

ISSUE #4, OCTOBER 2022

Capsule

An update from NSW



A touch of class from Champagne

We're very excited to announce that the latest addition to our portfolio comes from Champagne. Partnering with a Champagne house has been a longstanding ambition and we're delighted to have found Mandois.

The Mandois family has been growing grapes in Champagne since 1735. Their progression to production started in 1860 under the leadership of Victor Mandois, a visionary and trailblazer, who left a legacy of "tradition in constant evolution" that continues today.

Claude Mandois is the 9th generation of the family to run the business. His passion for natural viticulture set them on the path to organic conversion, with 32.7 of their 37

hectares of vineyards now certified. This makes them one of the biggest organic growers in the region.

The house and winery are based in the village of Pierry, with their fruit sourced from the slopes of Epernay, the Côte des Blancs, together with Coteaux de Sézanne and Côte des Bars. This includes the famous villages and prestigious terroirs of Chouilly, Pierry, Vertus and Epernay.

We were absolutely blown away by Champagne Mandois. Our Head of Independents Tim commented, "The team was so enthusiastic when we introduced them to these wines. It's easy to see why – these are very fine Champagnes that marry precision and complexity with drinkability and concentration from a grower who has probably never made better Champagne."

The No/Low ALternative

The freshest face in our portfolio, ALT. is an award-winning 0% sparkling. The founders started with a clear vision; to provide a delicious alcohol-free alternative, whatever your reason might be for not drinking.

They use high-quality organic grapes – Chardonnay for the Blanc de Blancs and Tempranillo for the rosé – to make these vegan-friendly, low-sugar wine alternatives. A combination of traditional winemaking techniques and innovative technology harnesses the beautiful aromas and flavours before gently liberating the alcohol. Vacuum distillation at low temperatures and a patented aroma recovery method preserves the properties of the wine even when the alcohol is removed.

Alt. not only look the part, they are uncompromisingly delicious. Their first entry into the IWSC awards returned a gold and silver medal, the rose scoring a whopping 98/100. These are a must for any alcohol-free section!

Available in 75cl (cork) or 20cl (screwcap).





Our Christmas tipples

One of the joys of Christmas is picking out the wines. With new names and labels in our portfolio this year, there is much to tantalize your customers.

Starting with sparkling, this year we have Champagne to offer. **Mandois** combine 9 generations of experience, innovation, and organic viticulture across their stunning range of low-dosage wines. Alternatively, we have Vallformosa's **Organic Reserva Cava**, sourced from premium 500m + sites, Laborie's multi-award winning MCC Blanc de Blancs, or Villa Sandi's **Prosecco Rose Millesimato** with its festive hue.

With the Christmas menu, a fridge full of whites is a must. For smoked salmon appetizers, Ventisquero's **Grey Sauvignon** lively Atacama Desert-induced salinity is the perfect foil for its oily texture. Turkey might rule the roost, but the Decanter Platinum-winning **Chenin Blanc** from The Mentors would sit happily alongside goose, fish, and nut roast. Similarly, Scheid's **Ranch 32 Chardonnay** would add some sunny Californian charm.

We have a host of reds to please the palates of assembled relatives. Doña Paula's expressive **Estate Malbec** from Uco Valley is a sure (by the) fire winner with dark fruit and silky tannins. For Rioja fans, we have Cosme Palacio's brooding **Reserva**, full of comforting

sweet spice. De Bortoli's beautifully perfumed La Bohème Interlude **Pinot Noir** would be a perfect match for those who favour duck or to accompany a cheese platter. We also have flavour sensation **Amarone della Valpolicella** from Cantina di Negrar, whose finish will last until New Year.

For dessert, it's hard to look past De Bortoli's iconic **Noble One** and range of stickies. The Show Liqueur **Muscat**, in a sleek gift tin, could double as a present turned digestif with some gentle persuasion. KVV have been named International Spirits Challenge 2022 Brandy Producer of the Year for the 4th time, so it seems fitting to round of the festive period with double Gold medal winning KVV's **10 year old Brandy**.



November marks the start of World Vegan Month, a month-long campaign to raise awareness of all things vegan. It still comes a surprise to many wine drinkers and beyond that wine isn't naturally vegan friendly, but the growing population of vegans in the UK will know a lot about the traditional fining agents such as isinglass (derived from fish guts), gelatine and casein (derived from milk) and will take care to seek out vegan friendly wines.

Thankfully there are many good alternatives for winemakers these days – bentonite (clay), pea proteins, carbon to name but a few. This means there is very little reason for producing wine using

fining agents derived from animal products. We've been pushing our portfolio to use vegan friendly fining agents and are proud that 70% and counting of our range is vegan friendly meaning with our vegan friendly wines you can be sure your wine offering caters for everyone rather than having to double up on your lists.

Ask your account manager about our vegan wine ranges now and don't forget to increase signage in stores and on wine lists to help customers seek out vegan wines during World Vegan Month.



In the spotlight:



Quality, estate fruit, top scores and sustainability from Doña Paula

It was Doña Paula's stance on sustainability and commitment to high quality standards that was the defining point in our search for a new Argentinian producer. The subsequent tasting confirmed our choice.

Doña Paula is part of Santa Rita Estates and is a project that started in 1990 with the research for the best terroirs in Argentina. The winery added land over the years, and today the Doña Paula brand owns over 703 hectares in the premium areas of Luján de Cuyo and Uco Valleys within the Mendoza region, giving them a freedom to grow their grapes exactly the way they want and have the space to experiment, trial and create. And renowned Director of Viticulture and Winemaking, Martin Kaiser does exactly that.

Malbec is the main focus within the brand; however, innovation is also top of the agenda with successful plantings of Sauvignon Blanc, Riesling, Casavecchia, Bonarda, Pinot Noir, Grenache and Petit Verdot amongst others adding breadth & diversity to the traditional Argentinian offerings. All wines are estate fruit.

New additions to the independent range include Estate – quality wines from Luján de Cuyo and Valle de Uco, including Decanter's top scoring value Malbec Doña Paula Estate Malbec 2021 which was scored 93 points; Altitude Series – red terroir and altitude blends; and the exquisite Selección de Bodega from Malbec vines grown 1350m above sea level. We also have off trade brands Malbado, Private Collection Los Cardos and Unique.

Doña Paula achieved Bodegas de Argentina Sustainable Certification version 3.0 in April 2019, one of only a few wineries in Argentina to do so.



New exquisite additions from Cosme Palacio

There was much excitement from our team when Entrecanales Domecq e Hijos (formerly Bodegas Palacio) joined the fold last year. In classic Covid style, we were introduced to their range through a zoom call with the affable but extremely knowledgeable and Almudena Alberca, Spain's only female MW winemaker. She wooed us with her wines and charm, and together with the EDH team continues founder Don Cosme Palacio's innovative spirit at the prestigious and advanced winery in Rioja Alavesa. This summer Jose Tejedor has joined the team as head winemaker in Rioja, following the Roberto Rodriguez's retirement after 38 years at the helm. The range continues to develop under their guidance, with particular focus on exploring Laguardia's terroir and strengthening their barrel-aged white Rioja offering.

We have added an array of exciting new wines from the diverse Entrecanales Domecq e Hijos portfolio, which will sit alongside Cosme Palacio Reserva and Crianza (soon to be Vino de Laguardia).



Bodegas Palacio Cosme Palacio 1894 Tinto and Blanco: The 1894 pair are the bodega's top wines, these are wonderfully expressive wines made using old vines, and made in extremely small quantities – both scoring 93 points in Tim Atkins Rioja Report 2022.



Bodegas Palacio Cosme Palacio Reserva Blanc: old vines Viura, fermented in French oak and scoring 92 points by Tim Atkin.



Pick of the bunch

James Suckling recently tasted the latest vintage from Azienda Agricola Cortese and they showed very well across the board. All of the wines are produced with organic. Here are the highlights:



CORTESE NOSTRU NERELLO MASCALESE TERRE SICILIANE 2020 90 points Violets, geraniums, red cherries, cranberries, and orange zest on the nose. Medium-bodied with bright acidity and sleek tannins. Very fresh.

CORTESE NOSTRU CARRICANTE TERRE SICILIANE 2021 91 points A fresh nose of lemon cream, lily and white peach. Medium-to full-bodied with a silky texture. Bright acidity lifts up the citrus and stone-fruited palate with a pleasantly soft finish.

CORTESE NOSTRU CATARRATTO LUCIDO TERRE SICILIANE 2021 91 points Aromas of mango and gunpowder with some flint. Tight and creamy texture with plenty of stone and metal shavings, as well as spicy pear.

CORTESE SABUCI CERASUOLO DI VITTORIA CLASSICO 2019 92 points Blackberries on the nose with some asphalt and violet character. Medium-bodied with a firm texture and a solid mid-palate, yet it remains agile at the end.

The inaugural South African Wine Awards took place in London this summer and KWV The Mentors Chenin Blanc 2020 continued its winning ways, adding a Double Gold to the Decanter Award Platinum medal it picked up earlier in the year.



Cover Crop

The latest best of the press

Vallformosa 0.0% – *The Independent*

picked out in the Independent as one of the best non-alcoholic wines for Sober September. "If Spanish fizz is your thing, this alcohol-free bottle will be right up your street. It's delicate, fresh, and crisp with an excellent balance of sweetness from tropical fruit flavours such as mango. Vallformosa's Cava is sunshine in a glass."



Azienda Agricola Cortese

Boscopiano - *James Button, Decanter*

James Button did a Sicilian deep dive in Decanter and singled out Azienda Agricola Cortese's fascinating amphora-aged Boscopiano Frappato for praise.

"A deliciously seductive aroma - not of sweet, jammy strawberry but of spicy wild strawberry with earthy nuance - is followed by an intensely fresh and light on its feet palate." This is one of a trio of premium wines that we are offering from Stefano Girelli's Sicilian estates.



KWV The Mentors Chenin Blanc 2020 – *Decanter*

Following its triumph at the Decanter Awards this year, KWV The Mentors Chenin Blanc 2020 was written up in September's edition of the magazine. "A natural style of Chenin with attractive aromas of jasmine, camomile tea, green apricot and lime zest. The palate shows rich apricot and peaches with a honeyed sweetness but a taut acidity. Composed and elegant."



The Mentors - Competition!

The Mentors range - created by KWV and winemaker Izele van Blerk - is meticulously sourced, selected, small batch vinified and patiently matured which consists of signature varietals and blends. For the last 3 years, Izele has also created a Limited Edition bottling. These are unique wines only made once.

We're giving readers the chance to win 6 bottles of the sold-out Mentors Cabernet Franc 2019 ('Best in Show' Decanter 2022). To win, simply guess the 2022 Limited Release? Our clues: it is a capricious red grape, seldom found outside of its country of origin and which loves silt or clay-based soils.



2019
Carmenere



2020
Petit Syrah



2021
Malbec



2022
?

Terms and Conditions: Email: marianne@nouthsouthwines.co.uk with your reply - first good answer wins 6 bottles Mentors Cabernet Franc 2019 Closes 18th November 2022 at midnight.

