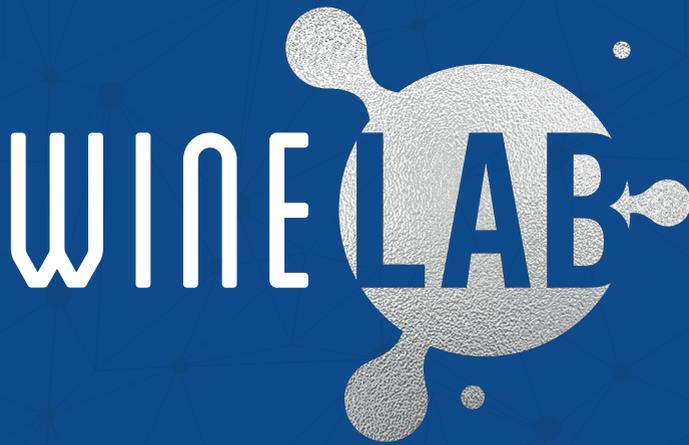


ENTER THE



BRISTOL & MANCHESTER

10 | 11

SEPTEMBER 2019

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01

> NEW ELEMENTS < OUR NEWEST SUPPLIERS

Our portfolio is an ever-evolving entity, and this table features just some of the fabulous wineries who have joined it this year. Here you can taste the fruit of old vines from a historic South African estate, Lievland. Compare the approaches to Grenache of two great producers either side of the Pyrenees: Ricard Rofes in Priorat and Justin Howard-Sneyd MW in Roussillon. Explore the ancient world with tastes of Falerno, the best-loved wine of the Roman Empire, and our new selection from Greece. For a taste of some more new additions, don't miss Umani Ronchi, Cà del Bosco, Château Minuty, Soto y Manrique, Viñas del Càmbrico, Tournon and Sevilen, all featured elsewhere in the room.

CODE	KEY	WINE	VINTAGE	WSP
855055	NEW	South Africa > Lievland Old Vines Chenin Blanc (Paarl) 100% Chenin Blanc	2018	10.22
		 		
865050	NEW	South Africa > Lievland Bush Vine Pinotage (Paarl) 85% Pinotage, 9% Cinsault, 3% Syrah	2017	10.22
				
615310	NEW	Spain > RAR Priorat (Catalonia) 80% Garnacha, 15% Cariñena, 5% Syrah	2017	14.75
				

NEW New Product  Screwcap  Organic  Vegan  Biodynamic    Halves/Magnums/Double Magnums

CODE	KEY	WINE	VINTAGE	WSP
060605	NEW	France > Domaine of the Bee The Bee-Side Grenache (Roussillon) 100% Grenache	2017	11.57
				
060610	NEW	France > Domaine of the Bee Domaine of the Bee (Roussillon) 50% Carignan, 50% Grenache	2015	16.57
				
545045	NEW	Italy > Villa Matilde Tenuta Altavilla Fiano di Avellino (Campania) 100% Fiano	2018	13.39
				
545050	NEW	Italy > Villa Matilde Falerno del Massico Bianco (Campania) 100% Falanghina	2018	16.00
				
565055	NEW	Italy > Villa Matilde Falerno del Massico Rosso (Campania) 80% Aglianico, 20% Piediroso	2014	16.00
				

NEW New Product  Screwcap  Organic  Vegan  Biodynamic    Halves/Magnums/Double Magnums

02

> TREND LABS < LATEST TRENDS

Just as our portfolio evolves, so does the market – sometimes predictably, and sometimes in ways we never expected! English fizz and orange wines are well documented trends, but we were pleasantly surprised to see such an upswing in German wine, at long last. As for the acceleration in Portuguese sales, especially red – wow! Nonetheless, the statistics don't lie (not in this case, anyway).

Stay one step ahead of the curve with this trend-setting selection.

CODE	KEY	WINE	VINTAGE	WSP
152210		England > Cottonworth Classic Cuvée (Hampshire) Chardonnay, Pinot Noir, Pinot Meunier	NV	22.15
		+42% English Sparkling Wine		
152230		England > Cottonworth Rosé (Hampshire) Pinot Noir, Chardonnay, Pinot Meunier	NV	22.15
		+42% English Sparkling Wine		
541310		Italy > Feudo Arancio Grillo (Sicily) 100% Grillo	2018	7.65
		+24% Sicilian White Wine		
547856		Italy > Tasca Catarratto Antisa (Sicily) 100% Catarratto	2018	13.22
		+24% Sicilian White Wine		

Source: Berkman Wine Cellars on-trade sales data, January-July 2019 vs 2018

New Product Screwcap Organic Vegan Biodynamic Halves/Magnums/Double Magnums

CODE	KEY	WINE	VINTAGE	WSP
541060		Italy > Fattoria La Valentina Pecorino (Abruzzo) 100% Pecorino	2018	11.59
		+32% Abruzzo White Wine		
540275		Italy > Umani Ronchi Centovie Pecorino (Abruzzo) 100% Pecorino	2016	14.51
		+32% Abruzzo White Wine		
532415		Germany > Dr Fischer Riesling Trocken (Mosel-Saar-Ruwer) 100% Riesling	2018	12.69
		+26% German Wine		
531131		Germany > Balthasar Röss Hattenheim Schützenhaus Riesling Kabinett (Rheingau) 100% Riesling	2017	13.60
		+26% German Wine		
464210		France > Château Minuty Minuty Prestige (Provence) 70% Grenache, 20% Cinsault, 5% Syrah, 5% Tibouren	2018	15.95
		+15% French Rosé		

Source: Berkman Wine Cellars on-trade sales data, January-July 2019 vs 2018

New Product Screwcap Organic Vegan Biodynamic Halves/Magnums/Double Magnums

CODE	KEY	WINE	VINTAGE	WSP
682145		Portugal > Luis Seabra Xisto Ilimitado Douro Tinto (Douro) 30% Touriga Franca. 20% Tinta Amarela. 20% Tinta Roriz. 10% Rufete. 10% Tinta Barroca. 5% Malvasia Preta. 5% Donzelinho Tinto +61% Portuguese Red Wine	2017	13.87
681240		Portugal > Cassa Douro Reserva (Douro) 50% Touriga Nacional. 35% Tinta Roriz. 15% Touriga Franca +61% Portuguese Red Wine	2016	10.80
500215		Austria > Zero-GMT Orange Wine (Wagram) 100% Müller-Thurgau +34% Orange Wine	2018	12.12
794210		Chile > Lapostolle Collection Muscat (Itatal) 100% Muscat +34% Orange Wine	2015	14.98
062230		France > Badet Clément Révélation Pinot Noir (Languedoc) 100% Pinot Noir +13% Pinot Noir	2017	8.19

Source: Berkman Wine Cellars on-trade sales data, January-July 2019 vs 2018

CODE	KEY	WINE	VINTAGE	WSP
832210		New Zealand > Julicher Estate Pinot Noir (Martinborough) 100% Pinot Noir +13% Pinot Noir	2013	20.16
770030		USA > Buena Vista Carneros Pinot Noir (Carneros) 100% Pinot Noir +13% Pinot Noir	2014	20.59
742200		Australia > Between Five Bells Red Blend (Victoria) 90% Shiraz. 5% Pinot Noir. 3% Nero d'Avola. 2% Negroamaro +23% Australian Wine	2015	15.98
730100	 	Australia > Langmeil Three Gardens White (Barossa) 55% Viognier. 21% Marsanne. 12% Roussane. 12% Clairette +23% Australian Wine	2018	10.95
730510	  	Australia > Tournon Landsborough Vineyard Chardonnay (Pyrenees) 100% Chardonnay +23% Australian Wine	2016	14.87

Source: Berkman Wine Cellars on-trade sales data, January-July 2019 vs 2018

04

> THE NEW FRONTIER <

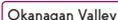
EMERGING REGIONS

Just when you think your mental map of the wine world is complete, along comes another region making wine of a quality you can scarcely believe. Here is a snapshot of seven such regions. Some, like the Okanagan and Uco Valleys, are already gaining wider recognition. Others are so small and sparsely planted that they are likely to remain well-kept secrets for a while yet – we're looking at you, Sierra de Salamanca!

CODE	KEY	WINE	VINTAGE	WSP
604330	NEW 	Spain > Soto y Manrique La Viña de Ayer Albillo Real (Gredos) 100% Albillo Real 	2017	9.75
615360	NEW 	Spain > Soto y Manrique La Transición Garnacha (Gredos) 100% Garnacha 	2017	7.50
605710	NEW  	Spain > Viñas del Cámbrico Granito Rufete Blanca (Salamanca) 100% Rufete Blanca 	2016	18.57
615510	NEW  	Spain > Viñas del Cámbrico Villanueva Rufete (Salamanca) 100% Rufete 	2016	14.87

NEW New Product  Screwcap  Organic  Vegan  Biodynamic    Halves/Magnums/Double Magnums

Prices are DPD Ex-VAT.

CODE	KEY	WINE	VINTAGE	WSP
782020		Canada > Quails' Gate Chardonnay (Okanagan Valley) 100% Chardonnay 	2016	18.13
782040		Canada > Quails' Gate Pinot Noir (Okanagan Valley) 100% Pinot Noir 	2017	19.98
803910		Chile > Morandé Adventure Creole (Itata) 85% Cinsault, 15% Pais 	2018	14.72
910700		Brazil > Casa Valduga Terroir Cabernet Franc (Campanha) 100% Cabernet Franc 	2015	10.35
710260	NEW 	Argentina > Bodega Norton Altura Cabernet Franc (Uco Valley) 100% Cabernet Franc 	2017	13.00
513285		Hungary > Sauska Estate Cabernet Franc (Villány) 100% Cabernet Franc 	2015	17.81

NEW New Product  Screwcap  Organic  Vegan  Biodynamic    Halves/Magnums/Double Magnums

Prices are DPD Ex-VAT.

05

> RARE ELEMENTS < ULTRA-RARE GRAPE VARIETIES

The global winegrape database lists 1,446 varieties, and just 250 of those make up 96% of all the world's vineyards. This table celebrates the remainder, the long tail, the local heroes and forgotten jewels, each with less than 1,000 hectares planted worldwide.

The Thymiopoulos Malagouzia/Assyrtiko and T-Oinos Assyrtiko (both table 1) and La Viña de Ayer Albillo (table 4) would also qualify, while T-Oinos Avgoustiatis (table 1) and Càmbrico Rufete Blanca (table 4) are so obscure that they don't even feature on the current database! Maybe next time...

CODE	KEY	WINE	VINTAGE	WSP
180175		France > Champagne Drappier Quattuor (Champagne) 25% Arbane, 25% Blanc Vrai (Pinot Blanc), 25% Chardonnay, 25% Petit Meslier 1.7 ha Arbane 4.1 ha Petit Meslier	NV	59.71
547939		Italy > Maculan Vespaiolo (Veneto) 100% Vespaiola 94 ha Vespaiola	2018	11.32
548900		Italy > Perticaia Trebbiano Spoletino (Umbria) 100% Trebbiano Spoletino 200 ha Trebbiano Spoletino	2017	14.34
606229		Spain > Bodegas Valdemar Inspiración Valdemar Tempranillo Blanco (Rioja) 100% Tempranillo Blanco 5 ha Tempranillo Blanco	2017	12.83

CODE	KEY	WINE	VINTAGE	WSP
684200	 	Portugal > Prunus Dão Branco (Dão) 50% Encruzado, 15% Bical, 15% Malvasia Fina, 15% Cerceal Branco, 5% other varieties in a field blend 282 ha Encruzado 379 ha Cerceal Branco	2017	7.36
480525	 	Turkey > Sevilen Nativus Narince (Anatolia) 100% Narince 769 ha Narince	2018	9.50
480625	 	Turkey > Sevilen Nativus Kalecik Karasi (Aegean) 100% Kalecik Karasi 861 ha Kalecik Karasi	2017	9.50
567886		Italy > Tasca Perricone Guarnaccio (Sicily) 100% Perricone 228 ha Perricone	2017	13.22
564834		Italy > Mezzacorona Lagrein Riserva (Trentino) 100% Lagrein 718 ha Lagrein	2016	9.70
568074	 	Italy > Claudio Cipressi Settevigne Tintilia del Molise (Molise) 100% Tintilia 111 ha Tintilia	2013	14.95

06

> VARIETAL TRIALS <

VARIETIES OUTSIDE THEIR NORMAL HABITAT

The number of truly 'international' grape varieties is tiny and, with the exception of Riesling, they are all French. The numerous remaining varieties tend to stay much closer to home, but do occasionally pop up in far-flung regions where, if sympathetically handled, they can produce brilliantly original results. We have included a Pinot Noir which, since outside Burgundy it is normally grown in coastal regions, surprises with an appearance in landlocked Hungary.

CODE	KEY	WINE	VINTAGE	WSP
821618		New Zealand > Coopers Creek Select Vineyard "Bell Ringer" Albariño (Gisborne) 100% Albariño	2017	11.73
700230	NEW 	Argentina > Bodega Norton Finca La Colonia Colección Grüner Veltliner (Mendoza) 100% Grüner Veltliner	2018	8.98
793820		Chile > Morandé One to One Gewurztraminer Estate Reserve (Casablanca) 100% Gewurztraminer	2018	8.11
794215	NEW 	Chile > Lapostolle Collection Semillon Torontel (Colchagua) 78% Semillon, 22% Torontel	2017	14.98

NEW New Product  Screwcap  Organic  Vegan  Biodynamic    Halves/Magnums/Double Magnums

CODE	KEY	WINE	VINTAGE	WSP
730300		Australia > Unico Zelo Jade & Jasper Fiano (Riverland) 100% Fiano	2018	15.00
740410		Australia > Unico Zelo Cherry Fields Dolcetto (Clare Valley) 100% Dolcetto	2018	15.00
740400		Australia > Unico Zelo The River Nero d'Avola (Riverland) 100% Nero d'Avola	2018	15.00
771352		USA > Joel Gott Alakai Grenache (California) 92% Grenache, 4% Syrah, 4% Petite Sirah	2013	11.76
513258		Hungary > Sauska Pinot Noir (Tokaj) 100% Pinot Noir	2016	14.76
742008		Australia > Lethbridge Pinot Meunier (Henty) 100% Pinot Meunier Limited Parcel Only 50 bottles available	2014	21.36

NEW New Product  Screwcap  Organic  Vegan  Biodynamic    Halves/Magnums/Double Magnums

07

> GREEN HARVEST < CHAMPIONS OF SUSTAINABILITY

Wine production is far from the greatest threat facing our global ecosystem, but there are numerous opportunities for wineries to reduce their environmental impact – and even bring ecological benefits to their regions. This is about far more than organic vineyards, which may or may not be ecologically sustainable, depending on the climate in question. Rather, it is about taking a holistic approach to the overall impact of wine production, from chemical use to carbon emissions, fostering local wildlife and regional communities.

This year we launched the first edition of Green Harvest, a study of sustainable approaches amongst our suppliers. It ranks them on four areas of sustainability: viticulture, production, packaging & logistics, and social responsibility. Here is a selection of wines from some of the most environmentally and socially aware producers we represent.

CODE	KEY	WINE	VINTAGE	WSP
180110	 	France > Champagne Drappier Brut Nature Zéro Dosage (Champagne) 100% Pinot Noir	NV	31.39
547817		Italy > Tasca Regaleali Bianco (Sicily) 38% Inzolia, 31% Grecanico, 21% Catarratto, 10% Chardonnay	2018	8.42
541102		Italy > Pratello Lugana Catulliano (Lombardy) 100% Turbiana	2018	10.89

 New Product  Screwcap  Organic  Vegan  Biodynamic    Halves/Magnums/Double Magnums

Prices are DPD Ex-VAT.

CODE	KEY	WINE	VINTAGE	WSP
540560	 	Italy > Tormaresca Pietrabbianca (Puglia) 90% Chardonnay, 10% Fiano	2017	17.26
212035	  	France > Julien Brocard Chablis La Boissonneuse (Burgundy) 100% Chardonnay	2018	19.30
730210		Australia > Harvest Pinot Gris (Adelaide Hills) 100% Pinot Gris	2018	12.21
544852		Italy > Mezzacorona Pinot Grigio Riserva (Trentino) 100% Pinot Grigio	2017	9.54
851048		South Africa > Buitenverwachting Sauvignon Blanc (Constantia) 100% Sauvignon Blanc	2018	8.23
821520	 	New Zealand > Mahi Marlborough Sauvignon Blanc (Marlborough) 100% Sauvignon Blanc	2018	10.98

 New Product  Screwcap  Organic  Vegan  Biodynamic    Halves/Magnums/Double Magnums

Prices are DPD Ex-VAT.

09

> SEASONAL SCIENCE < FESTIVE CLASSICS

Warming fortified wines, celebratory fizz, sweeties and of course blue-chip French classics – it can only mean one thing: it's the holidays! Encourage your customers to trade up to these extra-special wines, while for a low-alcohol accompaniment to Christmas pudding, look no further than the refreshing, 5% Moscato d'Asti.

CODE	KEY	WINE	VINTAGE	WSP
630310	 	Spain > B. Rodríguez La-Cave Amontillado Goyesco (Jerez) 100% Palomino	NV	9.83
500500	NEW   	Italy > Ca' del Bosco Franciacorta Cuvée Prestige (Lombardy) 75% Chardonnay, 15% Pinot Noir, 10% Pinot Blanc	NV	26.59
214042	NEW 	France > Famille Brocard Chablis Grand Cru Valmur (Burgundy) 100% Chardonnay Limited Parcel Only 270 bottles available	2015	27.50
256170	NEW	France > Olivier Leflaive Puligny-Montrachet (Burgundy) 100% Chardonnay Limited Parcel Only 360 bottles available	2016	45.00

CODE	KEY	WINE	VINTAGE	WSP
313800	NEW	France > Cave de Colombe Gevrey-Chambertin (Burgundy) 100% Pinot Noir Limited Parcel Only 480 bottles available	2014	27.50
377115		France > Château Tourans Saint-Émilion Grand Cru (Bordeaux) 90% Merlot, 10% Cabernet Franc	2014	18.25
376810		France > Château La Patache Badine de la Patache (Bordeaux) 90% Cabernet Franc, 10% Merlot	2014	24.28
580118		Italy > Prunotto Moscato d'Asti (Piedmont) 100% Moscato	2018	10.39
403090		France > Château Monteils Sauternes (Bordeaux) 75% Sémillon, 20% Sauvignon Blanc, 5% Muscadelle	2007	15.18
680332		Portugal > Ferreira LBV Port (Douro) 45% Touriga Franca, 32% Touriga Nacional, 15% Tinta Roriz, 8% Tinta Barroca	2015	13.44

11

NEUROENOLOGY

BLIND TASTING CHALLENGE

PIT YOUR TASTING SKILLS AGAINST YOUR FELLOW TASTERS

The six wines concealed here are all featured elsewhere in the room – identify them correctly and the prize could be yours! Once you have made your guesses below, simply fill out your contact details, tear this page out of the booklet and place in the box located on the table.

CONTACT DETAILS

FIRST NAME

COMPANY NAME

SURNAME

E-MAIL ADDRESS

NUMBER WINE NAME

1

2

3

4

5

6



12

THE NEGRONI EXPERIMENT

Have you ever had a Mezcal Negroni before? How about a Rum Negroni? This all-time favourite drink can be made in more ways than one, so why not experiment? Choose the one you love the most and learn how to make it!

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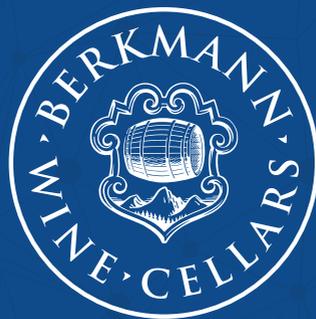
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