

ISSUE #7, JULY 2023

Capsule

An update from NSW



Andre Lurton joins the portfolio

In May, many of the team were lucky enough to visit our newest recruits, The Andre Lurton Family. The Lurton family have a long association with Bordeaux and in Andre Lurton we have found a company which in many ways parallels our own. Both are forward-thinking companies, run by determined women who are passionate about wine and their shared values put social and environmental sustainability at the centre of every decision.

Our trip saw us visit Pessac-Leognan, an appellation which owes its existence, in part, to the visionary efforts of the Lurton family, where they own **Chateau de Cruzeau**, **Chateau de Rochemorin**, **Chateau La Louviere** and **Chateau Couhins-Lurton**. We then headed to Entre-Deux-Mers, home to the famous **Chateau Bonnet**, the heart-beat of the Andre Lurton operations. The chateau is

impressive yet not stern, and the family has not a hint of grandiose. At sunset, we headed up to the tower to take in the views whilst enjoying a glass of wine and were regaled with stories of the family from winemaker Jacques Lurton and Andre's grand-daughter Mathilde de Caix-Lurton, who is General Manager.

Our final stop saw us take in St Emilion, visiting Chateau Barbe Blanche where we

enjoyed a gentle stroll through the rolling vineyards and visited a cellar complete with wall carvings made by soldiers hiding out there during the war.

There was definitely a sense of excitement from the team when we tasted through the wines, which were fabulous and offered great depth of flavour, balance and punching well above their weight.

This partnership comes at a great time as Chateau Bonnet has undergone important changes in the past three years and has become a leading sustainable Bordeaux estate, with new viticultural techniques, bio-control, biodiversity projects, bee hives, sheep and fruit and vegetable gardens as well as more environmentally friendly packaging.

We are delighted to be bringing over **Chateau Bonnet** from the Entre-deux-Mers region, **Chateau Cruzeau** from Pessac-Leognan, **Chateau Couhins-Lurton** from Pessac-Leognan, **Chateau de Rochemorin** from Pessac-Leognan and **Chateau Barbe Blanche** from Lussac Saint Emilion. All wines will be sold in the Independent, Wholesale and On Trade Channels have just landed. Please contact your account manager to taste.



Grapest Hits! Live in London and Leeds!

We're thrilled to be joining forces with three fabulous wine importers to bring you a new tasting this Autumn. North South Wines will be joined by Condor Wines, Marta Vine, Hayward Bros to host a series of events exclusive to independent merchants. The events, which take place in London and Leeds, will see over 200 new releases and unforgettable exclusives on show.

We will be unveiling newly sourced wines including Andre Lurton in Bordeaux, and new wines from Rias Baixas, Cremant de Loire, and Austria, alongside some new and interesting gems from within our existing portfolio.

25th September in The Crypt on the Green, Clerkenwell
27th September in The Tetley, Leeds. 11am till 4pm.

Scan the QR code to register or email events@condorwines.co.uk





B Corp: Building better business, case by case

In April 2023, we were thrilled to finally be certified as a B Corp business, standing alongside over 6,000 businesses globally striving for a better future. As the first UK wine importer to achieve B Corp certification, we hope that we can inspire others to focus on sustainability. So, with that in mind, we thought we'd lift the lid on what B Corp is, why we decided to go for it and what it means for our customers.

- We've created a workplace where employees thrive and are a Real Living Wage Employer.
- We give employees paid time to work in their community or do charity volunteering.
- We track our water, waste and energy and have an environmental management plan.
- We have an electric car scheme for all staff.
- We are involved in industry discussions/roundtables and forums to help the industry move forward in sustainability.
- We consider social and environmental impact of all decisions in every level of the business.
- Sustainable portfolio – our suppliers are screened for their sustainability credentials and are on this journey with us.
- Your sustainability – By helping you choose sustainable wines, giving you the best freight method or providing advice and support for your sustainability strategy.

ⓑ – etter

B Corps want to transform business into a force for good - ensuring global economies benefit all people, communities & the planet.

ⓑ – elief

We believed there was another way of doing business and looked to B Corp to give us the framework to build our sustainability strategy, by assessing our impact and creating a plan for improvement. These are some of the changes we have made:

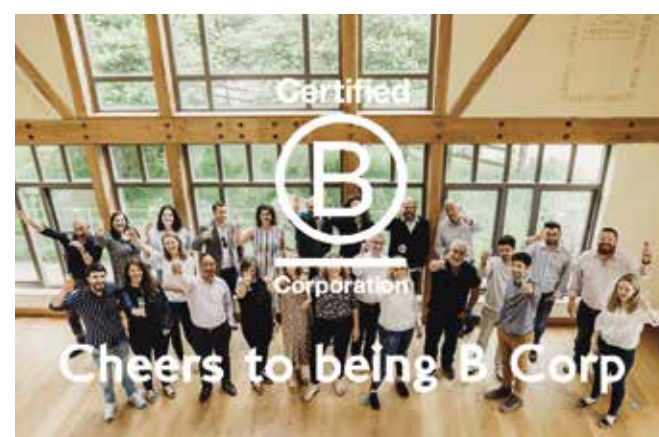
- New suppliers are environmentally and socially screened.
- All elements of our products packaging have targets for improvement.

ⓑ – enefits to you, our customers

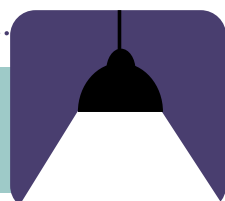
- Future – Our business is fit for the future.
- Confidence - It gives you confidence that we are striving to continually improve our impact and that of our products.
- Improved service – we consider and are striving to improve the impact we have on all our stakeholders.

ⓑ – eyond.

We know it doesn't stop here, it feels like this is the start of our sustainability journey. We will look to improve our score every three years when we are recertified and will share our journey with you.



In the spotlight:



Just some of the exciting new releases to our portfolio

Paxton Baterista

Drumroll, please! This collaboration between The Killers Drummer Ronnie Vannucci Jr and Paxton is a serious celeb wine. This is a nod to classic McLaren Vale Shiraz, made in extremely limited quantities and oozing blackberry, plums with cedar and cinnamon. Of the less than 800 bottles made, we have managed to secure 120. Allocation only.

Paxton Queen of the Hive Shiraz Mataro

After the success of Queen of the Hive Red Blend this is set to create a real buzz (sorry!). Soft and juicy, with raspberry, thyme and touches of pine needles.

Paolo Leo Orfeo Negroamaro

Made from 50 years old bush vine Negroamaro, Salento's principal native grape, this is a fabulous expressive wine which has notched up awards across the globe, year after year.

Paolo Leo's Pianerosse

A new single varietal range from Paolo Leo, offering unusual native Italian varietals like Nero di Troia, Susumaniello and Verdeca alongside firm favourites Primitivo and Negroamaro.



Duris

From Calcada we bring you Duris Selection and Reserva, two delicious Douro reds made with Tinta Roriz, Touriga Nacional and Touriga Franca.

Coral Sauvignon Blanc

Partner to Coral Ethical Rose, this is a ripe, very quaffable Spanish Sauvignon which gives 10% of profits to coral restoration projects. Organic and Carbon Neutral too!

Melea

A fantastic pair of Spanish wines named after a group of rare bees. A Verdejo Sauvignon blend and Tempranillo these are organic, vegan, and environmentally conscious with a donation to 1% for the Planet. Look out for the Old Vines Monastrell joining the range soon.



60 seconds with Jeremy Borg, Painted Wolf founder and Winemaker

Conservation lies at the heart of your business, what projects have you got in the pipeline?

We're supporting 'The African Wild Dog Range' expansion program, which finds suitable locations for Painted Wolves in conjunction with African Parks' amazing work restoring wilderness across the continent.

We're also working with Tusk on an exciting series of 'Conservation and (Wine) Conversations' where I interview leading conservationists and taste our wines.

Can you tell us about one of your favourite vineyards that you work with?

I work with 5 incredible vineyards, each with distinct terroirs and fruit. I love them all. If pushed, the Kastelsig vineyard in the Swartland, planted by Billy 'Guillermo' Hughes. It's 14 ha of organically certified, biodynamically farmed grapes which become Guillermo Pinotage, Black Tip Mourvèdre & Swartland Syrah.

What excites you about the South African wine industry at the moment?

It's so dynamic with boundaries being pushed all the time. Fresher, lower alcohol styles are showing an exciting, alternative side to South Africa.



Jeremy Borg founded Painted Wolf Wines with a clear mission; to make great wine whilst supporting conservation and the endangered African wild dog in particular. We caught up with Jeremy to learn more about the journey.

How long have you been working with NSW?

I've known Kim for 17 years – I hired her for her first wine trade position! Her personality, tenacity and integrity endeared her to me from day one. When Kim set out on her own, I had to go with her.

How was the vintage this year?

Complex. We moved into our own cellar after 17 years of sharing. New cellar means new challenges and equipment. Throw in power shortages – 4-hour daily blackouts! – and you have to plan and adapt. The whites this year are deep and focussed, with pithy texture. Our Rhône varietals have great flavour and freshness.

Top tipples for summer

What will you be drinking this summer? Old favourites, new finds, perhaps a bit of both? Here's where our heads and ice buckets are at.



Vinho Verde has broken through and become a summer go-to. **Quinta da Calçada's** VV offers heritage and quality at a reasonable price. Why not get your customers onto their delightful Spumante VV for good measure?

Wines of Germany's Riesling push is helping shine a light on their other delights. The **Kalkstein** Sauvignon is bristling with zippy fruit. Think Pouilly Fumé on a shoestring. Want to impress at the neighbours' dinner party? **Cosme Palacio** Rioja Blanco Reserva has it all. Fresh, clean fruit, juicy palate, texture, and generous finish.

The organic **Wildsong Pinot Noir** is absolutely singing with crunchy summer fruit, whilst **Paxton's** biodynamic range are unrivalled BBQ fare. 'No added Preservatives' Pollinator Shiraz or Grenache? Too tough to choose.

No / Low is now a real force and perfect for summer. **Alt.** are multi-award-winning 0% alternatives. Organic, cutting-edge, with slick packaging – both 75cl and 20cl - these truly deliver.



Cover Crop

The latest best of the press



Dona Paula Altitude Series 969 2022 won Gold at the Decanter Awards, the judges noting its “lovely fragrance of blueberries, lifted floral notes and elegant spicy undertones”. De Bortoli’s **Riorret The Abbey Pinot Noir 2020** won Gold in the Drinks Business Pinot Noir Masters, placing in the top 32 entries.

Elsewhere, The Wine Merchant wrote up **Scheid Ranch 32 Chardonnay 2019** remarking that this “crème caramel-tinged celebration” is exactly “what made a lot of wine drinkers fall in love with the grape in the first place”.

The Grillo Appassimento 2021 became Miopasso’s golden child with a place in the Wine Merchant Top 100 alongside **Ventisquero’s Obliqua 2019**; the only Carmenère to feature.

Tim Atkin MW capitalised on the first signs of summer by opening **Santa Tresa Rina Russa Frappato 2022**, making it his WOTW and praising its aromas of rosehip, Turkish delight and tangy, refreshing palate.



What ten words

Ten great wines for independents in just ten words.

- 1 Miopasso Grillo Appassimento DOC Sicilia**
Don't miss out! Wine Merchant Top 100. Bags of fruit.
- 2 Deen Vat Durif, South East Australia**
Intensely deep. Chunky, black fruit and chocolate. Seriously over delivers.
- 3 Proverbio Organic Prosecco**
Miles better than basic Prosecco. Refreshing with fresh pear fruit.
- 4 Vallformosa Organic Cava Reserva Brut 24 months lees, apply, chalky minerality. Great bang for buck.**
- 5 Weinhaus Pinot Noir Terra Quartar – Pfalz**
Crisp Pinot with raspberry, minerals and herbs. Serve slightly chilled.
- 6 De Bortoli Organic Shiraz Field Blend, Hemley Vineyard, South East Australia**
DB's debut estate organic. Bright and generous with purity of fruit.
- 7 Paolo Leo Passitivo Primitivo Organico - IGP Puglia**
Rich with cherry, chocolate and spice from Vine-dried grapes. Crowd-pleasing.
- 8 Fedele Organic Bianco - IGP Terre Siciliane**
Great pouring wine from Catarratto with touch of Inzolia and Grecanico.
- 9 Cortese Nostru Organic Nerello Mascalese Terre Siciliane**
Crunchy. Silky. Etna level quality but without the price tag.
- 10 The Vinecrafter Chenin Blanc, Western Cape**
Food friendly, juicy house white with lush tropical fruit flavours.



Drinks Business Award

Talk about buses! We were still celebrating our B Corp news when Drinks Business awarded us Wine Distribution Company of the Year at their awards ceremony at the London Wine Fair in May.

We are super proud to be recognised as leaders in our field. Of the award Drinks Business said, “In just nine years, this relative newcomer has grown to become a £30m a year business, selling 18m bottles per year profitably, all whilst managing to maintain a strong focus on sustainability, employee welfare and customer satisfaction.” We’ll raise a glass to that!

