

BIBENDUM TIMES

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THE RISE OF REDS & RIESLING

New-wave wines from regional Germany

Despite being steeped in vinous history and respected throughout the wine world, Germany as a wine category is often overlooked and underestimated. "German wine is not the easiest to sell, but there is a new group of premium producers – both traditional and modern in approach – creating very exciting wines across the country," says Jamie Avenell, buyer for Germany at Bibendum.

German wine sales in general are massively declining in the UK, but the premium spectrum is growing, with a new wave of sommeliers especially interested in this country's red wine offer. Jamie explains, "With value for money in Burgundy tough to come by, it's well worth a look over the border in Germany. This country has been producing fantastic Pinot Noir (or Spatburgunder) for years, but all too often it's not made it out of Germany. Yet increasingly, German producers want to show what they can do with Pinot Noir on the world stage.

"While travelling in Germany earlier this year, it became obvious that there are two sides to German wine. There are the established, more traditional producers and estates, many of whom produce outstanding wines. But there is a fast-evolving new face of German wine, a new generation with a more international perspective, and a more modern style waiting to be embraced by the trade."

We've added three new German producers across a spectrum of styles – Kopp in Baden, Joh. Bapt. Schäfer in Nahe and Peth-Wetz in Rheinhessen.



Christian Peth

Joh. Bapt. Schäfer *Nahe*

Joh. Bapt. Schäfer is located in Burg Layen in the Nahe and despite its small size, Nahe has a concentration of excellent producers. Schäfer has become well known for distinctive Rieslings and in 2013 they became a member of the Association of German Prädikat Wine Estates (VDP) – the first Nahe winery to become a member in 12 years.

This family-run winery now has fourth generation Sebastian Schäfer at the helm. He says, "We create individual wines with their own character, finesse and complexity – wines that reflect their origin. No other grape variety than Riesling shows such clear expression of the character of the soil, the micro climate of the area and the handwriting of the winemaker."

Peth-Wetz *Rheinhessen*

Weingut Peth-Wetz epitomises the new face of German wine. Having travelled extensively, husband and wife Christian and Maja returned to the Rheinhessen to make what they describe as "internationally-styled wines of distinct regional character".

Founded in 2001, their 30ha of vines are located between Worms and Alzey in Germany's Rheinhessen. Their wines range from an unfiltered Riesling and Pinot Noir, to estate Grauerburgunder (Pinot Gris). Showing utmost respect for the environment, they are in the process of obtaining organic certification.

Kopp *Baden*

Founded in 1996 by Ewald Kopp, Weingut Kopp is located in the Ortenaukreis district of South-West Germany. As one of the best-known areas for vineyards in the Baden region, this is where Spatburgunder rules.

Having taken over after his father's death in 2012, the 27-year-old Johannes Kopp was named 'one of the top young winemakers to watch' by German wine guide, Falstaff. He specialises in distinctive Spatburgunder and Weissburgunder (Pinot Blanc) wines, with the grapes grown on various well-known, historic sites in Sinzheimer and Baden-Baden Rebland.

Continue reading about more of our new producers on page 2.



Extreme Winemaking

Why it's worth doing things the hard way

Find out more on [page 4](#)



The Discerning Alternative

Finding Cava's niche

Turn to [page 14](#)



For The Love Of Honest Food

A morning with Bryn Williams

Find out more on [page 8](#)

WHAT ELSE IS NEW?

Our buyers have been busy...



France

Languedoc Domaine Sainte Rose

It all began in 2002 when Charles and Ruth Simpson bought the domaine near Servian in the Languedoc with a simple ambition: to create outstanding wine. Charles explains, "We are ambitious people, each giving up high-flying careers to pursue our dream. We have enormous respect for our Old World terroir, however we employ New World techniques in the vineyard, as well as in the winery, to ensure we harvest top-quality fruit and make clean wines with minimal intervention."

Bordeaux Chateau d'Arche

Steeped in centuries of history, Chateau d'Arche was established in 1580 by Henry d'Arche, dean of the city of Bordeaux. At the time, his wines were already some of the most famous Sauternes. The chateau covers 40ha, with winemaker Jerome Cosson producing Grand Cru Classé Sauternes.

Overlooking the village of Sauternes and offering a magnificent panorama, Chateau d'Arche is built on the summit of hills that overlook its prestigious neighbours, notably Yquem and Guiraud. This exceptional location enjoys maximum sunshine, and combined with varied soils, allows the development of wines with very specific taste qualities.

Italy

Puglia Masseria Li Veli

Founded in 1999 by the Falvo family, Masseria Li Veli has earned a reputation worldwide for producing premium, authentic wines characteristic of Puglia, helping to transform the image of the region. Set over 33ha, Li Veli's vineyards

are planted to indigenous grapes, including some rarely-seen local varieties.

Located on an ancient Messapian site dominating the fertile and sunny Salento plain in southern Puglia, between the Ionic and Adriatic Sea. The range includes six reds and two white wines, including the Askos Susumaniello and Askos Verdeca, created using a selection of rare, ancient Puglian grape varieties.

Spain

Andalucia La Guita

Located in Sanlucar de Barrameda, winemaker Eduardo Ojeda produces a range of Manzanilla sherries from Palomino grapes, including an En Rama (meaning unfiltered and unfined). The area of Sanlucar offers very special climatic conditions that influences the characteristics of the wines. Buyer for Spain at Bibendum, Jamie Avenell, explains, "This is a market-leading Manzanilla, which today is not only the best-selling Manzanilla in Spain, but the best-selling sherry full stop."

England

Surrey Litmus Wines

Based in Dorking, Surrey, Litmus Wines was established in 2008. Owned and operated by John Worontschak, Mike Florence and Matthieu Elzinga, Litmus Wines are made from the best fruit from sites spanning Surrey, Sussex, and Essex. Jamie Avenell, Bibendum buyer for England, says, "In the UK, the English sparkling wine industry is excelling and we've now found a real gem producing still wines. The Litmus Element 20, a blend of Chardonnay and Bacchus, was their first wine, but it is now joined by an excellent White Pinot, a Pinot Noir and an Orange Bacchus."

Austria

Carnuntum Glatzer

Located in Carnuntum, east of Vienna and south of the river Danube, Walter Glatzer's vineyards cover 54ha. The vines benefit from the contrast of the warm Pannonian current from the east and cooler air from the Danube from the north, leading to attractive, fragrant, fresh and fruit-driven reds. The majority of their vineyards are planted with grapes typical of the region, like Zweigelt, St. Laurent, Gruner Veltliner and Blaufrankisch. Walter's consistent and uncompromising drive for quality and the numerous awards resulting therefrom, has inspired many young growers of the Carnuntum region.



"La Guita is a market-leading Manzanilla, which today is not only the best-selling Manzanilla in Spain, but the best-selling sherry full stop."

Jamie Avenell, buyer for Bibendum

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WHERE ARE THEY?



Germany

- ① **Kopp** *Baden*
- ② **Joh. Bapt. Schäfer** *Nahe*
- ③ **Peth-Wetz** *Rheinhessen*

France

- ④ **Domaine Sainte Rose** *Languedoc*
- ⑤ **Chateau d'Arche** *Sauternes*

Italy

- ⑥ **Masseria Li Veli** *Puglia*

Spain

- ⑦ **La Cuita** *Andalucia*

England

- ⑧ **Litmus Wines** *Surrey*

Austria

- ⑨ **Clatzer** *Carnuntum*

EXTREME WINEMAKING

Doing things the hard way and why it's worth it

There's winemaking the easy way: in a temperate climate, on nice flat ground with lots of machinery and chemicals to help. And then there's the hard way...

A world away from the cosy restaurant or hip bar where that bottle of complex, elegant and deliciously moreish wine is poured, there's a group of reckless individuals battling the elements in the pursuit of creating something great.

They might be working at the very limits of where it's climatically possible to grow grapes, scrabbling on hands and knees to tend vines on vertigo-inducing slopes, or harnessing the power of Mother Nature to

battle vineyard pests. But one thing they all have in common, is the desire to make truly remarkable wine, regardless of how physically, mentally (and financially) draining that might be.

So let's spare a thought for those mavericks out there hand-ploughing steep, stony vineyards or protecting their vines (and themselves!) from frostbite. Meet the Extreme Winemakers...



Snowy vines at Norman Hardie, Niagara

Battling extreme cold

Below 10°C is too cold for a vine's cells to function. That's why vines lie dormant in winter throughout most of the winegrowing world, before waking up again, refreshed, in spring. But if the temperature falls to under -20°C? It's bad news. **Norman Hardie** from Canada's Niagara Peninsula explains, "with temperatures below -19°C to -21°C on *vinifera*, the primary bud will die; underneath the primary is a secondary bud that will die between -21°C and -23°C, while the tertiary bud that sits below the secondary will die between -24°C and -25°C. If that happens, there will be no green tissue the following year and the whole plant will perish."

Ningxia province in China, while warm and sunny in summer, can regularly plummet to -25°C in the winter. Lenz Moser from **Chateau Changyu Moser XV**

tells us how they avert disaster: "We tackle the danger by burying the vines. This is a very labour-intensive process, which involves pruning the vines right after harvest. Then the vineyard is watered for solid moisture and freezing potential. After this, in early November, the vines are buried with soil, simply by holding the vines down manually and then ploughing in around 30cm of soil needed for full protection."

Norman uses a similar technique to protect his vines in Niagara, but feels the extra labour is worth it. "I would rather do this extra work in those incredible soils than work less, and less expensively, in an easy, warm climate with sandy soils. The best wines have always been made on the edge, it's a combination of terroir and climate. I would rather be on the edge for climate and have the best terroir than the opposite."



"The best wines have always been made on the edge, it's a combination of terroir and climate. I would rather be on the edge for climate and have the best terroir than the opposite."

Norman Hardie



Soursob at Battle of Bosworth in McLaren Vale

The power of Mother Nature

'Sustainability' is bandied about rather a lot these days, but some winemakers are taking it to the next level by harnessing the power of nature to help fight vineyard irritations and even replace the need for electricity.

Joch Bosworth from **Battle of Bosworth** in South Australia's McLaren Vale has discovered a secret weapon in the form of *Oxalis pes-capra*, or the 'soursob' – a pretty yellow flower that features on all Battle of Bosworth labels. Joch describes how soursobs "have the reverse lifecycle of the grapevine, growing rapidly after winter's opening rains then dying off in spring/summer as the vine exits dormancy. They outcompete other weeds and are the only weed control you need!" Considered a weed in itself throughout the rest of South Australia (and hated by gardeners), it takes a lot of work moving the bulbs around to

get them established, but once they are in, this humble little flower does the work of gallons of herbicide.

Once they are established, the humble little soursob does the work of gallons of herbicide

Bertie Eden from **Chateau Maris** in southern France's Minervois La Liviniere is passionate about creating a natural, chemical-free environment where his vines can thrive, and believes this experience should continue into the winery. "When you invest that amount of time in looking

after the plant," he explains, "you want to make sure that the grapes from that plant aren't going into a building that totally negates or destroys all the work that you've done in the vineyard."

Bertie's winery is made entirely from hemp, which gives it the ability to control its own temperature. "The basis of the bricks is that they breathe," says Bertie, "so they inhale and they exhale, controlling the temperature without the need for electricity. Our cellar never really changes more than five or six degrees in temperature, whereas outside it's changing up to 20-25 degrees."

Must-try wines from our extreme winemakers:

Chateau Changyu Moser XV Cabernet Sauvignon

Norman Hardie Chardonnay

Battle of Bosworth Puritan Shiraz

Chateau Maris La Touge

Adega Algueira Pizarra

Bodegas Bhilar Phinca Abejera Single Vineyard

Domaine Yohan Lardy Moulin-à-Vent Les Michelons



A horse-drawn plough at Bodegas Bhilar



Rejecting all mod cons

It's like the Industrial Revolution never happened in some parts of the winemaking world. But is it worth forgoing the ease and practicality of machinery to embrace a more traditional way of working?

David Sampedro from **Bodegas Bhilar** in Rioja follows a biodynamic approach to farming, so returning to the use of horses in the vineyard seemed like a natural step. It might be a lot slower to work the vineyard by horse, but as David explains, "horses have helped us better understand our vines, as you walk each and every line in the vineyard. You are able to see the health of the vines, the soils, the ecosystem, whereas riding inside a tractor, you can't even see the grapes and often don't even have to set foot in the vineyard. The use of horses forces us to be more thoughtful."

For **Yohan Lardy** in Beaujolais the need to work the vineyard by hand rather than machine comes from necessity as well as philosophy. His steep, rocky terroir is integral to the complex flavours in his wines, but means it is impossible to use machinery. Six hectares of Yohan's Fleurie, Chénas and Moulin-à-Vent vineyards are ploughed entirely by hand, which means weeding takes four times longer than using herbicides. But there are benefits to this back-breaking work. "It respects the soil and the microbial life," says Yohan, "which also enables us to preserve the indigenous yeasts for a natural vinification without any added yeast. It enables us to get wines that truly express and capture the essence of the terroir as it was done originally, back in olden times."



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David Sampedro, Bodegas Bhilar

An electric winch at Adega Algueira



Working at dizzying steepness

There are benefits to growing grapes on a slope: increased air flow through the canopy, better soil drainage, enhanced sun exposure. And the steeper the slope, the greater the benefits, but also, the greater the hazards...

Lucia Rodríguez de la Fuente from **Adega Algueira** works with vineyards in Ribeira Sacra, where the average elevation is 45° and, in places, a dizzying 85°. "We can't use any kind of machinery in the mountains," she explains, "since we don't have any physical space to place it". The only thing they have is a single track rail that winches the loaded grape crates up onto the road, but first they must be hand harvested (without falling down the mountain!) and carried up to the rail itself.

When asked if all that hard work is worth it, Lucia replies, "If we have to answer this

At the vineyards in Ribeira Sacra the average elevation is 45° and, in places, a dizzying 85°

question halfway through the harvest everybody would say no, for obvious reasons! But at the end of the day it's totally worth it." Fantastic soil drainage keeps problems like mildew at bay without the need for chemical intervention, which means they can hold on to the indigenous yeasts attached to the grape skins, bringing natural vineyard aromas to the finished wines.

And beyond this, Lucia explains, "It improves the quality of our viticulture,

since we don't rely on machines which don't have the same sensitivity as hands, eyes or feet. We carry out a very 'human' viticulture, a mentality that extends into the winery - crushing the grapes with our feet in wood barrels, with a very patient control over the fermentation process. It's hard, absolutely, but the feeling we get when we have the bottle in our hands at the end of the process makes this whole adventure worth it."

Want to taste some of these true labours of love?

Give us a call on 0845 263 6924 or ask your Account Manager.

SERIOUSLY COOL

By Joe Fattorini

Cool-climate wine is, well... cool. Changing temperatures and rising levels of carbon dioxide are gently moving the best, most interesting, coolest vineyards further north – in the north – and south – in the south.

Climate change has affected wine enough that if you answered exam questions today with the answers I gave 25 years ago, you'd fail. Harvest dates in the classic regions of France have shifted from late October to mid-September. Carbon dioxide in the atmosphere has increased too. Vines consume more of it, turning it into sugar, which we turn into alcohol. Together this means where you grow grapes, and how you grow grapes, is changing.

"Viticulture is everything," says Paul Pujol of Prophet's Rock in New Zealand's Central Otago, the world's most southerly wine region. For Paul a cool-climate region is one "where successful ripening of the grape varieties you grow is not guaranteed. Viticulture is where you win or lose as a cool-climate producer. Every season is totally different and this requires a very responsive approach in the vineyard."

Carolyn Martin at Creation Wines in Hemel-en-Aarde in South Africa agrees. "Viticultural practices have to be exceptional," she says. "This is particularly relevant to cooler-climate vineyards where ripening can happen up to 121 days rather than 100 days after flowering." A ripening period familiar to producers in classic regions in the 1970s and 80s. But less so to their children today.

Risky business

Growing in cooler sites isn't always easy. But the rewards are huge. Paul describes the benefits of cool-climate winemaking as "bright, vibrant, concentrated wines with good freshness, complexity and longevity. Personally, I've always chosen to work in cool-climate regions," he says. "It's much more exciting and stimulating for me to be in a place where there is significant vintage variation and success is not guaranteed. When you consider the top examples of most classic grape varieties, they seem to do best in areas that are on the edge of achieving successful ripeness."

Carolyn talks gratefully about the Antarctic-cooled breezes that keep temperatures down in her vineyard. But wind is also their nemesis. "The wind factor means that we sucker to compensate for wind damage and pass through the vineyards an extra time once the shoots are in the wires. Bush vines would not work in our area due to the proximity to the sea and sea mist."

Cool-climate winemaking means being bold. In Argentina, looking for cool-climate sites meant going south to Patagonia or up into the mountains. One person who's done both is Laura Catena. Catena's Patagonian Pasarisa wines face one of the same challenges Carolyn and the Creation team face – fierce winds. Landing at Neuquen Airport, visitors are aware of the slow approach speed as the plane descends joltingly into a keen headwind. Below, the tree-lined vineyards protect delicate vine shoots from the worst of the winds.

Getting high

Back north in the Valle de Uco, near Mendoza, Laura took me on a tour of Catena's Adrianna vineyard in a sulki, a small horse-drawn carriage. This is among Argentina's most celebrated vineyards. Yet it lies a mile high, in an area that on earliest maps of farms in the valley is simply marked "salvajes", or savages.

"My father knew the slopes of Burgundy and Bordeaux as particularly good terroirs," says Laura as we trotted beside the vineyard. She describes how he had settled on this site in the early 1990s, even though it was generally considered impossible to grow grapes here, with its punishing winter frosts. "Everyone else was planting on flat lands in Mendoza. But my father decided that the French theory of how slopes provide a balance between water and nutrients might be right." And he was. Even though in the early days they had to struggle through deep winter snow to get to the vineyards.

But it was worth it. The wines were immediately more mineral with a greater acid freshness. The Cabernet Sauvignon had more pepper. The Malbecs had denser tannin. The Chardonnay a mineral tang as well as fruit weight. Adrianna's wines have become some of Argentina's most awarded, and noted for their food-friendly style.

Elegant and vibrant

In South Africa, Carolyn agrees. "Cool-climate wines tend to be fresher in line with the food we are enjoying the world over. Food trends are about lightness and freshness with intensity and balance. Cool-climate wines mirror this palate." In New Zealand Paul says "more and more the market is seeking wines with freshness and vibrancy that work well with food and deliver elegance and complexity, rather than just weight and concentration".

"Cool-climate wines tend to be sly chameleon wines," says Carolyn while pouring a Creation Pinot Noir. "They tend to have higher natural acidity and more elegant fruit flavour and intensity, lower alcohol and softer, gentler tannins." And as we head into a light lunch, she says with a smile, "this makes them easier to pair with food."



The Hermanus seaside, Creation



Winter at Prophet's Rock



Joe Fattorini & Laura Catena in a 'sulki'



Three cool-climate wines to try:

Prophet's Rock Cuvee Aux Antipodes Pinot Noir 2015

An inaugural collaboration between Paul Pujol of Prophet's Rock and Francois Millet of Domaine Comte George de Vogue in Burgundy, this Pinot is available in very limited quantities. Grapes were sourced from one small block in Prophet's Rock's Home Vineyard, located on a high-elevation, steep glacial terrace in the Bendigo sub-region of Central Otago.

Catena Appellation Vista Flores Malbec 2015

Grapes are grown in the Vista Flores vineyard of Mendoza's Uco Valley, 1,100m above sea level. 30-year-old

vines and the influence of cold nights lead to bright, yet concentrated Malbec with flavours of plums, dark chocolate and blackberries, as well as spice and pepper.

Creation Sauvignon Blanc 2015

Grown high up in the Hemel-en-Aarde valley, grapes were fermented in stainless steel tanks and matured on its fine lees for five months. A superbly balanced Sauvignon Blanc with aromas of tropical fruit, elegant elderflower and mineral notes. It's full-bodied, with a crisp, yet lingering finish.

Cool-climate wines tend to have higher natural acidity and more elegant fruit flavour and intensity, lower alcohol and softer, gentler tannins

FOR THE LOVE OF HONEST FOOD & EMPTY PLATES

A morning with Bryn Williams

Odette's in London's Primrose Hill may have three Rosettes, but for chef patron Bryn Williams it's all about honest food and keeping it simple. Having recently opened Bryn Williams at Porth Eirias on the North Wales Coast – close to his hometown of Denbigh – Bryn tells us more about his love affair with veg, the British food scene and why seasonality is everything.



“The focus has returned to ‘less is more’. Seven years ago, it was all about complex purees and foams, but now it’s more about honest cooking, with imagination and flavour.”

Bryn Williams, Odette's, Primrose Hill

How has the British food scene changed in recent years?

“The focus has returned to ‘less is more’. Seven years ago, it was all about complex purees and foams, but now it’s more about honest cooking, with imagination and flavour. It’s about keeping it simple and highlighting the ingredients.

“It’s also – thankfully – more about seasonality now. 95% of what we use in the kitchen is British. While supermarkets have played an important role in bringing lots of good food to the public, they have gotten rid of seasonality. You can get any ingredient at any time of the year – it’s like having Christmas every day!

“Seasonality is what it’s about. When something comes into season, it’s exciting. We’ve come full circle to how our grandparents used to do it. We preserve seasonal foods, we pickle it and ferment it, so we won’t have to order out of season. Seasonality shouldn’t be a PR word; it’s just how life should be. When it’s growing, eat it. If it’s not in season, it’s not meant to be.”

What is your favourite British ingredient?

“It’s a tough choice between Welsh lamb and scallops, but I have to go scallops. It’s the most amazing and simple raw ingredient – I just love prepping them and cooking them. We get our scallops

hand-dived from the Scottish West Coast. I love diving and I’ve even dived for them myself in North Wales once; I’ve learnt what to pick and to respect the ingredient.”

How do you like to serve scallops?

“They’re so versatile! While they are delicious raw in the shell, my favourite recipe is Seared Scallops with Braised Chicken Wings, Jerusalem Artichokes and Hazelnut Jus.”

What would you drink with it?

“A classic choice would be a good Chablis, like the Guillaume Vrignaud Fourchaume Chablis 1er Cru. Another interesting option will be something more aromatic, with a hint of sweetness – like the Markus Molitor Haus Klosterberg Riesling. Scallops is a simple ingredient with a lot of flavour, so goes really well with a more complex wine.”

You’ve written a book ‘For the love of veg’ – tell us more about this love affair

“I do love veg. People tend to think vegetables are there just to fill the plate – the old ‘meat and two veg’ adage. But vegetables can be the hero of the dish. It’s a lot to do with how you prepare them. Instead of cooking them in a lot of water, rather salt bake, roast or steam your veggies to get maximum flavour.

“We grow our own vegetables in Wales for the restaurants, which has really taught me to respect these ingredients. It’s very hard work and you have to treat raw vegetables with the same respect you would meat or fish.”

What are the best and worst things about being a chef?

“The worst? You sometimes have to miss out on family occasions – you just can’t always get away. But the best thing? You meet amazing people. Your customers and people you work with become your friends.

“I’ve known I wanted to be a chef since I was 10. At school we visited the local bakery to learn how to make bread. I loved it and got a job at that bakery when I was 12. It’s great to see how something goes full circle, from raw ingredients to final product, like when you make bread.

“Being a chef, all I really care about is making people happy – an empty plate and someone saying ‘that was nice!’ is all I need. Being a chef is not rocket science: you pick from the earth, you cook it with your hands and you serve it. Food is the best way of showing love, affection and friendship. All you need is family, friends, good food and good wine – it’s quite simple, that’s life.”



Seared Scallops with Braised Chicken Wings, Jerusalem Artichokes and Hazelnut Jus



Seared Scallops with Braised Chicken Wings, Jerusalem Artichokes and Hazelnut Jus

Serves 4

- 8 large scallops
- 8 chicken wings
- 300g Jerusalem artichokes, peeled and chopped
- 1 medium carrot, peeled and chopped
- 1 medium onion, chopped
- 1 tablespoon fresh thyme leaves
- 1 lemon
- 50g hazelnuts, chopped
- 100ml white wine
- 650ml chicken stock
- 100g butter
- 150ml double cream
- 1 tablespoon olive oil
- Salt and pepper

For the chicken wings:

Cook the chicken wings skin side down in 50g of melted butter until golden brown all over, 2-3 minutes each. Remove from the pan and set aside.

Add the carrot and onion to the pan and cook until softened. Add the thyme and white wine. Bring to the boil, then simmer, and allow to reduce by half. Return the chicken wings to the pan, cover with 500ml of the chicken stock, bring back to the boil, then simmer for 30 minutes. Leave to cool and remove the wing bones. Leave the meat in the fridge to firm up.

Pass the stock and wine mixture through a fine sieve into a clean pan. Bring to the boil over a medium heat and allow the sauce to reduce by half, until you have a light gravy. Set aside and keep warm.

For the artichokes:

Melt the remaining butter in a heavy-based saucepan. Add the artichokes and season. Cover with the remaining chicken stock and cook until the artichokes are soft and all the stock has evaporated. Add the cream and transfer to a food processor or blender. Whizz until smooth, adjust the seasoning and set aside.

For the scallops:

Add the scallops to hot olive oil. Cook for 1 minute on one side, then turn over and cook for 30 seconds on the other side. Remove from the frying pan, season with lemon juice, salt and pepper, and set aside.

Add the chicken wings to the same pan and crisp them up — about 1 minute on each side.

To serve:

Place 2 scoops of the Jerusalem artichoke puree into four large bowls, and place 2 scallops and 2 wings on top of each one. Finish the sauce by adding the chopped hazelnuts, then pour it over the top.

A BLENDED APPROACH TO LEARNING

A new way to train your staff on the go

In a fast-paced, information-overloaded and convenience-led world, it's increasingly challenging to engage staff and keep training relevant. We've recently added a digital element to our training offer and while e-learning is increasingly important, it's not simply a matter of taking it online.

"It's about an entirely new approach to the way we help people to learn," says Amanda Willsher, Bibendum Wine Educator. "Blended learning is our way of combining e-learning with traditional classroom methods and independent study to create a new, more impactful, hybrid teaching methodology."

So what makes this approach different?

Specific customer needs

Effective e-learning must appeal to users and meet their needs. Our platform offers the flexibility to create bespoke content specific to every one of our customers.

Focus on the learner

We have worked with learning consultants and test groups to develop core content that is concise and useful. Learners want to upskill themselves in the shortest time possible, and we've researched and developed content that those working in hospitality need to know to be successful.

Easy to access

Content is in bite-sized chunks and easy to navigate. Users can take learning at their own pace and in an order that suits them, with lots of quizzes along the way to test their learning. We expect the vast majority of our users to be learning on the job, so an on-the-go mobile solution is vital.

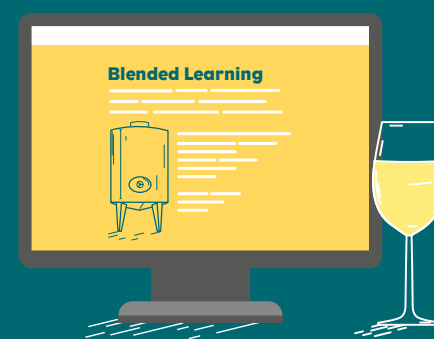
Analytics

For managers we can track engagement and measure success by reporting on quiz scores and resource completion, while learners can also rate topics and leave chat comments.

Tech for all

We have the flexibility to work with customers who already have their own e-learning platform to ensure everyone gets the opportunity to use technology to enhance their training offer when it comes to wines and spirits.

Want to know more about our training? Visit the training page on our website, or contact your Account Manager.



Take a look at our sherry-making infographic on page 10 to see our training in action

UNDERSTANDING DRY SHERRY

Do you know your Fino from Oloroso?



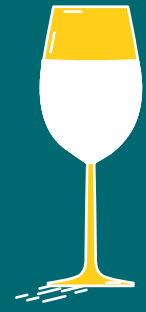
Fino & Manzanilla

Lightest sherry style with bruised apple and almond flavours. Aged for a few years under flor but when bottled, should be drunk relatively quickly. Manzanilla is a special type of Fino that can only be made in Sanlúcar de Barrameda



Amontillado

Aged fino with oxidative characteristics. Darker, nuttier, richer than Fino, but still with a salty tang and herbal notes. Drink with grilled prawns, roast chicken, stronger meats like oxtail and cheeses



Oloroso

Aged without flor, so all its complexity comes from contact with oxygen. Full-bodied, dark and expressive; spicy and aromatic. Drink with braised beef, bitter chocolate or blue cheese

How sherry is made:



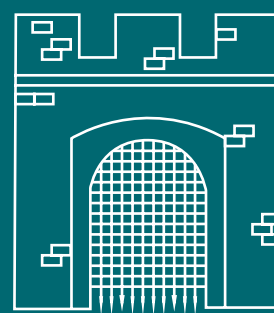
Base wine

Palomino grapes are crushed and fermented to make a dry white wine. Wine is transferred to barrels where a layer of flor yeast has the potential to develop



Classification

Good level of flor = Fino or Manzanilla
Little or no flor = Oloroso



Fortification

Adding a mix of grape spirit and mature sherry to increase ABV and stabilise the wine



Fino & Manzanilla

Fortified to 15%, which allows flor to continue growing



Oloroso

Fortified to 17-18%, which kills the flor



Amontillado

Further ageing of Fino in solera or re-fermentation to 18% so flor dies, resulting in oxidative ageing



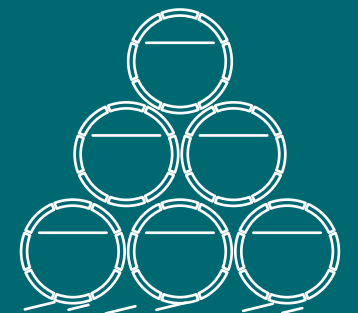
Fino & Manzanilla

Biological ageing under flor (protected from oxygen) for 4-7 years in solera



Oloroso

Long oxidative ageing (without layer of flor to protect from oxygen) in solera



Solera System Ageing

New sherry goes into the top layer and is later drawn from the bottom

EXPERIENCE IS EVERYTHING

How a simple proposition, executed in an engaging way, can drive sales



“We’re so excited to have teamed up with Bisol and Bibendum to introduce Purely Prosecco to our portfolio. The sophisticated new proposition is a very popular choice with customers and we’re looking forward to introducing it to more of our venues across the UK.”

Anna Fenten, head of marketing, Levy Restaurants UK

While sales of Prosecco show no sign of waning, it’s unusual to see Prosecco as the only serve at a bar. But this summer saw the launch of a Prosecco-only branded concept within Jockey Club Catering. It has been so successful, it’s now being rolled out across Levy Restaurants UK, where it’s all about creating unique customer experiences.

Working with their marketing team and market-leading Prosecco producer, Bisol, our customer marketing team and in-house designers created, designed and implemented a branded Prosecco proposition. Lisa Newman, customer marketing manager for Bibendum, explains, “Purely Prosecco has been designed with an Art Deco style in mind, delivering an approachable sophistication that fits well across Levy Restaurants UK’s sporting, leisure and heritage venues.”



A day in the life at Bisol

The right range for the right customer at the right time

Aptly named Purely Prosecco, the bar sells a range of Proseccos – from classic Brut to vintage single vineyard, with an option to add Prosecco cocktails, as well as Prosecco flights.

“The Prosecco range is tailored to the needs of each venue, from racecourses to premium bars,” says Dan Kane, Senior National Account Manager for Catering at Bibendum. “Working with our insights team, we identified the customer type frequenting each site, what they want to drink and how to encourage them to spend more each time they visit. The team then selects the perfect range from Bisol’s award-winning portfolio.”

Premium but approachable

Lisa believes you can combine the two. “Our brief was a concept that was fun, clear and simple, yet also upmarket, aspirational and approachable. Clear cut-through was paramount in order to stand out from the crowd.

“The Bisol brand has a strong heritage and we took great delight in making heroes of those who work the vineyards. A simple story that resonated with the bar staff and made for a fun conversation with customers.”

Flexible execution

It’s all about being flexible – from a 10-metre bar at Aintree racecourse through to the design and build of a pop-up bar for summer events, including Tom’s Kitchen on HMS Belfast, Hever Castle and even Twycross Zoo. Lisa explains, “The tariff being printed on a bottle of Bisol Jeio in the Purely Prosecco style, created simple but powerful merchandising.”



“As trends change, there is a constant need to take things to the next level, with offers that stand up against the high street. We’ve seen the success of partnerships with renowned chefs in hospitality; working with Bisol and Bibendum is very similar. The association with strong brands elevates the concepts and adds to the customers’ enjoyment and experience. If you’re going to develop a Prosecco bar, work with people who really know their stuff – it’s a win-win for everyone.”

Nick Campbell, managing director, Jockey Club Catering

The results? A 20% year on year increase in sales of the Bisol range

So what’s next?

Collaborating with more producers to develop bespoke concepts that give customers an unforgettable experience. Get in touch for more! Email us at tradesales@bibendum-wine.co.uk.

RETRO CHIC

A fresh look at four classics

The Swinging Sixties brought music, freedom, travel and most importantly, wine to the population of Britain. The democratisation of flights and increasing popularity of international holidays opened eyes to the wonders of Old World wine – and people naturally wanted to bottle that holiday experience and bring it home. Spain and Italy were high on the agenda and wines like Rioja and Chianti quickly became household names.

Fiasco bottles, over-oaked styles and diluted flavours are just some of the hallmarks of these wines in years gone by. Their popularity and exotic nature outweighed the need for quality. But a new era has dawned for classic British favourites like Claret, Chianti, Rioja and Soave.

Willie Lebus, Bibendum wine development director, says, “People have had enough of the old styles and are looking for subtle whites and alternatives to over the top, New World reds. Producers such as Suavia in Soave are making very on-point wines that are miles away from the wines of yesteryear. Drinkers want more freshness, delicacy and lively fruit – that’s why these wines have become retro.”



BORDEAUX, FRANCE

Chateau La Lagune

With a reputation for exclusivity and tradition-led winemaking, classic Claret might seem a surprising choice. With an almost immovable tier of crus classes chateaux, it has been a challenge for smaller producers to make their presence felt among the giants – but a Renaissance is underway.

The Frey family is an outsider making the cut in the region. The family took over the Haut Medoc’s Chateau La Lagune in 1999. Under the guidance of gifted winemaker Caroline Frey, they have focused solely on the inherent characteristics of the area and invested in the winery to see the quality of the wines soar.

These wines have seen a reduction in the use of new oak in favour of a more approachable style – while maintaining the finesse, signature rich fruit, and sweet spice that Claret is known for. Their Mademoiselle L is lighter in oak, with silky tannins and an array of black fruits.

RIOJA, SPAIN

Bodegas Bhilar

It’s a crime that this region’s reputation for discounts and special offers has superseded its knack for quality in the past. Spain’s hot climate coupled with extractive winemaking and heavy use of American oak have led to heavy, inelegant wines with overt vanilla flavours. Now, many winemakers are moving towards a more subtle style and are hitting the balance between oak and fruit right on the head.

Located in Elvillar in Rioja Alavesa, Bodegas Bhilar is a relatively young winery, with less than 15 vintages under their belt. David Sampedro Gil started growing grapes in 1989, and is now pursuing biodynamic certification under the Demeter International agricultural body – which would make them the first certified producer in Rioja! The winery is solar powered, while the concrete fermentation tanks are partially subterranean in order to naturally control the temperature.

“Our philosophy involves a lot of observation, control and less intervention in the winery and the vineyards,” says David. “If you understand what’s going on in the vineyard, you don’t need a lot of intervention.”

CHIANTI, ITALY

Castellare di Castellina

In the early days, Tuscany had a reputation for large-scale production of Chianti rolled out in ‘authentic’ wicker baskets (fiascos) and tasting predominantly of dried grapes and tawny fruit. But the fiasco has had a radical makeover since then. Savvy producers have started to harness the true essence of the Sangiovese (Sangiovetto) variety – rich red fruits and Italian herbs, with firm acidity to stand up to weighty Italian cuisine.

Castellare di Castellina is a stalwart producer in Chianti Classico DOCG – and has been since 1968. They are staunch patrons of Sangiovetto, unlike many other Chianti wineries who started adding French varieties like Merlot and Cabernet Sauvignon to their blends during the era of Super Tuscans.

But Castellare have remained true to the traditions of the region and president of the winery, Paolo Panerai, explains, “It was in the 1970s when the so-called Renaissance of Italian wine began, a Renaissance to which Castellare made its own contribution with a combination of tradition and innovation – using only indigenous Tuscan grape varieties, even when the market was asking for a more international style.”

Andrea Briccarello, group sommelier and wine buyer at Galvin La Chapelle, is a huge fan of Castellare. “When I look for a Chianti I want those classic rustic notes, but also poise and freshness,” he says. “Castellare shows these very well in each glass – they are doing incredibly well on our list. Chianti is a well-recognised name on every wine list but Castellare has the charm and personality of a true top Chianti. The style is not overpowering or pretentious, but retains a solid typical Tuscan character.”

SOAVE, ITALY

Suavia

In the north of Italy, among the foothills of the Alps, lie the DOCs of Soave and Soave Classico. Garganega rules supreme here, but historically the wines tasted heavily oxidised and had little flair. Until now.

The best Soaves of today are elegant, fragrant and complex – especially if put away for a few years! Technological advances over the past few decades have allowed Soave producers to maintain freshness and acidity during winemaking, which is retained even after ageing.

The best Soaves of today are elegant, fragrant and complex – especially if put away for a few years!

Suavia is one producer who has spearheaded the Soave revival. A small artisanal winery, Soave is run by three of the inimitable Tessari sisters. Fresh, deep and mineral with a hint of saltiness from the volcanic soils, their wines strike a very different chord to the Soave of old.

Although focused on Garganega, Suavia also produces a single varietal expression of Trebbiano di Soave, an ancient grape grown on the hillside’s basalt soil. Small amounts of Trebbiano may typically be included with Garganega to produce Soave Classico, but it’s rare to find a pure expression.

Stefano Vallebona, founder of Vallebona in Wimbledon, is a huge fan. “For me Suavia’s wines are very approachable and elegant, with an incredible length. Soave has massive potential in the UK. It is a style that everyone could love, but you don’t often see it on supermarket shelves – which is a good thing!”

A YORKSHIRE TALE

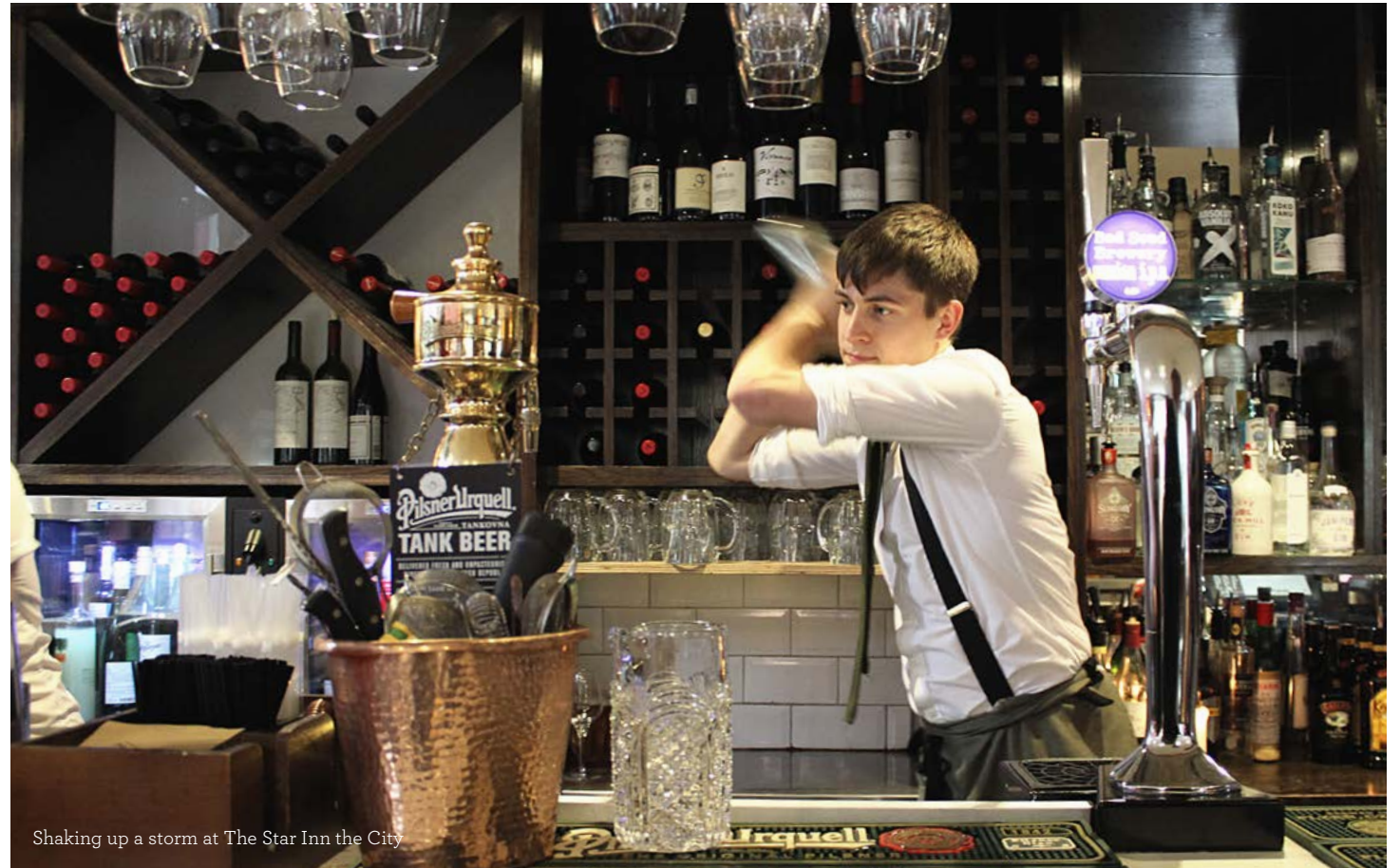
How York has embraced its wild side



Mr P's: a curious exterior



Sam Wheatley at Pavement Vaults



Shaking up a storm at The Star Inn the City

Upon arrival in this walled city it feels distinctly historic, yet ancient buildings and fancy beer haunts line the same streets as if they have always coexisted. From beer aficionados to pioneers of new and exciting wines, there is a foodie revolution going on in this city of cobbled streets.

As a whole, the city is diversifying, and the locals are getting experimental. The success of Mr P's Curious Tavern, a tapas-bar-come-Yorkshire-beef-joint, is the perfect exemplar of this. "There's a massive food and drink scene here now and it's happened over the last four or five years," says Laurissa Cook, assistant manager at Mr P's Curious Emporium.

"People's knowledge is getting better and better," says Laurissa, who now has over 60 gins to juggle during service. "They come in and tell us about the gins, we get some great discussions going."

On the other side of town, Pavement Vaults is making waves on the beer scene. "People's beer knowledge here is good, especially the students," says general manager Sam Wheatley, who is responsible for wine and spirits development at Pavement Vaults. "There is a traditional brewing community here, a lot of people appreciate the value of having cask beer over keg - but you have to know how to look after casks properly."

Staff knowledge and training is key here, too. "The staff are interested in everything from beer to sherry," says Sam. "We try and

get as much training as possible, it makes such a big difference and you can sell much more effectively. We have a great relationship with David Sampedro Gil of Bodegas Bhilar for example - their story just makes the wine so easy to sell."

A changing scene

The food and drink scene hasn't always been so innovative and Yorkshire chef Andrew Pern's third venture, The Star Inn The City, has had a huge influence on its development. When the restaurant opened four years ago, they were the only one of their ilk in the city - J Bakers having just closed down - and people weren't convinced.

Matt Hunter, director of operations who 'you'll often find in the kitchen' says, "Everyone said we wouldn't work because we were too big to be attempting things like breakfast service; they said people wouldn't want to come. We bucked the culture."

General manager Jo Ellery concurs: "It's been said that this place was a gateway - when we opened there wasn't anyone doing what we did."

Today the town is teaming with Rosette-adorned establishments from Skosh and The Grand Hotel (with three Rosettes), to The Park Restaurant at Marmadukes Town House Hotel. "Now there are so many more of these places," says Matt. "We are all very different in style, but I believe The Star Inn The City opened the door and showed people that it's possible to do something out of the ordinary in York."

And the punters agree. "We come to York at least three times a year because there's so much going on here," says Sue Duddle from Liverpool. "We always come to The Star Inn the City for drinks - it's buzzing outside here in the summer, there's such a good atmosphere."

Challenging the norm

Challenging tradition and changing local opinions is still tricky in York. Mr P's has faced some curiosity about the way they work. "The older generations especially like to have three courses - starter, main and desert - and it's hard to explain that that isn't the way that we operate," says Laurissa. "There's no structure to the meals here, plates come out as they are ready and that's very unusual for a lot of people."

Perception is key - Laurissa puts the success of Mr P's down to its founder, Andrew Pern. "We get both younger and older generations coming here because of his reputation. People will come here that have been to The Star Inn at Harome and that's why they try this."

It wasn't all smooth sailing for The Star Inn the City either - "It takes a while to change minds," says Jo. "We had to show people that we're not a snooty place! You can come and have a coffee or a six-course meal with a glass of Bruno Paillard. And we're dog friendly! We've evolved to meet the needs of York."

The same goes for beer drinkers. "Some people walk out when they see our taps," says Sam, coming back to our point about training: "You've got to be able to

recommend things because we don't sell Carling or Guinness.

"This has worked though. Now people come in and ask for the black IPA they had last time or the ale that we had on last week. We change our beers every day, but it's important to have constants too because of this."

So what's next for York?

"Sherry is definitely up and coming, and vermouth! I think vermouth will make a comeback. A V&T is lovely," says Laurissa. "Staff need training to sell it though, as people know less about these styles."

"Both the gin and craft beer revolution have been going on a long time and I don't see them stopping," Matt says. "There's no reason not to list a good gin these days."

Sam on the other hand has hopes for a more diverse premium spirits category. "We're trying to push mezcal but it's still a bartender's drink. I sell it as a peated whiskey, the flavour profiles are so similar. Mezcal is like wine - you get different types of agave and each one has a different sweetness and flavour profile. It's great in a Bloody Mary, or alongside food with chilli - we also cook with it and make a mezcal butter. It's certainly something we want to concentrate on going forward - and we never give up."

Operating in York or thinking of expanding to this great city? Email us at tradesales@bibendum-wine.co.uk or contact your Account Manager.

THE DISCERNING ALTERNATIVE

How Cava is finding its niche

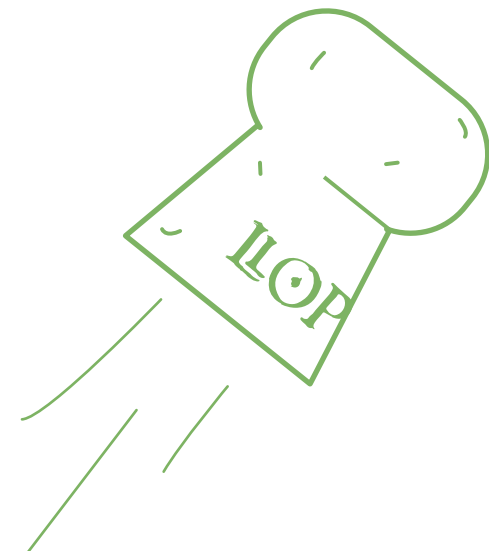
In a category dominated by the two extremes of Rap Star Champagne and Girls' Night Prosecco, it's not easy to be Cava. But can this Spanish fizz capture the imagination of those wanting something affordable, authentic and distinctive?

With its second fermentation in bottle, mandatory cellar ageing (which gives the wine its name) and dry, complex flavour profile, Cava has more in common with Champagne than Prosecco. But what makes premium Cava stand out from the cheaper examples that have given it a bad name?

John Graves, Bibendum channel director and Cava groupie, explains, "When I started in the wine industry, Cava was cool. However, over time – and until recently – it has become a commodity; something to

steer well clear of. With producers getting back to basics and focusing on a terroir-driven approach, this category is going full circle.

"Quality producers have refused to compromise and continued the traditional production methods. They have a real provenance and are making these wines in the correct, artisanal way. Cava can truly be a great alternative discovery for those willing to look beyond the commercial offer and spend a little bit more."



A point of difference

In order to adhere to the regulations of the DO, all Cava must be made using the 'traditional method' of sparkling wine production, with a minimum of nine months lees ageing. So even entry-level Cavas will exhibit a degree of depth and complexity over that of, say, tank method wines like Prosecco. Reservas and Gran Reservas (requiring a minimum of 15 and 30 months' lees ageing respectively) can indicate higher quality still, but the focus, nonetheless, remains on what is happening in the cellar, rather than on the grapes themselves. Like most premium

wines, though, the real difference starts in the vineyard.

DO Cava (the region's regulatory body) has recognised this with the recent introduction of a new single-estate designation: Cava del Paraje. In addition to a minimum 36-month required bottle fermentation, Cava de Paraje classification wines must be made from hand-harvested grapes, from minimum 10 year-old vines, with a maximum yield of 8,000 kg per hectare.



The cellar at Llopart, Subirats

The Llopart story

Tiny yields of quality fruit from old vines? That's old news to the Llopart family of Subirats. They've been making Cava this way since the 19th century. At 87, Pere Llopart is the fourth generation of his family to follow this winemaking philosophy, which he is now passing on to his five children. "Llopart vineyards are the essence of the Llopart Cava character," he says.

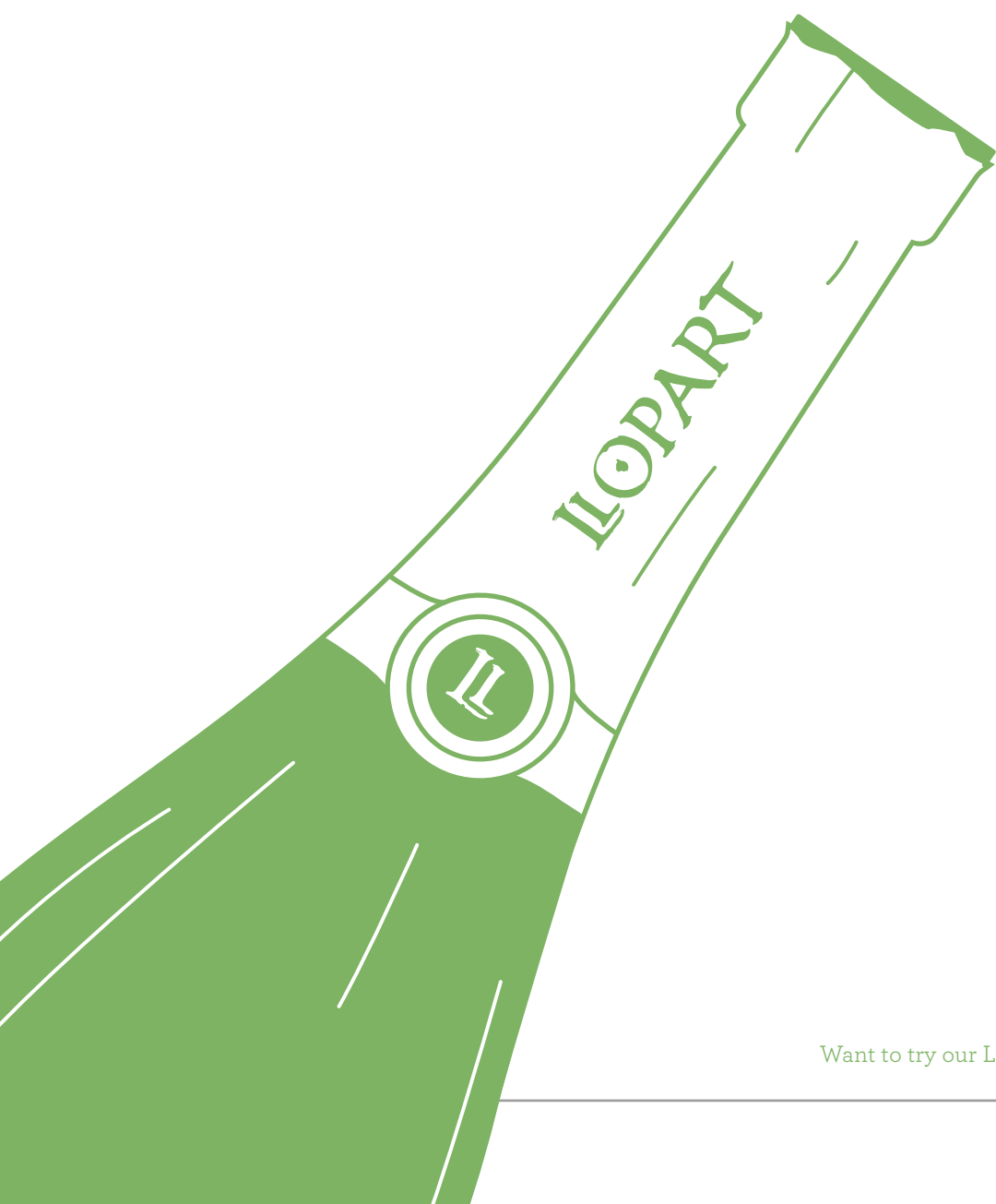
The average age of Pere's vines is 40, with some reaching 60, 70 and even 85 years old. This, along with rigorous viticultural practices such as green pruning and selective manual harvesting, means Llopart has some of the lowest yields in the area. It produces a tiny 5,000-5,500 kg/hectare, when the maximum requirement for Cava DO is 12,000.

The family also hold a deep respect for the land, farming completely organically since 2000 and obtaining the EU's Organic Certification in 2013. Pere explains, "The idea is to make the vines naturally resistant to disease, create a balanced environment and encourage biodiversity, so that the ecosystem regulates itself."



"Every Cava has its moment: the Rosé Brut is perfect as a welcome glass, paired with some appetizers, with a fruit salad, even with chocolate; pair the Brut Reserva with a tuna tartar for an unforgettable experience; the Imperial Panoramic matches perfectly with pork brochettes, grilled steak or taste it with Asian-style chicken broths."

Pere Llopart



An exceptional place

But it helps if you have great terroir. At an elevation of 1,000-1,300 feet in the Subirats sub-region of Cava DO, Llopart's 500ha of vineyards benefit from cooler temperatures than in the town below, but are protected from extreme cold by the Montserrat mountains. At 15km from the coast, the vines are also protected from any humidity. The area's shallow, calcareous soil, uneven slopes and terraces stress the vines and, along with their significant age, contribute to Llopart's extremely low yields of high quality fruit.

Gastronomic cava

The vineyards are harvested in 'levels' according to variety and altitude, ensuring that only fruit that has reached optimum ripeness reaches the winery. From the pressings only 50% of the first free run juice is kept and used to produce Llopart Cava, while the remaining 50% is sold on.

All the wines are aged for a minimum of 18 months, so all their Cavas are no less than Reserva (for which the minimum ageing requirement is 15 months). The Gran Reservas are riddled by hand.

Pere tells us, "Our Cavas are very gastronomic, they pair perfectly with the main courses of any meal. We like to explain that every Cava has its moment: the Rosé Brut is perfect as a welcome glass, paired with some appetizers (both sweet and salty), with a fruit salad, even with chocolate; pair the Brut Reserva with a tuna tartar for an unforgettable experience; the Imperial Panoramic matches perfectly with sheep cheese, pork brochettes, grilled steak or taste it with Asian-style chicken broths."

Already poured in some of Spain's top Michelin-starred restaurants, like Celler Can Roca and Lasarte, isn't it time to see more premium Cava on wine lists closer to home?



Events & Tastings

We have a busy calendar of smaller, tailored events taking place all around the country this year - making sure we get the right products to you in an informative and engaging way.

From London and Glasgow, to Manchester and Bristol, we'll be bringing a host of different events to a city near you.

Look out for our tastings, where you can meet our passionate producers and discover new and interesting wines. Our Supper Club series is a gastronomic collaboration with some of the most esteemed chefs and restaurants, bringing together carefully-crafted tasting menus with lustworthy wines.

We will also be hosting various Taste & Feast events, which are great for socialising and enjoying delicious drinks and food in a relaxed setting.

Visit our website bibendum-wine.co.uk for a calendar of events.



Welcome to the Pirate Life

We continuously work to expand our craft beer offer and an exciting recent addition is Australian brewery, Pirate Life. Best known for its flagship West Coast style American Pale Ale and IPAs, four of their beers were ranked among the top 20 at the GABS Hottest 100 Aussie Craft Beers 2016.

"Because we've slotted ourselves in a space in the market - we're big, bold, West Coast style American pale ales and IPAs - people who understand that style of beer really want to get out and drink it. And I think we've been able to partially

lead the way," says Red Proudfoot, head brewer. "The Pirate Life name helped ensure fun was always pretty high on the agenda; but it's not about eye patches and parrots on the shoulders, it's more about the lifestyle we lead, having a crack and having fun."

Our current favourite is their new American-style ale, which according to Red fills a pretty big gap in their range: "We have a smashable mid-range, a well-balanced Pale Ale and a big broody, dark hop-bomb of a Double IPA. So what's this IPA like? Bright, fruity and full of liquid fun."

THE SAKE DIARIES

Six days of sake, soba and scrumptious wagyu

In March, we took a handful of customers on a sake-tasting trip round Japan, accompanied by Bibendum's Frances Adams and Josh Butler, as well as our resident Sake Samurai Natsuki Kikuya. It was a jam- (or should that be sake...) packed trip, which took in the breweries of some of our key producers, along with a host of terrific meals, beautiful sites and snapshots of Japanese culture.

Day 1

Landed in Akita in northern Japan amid mountains and lots of snow - a big contrast to the UK! Akita is well known for its clear, pure water, which makes for a very clean, elegant style of sake.

Lunch involved throwing sumptuous slices of wagyu beef onto sizzling hot plates, followed by a long (sleepy) drive to the hotel, where we were greeted with a dive into 'onsen' (naturally-occurring hot springs) - blissful after a long flight!



Day 2

We visited Takashimizu brewery, where we got an in-depth (and hands on!) perspective of the sake-making process from Toji Master, Hitoshi Kato. In the evening we dined with some of the only traditional Maiko left in Japan, who have undergone long and rigorous apprenticeships to perform their unique song and dance routines.



Day 3

We had a fascinating tour round Niizawa brewery and met the Toji, Mr Sugihara. The highlight was a sensory exercise, which involved ranking four different sakes according to their levels of alcohol, sugar, umami and acidity. It was really interesting as it highlighted people's varying levels of sensitivity to these different elements, depending on what flavours they enjoy.



Day 4

It was time to head south with a flight to Nara, where we visited Kaze No Mori brewery. Here it was all about the rice and where it was grown, almost in the same way you might talk about a wine's terroir.

Lunch was an incredible (but incredibly simple!) meal of soba and broth from a tiny little restaurant where they've been making the same soba for decades. It was accompanied by some Kaze No Mori unpasteurised sake (their speciality), which is characterised by a delicious, savoury flavour and slight spritz.



Day 5

After a somewhat challenging (to western palates!) lunch of sake boiled with dried fish, we visited our smallest producer, Shiraki - one of only a handful of sake breweries that specialise in aged sake or 'kosu'. Visiting the brewery was like going back in time, and we were fascinated to hear the story behind the 'daruma' mascot that appears on all their labels. A 'daruma' is a wobble toy that can't be pushed over and signifies the brewery's resilience through years of hardship, including a punitive tax system, which put many other aged sake producers out of business, along with the hardships of war.



Day 6

Our final visit was to Tenzan brewery where we had a tasting of pasteurised versus unpasteurised sakes to really get to grips with these two contrasting styles. The unpasteurised sakes were vibrant and alive, with a very slight spritz from dissolved carbon dioxide. They were also undiluted with no carbon filtration, which made them rich and full bodied. Being from the very southern tip of Japan, the sakes were made from much harder water than in the north, which added to their body.

That afternoon we looked round a rather unassuming (and frankly rather grubby-looking...) artisan soy sauce factory.

But it turned out that what we thought was grime, was actually crucial to the production process, which relied on ambient yeasts and bacteria to contribute to the incredible depth and complexity of the finished product. They were quite unlike any other soy sauces we'd tried before.

After a dinner of Fugu (pufferfish - the dangerous one!), tuna belly and shabu shabu (delicious Japanese soup) we headed for the airport and back to London - loaded with memories of the warm hospitality we'd received and delicious things we'd eaten and drunk.



New additions to our sake range

Yucho Shuzo



Yucho Shuzo is situated in the region of Nara, considered to be the birthplace of sake. Young owner and brewer, Yoshihiko Yamamoto, uses locally grown rice and fresh water from deep wells to create his elegant and fresh sake. Kaze no Mori is one of the most sought-after sakes in Japan.

Try **Kaze No Mori Alpha 3**, an unfiltered, undiluted sake with a slight, natural effervescence. Soft and rich on the palate, it has flavours of juicy nectarines and yellow plums, with a hint of vanilla pod.

ENTER.Sake



ENTER.Sake is a boutique sake collection curated by sake sommelier Richie Hawtin. Richie began exploring the world of sake 20 years ago during his many trips to Japan as one of the world's leading electronic music artists.

Try the **Silver Junmai Ginjo**, an aromatic Ginjo sake with notes of honeysuckle and cherry blossoms. It has a good weight with flavours of fresh mango, Asian pear and honeydew melon.

Heavensake



Heavensake is the creation of Regis Camus, a multi award-winning Champagne cellar master. Using his unrivalled blending skills, he pioneered a change in the tradition of sake-making by forging a union between the discerning alcohol-making cultures of Champagne and Japan.

Try the **Junmai Daiginjo**, with beautiful floral aromas of lily and iris, along with more savoury herbal notes. On the palate it has flavours of juicy pears, wild berries and muscat grapes.

SCOTLAND OR IRELAND?

Whisk(e)y uncovered: The battle of the barley

What's in a name? More than just an extra 'e' when it comes to Irish whiskey versus Scottish whisky, or Scotch. Although Ireland is widely considered the birthplace of whiskey, there are now actually very few distilleries there in comparison to its Scottish cousin.

Essentially all whisk(e)y is made in a similar way, from distillation to ageing. But don't try to ask for a Lowlands single malt in Dublin. So what really is the difference between these two countries?

Irish whiskey saw volumes increase by 5% between 2015 and 2016, while Scotch saw a decline of -1%. However, volume sales of premium Scotch have increased by a massive 15%.*

The cereal

Scottish whiskies must use malted barley only. Irish whiskeys use barley, rye and corn, and the regulations here are slightly more relaxed.

The peat

Peat is commonly used in Scotland to dry the malts, and imparts distinctive smoky flavours to the final product. The isle of Islay in Scotland has become synonymous with these smoky aromas. Historically, this rain-battered island was too wet for drying the malts and so peat, which could be set on fire, was used. Generally Irish producers don't use peat during the drying process.

The distillation

Scottish whisky is usually distilled twice in a pot still. Irish whiskey is well known for undergoing three distillations, giving a slightly lighter colour and lots of delicate flavours.

The ageing

Ageing is crucial for Irish and Scottish whisk(e)ys. Both Scotland and Ireland require a minimum of three years ageing in barrel. Irish whiskeys must be distilled and aged in Ireland in order to be labelled an Irish whiskey, and the same goes for Scotland.

The Scottish Lad: Bruichladdich

The Classic Laddie

Bruichladdich's signature sea blue bottles are absolutely unmissable - as is the liquid inside. No stranger to breaking boundaries, they are the only distillery on Islay to produce unpeated whisky. The Classic Laddie is said to be a true expression of Islay terroir - fresh and pure, unable to hide beneath a peaty, smoky layer.

Despite the growing popularity of the category, the UK is still the most expensive place in Europe to buy a dram of whisky. This entry-level tippie aims to dispel the stereotypes of whisky drinkers being affluent, older aficionados sitting by the fire and sipping from a crystal tumbler. It aims to provide less-experienced drinkers with a route into the category, gently easing them into the heavier stuff.

This whisky might not be peated but it is still very complex - floral with a hint of mint. For something more on the heavily-peaty side, try the Octomore.

The Irish Master: Teeling

Small Batch Blended Whiskey

Small batch, innovative Irish whiskey. This is a blend of mature grain and malt whiskey blended in rum barrels sourced from Central America. Six to nine months in these barrels, following a period in regular oak casks, gives this whiskey a chance to take on delicious rum-like characteristics such as raisin and sweet molasses. Approachable but serious, this whiskey comes in at 46% ABV and, for added character, has not undergone chill filtration.

The Teeling family has been crafting Irish whiskey since 1782 and still focuses on small batches of the best quality - this blend is their flagship whiskey. It has hauled in several gold medals across the world, including a double gold at the 2015 San Francisco World Spirits Competition and the Irish Whiskey Masters.

Want to find out more about these and other whisk(e)ys in our portfolio? Contact your Account Manager or join us at an upcoming spirits tasting - sign up to our newsletter for more information.



Barley fields in Islay



*According to IWSR 2017

PRODUCERS IN THE LIMELIGHT



Best in Show from Greece

Kir-Yianni was awarded the prestigious Best in Show at this year's Sommelier Wine Awards, presented at Imbibe Live. They won two golds for Ramnista Xinomavro 2012 and Paranga White blend 2015, and a silver for their Dyo Elies Syrah Merlot Xinomavro 2013.



Celebrations for Caruso & Minini

Every Caruso & Minini wine in our portfolio won a medal at this year's International Wine and Spirits Competition. Terre di Giumara Frappato Nerello Mascalese, Sachia Perricone and Corte Ferro Nero D'Avola won silvers, while Terre di Giumara Grecanico picked up a bronze.



An impressive haul for Taittinger

Taittinger's Comtes de Champagne Blanc de Blancs Brut took home no less than four gold medals at this year's International Wine Competition. It also won gold at the Sommelier Wine Awards and International Wine and Spirits Competition.



Award-winning English

Coates & Seely claimed an impressive four awards at the inaugural UK Wine Awards, including Supreme Champion, Best Overall Sparkling Wine and Best Sparkling Blanc de Blancs.

Bolney scooped two awards, including Best Overall Still Wine and Best Single Varietal Still White.



Chateau d'Esclans rocks the light pinks

Provence's Chateau d'Esclans took home a gold medal at the Decanter Wine Awards 2017 for their Rock Angel Rosé 2016. A wine with depth, balance and great texture from a producer at the forefront of pale pinks.



Top praise for Spy Valley

Spy Valley's Envoy Outpost Vineyard Pinot Noir 2014 received a gold award and 95 points at this year's Decanter World Wine Awards. The Spy Valley Gewurztraminer 2015 and Spy Valley Riesling 2015 also received silver medals.



Up in the air with Palmer & Co.

Palmer & Co. hit the ground running this year with a booking on Air France's wine list. The Brut Vintage 2009 can be enjoyed in Business Class aboard all long-haul flights.



SWA Merchant of the Year 2017

Bibendum producers won a record of 40 golds, and total of 245 awards overall, at the 2017 Sommelier Wine Awards. Impressing over 150 On Trade judges, these incredible wines resulted in Bibendum being crowned this year's Merchant of the Year.

Interested in any of these award-winning wines? Give us a call (0845 263 6924) or email tradesales@bibendum-wine.co.uk

An artistic illustration of a woman with elaborate, multi-colored hair (orange, yellow, red, and blue) styled in large curls. She is wearing a green and red patterned garment. In the foreground, there is a basket filled with various fruits, including green pears, red apples, and clusters of red and purple grapes. The background is a soft, light beige color.

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