b>(9)</b>	£££	7501	010209	0	







**DOMAINE LES TAILHADES** 



# GEORGIA

#### ANCIENT WINEMAKING **TRADITION**

It is believed that vines have been cultivated in Georgia (and neighbouring Armenia) for around 8,000 years. It is likely that most of the Vitis vinifera vines that we grow to make wine around the world were first domesticated in the Caucasus region. It goes without saying that this part of the world has had a pretty torrid history, but today's Georgian wines can claim descent from a winemaking tradition going back to Neolithic times. The region of Kakheti is situated in the south-east of the country and is responsible for 70% of production.

**VINES** 

**CULTIVATED** 

KAKHETI

**PRODUCTION** 

70%

SAPERAVI GRAPE

**PERFECT** 



### **GEORGIA**

FROM THE VINEYARD

# SCHUCHMANN WINES

Burkhard Schuchmann, a German transport engineer and former chairman of German railways, bought and developed Schuchmann Wines in 2008.

Schuchmann fell in love with Georgia and its wines, and wanted to develop what he sees as the enormous potential of the region. But there is an extra philanthropic dimension to his investment, which aims for sustainable agriculture, ecological conservation and has led to the creation of winemaking scholarships, and the building of a hotel and restaurant complex to bring in visitors.

The Saperavi 2017 shows the intense colour of the grape (which is a "teinturier" – red-fleshed variety) with rich, intense full flavours and structure. Unlike our other "qvevri" wines, this is made in the conventional modern way. It is fermented in stainless steel and then briefly oak aged.



SCHUCHMANN

### **Saperavi** Red Dry

GEORGIA 2017

#### **SCHUCHMANN**



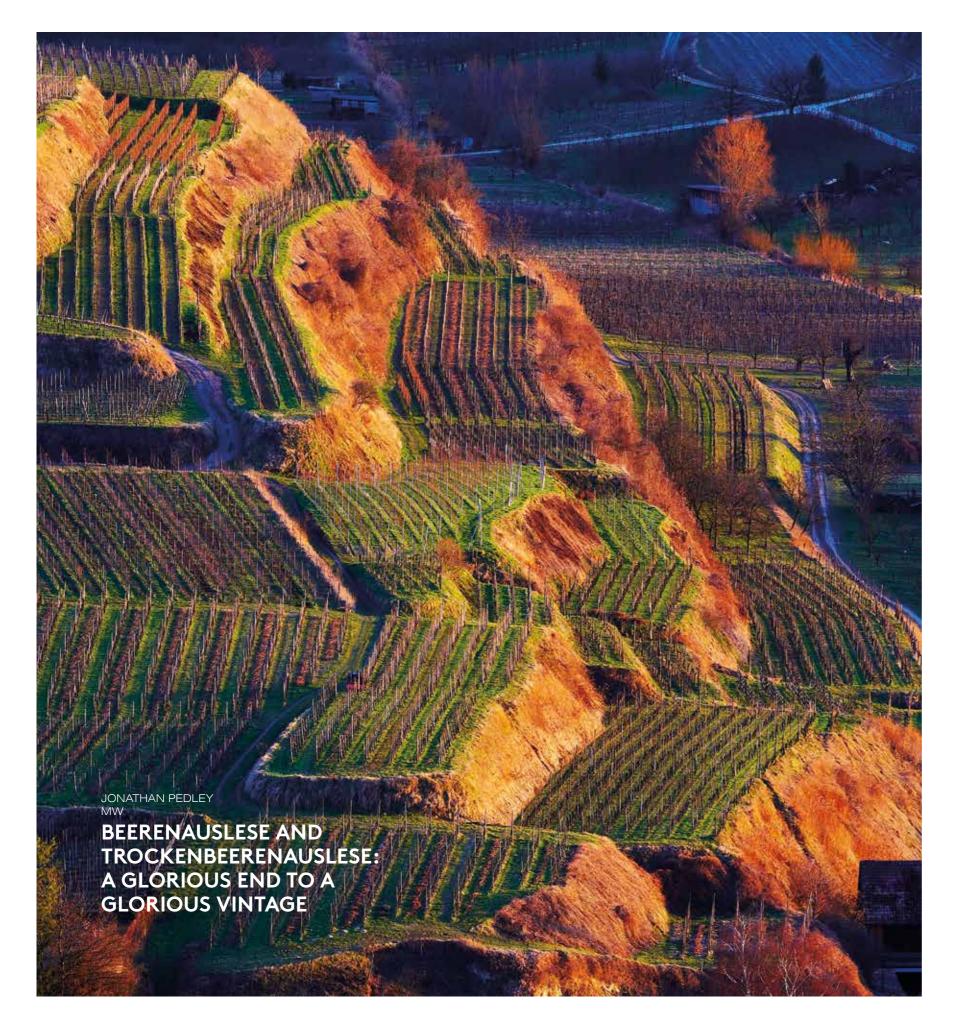
#### NEW SAPERAVI

A chunky red wine that has fleshy tannins but on the nose is perfumed (blackcurrant and rose).

D	13%	75 0	021084	6
9	£££	750	021084	0



114 **GERMANY GERMANY** 115



### GERMANY A GLORIOUS VINTAGE

Record breaking warmth in April encouraged rapid early vine growth and there was no rerun of the frosts that caused so many problems twelve months ago. The flowering was precocious and the vines set an abundant crop. Germany enjoyed a tremendous summer with plenty of sun and warmth. Some of the earliest ripening grape varieties were picked in August, with the main Riesling and Spätburgunder (Pinot Noir) harvest following in September. The fruit was impeccably healthy and ripe. The good weather held for a couple more weeks, allowing the top estates to harvest grapes to make Beerenauslese and Trockenbeerenauslese: a glorious end to a glorious vintage. Just to complete the beatific picture, yields were high. By my reckoning, the total German crop was up 43% on 2017 and the official figures have it ahead of the ten-year average by 23%.

RECORD-BREAKING WARMTH

**PERFECT CONDITIONS** 



OVERALL

**TOTAL CROP UP** 43%

### **GERMANY**

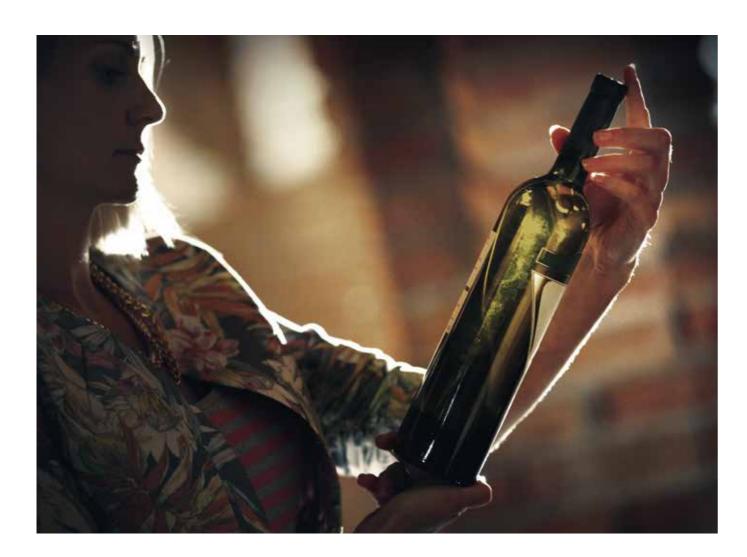
GERMAN WINES

#### **UNDERSTANDING** THE LABEL

German wine labels can be a little tricky to decipher. Wines are classified as either table or quality level, with the latter being further defined by region and sweetness.

Quality wine is divided into two types - Qualitätswein bestimmter Anbaugebiete (QbA) (quality wine from a specific region), and Qualitätswein mit Prädikat (QmP) (superior quality wine). There are 13 designated QbA regions, of which the Mosel is one. The wine region is Germany's third largest in terms of production, but some consider it the leading region in terms of international prestige. The region covers the valleys of the rivers Mosel, Saar, and Ruwer, and is known for the steep slopes of the region's vineyards overlooking the river.

The Mosel is most famous for its wines made from the Riesling grape, the northerly location resulting in wines that are often light, crisp, tending to lower alcohol, and exhibit "flowery" rather than (or in addition to) "fruity" aromas. The term Feinherb was introduced relatively recently, and denotes a wine that is off-dry.





ZIMMERMANN-GRAEFF & MÜLLER GMBH

**GERMANY** 

### Peter & Peter Zeller Riesling Feinherb

MOSEL

#### **RHINE**



#### LIEBFRAUMILCH, JOHANNES EGBERTS

A light, mellow wine with a simple fragrant bouquet

e	

75cl 017752 6‡

75cl 060572 6‡

#### **MOSEL**

#### PIESPORTER MICHELSBERG, JOHANNES **EGBERTS**

A medium-dry, fruity white wine from the middle part of the

l	MOSE	Vc	шеу.
	е		4

75cl 017753 6‡

#### PETER & PETER, ZELLER RIESLING **FEINHERB**

Pure, youthful and citrusy on the nose with a refreshing palate that is just off-dry.

3

#### **PFALZ**

#### INVENIO RIESLING

Clean and fresh with a rich texture and an aromatic floral

9	
1	
3	9

12.5% 75cl 057286 6± ££

#### PETER & PETER, PINOT NOIR

A relatively light-bodied red wine that has yielding tannins and youthful red fruit aromas.

•

B	13%
<b>Ø</b>	££







The story of the 2018 vintage in Italy is starkly different in the north and south of the country. For Crown Cellars, from a commercial point of view it is the north, and the Veneto in particular, that is most important. The news from up there is considerably better than it is further south. "In t'north" a warm frost-free spring was followed by a very good summer and autumn. The producers' associations for both Pinot Grigio and Prosecco are effusive about the quality of their wines. "Dahn sarf" things were less positive. There was torrential rain in Sicilia during the summer and it was also cooler than usual, and this pegged back yields. Taken as a whole, the 2018 crop in Italy is up by 15% on 2017. It goes without saying that this has eased the price tension carried over from last year.



NORTH V SOUTH

STARK CONTRAST



**VENETO** 

**PERFECT CONDITIONS** 



SICILIA

**SUMMER** 



**ITALY** 

**TOTAL CROP UP** 

15%

#### **INVENIO**



#### **JACK RABBIT**



#### **LYRIC**





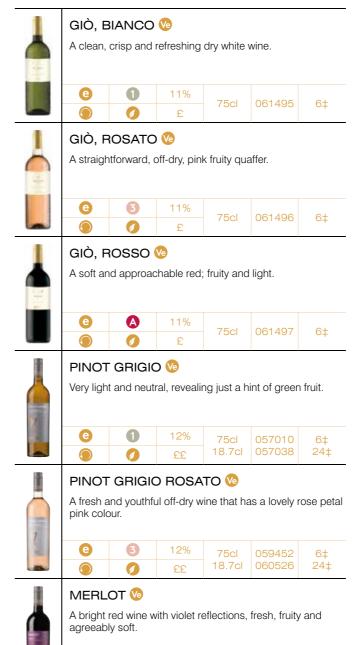
#### O&E



#### **STOWELLS**

210	VV C	LL3						
	PINOT	GRIGIC	)					
	Clean, fresh and gently aromatic, with hints of both apple and citrus.							
-		1	12.5%	75cl	057334	6‡ 12‡		
1		0	££	18.7cl	060449	12‡		

#### **VITICOLTORI PONTE**

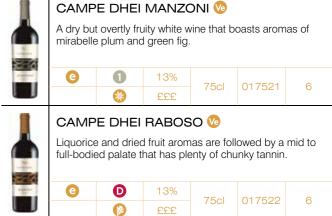


75cl 057041 6‡

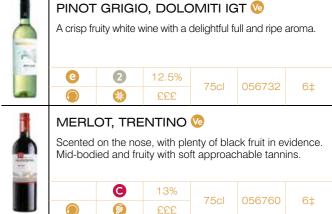
18.7cl 057043 24‡

#### **VITICOLTORI PONTE** CONTINUED

ITALY



#### **MEZZACORONA**



122

FROM THE VINEYARD

## VENETO – CANTINA DI MONTEFORTE

The Cantina di Monteforte co-op is situated in the eastern part of Soave Classico and Soave. They have 1,200 hectares in total, part in Soave Classico and part outside the Classico zone, with some of the best vineyards in Soave Classico. 60% of their vineyards are on the hills, facing south and southeast, which gives wines that are riper and fuller than most others produced in Soave. The co-op has 600 members and harvests about 20,000 tonnes of grapes a year. Cool summer breezes blowing down the Alpone Valley from the foothills of the Dolomites to the north give warm days and cool nights, which helps with the accumulation of aromatic characters in the grapes. Matt Thomson works with Gaetano Tobin at the Cantina to produce these wines. The vineyards are located on the volcanic soils of the town of Monteforte d'Alpone. Fruit was selected from several vineyards where the crop had been significantly reduced and where quality was high.





CANTINA DI MONTEFORTE

ITALY

# Soave Classico "Terre di Monteforte" Garganega

SOAVE CLASSICO, VENETO

2017

50cl 013520 6

#### **VENETO**



#### PIEDMONT - TERRE DEL BAROLO



#### GAVI V

Crisp, dry white wine, light and elegant with a long nutty finish.

е	0	11.5%	750	057684	6
	*	£££	7501	037004	0



#### DOLCETTO D'ALBA 🤍

Juicy red wine in a lighter style with soft tannins and plenty of crunchy black cherry fruit.

e	B	13.5%	750	057685	6
		££	750	037003	0



#### BARBERA D'ALBA V

Quite complex on the nose with berry, oak and chocolate notes, and a sweet powerful fleshy taste.

е	0	13%	75cl	057687	6
	<b>(</b> *)	£££	750	057687	6



#### BAROLO V

This brick-red wine has a complex, woody nose, with a lingering flavour of liquorice on the palate.

	e	<b>(3</b>	14%	75cl	057696	6
•		<b>(#</b> )	££££	750	057686	O

#### **PIEDMONT-VAREJ**



#### **BAROLO**

A full-bodied red wine that has plenty of rich juicy fruit to balance the grainy tannins.

е	<b>(3</b>	14%	75cl	059485	6
	<b>B</b>	EEEE	750	009400	O

#### **PUGLIA**



#### MANDORLA FIANO 🕼

A zingy, dry and light-bodied white wine that has delicate fruit and floral aromas

е	1	12.5%	75cl	019271	6+
	*	££	750	019271	0+



#### **MARCHE & ABRUZZO**

#### VERDICCHIO DEI CASTELLI DI JESI CLASSICO PIERSANTI 100

A youthful, light and fresh white wine that is dry and zingy on the palate.

1	12.5%	75cl	015568	
	££	750	010000	0



#### LA PIUMA, PECORINO, TERRE DI CHIETI 100

A dry white wine that has a lovely youthful aromatic nose: delicious.

	1	12%	75cl	013591	6+
	*	££	750	013591	0+

#### MANDORLA MONTEPULCIANO D'ABRUZZO

Deep coloured, with an aroma of figs, berries and spice. A luscious mouth-filling wine with juicy black fruit flavours.

е	0	13%	75cl	019272	6
		££	750	019272	0

#### CAMPANIA

### NEW BENEVENTANO FALANGHINA, VESEVO IGT (2) (3) A broad, well textured dry white wine that has a delic

A broad, well textured dry white wine that has a delicate but attractive fruit character.

8 £££ 75CI 021021 6	0	13%	75cl	021021	6
	*	£££	750	021021	0



#### BENEVENTANO AGLIANICO, VESEVO IGT 100

A fullish-bodied chewy red wine with plenty of dried fruit and spice aromas.

D	13%	75-1	017400	6
<b>(</b> )	£££	750	017468	0

#### **TUSCANY**



<b>G</b>	12.5%	75cl	015520	6+
<b>(</b>	££	750	015520	0+

# ANFORIO, CHIANTI CLASSICO The nose is mellow and shows stewed fruit aromas; the palate is mid-bodied with some dry tannins.

6 £££ 750 013342 0	e	<b>G</b>	13.5%	75cl	013542	6
		<b>6</b>	EEE	750	013542	0

#### ANFORIO, VINO NOBILE DI MONTEPULCIANO

A tannic full-bodied red wine that has a complex nose of dried fruits, spice, oak and leather.

е	D	14%	75cl	013541	6
	(*)	£££	750	013541	0



#### BRUNELLO DI MONTALCINO FOSSACOLLE 100

A great wine. Full-bodied and hugely complex with notes of damson, prune, game and leather.

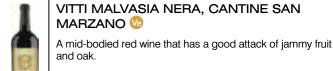
ROBERT PARKER: 91 POINTS 2019, JAMES SUCKLING: 92 POINTS 2019

ROBERT PARKERS 711 GIRTS 2017, SAMES SOCKERO. 721 GIRTS 2017								
	<b>(3</b> )	15%		017469	6			
	(2)	££££	750	017469	O			

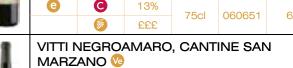
#### **SALENTO**



ITALY

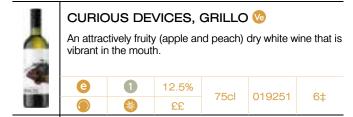


£££





#### **SICILY**





8						
900	e	0	13.5%	750	019252	6+
8 1		<b>(</b>	££	7501	019252	0+

126 LEBANON 127

# LEBANON

BEQAA RAINS AND MASSAYA MINERALS MAKE A TONIC WATER FOR THE VINES

The vines in the Beqaa Valley needed plenty of rain at the start of last year – and got even more than expected. February was very wet with storms at the end of the month, and groundwater levels have been restored to normal after five years of drier winters. Most of the pruning work was completed before the storms, as well as making adjustments to the nutrients in some vineyard soils where it had been detected that levels were getting too low for good growth.

In general, the 2018 Massaya reds have a freshness and a very specific elegance; lots of fresh fruit, a nice power without heaviness: the tannins are present and well-balanced, giving a beautiful dimension to the entire range.

**FEBRUARY** 

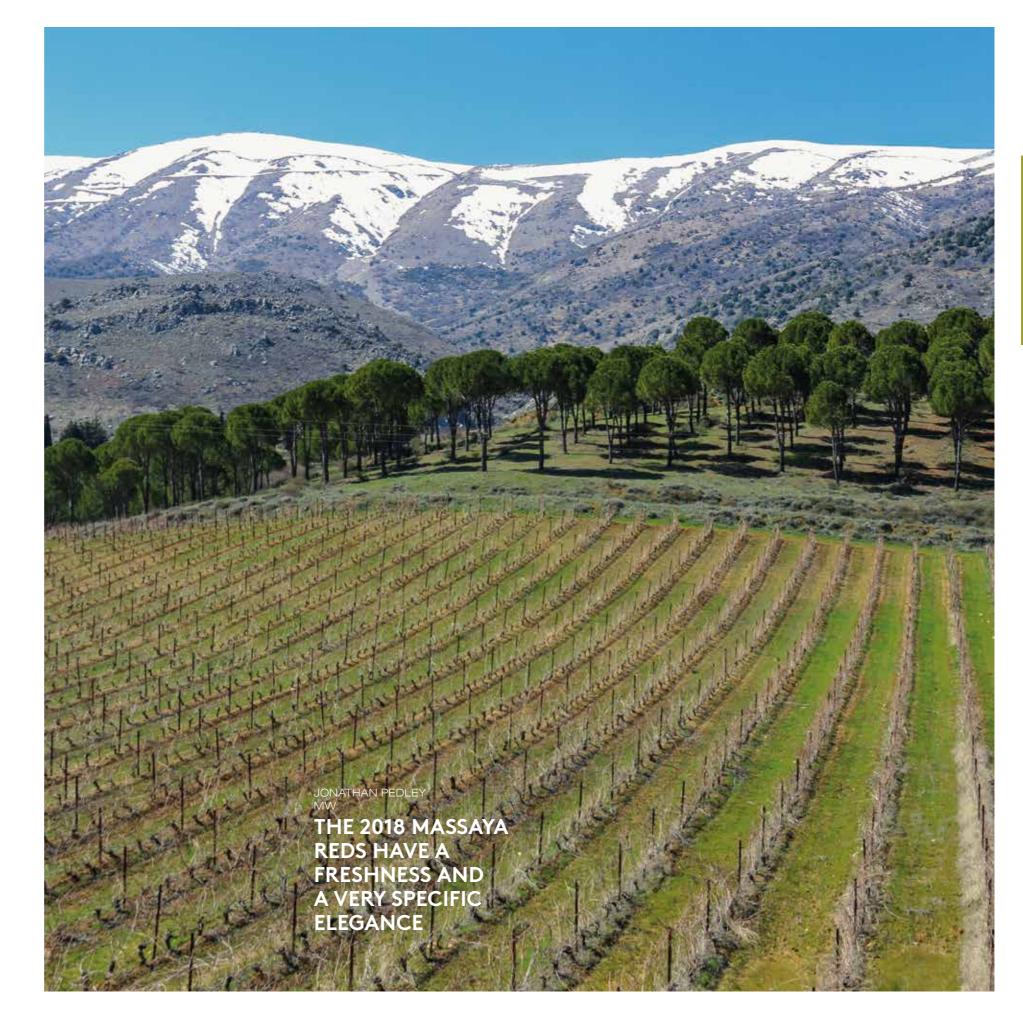
**STORMY & WET** 



GOOD

**QUALITY** 





LEBANON

128 LEBANON 129

### **LEBANON**

#### FROM THE VINEYARD

### **CHÂTEAU MASSAYA**

Massaya is run by brothers Sami and Ramzi Ghosn. Until recently, Massaya's vineyards have solely been located in the fertile Beqaa Valley, at an altitude of 1000 metres above sea level. At these Tanaïl vineyards the slopes are protected by Mount Lebanon and the Anti-Lebanon mountains. Free of frost and disease, the Beqaa Valley enjoys a unique climate with long gentle summers, wet winters and an average temperature of 25°C, perfect for viticulture. However, over the last seven years they have expanded into the more extreme, mineral areas of the Beqaa valley. These vineyards are planted with Grenache and Mourvèdre for the red wines, and Obeidi, Clairette, Sauvignon Blanc, Chardonnay and Vermentino for the Massaya white.

In July 2014 Massaya opened their new high-altitude winery in Faqra on Mount Lebanon. It is situated at the foothills of the Mount Lebanon ski resorts, overlooking Faqra, the highest-altitude Roman temple in the world. This winery is used for the vinification of the white wine, as well as for the maturation of some of the red wines.



CHÂTEAU MASSAYA

# **Le Colombier**Rouge

LEBANON 2017

#### CHÂTEAU MASSAYA



#### LE COLOMBIER ROUGE

A powerful mid to full-bodied red wine that is rich and warm on the palate.

	O	14.5%	750	014940	12
'	<b>(%)</b>	££££	750	014840	12



NEW ZEALAND



131



# NEW ZEALAND

QUALITY A MIXED BAG

The 2017/2018 growing season got off to a good start with no frost in the spring. Temperatures rose steadily and fine dry weather for the flowering allowed an excellent fruit set. Both December and January were very hot – close to record breaking in both cases. Then in February a couple of weather systems brought heavy rain and lower temperatures to all of New Zealand's wine regions. How growers coped with this previntage humidity determines the outcome for their 2018 wines. Most of the picking was done in March during several weeks of drier weather. Not surprisingly, quality will be mixed. Those with the know-how, equipment and good luck will doubtless have made some very good wines. Those without those attributes may well have struggled. At around 400,000 tonnes the total crop was 6% up on 2017, making it the third largest in the (short) history of the New Zealand wine industry.

DEC-JAN

**HOT TEMPERATURES** 



**FEBRUARY** 

**HEAVY RAIN** 



HARVESTING

**TOTAL CROP UP** 

6%

**BUMPER CROP** 

**3RD LARGEST CROP** 



## **NEW ZEALAND**

#### **CLOUD ISLAND**

	SAUVIGNON BLANC, MARLBOROUGH									
	Fresh and juicy with tropical fruit flavours and zingy acidity.									
١										
	е	0	12.5%	75cl	059720	6+				
J		<b>A</b>	55	7 301	000120	0+				

**NEW ZEALAND** 

#### **BOX OF BUDGIES**

SAUVIGNON BLANC, MARLBOROUGH VO A youthful aroma of fruit and herbs is followed by a palate that is light and lively.

е	1	12.5%	750	015723	6+
	*	££	750	015723	0+

#### **REN**



#### **VILLA MARIA ESTA**

SAUVIGNON BLANC, MARLBOROUGH

	Fresh an	d zesty wit	th ripe goo	seberry fro	uit and a cr	risp finish.
erritite Company	е	1	13.5%	75-1	057004	C.I.
-		*	£££	75cl	057921	ρŢ

### VILLA MARIA ESTATE - PRIVATE BIN

	SAUVIGNON BLANC								
	Zippy and herbaceous on the nose, with a bite of vibrant acidity on the palate.  IWC: COMMENDED 2018, DWWA: SILVER 2018								
-110		1	13%	75-1 050075		6			
		*	£££	75cl	056875	0			

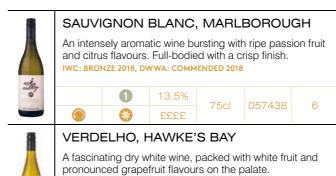
### VILLA MARIA ESTATE - CELLAR SELECTION







#### **ESK VALLEY**

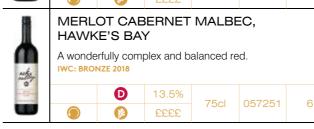








PINOT NOIR, MARLBOROUGH



#### **BRANCOTT ESTATE**







#### **WAIPARA HILLS**

SAUVIGNON BLANC

character and zingy freshness.



#### PINOT NOIR Vo

A good intensity of red berry fruit with a smooth mid to light-bodied palate.

B	13.5%	75cl	010405	6
<b>(9)</b>	£££	75CI	012425	0

Off-dry showing classic Marlborough Sauvignon Blanc fruit

### **NEW ZEALAND**



FROM THE VINEYARD

#### TE AWA, HAWKE'S BAY

Left Field wines are the birthplace of the unexpected, the weird and the wonderful. They take a whimsical approach to exploration, creativity and imagination.

The winery is situated in the sacred Gimblett Gravels, a gift left behind from the trails of the old Ngaruroro River which meandered through the region until a huge flood changed its

Under the watchful eye of winemaker Richard Painter, a sense of exploration runs deep at Left Field, just like the ancient Ngaruroro River winding its way through the Gimblett Gravels, always seeking a different path. When it comes to winemaking, curiosity reigns and rules are made to be broken, weaving together a rich tapestry to bring forth Left Field wines.





NEW ZEALAND

TE AWA ESTATE

### **Left Field** Syrah

HAWKE'S BAY

2015

#### **LEFT FIELD**





white pepper and jasmine tea.

75cl 021352 6

# **PORTUGAL**

SECOND SMALL VINTAGE IN A ROW

The winter of 2017/2018 brought no respite from the drought that had been afflicting the Douro for eighteen months. Not surprisingly, there was relief that March and April were wet. Unfortunately, the damp spring culminated in a massive storm on 28th May. There was a lot of erosion and the high humidity caused major fungal disease problems. Many poorly resourced smaller growers could not deal with this onslaught and lost a lot of their crop. After such an anomalous spring, the summer was normal by comparison with fine weather in July and August. The vines had been tracking a couple of weeks behind schedule, but high temperatures in September accelerated the final ripening. The picking took place without incident. Nevertheless, it was clear that for the second year in a row the crop was small. That said, the quality is high.

DOURO

SEPTEMBER

**OVERALL** 

**MASSIVE STORM** 

HOT

**QUALITY HIGH** 





### **PORTUGAL**

PORTUGAL

FROM THE VINEYARD

### BACALHÔA VINHOS DE PORTUGAL

In 1996, Bacalhôa Wines of Portugal was regarded as the Best Company of the Year by author of "Roteiro Prático dos Vinhos Portugueses" (Practical Roadmap for Portuguese Wines) for all the work that was done to increase wine consumption. The range of wine produced by Bacalhôa Wines is what some might call a "genius idea" and an excellent example of good price to quality relation. The author of the roadmap said, "António Francisco Avillez produced a wine that could be distributed and enjoyed by a large number of people, without disregard for quality. This way JP Azeitão went against the tendency that high quality wines in Portugal were only available for the elite."



#### VINHO VERDE



#### PENÍNSULA DE SETÚBAL

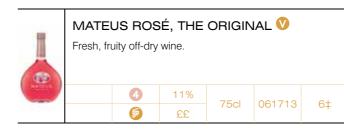
# JP AZEITÃO BRANCO Gloriously floral and grapey on the nose but surprisingly dry and light-bodied in the mouth. 13% 75cl 060507 6‡ JP AZEITÃO TINTO



#### DÃO



#### **MATEUS**





# Ų

141

SOUTH AFRICA

# SOUTH AFRICA

CHRONIC LACK OF WATER

SOUTH AFRICA

The chronic drought in the Cape is well reported in the mainstream press, with many wine regions receiving barely half their normal winter rainfall in 2017. Bud burst was a little later than usual and Robertson and Worcester were caught by spring frosts in September and October. The summer was relentlessly dry and hot but fortunately there were no heatwaves. Temperatures eased off a little in the run-up to the harvest, which started about a fortnight later than the previous year. The picking was unhurried and lasted well into April. Quality is reported to be good: with such low humidity the fruit was largely free of fungal disease. The big issue is the low yields – the chronic lack of water, particularly in vineyards that rely heavily on irrigation, caused a lot of fruit literally "to wither on the vine". The total crop in South Africa was down 15% on 2017.

**ROBERTSON & WORCESTER** 

**SPRING FROSTS** 



**SUMMER** 

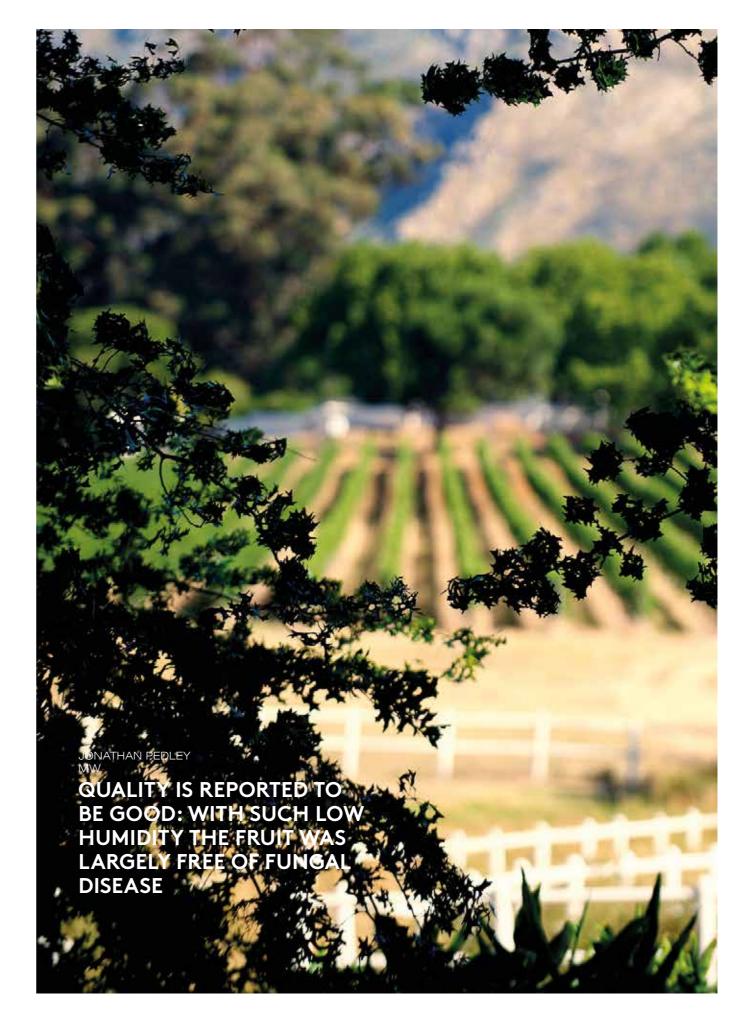
**RELENTLESSLY DRY** 



TOTAL CROP

**DOWN ON 2017** 

15%





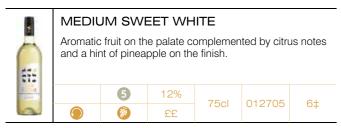
75cl 056998 6

A red wine that is fullish-bodied and off-dry with quite

е	D	14%	75cl	017060	6
	<b>(9)</b>	£££	7501	017260	

# **SOUTH AFRICA**

## **JACK RABBIT**



## **CLOCKWORK RAVEN**

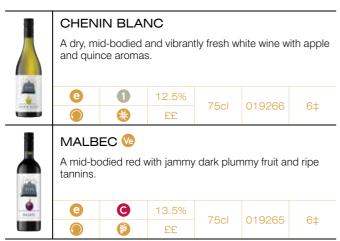
	SAUVIGNON BLANC							
<b>E</b>	An off-dry white wine that is clean as a whistle with vibrant acidity and reasonably intense aroma.							
901	e	1	12.5%	75cl 017534 6±				
23		*	££	7501	017534	0+		



**DROP DEAD TO CROWN GORGEOUS** CELLARS MALBEC



## **DROP DEAD GORGEOUS**



## **BRIGHTSIDE**

	PINOT GRIGIO							
0		odied clea appley frui		n off-dry w	hite wine w	vith		
	e	3	12.5%	75cl	017652	6+		
1			££	7 301	017052	0‡		



0

e	3	12.5%	750	017652	6+
<b>①</b>	•	££	750	017652	6‡

## **BRAMPTON**

**STOWELLS** 

ripeness on the palate.

2

	<b>XI</b> -III					
2	Tropical f	fruit, floral	BLANC and herba Iry white w	ceous not	es characte	erise this
2		1	13.5%	75.01	050100	6
	<b>(</b>	*	££	75cl 058199 (		
			HARDOI		fruit of a to	р

SOUTH AFRICA

**COLOMBARD CHARDONNAY** 

Lemon gold with a soft fruitiness on the nose and a juicy

75cl 017656 6‡

18.7cl 017657 12±

	UNOA	KED CH	HARDO	VNAY 🥨		
2	This is a Chardon	dry white v nay but wi	wine with a thout the c	all the ripe bak flavour	fruit of a top s.	0
2		2	14%	750	059000	6
ACC.		68	00	7 301	000200	0



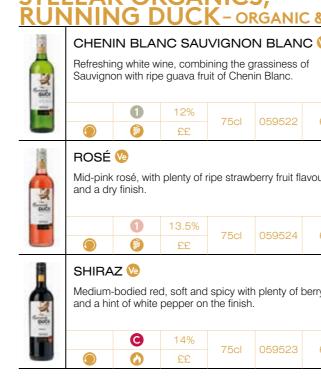
8	A fullish-	RNET Sand bodied and sand oak f	d chewily t	_	wine that h	as plenty	
		D	13%	75cl	015425	6	
		(*)	£££	75CI	015425	0	
							Τ

金	intense b	lack fruit a	aromas.			
7-	е	D	14%	75cl	017260	6
			£££	7501	017260	0

145

SOUTH AFRICA







ROSÉ

& ORGANIC

# STELLAR ORGANICS, RUNNING DUCK-ORGANIC & CHENIN BLANC SAUVIGNON BLANC 10 75cl 059522 6‡ Mid-pink rosé, with plenty of ripe strawberry fruit flavours 75cl 059524 6‡ Medium-bodied red, soft and spicy with plenty of berry fruit 75cl | 059523 | 6±



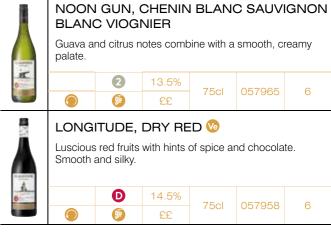
HOMESTEAD, SAUVIGNON BLANC 饭 A dry white wine with gooseberry and tropical fruit flavours. 75cl 056739 \* HOMESTEAD, PINOTAGE 🕼 A wine with an intense bramble berry aroma, complemented by a full, soft, round palate.

75cl 056731

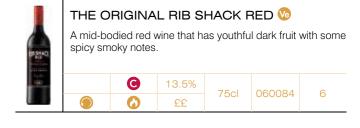
## **BOSCHENDAL**



## **FLAGSTONE**



## **RIB SHACK**

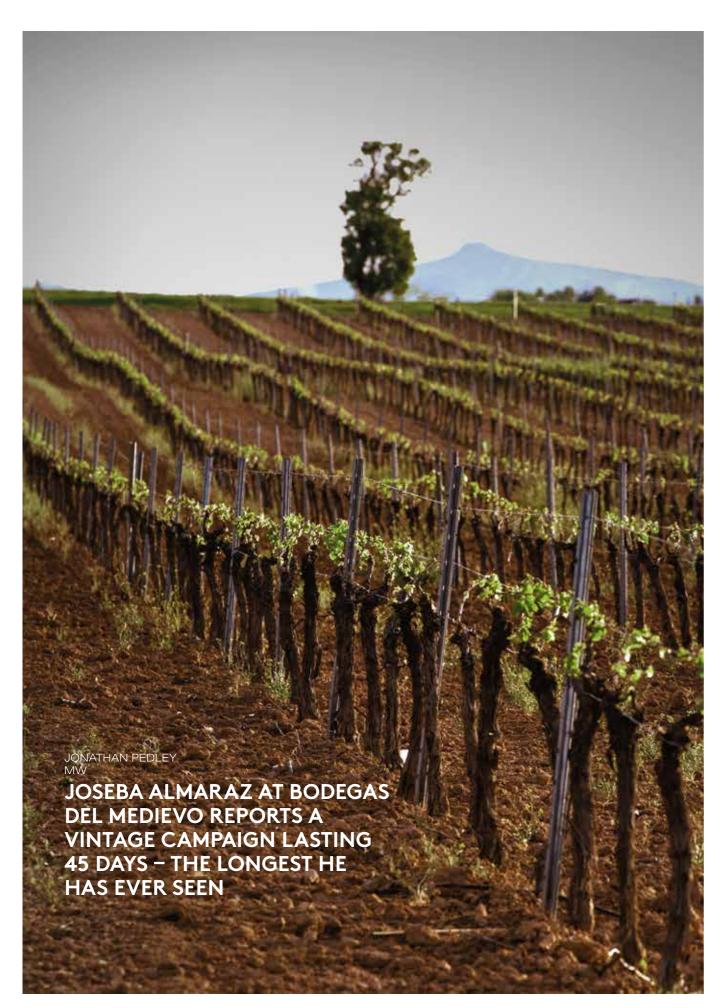




KLAAS COETZEE, CHIEF WINEMAKER

## STELLAR WINERY

Klaas Coetzee decided on a career in wine after completing school and a stint of national service. He began his studies at Elsenburg Agricultural College in 1995, graduating the following year. Working as a farm manager in the Vanrhynsdorp area, Klaas decided to specialise in vineyard management. In 2000, he joined the newly-established Rossouw Wynkelder (later Stellar Winery) as a viticulturist and helped to establish the cellar. From there he moved to Klawer Winery where he gained experience in making red wine, sparking an ambition to extend his skills to winemaking and complete the circle from soil to glass. A move to Swartland Winery saw him complete his first harvest in 2006. During his time at Swartland, he obtained qualifications in oenology and agricultural extension while working full time. Klaas re-joined Stellar Winery in 2010 as winemaker and production manager. In the time he has been at the cellar, he has upgraded and streamlined production systems, expanded bulk wine sales and launched a barrel cellar for Stellar's first premium organic wine offerings.



# SPAIN WINES WITH FRESHNESS AND ELEGANCE

The spring was cool and very wet but frost-free. The producers were delighted that there was plenty of soil moisture but a little anxious that the vines were late to bud and flower. Summer, when it finally came, was damper and cooler than it had been in recent years. The vines ripened steadily but an element of heterogeneity persisted right through to the harvest, resulting in later picking in many parts of Spain. The weather was good

so there was no rush: Joseba Almaraz at Bodegas del Medievo reports a vintage campaign lasting 45 days – the longest he has ever seen. There is some variability in quality, but the best wines should have a freshness and elegance that is often missing in hot and dry years. The total crop for Spain is reckoned to be in excess of 48 million hectolitres. By my reckoning this is 35% up on 2017 and 12% up on the five-year average.

SPRING & SUMMER



**SPAIN** 

TOTAL CROP HECTOLITRES 48m+

## **CASTILLO DE PIEDRA**

VIURA, VINO DE LA TIERRA DE CASTILLA A crisp, dry white wine with a delicately fruity palate and attractive floral notes on the nose. 75cl 059691 6‡ TEMPRANILLO ROSÉ, VINO DE LA TIERRA DE CASTILLA Off-dry rosé with tempting strawberry fruit flavours. 75cl 059711 6±

## TEMPRANILLO, VINO DE LA TIERRA DE **CASTILLA**

Light and fruity with soft red fruit flavours and a touch of spice on the finish.

е	B	12%	75cl	059712	6±
	<b>Ø</b>	£	750	059712	0+

## **LOBO LOCO**

É	MACA	BEO, V	INO DE	LA TIE	RRA CA	STILLA	
ià	An attraction finish.	An attractive dry white wine with floral aromas and a crisp finish.					
-	е	1	12%	75-1	057700	61	
		<b>Ø</b>	£	75cl	057789	6‡	
	TEMPI CASTI		O ROSÉ	, VINO	DE LA	ΓIERRA	
	Vibrant p flavours.	oink in colo	our and bur	rsting with	summer b	erry fruit	
20	<b>e</b>	2	12% £	75cl	057791	6‡	
		TEMPRANILLO, VINO DE LA TIERRA CASTILLA					
1/0		drinking fr ky smooth		ne with lot	s of strawb	erry fruit	
	e	B	12%	75cl	057790	6+	
			£	7 001	057790	6‡	

## **EL BURRO**

Section 1	EL BURRO OLD VINE GARNACHA					
	Deep in colour with dark brooding fruit, grainy tannins and a mid to full-bodied palate.					
	O	14%	75cl	014920	6	
1	9	££	7 301	014920	O	

## **BRIGHTSIDE**



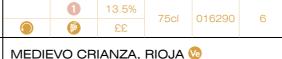


## **RIOJA** – BODEGAS MEDIEVO









A concentrated and brooding red wine that has a solid structure of tannin and is mid-full bodied. 13.5%





75cl 019279

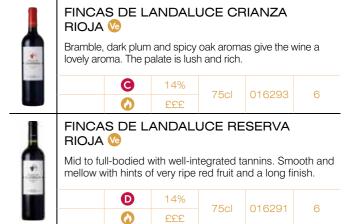


## "TUERCEBOTAS" GARNACHA, RIOJA 饭 A deliciously lush mid-bodied red wine: ripe and juicy

with blueberry and spice to the fore. 7EME CONCOURS NTERNATIONAL GRENACHES DU MONDE: GOLD 2019

<b>G</b>	14%	750	017254	6
	£££	750	017254	0

## **RIOJA** - BODEGAS LANDALUCE



## **RIOJA** - BODEGAS CVNE



	CVIVE					
Car-	and savo	ury traits.			combination, IWSC: BRON	
		0	13.5%	75cl	015570	6
			£££	18.7cl	018459	24‡



SPAIN

JORGE BARBERIA, WINEMAKER

## CARIÑENA – MARQUÉS DE ALFAMÉN

Jorge Barberia, who belongs to the third generation of oenologists in his family, was born in Cariñena, land of wines. Nevertheless, he has worked in different winemaking areas around the world, as well as from his homeland where he has been working for 10 years. Jorge is a lover of the wines of his region and the characteristics which the climate and the soil of the vineyards offer. For him, the most important part of his job is the work in the vineyard. Jorge and the technical team of Esteban Martin emphasise the creation of great wines, joining a long tradition with new technologies to obtain special and fantastic wines, wines with soul.



## **RIOJA** – BODEGAS PATERNINA

# BANDA AZUL CRIANZA RIOJA A traditional Rioja with soft redcurrant and vanilla oak on the nose and palate.

75cl 056922 6



ľ	<b>D</b>	12.5%	750	056923	6
ь,	<b>(*)</b>	££££	750	000923	O

## **RIOJA** - BODEGAS CAMPO VIEJO



## **ALICANTE**

	"NAUTA" MONASTRELL CRIANZA							
	A big and aromas.	A big and fleshy red wine that reveals prune and spice aromas.						
l M		<b>(3</b>	13.5%	75 0	000050			
		(*)	£££	75cl	060659	C		

## **BIERZO**

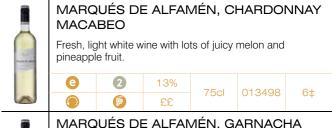
FLAVIUM MEN A mid-bodied red v plenty of damsony	vine with a			n and
<b>9</b>	13%	75cl	013497	6
	££	750	013497	O

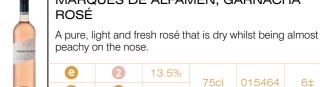
SPAIN

## **CAMPO DE BORJA**

	MARQ GARN	UESA [ ACHA F	DE LA C	RUZ, O	LD VINI	E
	A juicy a		ng dry rose	é that has	a good inte	ensity of
4		2	14%	75.01	050040	-
		<b>(a)</b>	££	75cl	058248	0

## **CARIÑENA**







#### MARQUÉS DE ALFAMÉN, GARNACHA SYRAH

Juicy mid-bodied red wine packed with dark berry fruit.

IWC: SILVE	ER 2019	·		,	
е	G	13.5%	75.1	040400	

# **SPAIN**



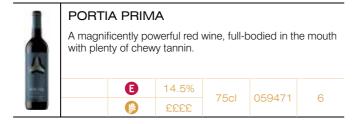
## **GALICIA** - VALDEORRAS

	JOAQUÍN REE	JOAQUÍN REBOLLEDO, GODELLO						
	Rich and ripe arom by a dry but succul			engage ar	e followed			
- Grades	2	13.5%	75cl	015466	6			
	*	555	750	013400	O			

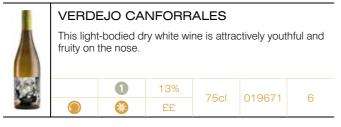
## **NAVARRA**

PIEDEMONTE	E, CRIAN	NZA CO	UPAGE	Ve
An impressively co on the palate.	mplex mid	-bodied re	d with pler	nty of grip
•	14%	75cl	013495	6
<b>(</b>	££	7 301	013495	O

## **RIBERA DEL DUERO**



## LA MANCHA

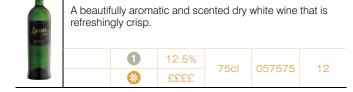


## **CATALUNYA**

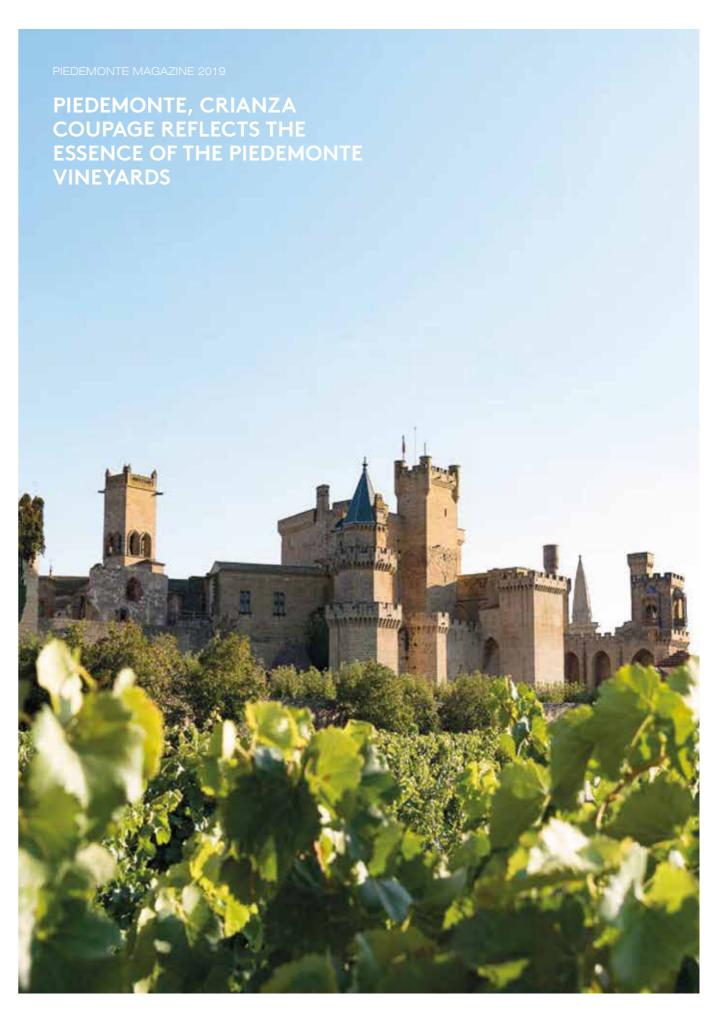


TORRES, NATUREO - LOW ALCOHOL

## **GALICIA** – RÍAS BAIXAS

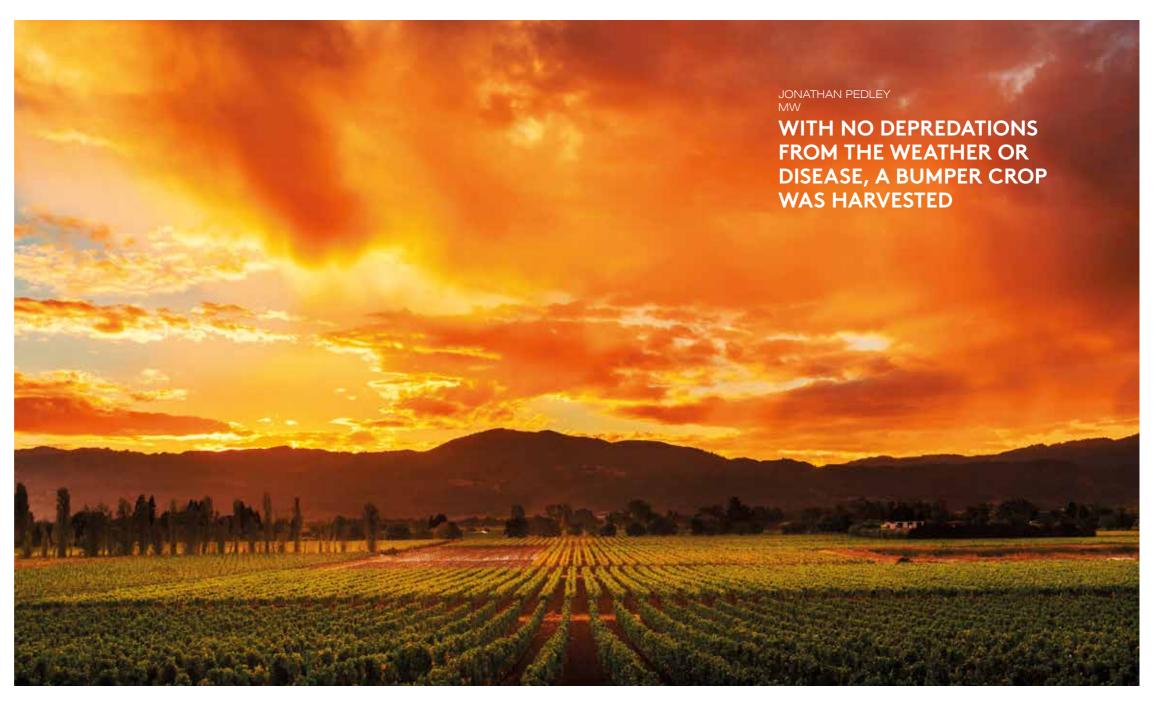


ALBARIÑO LAXAS, RÍAS BAIXAS 🍪





There was plentiful rainfall at the end of winter, followed by a spring that was cool. There were no frost losses and the flowering went well. July was hot but then temperatures eased off in August. It stayed mild right through September and into the autumn with no "heat spikes". The picking started between one and three weeks later than usual with much of the crop being gathered in October (distinctly "old school"). From both a quality and quantity perspective the news is good. The long hang time allowed the grapes to develop flavours and ripen their tannins without losing too much acidity or accumulating excessive amounts of sugar (and therefore ultimately alcohol). It could well be a classic vintage. With no depredations from the weather or disease, a bumper crop was harvested: at around 4.3 million tonnes it looks like being the largest ever in California.



**CALIFORNIA** 

**LARGEST CROP** 

4.3<sub>M</sub> TONNES

PLENTIFUL

**RAINFALL** 



GOOD

**QUALITY & QUANTITY** 



USA

157

# USA

CALIFORNIA

## **INVENIO**

#### ZINFANDEL ROSÉ

Light fruity rosé bursting with strawberry fruits. Medium-sweet but well-balanced.

USA

e	6	10.5%	75cl	057462	6‡
		£	18.7cl	057566	24‡

## O&E



#### ZINFANDEL ROSÉ

Light-bodied and sweet, full of summer berry fruit flavour.

е	6	10.5%	75cl	060818	6‡
_		£		061966	

## **BRIGHTSIDE**



#### ZINFANDEL ROSÉ

Medium-sweet and bursting with summer berry fruit flavours.

e	6	10.5%	75 01	017653	C+
	<b>(</b>	££	75CI	017653	0±

## **BAD EYE DEER**



#### ZINFANDEL ROSÉ

Light and sweet with loads of juicy strawberry fruits and a refreshing finish.

e	6	10%	75cl	015720	6‡
		££	18.7cl	017737	24‡

## **STOWELLS**



#### WHITE ZINFANDEL

A light-bodied, medium-sweet rosé, full of summer fruit pudding flavours with a hint of white pepper to finish.

6	13%	75cl	060448	6‡
<b>9</b>	££	18.7cl	057727	12‡

## **JACK & GINA**



#### ZINFANDEL ROSÉ

Medium-sweet with delicious red fruit flavours and plenty of lively acidity.

120						
9-3	e	3	10.5%	75cl	050706	C.T
			£	7501	059736	0+

#### ZINFANDEL



dr.

Soft red wine with lots of juicy berry fruit flavours.

P. F.						
	e	B	13.5%	75cl	000550	C-1
			£	750	060559	04

## **JACK RABBIT**



#### WHITE ZINFANDEL

A light, fresh rosé, medium-sweet with delicate strawberry fruit character.

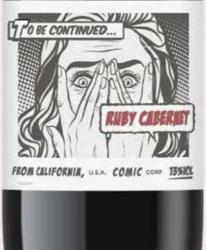
46.	6	11%	75cl	057020	6‡
2		££	18.7cl	057723	12‡

## **MERLOT**

Soft red wine with lots of juicy berry fruit flavours.

212					
	B	13%	75cl	057008	6‡
8 . 10	<b>(9)</b>	££		057724	







**CROWN CELLARS** 

## To Be **Continued** Ruby Cabernet

CALIFORNIA

2017

## TO BE CONTINUED



#### **NEW CHARDONNAY**

Quite a full-bodied and rich Chardonnay that shows ripe fruit and toastiness on the nose.

е	

12.5% ££

75cl 021391 6‡

75cl 021390 6‡

## **NEW ZINFANDEL ROSÉ**

2

Light and sweet with loads of juicy strawberry fruits and a refreshing finish. 6

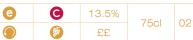


1

££

## NEW RUBY CABERNET (6)

This mid-bodied and softly tannic wine is packed with dark fruit, spice and herb aromas.





CALIFORNIA / WASHINGTON STATE

## **BAREFOOT**

## PINOT GRIGIO A light and uncomplicated off-dry Pinot Grigio with tropical fruit notes on the palate. 2 12.5% 75cl 057999 6‡ WHITE ZINFANDEL Packed with lush pineapple and strawberry and tastes deliciously fruity.

## 

6

#### **MERLOT**

The wine's ripe and juicy black fruit character is underpinned with a touch of oak.

	G	13.5%	750	057998	6+
		££	750	057996	0+

75cl 058000 6‡

## **DOMAINE CARNEROS**



## **HAHN ESTATES**

	Ripe gre		mas are fo		COAST decent we	
HAHN		2	14.5%	75-1	015470	10
		0	££££	75cl	015472	12
	COAS	T Ve		,	ENTRAL	
nauty.		red wine t tes are all		al complex	kity: cassis,	oak and
		O	14.5%	75cl	060575	12
		<b>(</b> *)	££££	7 301	000075	12

## **BLOSSOM HILL**

	WHITE									
		Soft, broad and approachably fruity on the nose with gentle acidity on the palate.								
		3	12.5%	75cl	016451	6‡				
		<b>Ø</b>	££	18.7cl	016453	12‡				
-	WHITE ZINFANDEL									
	An attract		n pink col	our with so	oft sweet fru	it on the				

10.5% 75cl 016457 6‡ 18.7cl 016459 12‡

RED A relatively light red wine with soft tannins and ripe fruit. **B** 75cl 016454 6‡

# **PINOT GRIGIO**

Crisp and dry with pear and citrus aromas. 2

18.7cl 016456 12‡

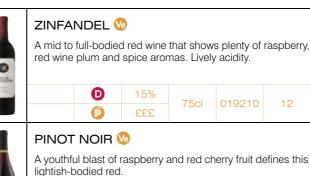
75cl 016452 6‡

## SAUVIGNON BLANC Fresh, crisp and zesty.

'e e+	
0 0+	
7	76 6‡

## CABERNET SAUVIGNON Rich and full-bodied with juicy berry and blackcurrant 75cl 016461 6‡

## **CYCLES GLADIATOR**



75cl 019210 12

1105					
	B	14%	75cl	019207	12
		£££	750	019207	12

## COLUMBIA VINEYARDS - WASHINGTON STATE

USA

_ VVA	<u> </u>	<u> </u>	IJIAI						
	NEW C	HARDO	ONNAY,	COLU	ЛВІА VAI	LEY			
		A delicious mid-bodied Chardonnay that shows ripe fruit, toast and butterscotch aromas.							
		2	14%	75cl	021093	12			
		•	£££	7501	021093	12			
	A Merlot		to full-boo		ALLEY (				

14%

£££

75cl 021092 12

D



FROM THE VINEYARD

## **COLUMBIA VALLEY AVA**

As Washington's largest appellation, the Columbia Valley comprises nearly all of the state's total vinifera grape plantings. Its volcanic, well-drained, sandy loam soils stress the vines to yield robust and concentrated flavours in the grapes. In most parts of the Columbia Valley, there is an average of sixteen hours of sunlight and only eight inches of rainfall. This combination lends itself to the creation of unique wines with intense colour, flavour and structure.



161

DESSERT WINE

# DESSERT WINE

**SWEET INDULGENCE** 

While these wines make up a very small part of overall wine sales, they can nonetheless provide an excellent opportunity for incremental sales. For customers who want to indulge themselves at the end of a meal, there is nothing quite like a glass of something sticky with the pudding or, indeed, instead of the pudding if you are full to the brim but need a sweet treat to top it off.

Our dessert range includes classic stickies such as Late Harvest Sauvignon Blanc and Sauternes, or if you're looking for something different try the incredibly concentrated sweet red from Italy, Recioto della Valpolicella – an absolute hit with chocolate.



OPPORTUNITY

**INCREMENTAL SALES** 



DIGESTIF

**SWEET TREAT** 



RECIOTO DELLA VALPOLICELLA

**CHOCOLATE PARTNER** 



# **DESSERT WINE**

FROM THE VINEYARD

# DOMAINE LES TAILHADES

When you see Muscat de Saint-Jean de Minervois terroir for the first time, you are surprised to see the vines lined up on stretches of dazzlingly white pebbles. This mineral whiteness is the Causse de Saint-Jean de Minervois limestone plateau, a lunar landscape. Once upon a time, stone and golden grapes came together and it was love at first sight...





DOMAINE LES TAILHADES

**DESSERT WINE** 

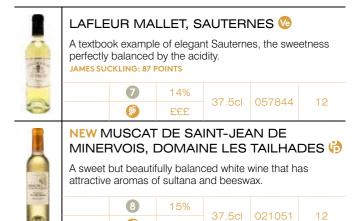
## Muscat de Saint-Jean de Minervois

Muscat Petit Grain

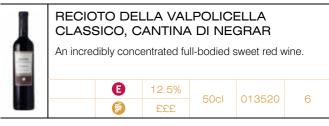
LANGUEDOC-ROUSSILLON

014

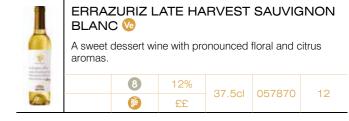
## **FRANCE**



## **ITALY**



## **CHILE**



FORTIFIED WINE

FORTIFIED WINE FORTIFIED WINE 164 165



# FORTIFIED WINE

**FORTIFIED FINISH** 

On the fortified front, you can choose from a dry Manzanilla through to the luscious Pedro Ximénez for sherry, and our port range offers the standard and LBV wines through to the more exotic and complex 10-year-old Tawny from the Barossa Valley. Offer these wines by the glass with relevant food matches and it will be easy to tempt your customers to have that extra treat.





**SHERRY** 

## 11 016036 75cl 016028

HARVEYS BRISTOL CREAM

Smooth, elegant and full-bodied with a woody aroma and nutty flavours.

HARVEYS CLUB CLASSIC, AMONTILLADO

Aromas of candied orange, dried fruit and toasted almond.

FORTIFIED WINE

**FORTIFIED WINE** 

2	18%	750	016043	6
	££	750	010043	0

## **SHERRY** CONTINUED

	1	GONZÁLEZ BYASS TIO PEPE A crisp, fresh and uncompromisingly dry Fino.						
110 7410								
0		1	15%	75cl	056655	6		
			££	7 501	050055	0		

•	CROF	T ORIGI	NAL, O	LD PALI	E CREA	M	
Clean crisp taste and an aromatic sweet finish.							
		5	17.5%	75cl	056656	6	
STATE OF			££	7501	050050	0	



#### WILLIAMS & HUMBERT, ALEGRÍA MANZANILLA DI SANLÚCAR

Bone dry and light-bodied with a pronounced aroma of yeast and green olives.

WILLIAMS & HUMBERT, 12-YEAR-OLD

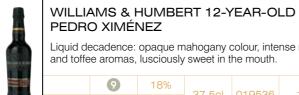
1	15%	07 Fol	010560	47
	£	37.50	013563	12



**OLOROSO** 

A mature and mellow Sherry that is soft and rounded on the

iiaic ai	101101100	ury.			
	3	19%	27 Fol	019623	12
		££	37.50	019023	12



Liquid decadence: opaque mahogany colour, intense raisin and toffee aromas, lusciously sweet in the mouth.

		,			
曄	9	18%	27 Fol	019536	10
		££	37.50	019556	12



**WILLIAMS & HUMBERT** 12-YEAR-OLD PEDRO XIMÉNEZ



## **BODEGAS WILLIAMS & HUMBERT**

As winemaker, but also as a member of the Medina family, owners of Bodegas Williams & Humbert, I feel a strong and special attachment with the history and the wines of this house. Among the many wines of our bodegas with presence in the British market, these two are representatives of the different categories of the wines of Jerez: the Manzanilla "Alegría" and the Pedro Ximénez "W&H Collection".

The Manzanilla "Alegría" is fresh, and delicate but with body and character. The Pedro Ximénez "W&H Collection" is a 12-year-old wine, excellent as a finish to a good lunch and a perfect companion for desserts and light delicatessen, both as a drink or as an additive. You should not miss tasting the vanilla ice cream poured with this mahogany-colour wine, sweet and with flavours of figs and raisin grapes.

# **FORTIFIED WINE**

## **PORT**

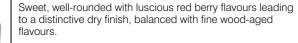


#### COCKBURN'S FINE RUBY

Well-balanced, with soft fruity flavours leading to a long

5	20%	75cl	059200	6
	££	7501	059200	0

#### COCKBURN'S SPECIAL RESERVE



6	15%	750	058735	6
	£££	7501	036733	O



#### TAYLOR'S LATE BOTTLED VINTAGE RESERVE

Delightful flavours with deep prune-like fruit and a sweet powerful fleshy taste.

4	20%	750	056657	6
	£££	750	030037	0

## **VINTAGE PORT**



#### **FONSECA GUIMARAENS**

A mature vintage Port that still has wonderful red fruit

4	12%	75cl	056964	6
	££££	750	030904	0

## **MADEIRA**



#### BLANDY'S DUKE OF CLARENCE, RICH MADEIRA

Rich, full-bodied and soft textured.

5	19%	75cl	056697	6
	£££	750	030097	O

## **AUSTRALIA**





## UK



#### YATES'S ORIGINAL AUSTRALIAN WHITE

A unique blend of Australian wines and grape Brandy

Aunque	DIENIA OI A	Australiari	wiries ariu	угаре Бга	nuy.
		17.5%	1.51	056642	6
		££	1.51	056643	O

## **GINGER WINE**

	STONI	STONE'S ORIGINAL GINGER WINE 饭							
STONE	produce still uses	d at the Fir	nsbury Dist traditional	tillery, Ľond	lac. Stone's don in 174 s: finest ra	0. Today			
<b>E</b>			13.5%	70cl	059271	6			
			£	7001	059271	O			

## **VERMOUTH**

#### CINZANO BIANCO

First created in 1757, from a base of Italian white wine infused with a secret combination of herbs and spices including coriander, juniper, orange peel, cloves, nutmeg and the all-important absinthe.

	15%	750	013718	
	0	750	013/16	,



#### MARTINI BIANCO

Crisp and citrusy, it earned the name 'Bianchissimo' (the whitest) inspired by the white flowers of the vanilla plant. Its body is dry white wine, with a little sweetness from refined sugar, aromatic herbs and sweet, floral spices.

	15%	1.51	056577	6
	£	75cl	057370	6

# COCCHI ORIGOT IG HTUOPING

## **FOR 2019**

COCCHI STORICO VERMOUTH DI **TORINO** 

## **VERMOUTH** CONTINUED



#### MARTINI EXTRA DRY

FORTIFIED WINE

Made at the Pessione distillery near Turin, Martini® dates back to 1863. It uses only the finest Italian wines and over 40 carefully selected exotic herbs and spices. It's this unique and balanced contrast between bitter and sweet that makes Martini® a delicious choice for any occasion.

15%	1.51	056578	6
£	75cl	057372	6

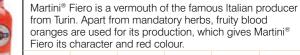


#### MARTINI ROSSO

Complex and elegant, wine blended with rich Italian herbs: artemisia, summer savory and dittany balanced with exotic bitter-sweet woods. No Negroni is complete without it.

			Ü			
			15%	1.51	056579	6
1			£	75cl	057371	6
	NEW MA	DTINII	EIERO			

## NEW MARTINI FIERO



	14.9%	750
	££	750

## **NEW COCCHI STORICO VERMOUTH DI** TORINO A rich taste with vibrant notes of cocoa and bitter orange

	16%	750	019712	6
	£££	750	019712	O

021876 6

#### **NEW COCCHI ROSA**

Produced with a base of red wines of Piedmont to which herbs and spice extracts are added, in particular gentian, cinchona, citrus zests and rose petals.

	16.5%	75cl	019715
	£££	750	019713

## **NEW BELSAZAR DRY WHITE**

Sweet with vanilla, peach flesh and orange zest, which is complemented by herbal spice and a subtle bitter finish.

E18 PER					
M		18%	75 01	000004	

£££

# **NEW BELSAZAR ROSE**

Packed with pink grapefruit, raspberry and zesty orange notes with a pleasingly bitter finish.

	17.5%	750	020876	6
	£££	750	020076	0

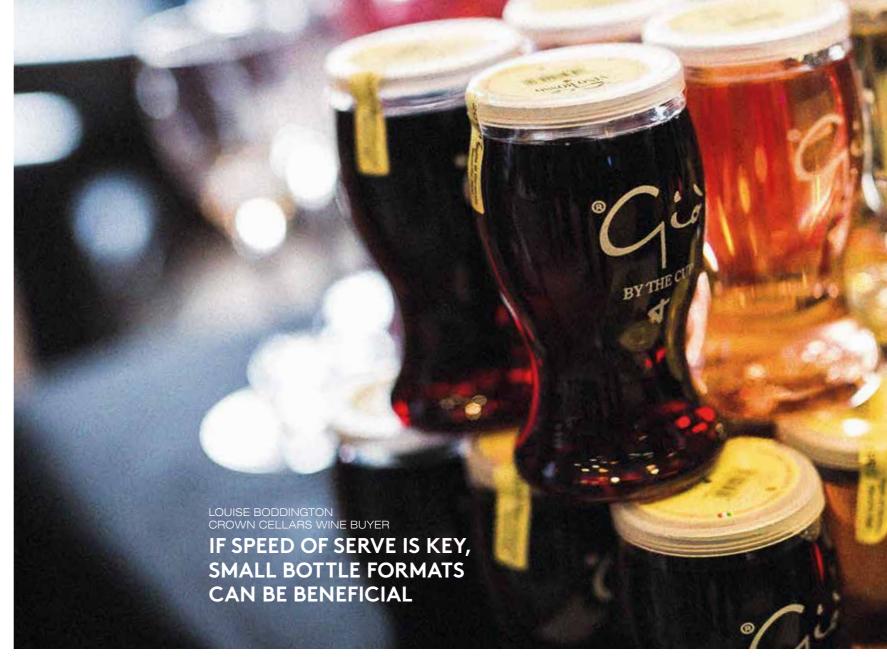
CHOICE IS THE KEY

Offering your customers a great choice of wines by the glass doesn't need to be complicated or expensive. Single serve and draught formats offer a convenient way to deliver a perfectly served glass of wine every time. If your rate of sale is relatively low, the small format bottles allow you to experiment across a wide range of wines to find the right brand and varietals for your customers.

If speed of serve is key, small bottle formats can be beneficial, and in addition they also provide a relatively risk-free way of offering something different, such as a "wine of the month".

Our single serve range is extensive, allowing you to offer a wide choice by the glass, whether you need a classic Rioja, New Zealand Sauvignon Blanc or Prosecco.

For a higher rate of sale, particularly on house wines, draught formats are a great solution. The sleek, contemporary fonts offer improved visibility of your most popular wines on front of bar, saving valuable fridge space. Easy to maintain and quick to dispense at point of purchase, this format offers your customers guaranteed freshness, perfect temperature and quick service every time they order.



SINGLE SERVES

**PERFECT SERVE** 

100%

WIDE RANGE

**BOOST SALES** 



**FONTS** 

**IMPROVE VISIBILITY** 



DRAUGHT

**GUARANTEE FRESHNESS** 



SIMPLE SERVES

## **FRANCE**



е	1	12.5%	10.70	056966	0.44				
	*	££	18.70	050900	24‡				
BAD EYE DEER, SAUVIGNON BLANC									
Crisp an	d refreshin	a with tand	av citrus fr	uits and flo	ral notes				

e	1	12%	10 70	017739	0.4±
	*	££	10.70	017739	24+

INVENIO, SAUVIGNON BLANC, VIN DE **FRANCE** 

Crisp and fresh with grassy, floral notes.

е	1	12%	10 70	059578	0.4+
	*	£	10.70	059576	24+

O&E, SAUVIGNON BLANC, VIN DE **FRANCE** Fresh and zingy with attractive citrus notes.

e	1	12%	10 70	061967	0.4+
	*	£	10.70	001907	24+

	١	Golden in colour with fine bubbles, this elegant Champagn is fresh on the nose with a rounded toasty palate.
--	---	--

H. LANVIN & FILS BRUT 🧐

е	1	12%	2001	057646	0.4+
	*	££££	2001	037646	24+

## FRANCE CONTINUED AIMERY, CABERNET SAUVIGNON ROSÉ, VIN DE PAYS D'OC VO This rosé wine has pleasant strawberry flavours and a crisp 18.7cl 057092 24‡ AIMERY, CABERNET SAUVIGNON, VIN DE PAYS D'OC 0 Marked leafy Cabernet aromas, with soft supple tannins on 12.5% 18.7cl 056968 24‡ AIMERY, MERLOT, VIN DE PAYS D'OC 10 The soft, fruity character of the Merlot grape makes this wine agreeably easy to drink. 18.7cl 060975 24‡ ££ INVENIO, MERLOT, VIN DE PAYS D'OC Deep ruby colour, with perfumed red fruit character. 18.7cl 059579 24‡ O&E, MERLOT, VIN DE PAYS D'OC

Soft and juicy with perfumed red fruit character.

18.7cl 062010 24±





SECCO EXTRA DRY Global Prosecco Masters Gold 2018 & IWC: Silver 2019

## **ITALY** INVENIO, PINOT GRIGIO A clean fresh white wine with pear and apple flavours. 18.7cl 020936 24‡ JACK RABBIT, PINOT GRIGIO A vibrant fruity white wine. 13.5% 18.7cl 057725 12‡ STOWELLS, PINOT GRIGIO Clean, fresh and gently aromatic, with hints of both apple and 18.7cl 060449 12‡ PONTE, PINOT GRIGIO Vo Very light and neutral, revealing just a hint of green fruit. 0 18.7cl 057038 24‡ PONTE, PROSECCO EXTRA DRY 饭 Clean, dry and crisp, with a creamy finish. GLOBAL PROSECCO MASTERS GOLD 2018 & IWC: SILVER 2019 11.5% 20cl 057688 24‡

PONTE, AURORA ROSÉ EXTRA DRY 💯 Cherry pink in colour with a decent amount of sparkle, this

££

20cl 017319 24‡

is a light and off-dry sparkling rosé.

IWC: BRONZE 2018

SIMPLE SERVES



## ITALY CONTINUED



## **ITALY** CONTINUED

Light-boo	VIGNANA PROSECCO EXTRA DRY Light-bodied with refreshing acidity and plenty of mouth filling mousse. Fresh and crisp with hints of ripe pear.						
е	3	11% £	20cl	020935	24‡		
	CHO FA	,	ROSEC	HO FALI	_S		

20cl 020607 24‡

## **SPAIN**



## **NEW ZEALAND**

T.	A light-be		crisp New	Zealand S	BLANC Sauvignon i as.	
SALMON BIR		1	12.5%	10 70	019370	12±
		*	££	10.701	019370	124

GABRIEL SUBERVIOLA. WINEMAKER

## **SEGURA VIUDAS**

Gabriel Suberviola oversees winemaking for the Segura Viudas winery in Spain. Like many winemakers in Spain, Gabriel, born in 1952, was raised in a family sustained and enriched by the Spanish wine industry.

In the charming farm region of Navarra, Gabriel's youth was spent amongst the vineyards, replete with the activities one associates with rustic family winemaking. His early experiences with the vine were by his father's side, farming the grapes that, once harvested, he and other neighbourhood children would stomp barefoot each year. These experiences were defining for Gabriel, who sought to continue his wine education, first earning a degree in Chemical Sciences from Valencia University, followed by certification in Oenology and Viticulture at the School of Agronomist Engineers of Madrid.

Gabriel joined the Freixenet Group in 1980, starting as laboratory director at Segura Viudas. Later, he became technical director for Castellblanch Cavas (also part of the Freixenet Group) in 1981, where he remained until 1998. That year, Gabriel returned to Segura Viudas as Head Winemaker.

Acknowledging the evolution of his winemaking philosophy over the years, Gabriel greatly emphasizes the importance of terroir in cultivating indigenous varietals. Gabriel's philosophy is rooted in the vines, and he admits to learning new lessons each harvest that improve his viticultural techniques.



## **USA**

### BLOSSOM HILL, WHITE

Soft, broad and approachably fruity on the nose with gentle acidity on the palate.

3	12.5%	10 70	016453	10+
	££	10.70	010403	124

#### JACK RABBIT, CHARDONNAY

A broad, soft Chardonnay that is off-dry on the palate.

3	13.5%	10 70	057726	10+
	££	10.70	057726	12+

#### BLOSSOM HILL, WHITE ZINFANDEL

An attractive salmon pink colour with soft sweet fruit on the nose and palate.

	6	10.5%	4071	0.4.0.4.5.0	401
	<b>(</b>	££	18.7Cl	016459	12‡

#### INVENIO, ZINFANDEL ROSÉ

Light fruity rosé bursting with strawberry fruits. Medium-sweet but well-balanced.

е	6	10.5%	10 70	057566	0.4+
	<b>9</b>	£	10.70	057500	24+

#### JACK RABBIT, WHITE ZINFANDEL

A light, fresh rosé, medium-sweet with delicate strawberry fruit character.

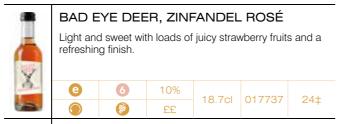
١					
ĺ	6	11%	10.70	057700	4 O T
	•	££	18.70	057723	12‡

## **0&E, ZINFANDEL ROSÉ**

Light-bodied and sweet, full of summer berry fruit flavour.

e	6	10.5%	10 70	061966	0.4+
	<b>(9)</b>	£	10.70	001900	24+

## **USA** CONTINUED



#### STOWELLS, WHITE ZINFANDEL

A light-bodied, medium-sweet rosé, full of summer fruit pudding flavours with a hint of white pepper to finish.

S					
Stewells	6	13%	10 70	057727	10+
Section 1		££	10.70	03/72/	12+

#### BLOSSOM HILL, RED

A relatively light red wine with soft tannins and ripe fruit.

<b>***</b>					
	B	12%	10.70	010450	401
	<b>9</b>	££	18.7CI	016456	12‡

#### JACK BARRIT MERI OT

	JACK	ווטטחוו	, יייבו זבי	01		
	Soft red	wine with I	ots of juicy	berry fruit	flavours.	
===		ß	13%			
The same of		U	1070	19.70	057724	12±
			££	10.70	031124	14+

## **SOUTH AFRICA**

R	STOW	ELLS, C	CHENIN	BLANC			
S		Aromatic and crisp with a fruity fragrance of crushed white currants and a soft, off-dry finish.					
Simella		3	12.5%	10 70	057700	10+	
-		<b>(</b>	££	18.70	057722	12‡	
100	STOW	EIIS (		BARD	HABDO	VAINIAV	

#### STOWELLS, COLOMBARD CHARDONNAY Lemon gold with a soft fruitiness on the nose and a juicy

ripeness on the palate.

Nictorile	2	12.5%	10.70	017657	10+
		££	10.70	017657	124

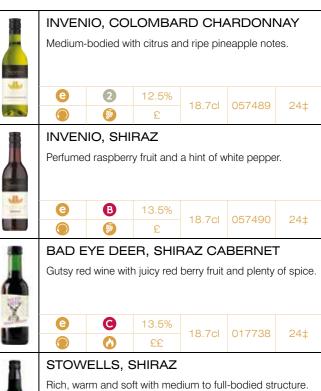


**CROWN CELLARS** 

## **Bad Eye Deer** Shiraz Cabernet

SOUTH EAST AUSTRALIA

## **AUSTRALIA**



18.7cl 058472 12‡

18.7cl 058258 24‡

A lively and fruity rosé with aromas and flavours of strawberries and fresh summer berries.

WHITE ZINFANDEL

**ECHO FALLS - PET** 

**CHARDONNAY** 

tropical fruit.

18.7cl 058260 24‡

A smooth white wine with crisp notes of lemon, lime and

**MERLOT** 

Soft and round with hints of ripe plums, black cherries and blueberries.

18.7cl 058259 24‡

## VITICOLTORI PONTE - PET CUPS

GIÒ, BIANCO 🕼

A clean, crisp and refreshing dry white wine.

18.7cl 017541 30‡

GIÒ, ROSATO 🕼

A straightforward, off-dry, pink fruity quaffer.

e 18.7cl 017539 30±

GIÒ, ROSSO 🕼

A soft and approachable red; fruity and light.

I	e	A	11%	10 70	017540	20+
		0	£	10.70	017540	304

SIMPLE SERVES

**EXCLUSIVE VITICOLTORI** TO CROWN PONTE PET CUP, CELLARS GIÒ ROSATO

# SIMPLE SERVES

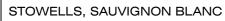
## **CHILE** JACK RABBIT, SAUVIGNON BLANC Fresh and crisp with deliciously fruity flavours of lime and

OCHRE MOUNTAIN, SAUVIGNON BLANC VO

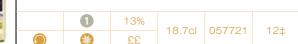
Fresh and citrusy on the nose with clean acidity on the palate.

18.7cl 057768 12‡

18.7cl | 057637 | 24‡ \*



A crisp dry white wine with tropical fruit aromas and a taste of pear, gooseberry and lime.





Soft and juicy on the palate with flavours of blackberries and raspberries.

0	13.5%	10 70	058252	10+
60	00	10.70	030232	12+

#### OCHRE MOUNTAIN, MERLOT CARMÉNÈRE (S)

STOWELLS, MERLOT

Rounded and smooth in flavour with pronounced blackcurrant fruit.

e	0	13%	18.7cl	057606	0.4±
	<b>(9)</b>	££	10.70	057636	24+

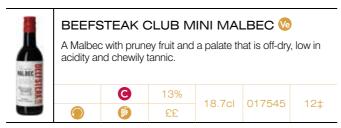
## Cherry red colour, aromas of redcurrants and cherries, soft supple fruit and tannins on the palate. 13% 18.7cl 017658 12‡

## **ARGENTINA**

**EXCLUSIVE** 

TO CROWN

**CELLARS** 



OCHRE MOUNTAIN,

MERLOT CARMÉNÈRE

Ochre

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## **DRAUGHT WINE** - STOWELLS **DRAUGHT WINE** - STOWELLS

#### CHENIN BLANC, SOUTH AFRICA

Aromatic and crisp with a fruity fragrance of crushed white currants and a soft, off-dry finish.

3	12.5%	101	056684	-1
<b>9</b>	£	101	030084	ı

#### COLOMBARD CHARDONNAY, SOUTH AFRICA

Lemon gold with a soft fruitiness on the nose and a juicy ripeness on

2	13%	101	017664	1
	£	31	018491	4

#### LIEBFRAUMILCH, GERMANY

Medium-dry with a simple fresh fruitiness on the nose and palate.

5	10%	101	056662	-1
9	£	101	030002	'

#### PINOT GRIGIO, ITALY

Clean, fresh and gently aromatic, with hints of both apple and citrus.

0	13%			
0	£	101	057333	1

#### SAUVIGNON BLANC, CHILE

A crisp dry white wine with tropical fruit aromas and a taste of pear, gooseberry and lime.

1	13%	21	018402	4
*	£	SI	010492	4

#### WHITE ZINFANDEL, USA

Medium-sweet and bursting with lively summer fruit flavours.

6	13%	101	057139	1
	£	31	018467	4

#### MERLOT, CHILE

This is a soft, mellow and fruity red wine.

B	12%	101	017660	4
9	£	101	017663	I

#### SHIRAZ, AUSTRALIA

Rich, warm and soft with medium to full-bodied structure.

<b>G</b>	14%	101	058456	1
	£	31	018462	4



JACK RABBIT

SIMPLE SERVES

## **Draught Font**

Merlot, White Zinfandel, Chardonnay

CALIFORNIA

## **DRAUGHT WINE** - JACK RABBIT

#### **CHARDONNAY**

A broad, soft Chardonnay that is off-dry on the palate.

3	13.5%	101	057528	4
<b>(</b>	££	101	057526	l

#### SAUVIGNON BLANC

Fresh and crisp with deliciously fruity flavours of lime and peach.

0	13.5%	10	057767	4
	££	101	037707	ı

#### WHITE ZINFANDEL

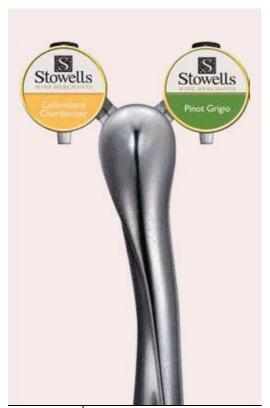
A light, fresh rosé, medium-sweet with delicate strawberry fruit

6	11%	101	057527	4
	££		057527	l

#### **MERLOT**

A relatively light-bodied wine with cherry aromas.

_				
В	13%	101	057529	4
	££	101	057529	ı



**STOWELLS** 

& PINOT GRIGIO

COLOMBARD CHARDONNAY

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# CUSTOMER TESTIMONIALS





## **CARDEN PARK**

"We have been a customer of theirs now for over six years and have seen them grow, and in turn they have helped us grow. When we first started working with them we had not been in the position of being a direct customer for quite some time as we had been part of a group of hotels so it was imperative we found someone that would help us and work hand in hand with us, so we were fortunate to pair up with them.

We had met with other potential suppliers but what stood out most with Crown Cellars was the overall package. The benefit of working with Crown Cellars I have found is that we are treated as equals and not just a number, they recognise first and foremost that without a great relationship we, and in turn they, don't prosper and that relationship has been developed on both a business and a personal level. They provide insights into the market such as national trends but also what's working locally so that we don't miss out on the current trends and in fact we have gone from catching a trend after it has hit to now catching the trend just as it is about to hit which in sales terms has been a huge benefit to our business, and helped us win an award for 'Best Idea' at the Cheshire Hospitality Association awards in 2017.

There is always a feel that you can contact them at any time, a recent example of this was needing assistance with pairing a particularly challenging and complex food menu with wines for a VIP customer who needed a quick turnaround. I contacted our wine and spirits manager and also was able to call upon other members of the team who suggested a few different choices which I was able to offer the customer who loved the suggestions given and this is a key example of support as it shows you don't just deal with one person but can call upon a team of people each of whom have a range of experience. From basic commercial training to WSET the education support is fantastic not just from them but also from contacts at their own suppliers who have come in and provided more specific brand training and have supported us by hosting wine evenings and also helping out at launch events."

MARK ROBERTS
FOOD AND BEVERAGE CONTROLLER

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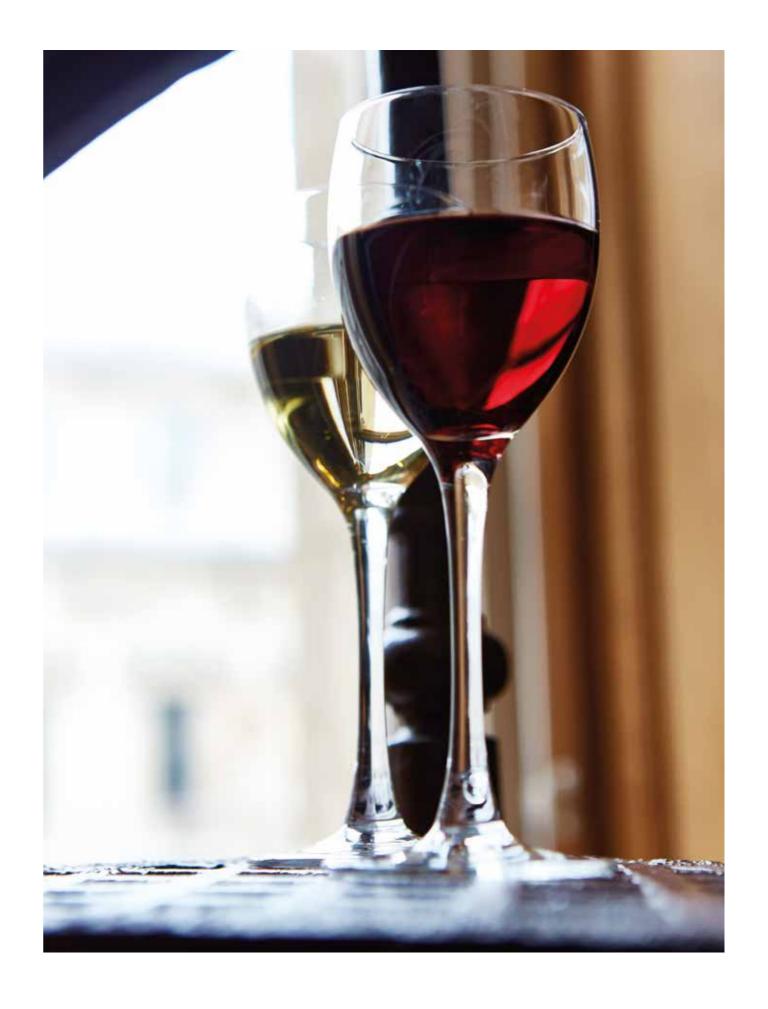
## **MANORVIEW GROUP**

"Manorview Group have an excellent working relationship with Crown Cellars. The move was smooth and professionally managed. The staff training was perfect and has been followed up with refresher training which has increased our wine sales. There are rarely stocking issues and if there are, they are handled quickly and it is a smooth and easy process for us to resolve them. The products are strong in the market place and they have something for every property from 5-star hotels to night club level. We benefit from a close working relationship with our account managers, who are always on hand should we need assistance.

# WE BENEFIT FROM A CLOSE WORKING RELATIONSHIP WITH OUR ACCOUNT MANAGERS, WHO ARE ALWAYS ON HAND SHOULD WE NEED ASSISTANCE

The partnership is very strong and we hope it will continue for many years to come."

SUSAN SPENCE
GROUP PROCUREMENT MANAGER, MANORVIEW



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NOTES:	



