

# BIBENDUM TIMES

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## VOLCANIC WINES

Explosive wines from the world's most hostile terroirs

In the UK, our perceptions of volcanoes are in the main part handed to us by newsreels. We envisage dangerous, volatile environments: hardly the obvious agricultural site, even for a plant as tough and hardy as the grape vine.

But they are the ideal environment, as John Szabo MW says in his ground-breaking book *Volcanic Wines: Salt, Grit and Power*, "Volcanism's almighty dark side hides an essentially constructive purpose: the constant renewal of the earth and a rebalancing of the internal forces that make our planet a livable habitat."

The soils at the base of volcanoes are fertile. They are full of minerals, and vines that grow on them produce wines rich in texture and flavour.

"Mineral salts help to transport a lot of nutrients and flavours," explains Giovanni Riviezzo, winemaker at Bisceglia in Italy's Basilicata.

They sell well, too. "Volcanic soils are responsible for some of the most interesting wines in our Italian portfolio," says Bibendum supplier manager Sarah Mansourian. "Besides the common attributes they share of bright acidity, saline character and lifted flavour profile, the wines from these unique soils are made from indigenous varieties and show

exceptionally pure varietal definition. These wines aren't just individual and awesome, but have also seen a lot of attention this year as volcanic wines have 'boomed' in popularity."

### Chasing lava: where are all the volcanoes?

Volcanic wines speak clearly of place, but where exactly do you find them? All over the world, actually. Perhaps one of the most famous is Mount Etna, the site of volcanic producer Tornatore. One of the largest - and oldest - wineries in the region of Sicily, Tornatore owns 46ha of vineyards on the north side of active volcano Mount Etna, 1,000m above sea level. But although Etna steals the limelight, you'll find volcanic soils all over Italy, from Soave in the north to Basilicata in the south.

Travel further north to Hungary, and you'll find a winemaking region littered with volcanoes. Hungary may not be as well known for producing volcanic wines, but a lot of the country's top wine regions are in fact volcanic, like Eger, Tokaj and Balaton. "In Hungary we are still at the beginning of our journey in expressing volcanic terroir," says Tibor Gal, owner of Hungarian winery Gal Tibor, based in Eger. "We have always been conscious about the fact that we make wine on volcanic soils, but we didn't know until the last few years that this is something so special to the rest of the world."

Head back towards the Greek Islands and you'll arrive at volcanic idyll, Santorini. "The buzz around Santorini is undeniably growing," says Perikles Drakos, export director at Tsantali in Greece. "The trademark of a Santorini vineyard is the volcanic soil."



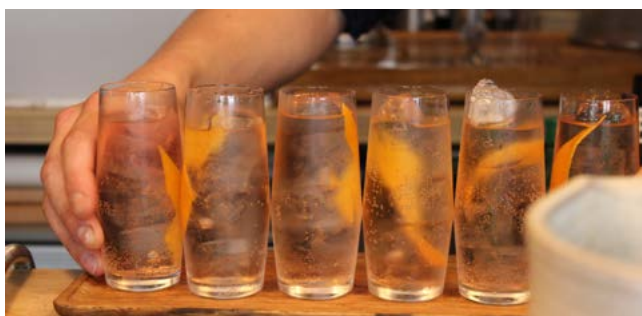
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## VOLCANIC WINES



Suavia Fitta

### All about the soil

So is growing grapes in these soils different to other soils? "We can't say that grapes on volcanic soils ripen earlier or later or differently," says Tibor. "We see that vine growing depends on the density of volcanic soils, shallowness of the upper soil, the steepness and microclimate."

Volcanic soils are also known for cultivating phylloxera-resistant vines.

"The lack of clay in volcanic soil means vines are immune to phylloxera; therefore the age of the vines can be in many cases more than 100 years for us on Santorini," says Perikles.

Ale Tessari, owner and marketing and export manager at Suavia in Soave, digs further on the topic of soil. "Volcanic soil is one of the most interesting types of soils for growing grapes. In the Soave Classico zone – as opposed to the majority of Italian volcanic areas – the soils have undergone a great deal of evolution and acquired complex structural features.

"They are also often characterised by a marked modification of the minerals, as is evidenced by their great depth and the highly-developed structure of the aggregates, with good porosity distribution and reddish-brown colours."

### A sense of place

Place. The buzzword of quality winemaking at present – and volcanic wines are full of it. They shout their heritage from the rooftops. "Volcanic wines are unique," says Tibor. "Each and every volcano has its own taste and the winemaker's aim is to express the precise taste of these volcanoes. We really believe that the volcano shows itself, so we try not to add any artificial techniques or additives, and we would like to leave fermentation and ageing to nature. We believe that this is the most sincere expression."

Ale agrees: "We try to keep the winemaking as simple as possible to let the terroir show itself naturally. We don't use wood (mainly stainless steel) and we filter the wine only once, right before bottling to preserve its integrity."

Although unique, to Perikles there is a distinct mineral character that connects volcanic wines across the globe. "The (much debatable) term of minerality seems to find one of its best expressions in the case of Santorini Assyrtiko. An individual, intriguing mouthfeel that combines high acidity with a savoury quality and peculiar density. A fascinating sensory association met in volcanic wines all around the world, despite the enormous variations of the soil types and winemaking traditions."

### Distinct quality

With this strong sense of terroir and such special soils, volcanic wines exude quality. They are also incredibly age worthy. "The aroma, structure and acidity of these grapes is perfect," says Tibor. "Not only the quantity, but also the ratio of tartaric, malic and citric acid content is really stable every year. Volcanic wines are not only drinkable when they are fresh, but you can age them for 10 to 20 years and the wine (both red and white) is still in perfect condition."

To Ale, it is the quality that distinguishes wines grown on volcanic soils. "Soave wines produced from volcanic soils are characterised by good complexity and balance, accompanied by a general freshness. Excellent intensity and fullness on the palate are distinctive characteristics of these wines: these qualities are not perceivable in such an obvious way in the products of the neighbouring zones, so they can be directly related to the physical and mineral characteristics that derive from soils of volcanic origin."

### Get in touch!

Is the trend for volcanic wines set to cool or continue to erupt? Let us know your thoughts on Twitter @bibendumwine.



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Perikles Drakos, export director at Tsantali in Greece

## What is volcanic wine?

It's difficult to define a volcanic wine – wines are made from volcanic soils all over the world, each with their own distinct character. So what exactly is it about a glass of wine that makes you think "this is volcanic"? We put the question to some experts:

"Volcanic wines have a deep and ripe minerality, and they can age for a very long time. The aroma, structure and acidity content of the grapes is perfect. Not only the quantity, but also the ratio of tartaric, malic and citric acid,"

Tibor Gal, Gal Tibor, Eger

"From a sensory and organoleptic point of view, the so-called mineral hints (together with some stony and sulphurous notes) are becoming ever more associated as an identifying characteristic for volcanic wines,"

Ale Tessari, Suavia, Soave

"Besides the common attributes they share of bright acidity, saline character and lifted flavour profile, the wines from these unique soils are made from indigenous varieties and show exceptionally pure varietal definition,"

Sarah Mansourian, Bibendum

# THE *Wine Minds* PROGRAMME

Supporting the hospitality stars of the future

Launched in early 2018, the Wine Minds Programme creates a network for like-minded individuals working in the hospitality trade, giving them an opportunity to develop their skills and get ahead in their careers. Through a combination of industry events, tastings and masterclasses, it gives participants an in-depth and unique knowledge on specific topics.

"There are lots of talented and passionate individuals who don't always get exposure or invitations to tastings and events, so we wanted to create a programme that not only gets them involved, but creates a community," says Elona Hesseling, head of brand communications for Bibendum. "Wine is a vocation, not simply a job and we are working with an amazing group of up-and-coming stars to help grow their careers."

The programme is open to everyone working in hospitality in the UK who is still busy climbing the career ladder, and has a good basic knowledge of wine. Working in collaboration with producers and other industry experts, previous sessions have focused on 'Understanding Sweet Wine' and 'Getting to Grips with German Riesling', as well as 'The Full English' day trip to Ridgeview and Plumpton College and a session with The Benevolent about Mental Health.



A recent Wine Minds trip to Ridgeview and Plumpton College

## The Wine Minds Apprenticeship

In addition to this programme, we have now launched a new part-time, six-month apprenticeship scheme that will give successful applicants the chance to further advance their careers in the wine industry. This apprenticeship will provide two aspiring individuals the chance to undergo either WSET L2 or L3 training, a bespoke internship with a leading producer, as well as a full calendar of masterclasses and visits to wineries across the world.

The first two successful candidates will start their apprenticeship in early 2019.

## WHAT SOME OF OUR ATTENDEES HAVE TO SAY:

"I was really glad to see that the Wine Minds Programme is not some reduced version of a WSET course. Rather than covering basic general wine knowledge, it targets very specific topics or categories in depth. Most recently we attended a session on sweet wines that dealt with precise matters in much detail, from Tokaji's history as the wine of kings to Sauterne's legal minimum potential alcohol levels (on top of actually tasting all the wines). This is great for people like me who want to get really geeky."

Romain de Courcy, bartender

"The programme endeavours to bring the vast amounts of knowledge that top sommeliers, vintners and other wine people possess to other sectors of the alcohol industry. I've already learned a tremendous amount - it's amazing how much can be learned from knowledgeable speakers in just a few in-depth masterclasses."

Sam Ameye, bartender at Bar Swift

"Wine Minds has been a discovery for me - the events are not only perfectly organised but the topics always have an unexpected angle to keep them interesting. Team members behind the programme clearly enjoy what they do and this enthusiasm is contagious; I have been an avid attendee from my first session. Oh, do I even need to mention it includes tasting? Yes, it does - but it's a combination of both wine and knowledge, which makes the programme really worthwhile."

Inga Zubaviciute, F&B service training and quality manager at the Royal Lancaster London

Interested in joining the Wine Minds Programme? Visit our website at [www.bibendum-wine.co.uk](http://www.bibendum-wine.co.uk) for more information.

# RISING FROM THE ASHES

Garage Wine Co. launches the Phoenix



The only fire breaks to stop the flames were the small, green, cultivated farms and vines

Derek Mossman Knapp follows a traditional garagiste style of winemaking in Chile with his Garage Wine Co. In addition to creating handmade, individual wines from the tiny parcels of small farmers, he's no stranger to helping others triumph in the face of disaster.

Following the devastating 2010 earthquake in Chile, Derek went on a mission to seek out old-vine Carignan in Maule. He discovered some amazing, but untamed vines, and worked with these local farmers to improve their vineyards and livelihoods, while using the grapes to make wine under his Garage Wine Co. label.

In January 2017, disaster struck again when the worst wild fires in Chile's history ravaged the country. Derek explains, "The bushfires were not to do with the climate, but man's poor use of the land. It was mother earth reacting to wanton and unregulated over planting of pine trees and misguided management by our forestry industry. There was simply not enough water for so many trees. In a few short weeks after the bushfires, streams that had been dry for years began to run, wells refilled and indigenous plants began to bounce back."

Despite acres of land destroyed and the looming impact of smoke taint on

ripening grapes, Derek decided to craft something beautiful out of the destruction. And so, on the heels of these fires - and quite literally out of the ashes - he created the first of The Field-craft bottlings, called Phoenix. This special, limited bottling white wine is a blend of Pais and Carignan, made with "whole-bunch pressing and little skin contact to get past the hurdle of a smoky year".

### The field craft

"For years we have worked in the Secano Interior with small farmers ploughing the vines and cultivating the land," says Derek. "These vigneronos have dry farmed the Secano for centuries, and not just their vineyards, but mixed farms of heritage seed wheat, free-range livestock and local market gardening. But as wine exports have boomed over the last quarter of a century, it has grown increasingly difficult for these small growers to sell their grapes at a bona fide price."

Large buyers want more for less and they are pressuring the small growers to modernise: spray instead of cultivate, scale instead of focus, and above all, reduce the cost of labour.

"But it's in the very labour where you find the wisdom passed down through the ages: the 'field craft', as we came to call it. At Garage Wine Co. we believe proper farming is being undermined by speculation. Livelihoods and flavours are threatened not by so-called 'market forces', but by a fundamental disconnect."

"Some will think that this makes us 'soft', but we think the wine trade is stronger with the small farmers in it. In a world that wants more sustainably-grown foods these farmers have a 400+ year head start. Never was this more evident than with the 2017 wild fires, when a clear and present pattern emerged: the only firebreaks that stopped the spread of the flames were the small, green, cultivated farms of these vigneronos."

"We created the Phoenix wine that year, for it was born of the ashes. It is an austere wine, with surprising acidity, a weighty mouthfeel and unexpected texture. It comes from three parts of different sites, like our Single Ferment series wines, and we produced less than 2,000 bottles."



"The bushfires were not to do with the climate, but man's poor use of the land... There was simply not enough water for so many trees."

Derek Mossman Knapp,  
Garage Wine Co.



### Supporting the small guys

With extremely limited production numbers, we have a mere 30 cases of Phoenix white available in the UK. Support of this project will go a long way to guarantee future work for Derek and the small farmers of Chile. To find out more and get involved, speak to your Account Manager or give us a call on 0845 263 6924.

# INDIGENOUS ITALY

Drinks consultant Douglas Blyde joined us for a tasting tour through Italy

“When the Roman Empire fell, vines were left to their own devices, and, like regional Italian dishes, they cross pollinated, leading to a wonderful diversity of expressions,” says charismatic Mauro Segatta. The Anglo-Italian sophist eagerly ushers me through Bibendum’s showcase of indigenous Italians, held at Covent Garden’s Li Veli Bistro.

A venture between proactive Puglian winery, Masseria Li Veli, and San Domenico Hotels, the cool, Covent Garden haven unites rich Puglian dishes including sautéed peppered mussels, bombetta pork rolls with caciocavallo, and olive oil enriched pistachio ice cream, with ripe and distinctively signed Southerly wines.

## From the North...

To begin, Mauro hands me a chilled glass of homophonous Soave from Suavia. “Prior to 1931, Soave was known as ‘Petit Chablis,’” says Mauro, advising that the finest examples evoke the perfume of ‘pétrichor’ – that welcome, earthy scent produced when rain disturbs dry soil. With vines tugging hills close to the town of Soave itself, characterised by its crenellated tenth-century castle, Suavia sold grapes to the local cooperative until oldest daughter and winemaker Valentina Tessari realised the sadness in consigning such special fruit to anonymous blends.

“There are two faces of Soave,” echoes Mauro, “the small families working low volumes on volcanic hillsides by hand, and the big coops planting the flatlands.”

The “nervous”, layered, incisively fresh Bianco Veronese Masifitti Trebbiano di Soave is the result of a quest to restore “the real Trebbiano”, supported by the esteemed Attilio Scienza of the University of Milan. Up next and presented by Valentina’s sister, Alessandra Tessari, is the hugely opulent, honeyed Superiore le Rive Viticola from 2010. At the time of writing, just 48 bottles of an annual 5,000 are allocated to the UK. “People appreciate Soave when done well,” says

Mauro. “But trying to convince them to try it when it has the reputation of being a cash cow is a challenge!”

Next, I learn about the famous, third-generation Bolzano winemaker, Alois Lageder, who tends vines on the vertigo-inducing Dolomites of Italy’s most northerly winegrowing region. “The gateway to Europe and trading route in Roman times, when it was the only way into Austria and Germany,” Mauro situates.

Alois, it transpires, built Italy’s first sustainable winery in the early 1980s, and loves putting his terroir through experiments. Of Lageder’s breadth of wines, Forra is one of the most intriguing, being a single-vineyard expression of Incrocio Manzoni, a relatively frost resistant cross of Riesling and Pinot Blanc named after its deviser, Luigi Manzoni. A little melodramatic, and multifaceted, it somehow walks the tightrope of being able to appeal to both hardcore natural wine fanatics and those who might be irked by them. Despite being in a blisteringly hot valley, the spectacular lessening in temperature come night time allows agriculture, including olive trees and the vines, to flourish. “It means you can sleep at night as the vacuum effect takes the heat towards Lake Garda.”

## ...To the Deep South

Heading to the Deep South to Oenotria’s toe, I admire the capitalised, bold, retro stance of Scala’s labels. “At VinItaly, most of the good Calabrian wines were taken or lacked the quality we were looking for,” reveals Mauro. “Then we walked past

Scala’s stand, where old bottles from the 1950s featuring dramatic labels caught our eyes. Fortunately, the wines tasted great, so we asked if they could replicate them going forwards, and the rest, you could say, is history.”

From a parcel of a mere 2ha, Ciro Bianco Greco flamboyantly brims with white spice, while Rosso Gaglioppo, likely a relative of Sangiovese, rises from vines sown in a land once laid to orange trees. The result is a Sunday roast friendly, gutsy profile of berries, cherries, specialty coffee and artisan chocolate brownie, which, stylistically, harks back to wines imbibed by Calabrian athletes in early Olympiads.

Crossing to the largest island in the Mediterranean Sea, Tornatore tends 46ha of Nerello Mascalese and Nerello Cappuccio vines that cling to the northerly inclines of one of the world’s most active volcanoes, the UNESCO-registered Mount Etna, rising 1,000 metres above sea level.

Etna Bianco, made with Carricante, a variety believed to have been present on Etna’s slopes for 1,000 years or more, endears with its elderflower and honeydew notes, being, says Mauro, a “terrific match with branzino in salt cooked on a barbecue.” The red also stuns. Likened by ardent fans to Burgundian Pinot Noir, the Pietrarizzo bonds ethereal floral notes in a sleek texture. “Anyone who is anyone wants to buy Etna vineyards,” says Mauro. “And there’s no need to fertilise this black soil because the volcanic ash does the job for you.”

Onto the modernist marvel that is the Bisceglia winery in Basilicata, built this millennium beside the remains of a Roman smithy. Here, like a microphone to the ground, mineral Falanghina flourishes in dark volcanic soils alongside an expressive Syrah, Bisceglia being the first producer to plant the Rhone variety in Vulture. “Bonkers, but it works,” confirms Mauro.

My favourite wine is called Gudarra, meaning pleasure, according to ambassador Michele Bisceglia, who has a tattoo of the arrow motif of the estate on his arm. Released when deemed ready, but with plentiful life ahead, the

five-year-old Aglianico Superiore is supple, complex and even, if you savour it slowly, pretty. “We keep it back on purpose because Aglianico can historically be a punch in the mouth,” confers Michele.

Mauro and I culminate with the wines of our host venue, Masseria Li Veli, whose Pezzo Morgana is a stringent selection of Negroamaro sown in the rocky, dry Salice Salentino. The bold, dark, brooding, prune-scented pour is meditatively strong for the hot day, but rewards patient discovery. Like all of the estate’s wines, it features an original quartet of little crosses on their labels

– the effective and distinctive signature on the property deeds of its first illiterate owner.

Given that Italy produces a third of the globe’s wines from all 20 of its administrative regions, it made sense to take time with the help of Bibendum and Mauro to look in more depth at such a vivid cross section of its remarkable viniferous heritage, beyond Piedmont and Tuscany, at wines which harbour the ability to refresh, delight and challenge in equal parts...

Douglas Blyde



Alois Lageder



Matera, the ancient capital of Basilicata

Alois Lageder tends vines on the vertigo-inducing Dolomites of Italy’s most northerly winegrowing region



# VERSATILE VERMOUTH

Under the wormwood spell

Described by Patrick McGovern, American anthropology professor and specialist for historic beverages, as “wine fit for kings and the afterlife”, vermouth certainly has friends in high places. The thing to be drinking for Torino’s (Turin’s) high society and a common sight in piazza’s across Europe today, vermouth arguably suffered in the UK from the lack of an aperitif culture.

Living much of its life in the UK lost on the back bar, to many it was only really an accoutrement to the star spirits in classic cocktails. Until, that is, trailblazers like the Negroni sparked a love of the Italian aperitivo and all things bitter that we never knew we had.

Vermouth has been around for a long time; the first mentions of a wormwood-steeped wine appear in Chinese history as far back as the Shang Dynasty and wormwood medicine appears in Indian medicine records from 1500BC. Cultures all over the world have hailed the properties of wormwood ever since. Known in German as wermut, this key botanical later gave its name to the drink we know today: vermouth.

So why exactly is vermouth so special? And how do the cool, new guys stand up to the established names? We gathered a group of London’s finest bartenders at cosy-chic cocktail bar The Mint Gun Club in Stoke Newington to put vermouth in the spotlight in the first of a new series of spirit category events. The wild card? It was all blind.

## Scores on the doors

We asked our group of willing bartenders to blind taste an epic 26 vermouths and two flights of cocktails over the course of an afternoon, giving unadulterated feedback. Bibendum ambassador Christina Schneider deftly gave an

overview of the production and history before cracking on with the tasting.

Round one was a flight of dry vermouths, followed by bianco, rosso, and a flight of aromatised fortified wines that didn’t quite sit in the other categories. After tasting them all we tasted two flights of classic cocktails using the different styles. First, a Martini flight with a selection of dry vermouths in a Plymouth Gin Martini, followed by a Manhattan flight made with Rittenhouse 100.

## Big brands aren't all bad

The distilling scene is undoubtedly dynamic, with a constant show reel of niche and interesting bottles to try. But arguably, the big faces of the spirits world are big for a reason: they know what they’re doing and they’ve been doing it a long time. And on this occasion our panel agreed.

The number one product, with the highest score across the whole tasting as voted by our panellists, was Milan’s Carpano Punt e Mes, closely followed by Cinzano Bianco.

“The big brands may have a bad rep but they’re great products,” said Razvan Chipara, bartender at The Vault at Milroy’s.

Drinks journalist Clint Cawood agreed, “It was good to see how well some of the more established – and more affordable – products performed. Some of these, like Noilly Prat Dry and Martini Rosso, are clearly category benchmarks for a reason. It was great to see some relatively new entrants like Sacred do well too. The vermouths I liked less were usually those with candied and overly sweet flavour profiles; bitterness plays an important role, it’s noticeable when that’s absent.”



## The catch of vermouth: versatility

One thing that was evident from our 26-strong line up was the sheer versatility of this category. Ranging in style from sweet to dry, herbaceous to fruity, clear to dark tawny, there is, it seems, a vermouth for everything, and everyone.

The favourite for The Mint Gun Club’s founder Richard Hunt was Cinzano, for exactly this reason. “They were a real stand out for me, which was surprising. I thought their whole range was distinctive, well made, and balanced. They sat apart from everything else.”

“Carpano’s Punt e Mes was my favourite for the Manhattan flights,” says James Mills, bartender at The Mint Gun Club. “It’s not overpowering”. As an alternative Manhattan, Belsazar’s Red Vermouth caught Clint’s attention – dubbed a

“Manhattan for those who don’t like whisky” thanks to its distinct, powerful herbaceous character that stole the focus away from the whisky.

## Mixing it up

Another string to vermouth’s bow is that it is low in alcohol, tapping into a UK-wide trend for low-ABV alternatives. Whether mixing up a shim drink or simply pouring it with tonic, vermouth is your pal if you’re wanting to go low.

“A number of factors are making people rethink the role of vermouth in cocktails, not least a demand for lower-ABV drinks,” says Clint. “Vermouth is a great way to add a lot of flavour without adding too much alcohol, so I think there’s increasingly a place for these as the core ingredient rather than a modifier.”

## The Explorer Series

This series is a new initiative from the Bibendum spirits team that aims to challenge the perceptions of what we’re drinking. By hosting totally-blind category tastings we remove the focus on branding and get back to the good stuff: what’s actually in the bottle. You’ll be surprised what you find yourself liking when those preconceptions are swept away!

Drinks journalist Clint Cawood says, “I thought this was a great exercise, and really worth trying such a wide variety of products blind, as well as road-testing them in some classics. It’s always good to challenge your perceptions of a category like this.”

We will be running our Explorer Series spirits events throughout the year. Keep your eyes on our website or follow us on Twitter and Instagram @bibendumwine for details of the next event. For more information, contact cschneider@bibendum-wine.co.uk.



# BIBENDUM EVENTS

The year so far...

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

Over the last six months we hosted and took part in 16 events, ranging from workshops and new-release seasonal tastings, to our fine wine cellar tastings and supper clubs. Here are some of the highlights:



The Bibendum team at Imbibe Live! 2018



## Bibendum at Imbibe Live!

We returned to Imbibe Live this year for a fun couple of days, sharing lots of our delicious wines with the wider trade. Highlights were our Full English breakfast tasting and Battle of the Rieslings, which both went down a storm.

## Spring Tasting

Focused on new-release wines and old favourites, we brought together an eclectic mix of 25 brilliant suppliers and 122 great wines, plus a shim bar and cold brew coffee cocktails at our 2018 Spring Tasting.

“Loving this ‘battle of the Rieslings’ feature on @bibendumwine stand at #imbibelive2018. Europe shaded it yesterday it seems. Who will win today?”

Imbibe Magazine, Twitter

“The most successful artists are the ones who’ve achieved longevity by subtly re-inventing themselves, from album to album. Bibendum, with its latest release, achieved something similar.”

The Buyer

## NEW | Tasting Editions

A new event series shining a spotlight on themes or countries, these are focused tastings showing some of our most delicious wines. Our first event, in July, was all about Indigenous Italy, taking a tasting tour from Alto Adige to Sicily. Next up is our Spanish Soul tasting in October.



## NEW | Explorer Series

Our new spirits event series sets out to explore the wonderful world of drinks, one category at a time. Our first event in July put different vermouths through their paces with a blind tasting and cocktail experiments to discover which product came out on top. Upcoming events will focus on whisky, rum and geeky liqueurs.



## Bisol Party

We partnered up with prosecco brand Bisol to host a decadent party to mark the launch of their new labels. We celebrated in style with flowing prosecco, Italian feasting and live jazz with a photobooth to capture the fun.

“Such a fun evening @quaglinos celebrating the next chapter for premium prosecco with @BisolProsecco & @bibendumwine wonderful food, amazing cocktails, great company, much #green!”

Nicky Smith, Instagram



## Upcoming Events

### Bibendum Tasting Notes

A tasting with over 40 producers and 200 wines, our autumn tasting will take place in London, with spin-off events in Bristol, Edinburgh and Leeds.

### Cellar Tasting

A real showcase of what our fine wine team has to offer, our small and targeted Cellar Tastings present classic and modern fine wines, alongside older vintages and special parcels from some of the best producers out there. This October we will be exploring the delights of Burgundy.

### Night at the Movies

With a private screening of Bottle Shock – the 2008 comedy-drama featuring Alan Rickman on the search for cheap wine in Napa Valley – we are creating a fun and unique tasting experience.

### Explorer Series

Next for our Explorer Series will be an immersion in white rum.

Speak to your Account Manager, visit our website and follow us on social media @bibendumwine for more on our upcoming tastings and events.

# MINDFUL WINEMAKING

A new training course

Covering topics like organic, sustainable, biodynamic and natural winemaking, we have launched a new one-day Mindful Winemaking training course. Designed to help you navigate the minefield of these winemaking approaches, this new course will give an in-depth understanding of each area while also covering how to best convey these concepts to your customers.

Now, more than ever, consumers are considering the impact of their choices and actions; whether it's on their own wellbeing, on future generations', or the planet at large. As a result, there's been a huge shift in consumer mindset, demonstrated by the rising popularity of veganism, the global battle to reduce plastic, and an increasing interest in the practice of mindfulness. It was only a matter of time before consumers turned their attention to the drinks they consume.

While the majority of wines today are made using conventional methods, there are a small (and ever growing) number of producers who are taking a more holistic approach to the winemaking process. At Bibendum we like to refer to these various schools of winemaking, which include the likes of sustainable, organic, biodynamic, low intervention, natural, Fairtrade and vegan, as mindful winemaking.

## Stepping back in time

But this is nothing new. In fact, it's an idea that dates back centuries, to a time when winemakers considered themselves farmers and custodians of the land. Fast forward to the mid-20th century and these traditional forms of agriculture had almost been driven to the point of extinction through seismic shifts in society.

The first big change was witnessed at the end of the 19th century, after the industrial revolution, when people became distanced from working the land by the introduction of machinery. Then after World War II, we saw the development of conventional agriculture as we know it today, with the invention and usage of herbicides and pesticides, and the industrial scale of agriculture required to meet increased demand.

However, a movement is slowly emerging that captures all the lost knowledge and traditions of sustainable, organic, biodynamic and natural wines. Gabriele Dalcanale, owner of La Dama in Valpolicella, says, "I make organic wines not just for the wine, but for me, my family, our workers and our health. We are in the vineyard everyday and we don't want to be surrounded by chemicals."

Georg Meissner, head winemaker and biodynamic consultant at Alois Lageder in Alto Adige, says, "30-40% of climate change is because of agriculture and the drive to over produce... A farmer is therefore not only responsible for one plot of land, but is socially and ethically responsible for their contributions to the world."

## Getting to grips with mindful winemaking

Julia Bailey, head of customer training, says, "The challenge we have as an industry is that these philosophies can be challenging for consumers to understand, with a myriad of labelling terms and different certification bodies, each with their own intricacies of legislation.

"While many may dismiss approaches like biodynamics as 'voodoo witchcraft', we think it's about time that people really got under the skin of these approaches and fully understood them. That's why we have designed a course dedicated solely to these approaches. Ultimately, we believe that staff in the trade should not only feel confident talking about these wines, but they should be using their knowledge to actively shape their guests' drinking habits."

Our new one-day Mindful Winemaking training course is designed to help staff navigate these winemaking philosophies, giving an in-depth understanding of each area, while covering how to best convey these concepts to consumers.

## Course outline

- Conventional, sustainable, organic and biodynamic practices in the vineyard
- Conventional, sustainable, organic, biodynamic and natural winemaking practices in the winery
- Wine faults: is natural wine faulty or funky?
- Are mindful wines more expensive and, if so, are they worth it? An understanding of quality and price
- Identifying and interpreting labelling terms associated with these philosophies
- Selling mindful wines: understanding and influencing consumer perceptions.

## Get involved

The first course will be delivered on Wednesday 24 October at our head office in Primrose Hill. Spaces are limited so please get in touch with the Training Team at [trainingadmin@bibendum-wine.co.uk](mailto:trainingadmin@bibendum-wine.co.uk) to secure your place on this, or any future courses.



# TO MARKET, TO MARKET

Taking food halls to the next level: an interview with Simon Anderson

Market Halls are redefining the British concept of food halls and turning unloved public spaces with special architectural or historic interest into loved public spaces. The first of three planned locations in London, Market Hall Fulham is housed in the ornate and well-preserved entrance hall of an Edwardian Underground station in Fulham Broadway. With nine kitchens, a coffee shop, deli, fully-stocked bar and over 200 communal dining seats, the Fulham site features some of London's most exciting vendors.

"We're thrilled that Market Halls chose Bibendum as their wine and spirits supplier," says Paul Brown, Bibendum business development manager. "In developing their wine offer we made sure to focus on their demand-driven requirements - keeping it simple, but interesting."

Ultimately, it's about quality and great value for money, including both classic styles and more quirky options.

"Rather than going down the Champagne and Prosecco route, we've opted for

English sparkling wine and Pignoletto, with Ridgeview and Cavicchioli. We're including whites like the Bodegas Castro Martin Albarino and Journey's End Weather Station Sauvignon Blanc, while reds range from the Oscuro Malbec to Some Young Punks Shiraz."

Set to open in October 2018, Market Halls will be transforming the arcaded bays of Victoria's Terminus Place into a three story, 300-cover market hall, while their flagship venue will be on Oxford Street in part of the former BHS building; this will be the largest food hall in the country and is expected to open in April 2019.



## WE CAUGHT UP WITH FOUNDER SIMON ANDERSON TO FIND OUT MORE:

### Where did you get the idea for Market Halls?

"We spotted a trend for food halls and group dining spaces all around the world, and we wanted to bring this idea to London. We needed to find sites that were big enough - we wanted them to be central, and in buildings that are interesting that would work well with consumers. We found three great venues in Fulham, Victoria and Oxford Circus, bringing these historic sites back to life."

### The Fulham site was the first to open - how has the journey been?

"We opened at the beginning of May and it's been really cool. The concept resonates really well with the local public; it is completely new for West London, and visitors are responding well to something fresh for this part of London. In fact, the concept is so foreign to some, that we've had people trying to bring their own food in to eat... But we're getting a lot of repeat custom, with a customer base ranging from babies to 80+ year olds."

### What has been the approach with selecting the vendors?

"We divided the whole of London's dining scene into different categories, while considering what is already available in the local area, and we then approached the vendors we wanted to include. At the moment this comprises Claude's Deli, Yard Sale Pizza, Press Coffee, Thima by Farang, Hot Box, Ahi Poké, Butchies,

Calcutta Canteen, Fanny's Kebabs and Soft Serve Society."

### What is your approach to drinks at the Fulham site?

"For wine we wanted to keep the choice succinct and to cover off classic varieties, but also consider what will complement the food. Our list offers good variety, from entry level up. Bibendum has the knowledge and experience, and we really enjoy working with you."

"When it comes to beer, we only work with independent British brewers, brands that are craft led and all about passion and independence. For cocktails, we didn't want to create a massive menu due to the scale of the place, so we've decided on a classic, succinct list that is constantly evolving with the seasons."

### Looking ahead at Victoria and Oxford Circus, how will the sites differ from each other?

"Our offer will evolve from site to site. At Victoria we expect high footfall from nearby offices, so the offer will be more 'grab and go', while the drinks will be pretty similar to Fulham. For Oxford Circus, we have the scope to create more interesting bars and spaces for visitors. Some vendors will be at all three sites, but most will be different. So watch this space!"

Visit our website for more information, and be sure to go and visit one of Market Halls' venues in London.



Lunch service in full swing at Market Halls Fulham

## BEYOND THE CLASSICS

Exploring the exciting and lesser-known parts of regional France

Who doesn't love Burgundy? Or Bordeaux? Or the Rhone? But what about those smaller, lesser-known and more obscure parts of France, like Savoie or the Jura? Taking the road less travelled, we meet some of the most exciting, down-to-earth producers in France, crafting individual wines that unashamedly sing of their unique place.

"I have wine list ADHD," says The Red Lion and Sun's Heath Ball. "I'm always on the lookout for interesting, non-main stream regions and producers to put on my list. Anyone can fill a list with the classic French wine regions, but I find it more interesting to hunt for the smaller regions and lesser-known styles. You get more 'bang for your buck' and great value. Plus you get to take your customers to a place they may not have been before."



"We seek to express a terroir and the potential riches of a living and fertile soil. The prerequisite for making a beautiful wine is respect for the grapes. We select fruit where the yield has been controlled at cutting, and we take absolute care, from the picking until bottling."

Pierre, Xavier and Jean-Marc Ravaille,  
Ermitage Pic St Loup



### Jean Perrier et Fils

Savoie

Savoie may be one of France's smaller and lesser-known regions, but it is big on personality. Practically bordering Switzerland, this region's producers consistently craft a range of fresh and elegant wines from various indigenous grapes.

With a long family history in the region, the Perriers started growing grapes and bought a cellar in 1853. Exchanging hands through various generations, the big change came in 1947, when Jean Victor Perrier was the first in Savoie to bottle his own wine.

Growing and expanding both their land and winemaking facilities throughout the years, their vineyards now cover 62ha across 120 parcels. Today, Jean Perrier is operated by brothers Philippe, Christophe

and Gilles, who took over in the 1980s from their father, Gilbert Perrier.

The Perrier brothers farm their vineyards organically, even though they aren't certified. Harvesting takes place by hand and grapes are destemmed and sorted before being gently pressed using a pneumatic press.

With a focus on indigenous grapes, their vineyards are planted to Jacquere, Altesse and Mondeuse, among others. Gilles Perrier says, "The passion and dedication to our indigenous grape varieties show in the hard work all done by hand due to the sheer steepness of the parcels and the final quality of our wines. The grapes of Savoie are largely unknown outside the region, many of them cannot be found anywhere else. The altitude creates stunning, fresh and idiosyncratic styles – a must for any wine list."

### Domaine Marc Kreydenweiss

Andlau, Alsace

With three centuries of viticulture in his family history, Marc Kreydenweiss is one of the most sought-after producers in Alsace today. In the 44 years of running his eponymous domaine, Marc has evolved the viticultural practices and since 1989, they have been operating completely biodynamically.

The winery is located in Andlau, between Strasbourg and Colmar, in the area of Piemont des Vosges. Nestled at the bottom of the mountains, the vineyards benefit from a continental climate, while the soils offer a unique mosaic of terroirs, ranging from pink sandstone in Wiebelsberg and black slate in Kastelberg, to blue slate in Clos du Val d'Eléon and Clos Rebbberg, as well as marl and limestone in Moenchberg.



At half the size of Chablis, Jura may well be France's smallest wine region, but it's definitely one to watch

"The Kreydenweiss wines can be called natural in the best sense," says Bibendum buyer, Robert Mathias. "Since taking over from Marc, his son Antoine has continued the biodynamic mission, achieving perfect maturity and healthy grapes while using a low dosage of sulphur in the wines. It's refreshing to find wines that are so true to their terroir, and move away from generic or stereotypical varietal aromas and four-squared winemaking. Each year a new artist is chosen to express the new vintage on the label – the domaine fosters creativity and individuality not only in their wines! – and this helps to make their memorable wines even more memorable."

In 1999, Marc decided to expand his operations beyond Alsace and acquired a 20ha property in the Rhone's Costieres de Nimes, between Nimes and Arles. This region quickly emerged as the ideal place to expand their passion for red wine, and they are particularly interested in Carignan, Syrah and Grenache.

### Rijckaert

Jura

At half the size of Chablis, Jura may well be France's smallest wine region, but it's definitely one to watch. Nestled between Burgundy and Switzerland, the region has a particularly small production and is still largely unknown.

Bibendum supplier manager, Emilie Blanc, says, "Domaine Rijckaert is a very small estate created in 1998 by Jean Rijckaert, a passionate Belgian winemaker. For France, this very much makes them a newcomer. Jean has been able to successfully embrace the traditional viticulture and winemaking methods used in the region, creating well-balanced and elegant wines that express the diversity of the terroirs they originate from."

Since 2013, Jean has gradually been passing on the torch of his passion to Florent Rouve, sharing the 'savoir-faire'

that has shaped the incredible reputation of his wines: restricted yields, manual harvesting, slow and moderate pressings, indigenous flora, long wine ageing, and a few other precious secrets...

### Ermitage Pic St Loup

Pic St Loup

Located 20km from Montpellier in a region that was historically known for sheep, olive trees and vines, the Ermitage Pic St Loup estate covers 55ha of vineyards, with a further 300ha of woods on the property. Established by brothers Jean-Marc, Pierre and Xavier Ravaille, this is a family operation with a long winemaking history dating back to the 18th century.

Produced from vines grown on different terrains – limestone, clay, red earth, gravel and pebbles – the wines show incredible balance. The estate has been working naturally for several years and the

brothers explain that care is particularly given to the cultivation of the vine, which is conducted entirely organically (with ECOCERT certification) and biodynamically (uncertified). "The soils are ploughed, the vines are harvested manually, and no pesticides are used. We do not add yeast, and use very little sulphur," they say.

### Want to know more?

Speak to your Account Manager to taste any of these wines, or visit our website for more on these producers.

## A WINNING WINE LIST

Bringing excitement, creativity and innovation to life

“We believe that a great wine list is all about creating excitement and engaging with the customer,” says Willie Lebus, Bibendum wine development director. Aiming to reward the country’s best wine lists showing quality, variety and value, the International Wine Challenge (IWC) launched a new award in partnership with Bibendum earlier in 2018: the UK Restaurant Wine List of the Year.

“The pressure on restaurants to deliver excellence at all levels, combined with the trend towards drinking less, emphasises the importance of this new initiative,” says Willie. “Every restaurant presents a unique challenge. A brilliant list offers a combination of both classic wine styles, and those that diners may be less familiar with drinking. It should offer real value for money, regardless of price point. A great wine list is innovative, original and dynamic, both in terms of content and design.”



Alfo Laudani, head chef at Tate Britain

### WINNER | Tate Catering, Rex Whistler Restaurant

Matthew Randall, general manager

“Tate has a long-held reputation for its wine list,” says Matthew. “For the past 20 years Hamish Anderson has overseen the wine programme at Tate, first as sommelier and wine buyer, before becoming CEO of Tate Catering restaurants, cafes, bars and event operations in 2017. The wine list seeks to deliver exceptional value and its strength has always been the classic Old World regions.

“We want the wine list to be enjoyable for people to read and easy to navigate. Being in an art gallery, presentation is crucial, so Hamish always promotes care and attention to detail in writing the list. We want people to find what they want easily

and for the great value we offer to grab their attention.

“As we are a lunch time restaurant, we realise people will generally drink less, so we offer as much variety as possible in half bottles, carafes etc. We also serve smaller glass sizes as it encourages people to have two or three different wines rather than one large glass.

“Our reputation and loyal regulars are focussed on the Old World – Bordeaux was traditionally always a strength, and Burgundy too. Germany is a passion for our head sommelier Gustavo, and each year we work with Wines of Germany on their 31 Days of Riesling promotions. In recent years Hamish and the team have also championed Australia and South Africa, showcasing new winemakers and great quality in these regions.”



Tate coffee cured duck breast with winter greens and mustard



The Rex Whistler restaurant

### HIGHLY COMMENDED | The Harrow at Little Bedwyn

Roger Jones, owner

“Curated by Sue (Jones) and myself, this is a love affair from 20 years of visiting vineyards across the globe,” says Roger. “Value for money, whatever the cost, is the most important thing. It has to be the best quality in its bracket.

“Storytelling is hugely important, and every wine listed – all 1,100 of them – has a note written by either myself or Sue. The list is ordered by wine grape varieties. The bonus of this is that you can sell great, unusual wines like Turkish Sauvignon Blanc easier than you sometimes can New Zealand Sauvignon. It is a long list, but South Africa is currently very popular, as is English sparkling wine.”

### Want to update your wine list?

Speak to your Account Manager, or contact us on 0845 263 6924.

## A ROUND OF APPLAUSE

Celebrating our award-winning producers



### MERCHANT OF THE YEAR Sommelier Wine Awards 2018

Our producers won 25 gold medals at this year’s Sommelier Wine Awards, with 220 awards in total. Judged by leading wine experts and sommeliers, these wines are the cream of the crop and span the Old and New World across 19 different countries. On top of this exciting news we were thrilled to be named Merchant of the Year for the second year running.



“Our selection of wines has never been better, representing many of the very best producers across the wine producing world. For the Sommelier Wine Awards competition to recognise it once again is a great endorsement to our producers.”

Andrew Shaw, Bibendum wine buying director



### Palmer & Co. Champagne, France

Three of Champagne Palmer & Co.’s Champagnes won gold in the Champagne and Sparkling Wine World Championships 2018: the Brut Reserve NV, Blanc de Blancs NV and Blanc de Noirs NV. Their Blanc de Blancs NV also won gold at the SWA 2018.



### Ridgeview Sussex, England

Ridgeview brought home three awards from the Champagne and Sparkling Wine World Championships 2018. Their Rosé de Noirs 2014 received gold, while the Blanc de Blancs 2014 and Blanc de Noirs 2014, both picked up silver awards.



### Catena Mendoza, Argentina

Two wines from Catena’s Adrianna Vineyard received 100 Points from Robert Parker’s The Wine Advocate this year: the Catena Zapata Adrianna Vineyard River Stones Malbec 2016 and El Gran Enemigo Single Vineyard Gualtallary 2013.



### Vivanco Rioja, Spain

Following in the footsteps of the Crianza 2012 vintage, Vivanco’s Crianza 2014 was awarded 90 points by Wine Spectator.



### Vietti Piedmont, Italy

Vietti had a very successful year at the Gambero Rosso, picking up five Due Bicchieri Rossi awards for their Barolo Brunate 2013, Barolo Lazzarito 2013, Barolo Castiglione 2013, Barolo Ravera 2013 and Barbaresco Masseria 2013.



### Alois Lageder Alto Adige, Italy

Alois Lageder’s Krafuss Pinot Noir scored 93 points in the Wine Advocate this year. Their Lowengang Chardonnay 2014 also received a gold medal at the Sommelier Wine Awards 2018.





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