

# Grapestalk

The Association of Small Direct Wine Merchants

Issue 1, Summer 2006

[www.asdw.org.uk](http://www.asdw.org.uk)

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Grapestalk is published quarterly by the Association of Small Direct Wine Merchants.

For advertising opportunities, to subscribe to Grapestalk, join the ASDW mailing list or submit a press release, please get in touch with us at [grapestalk@asdw.org.uk](mailto:grapestalk@asdw.org.uk).

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## We join the Wine and Spirit Trade Association

**THE WINE** and Spirit Trade Association (WSTA) has welcomed The Association of Small Direct Wine Merchants (ASDW) into their membership.

ASDW was formed in mid-2005 and currently comprises a number of small businesses that sell wine over the internet or by phone or mail order. ASDW was originally formed as a campaign group to lobby the Government over the effects of the Licensing Act 2003 on member businesses.

It has since broadened its activities providing mutual co-operation and assistance amongst members. There is now an active core membership engaged in planning tasting events and cross-member support in 2006.

Jeremy Beadles, WSTA Chief Executive says:

'We are delighted that ASDW, and their eighteen members, have decided to come into the WSTA membership. The WSTA has worked hard during the implementation of the Licensing Act advising a huge number of companies in the trade about the changes introduced

*The WSTA represents all business in the wine and spirits trade*

by the Act and how these changes will affect their businesses - it is encouraging to see this work being recognised in the trade.'

'The WSTA represents all businesses in the wine and spirit trade and we are working hard to

improve our existing services and develop new services for our members.'

Warren Edwardes, the Chairman of the ASDW, says:

'The ASDW looks forward to working with the WSTA on all aspects of the distance selling of wine, particularly the consequences of the new Licensing Act which is having such a damaging effect on small businesses such as ours.'

'We are confident that this will be a highly beneficial move for all of our members to obtain access to the full support services that WSTA provides and to engage with WSTA on further issues such as labelling, consumer protection and health and other issues.'

### From the editor

Welcome to the first issue of **Grapestalk**, which is published by the Association of Small Direct Wine Merchants. The ASDW was formed in 2005 by a group of small British independent wine merchants who mainly sell to the general public via mail order and the internet. The reason for forming the ASDW was to campaign against certain aspects of the Licensing Act 2003, which was brought in by the government with little thought to its impact on small wine businesses like ours. Please read the article on page 10 for more details.

ASDW members vary in size and location but what we all have in common is a passionate interest in good quality wines from all over the world. We might not be able to compete with the supermarkets on price but between us we can offer a wonderfully wide and diverse variety of wines for discerning drinkers. Our range of wines are selected from all over the world and the virtues of quality, taste and flavour always take precedence over brands and mass production. The wines on offer are often from small growers and family run wineries where tradition and quality really matter. Our customers enjoy and also appreciate our relaxed, unbiased and professional opinion and the convenience of discussing their requirements via email and telephone at their leisure.

With this first issue of **Grapestalk**, I very much hope that we have put together an informative, intelligent and interesting read that will start to demystify the world of wine and expand your knowledge of a drink that we all love very much. As with any new publication, I would welcome any feedback that you have on this first issue - what you liked and didn't like and what features, articles and regular items you'd like to see in future issues. This is your wine magazine and we want to make sure that we tailor the content around you, the reader and the customer. Please email [grapestalk@asdww.org.uk](mailto:grapestalk@asdww.org.uk).

**Stefan Reynolds**



*The sort of vineyard we like to work with*

## UK wine sales slip... but for how long?

**NEW RESEARCH** reveals that wine consumption in the UK, which has risen solidly every quarter of a year since the early 1980s, is slightly on the decline. In the first 16 weeks of 2005, Britain drank 313 million bottles of wine. But in the same period this year, just 308 million bottles were drunk - a fall of 1.5%.

Stewart Blunt, the wine analyst at AC Nielsen, which carried out the research, said: 'This is a real wake-up call for the wine industry. Historically, the market has risen in every quarter in living memory, and now it has panicked flat.'

'Minus 1.5% may not seem like a huge decline, but put

it against its historical context and the expected projections, which were about 2% to 3% growth in the first quarter of 2006, then it is a very significant shift. Perhaps we have reached a point of saturation and 92 million cases is all we can drink a year.'

Neil Beckett, editor of *The World of Fine Wine*, said the research was a shock. 'We all just assumed that the market would carry on growing, but the figures say something different.'

'There has been a lot of negative news about the economy, and when people do read how many millions of pounds we are collectively in debt they do get a fright.'

At the same time, other research shows that older drinkers are turning their backs on beer and switching to wine. Analysts say the trend is being driven by the UK's over-50s developing a taste for smaller but stronger drinks.

A spokesman for Data-monitor, who carried out the study, said: 'Older consumers perceive wine as being the healthiest alcoholic beverage, or the one doing the least harm drunk in moderation.'

With an ageing population, it would seem that the recent decline in our wine consumption might not last that long...

## 2005 Claret extraordinary... and pricey

**BORDEAUX 2005** is now upon us, with the slow release of prices from the great vineyards for what has been hailed as the finest vintage for years.

UK wine merchants have been inundating email in-boxes of prospective purchasers with the latest wines. Such is the demand that some wines are selling out incredibly swiftly. Majestic, a relatively new player in the *en primeur* market, sold out of one wine within 15 minutes of sending out an email.

Prices of the wines so far released have been well up on the 2004 vintage, with some increases of as much as 100%. Liv-ex, the world's leading fine-wines exchange, surveyed its members and they concluded that the 2005 vintage will command prices 27% higher than 2003, which was the previous peak.

At the time of writing, none of the 'first growths' have released prices but such is the

hype and the demand that record prices will undoubtedly ensue.

That said, there are plenty of lesser wines available, at prices that might well be in excess of 2004 but still offer pretty decent value if the quality and promise is as good as we are being told.

If you don't want to take the risk, or don't fancy investing money today in wine that you won't see until 2008, the ASDW members listed on pages 16-17 will have plenty of different vinous suggestions to help you spend your money.



*Chateau Margaux 2005 is said to be the most highly rated wine of the vintage.*

## Wine and teeth

**YET MORE** good news for those who like a glass or two of red wine: researchers claim that it is good for your dental health.

Compounds known as polyphenols, which are found in red wine and are said to reduce cholesterol, are now also said to stave off gum disease.

Scientists from Université Laval in Quebec, Canada, found that polyphenols help to reduce the inflammation that arises from periodontitis, a condition that affects 65 per cent of adults over 50. It can attack gums and bone around teeth and cause tooth loss.

But Prof Liz Kay, scientific adviser to the British Dental Association, refuted the claim: 'The research wouldn't appear to show that red wine prevents periodontal disease.'

*The researchers published their findings in US Journal of Dental Research.*

# Grenache Noir



Leon Stolarski

**THE GRENACHE** Noir grape is one of the world's most widely-planted wine grape varieties. Although it is relatively low in colour and malic acid, and has a tendency to oxidise, it can produce some extremely complex and occasionally long-lived wines, especially when blended with varieties such as Syrah and/or Mourvedre. On its own it makes fleshy, fruity table wines, ideal for drinking young – indeed, it can also make some really excellent rosé. The general character and mouth-feel of Grenache wines are more distinctive than any particular aromas or flavours, though raspberry



and bramble fruits are often evident, together with notes of ground pepper and spice, and relatively soft tannins.

Grenache Noir is the major component in many blends from the southern Rhône and Languedoc. It is also popular in Spanish regions such as Rioja, Costers del Segre (where it is often blended with Tempranillo) and Priorat. In fact, Spain (where it is known as Garnacha) is the most likely origin of the variety, since it is a relative new-

*Having grubbed-up so many of their Grenache vines in the 1980's in favour of more fashionable varieties, many Australian growers are now busy replanting*

comer to southern France, having been introduced only after phylloxera destroyed most of the existing vineyards in the late 19th Century.

Although a few expensive cult Spanish wines such as Priorat are currently making waves, it is in southern France where the Grenache variety has traditionally excelled, being the predominant variety in many wines from Chateauneuf du Pape, Gigondas and many of the best Côtes du Rhône Villages. A few



wines are made from 100% Grenache (notably the fiendishly expensive Chateau Rayas) although it is usually blended with other varieties, such as Syrah and Mourvedre. Many of the best appellations in Languedoc and Roussillon also rely heavily on Grenache, including Minervois, Saint-Chinian, Côtes du Roussillon Villages and the various *crus* of Coteaux du Languedoc.

Roussillon also has some superb *vins doux naturel* - fortified sweet wines, very often made from 100% Grenache. These highly distinctive and very underrated wines are (loosely speaking) a French take on the Port style - though, at alcohol levels of between 15 and 17% abv, they are much less spiritry (and therefore more 'winey') than Port. The best wines from Maury and Banyuls are truly world class, and are much more approachable in their youth than vintage Port.

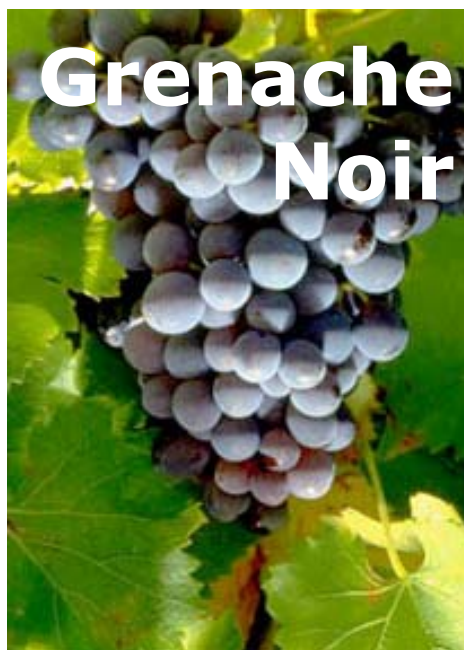
Elsewhere in the

world, having grubbed-up so many of their Grenache vines in the 1980's, in favour of more fashionable varieties, many Australian growers are now busy replanting. Of course, those that kept the faith, when all about them were following fashion, now have the benefit of some extremely old vines from which many excellent wines are being produced.

Many of these are made by smaller producers in the Barossa Valley and McClaren Vale, although the ever-reliable Peter Lehmann produces some super stuff which is widely available. California also produces a large amount of Grenache, though most of it goes into the production of cheap bulk wines. However there are a few quality wines made from very old vines.

Some super Grenache-based wines are available from ASDW merchants and listed overleaf

*Leon Stolarski specialises in importing wines from the south of France*



## Grenache Noir

## recommendations

*Domaine de la Charité 2003 Côtes du Rhône (£6.25) and Xavier Vignon 2003 Côtes du Rhône (£6.50)*

These are cut from the same cloth, both with 60% Grenache producing classic Provençal wines with the Xavier a little fuller and the Charité offering more purity. Both show off the hot 2003 vintage at its best.

*Bressy-Masson 2001 CDRV Rasteau "Paul-Emile" (£9.95)*

60% Grenache and offers rich, sweet fruit with an almost Burgundian (at its best!) character

*Dominique Rocher 2000 Cairanne "M. Paul" (£11.75)*

Also 60% Grenache, this strives for elegance over power.

Château Redortier's wines show how the balance can easily be shifted from red fruits in the 60% Grenache /40% Syrah 2001 CDRV *Beaumes-de-Venise "Spéciale"* (£11) to violet and black fruits in the 2001 CDRV *Beaumes-de-Venise "Prestige"* (£11.15) where the roles are reversed.

### Leon Stolarski Fine Wines

*Les Vignes de l'Arque Vin de Pays Duché d'Uzès 2004 (£8.50)*

50% each of Grenache and Syrah, with damsons, cassis, raspberries and bramble, with notes of cough mixture, tar and cigar box - all in all, a hugely complex wine.

From the same grower, *Terroir de l'Arque Vin de Pays d'Oc 2004 (£8.25)*

100% Grenache, with concentrated, sweet fruit flavours and well-judged acidity, making for a superbly balanced wine. Both are excellent already, but with lots of ageing potential.

*Domaine Alain Chabanon Les Boissieres Coteaux du Languedoc 2001 and 2002 (£17.75 and £16.25 respectively)*

90% Grenache and 10% Syrah. Both vintages are multi-layered and very complex, with sun-baked bramble, raspberry and cherry flavours, intermingled with savoury, spicy notes and ripe, chocolatey tannins. 2001 is one of Languedoc's great vintages, whilst the 2002 (from a supposedly lesser vintage) bears testament to the importance of grower - it is so good, it may just edge it over the 2001.

*Domaine Ellul-Ferrieres Grand Cuvée 2001 Coteaux du Languedoc (£14.95)*

70% Grenache and 30% Mourvedre, packed full of blueberry, bramble, liquorice and a hint of vanillin oak, developing notes of prunes, dates, stewed fruits in eau de vie - a rich, hedonistic style of wine

*Domaine La Colombette Lledoner Pelut 2003 Vin de Pays des Coteaux du Libron (£12.50)*

An unusual and delicious wine, made from the rare Lledoner Pelut grape (a close relative of Grenache). With a bouquet of strawberries, cherries and raspberries, mixed with the scents of the garrigue, and flavours of sweet and sour cherries, raspberry and vanilla, it possesses wonderful finesse, with an almost Burgundian character, and quite unlike any Grenache you have ever tasted.

From the same grower comes *"Plume" Grenache Rosé 2005 Vin de Pays des Coteaux du Libron (£5.95)*

Aromas and flavours of strawberries and raspberries, with a creamy mouthfeel, and great balance. Fermented as normal, the wine then undergoes a process called osmosis, which removes some of the alcohol. And the result is a revelation - the flavours are, if anything, enhanced, making for a truly lovely wine. And with just 9% abv, it won't give you a headache in the morning!

And two wines from the Roussillon - *Domaine Mas de Lavail Ego 2002 Vin de Pays d'Oc (£12.95)*

A 100% Grenache table wine, with concentrated aromas and flavours of cassis, cherry, stewed plums and herby garrigue, underpinned by gentle, toasty oak. Complex and sophisticated.

Finally, again from Mas de Lavail is *Maury Expression 2003 (£12.30)*

A gorgeously complex and mouthfilling fortified wine, again 100% Grenache, with flavours of bramble fruits, cassis and a hint of Seville orange to counter the sweetness. A truly exquisite wine, more complex and subtle than many a single-quinta Port.

*For full details of all of these stockists, please see the ASDW members section on pages 18-19.*

### Vinpromo

*Scala Dei Priorat Crianza 2001 (£15)*

Dark red colour, mostly Garnacha with some Carinena, Syrah and Cabernet Sauvignon added, lending structure and balance. With 9 months ageing in French and American oak with 2 years bottle maturity before release, this displays toasty vanilla notes, mingled with ripe berry aromas.

### Devigne Wines

*Chateau de Fontanche Saint-Chinian Rosé 2004 (£7.40)*

A marriage of 40% Syrah, 55% Grenache and a bit of Carignan. Raspberry fruity, fresh with beautifully balanced acidity and dryness. Too easy to drink.

*Bergerie de l'Hortus Coteaux du Languedoc Pic St. Loup Rosé 2003 (£8.80)*

Nicely fruity, dry and surprisingly substantial and satisfying. Made from half & half Syrah and Grenache. A great mouthful.

### The Big Red Wine Company

*Domaine de Cristia 2004 Châteauneuf-du-Pape "Vieilles Vignes" (about £15, en-primeur)*

100% Grenache from 80-year-old vines from the Cristia lieu-dit which borders onto Rayas. It is seamless with overtones of rich red fruits and black cherries - liquid velvet. Raymond Usseglio's wines are blends which include some Syrah and Mourvèdre and offer, perhaps, even more complexity, particularly the 2004 *Cuvée Impériale (£25)*.



Warren Edwardes

**LAGER HAS** become the traditional drink to accompany curry. And the wines served with curries, especially in downmarket restaurants, has been the cheapest wine that can be found in a Cash and Carry on the grounds that the heat from the chillies is going to murder the wine anyway.

Well, I used to drink a refreshing beer or sparkling water with cur-

*It occurred to me that a semi-sparkling young wine would add zing to and bring out the flavours of Asian food*

ries. I wasn't satisfied with the wine suggestions available from the great and good – generally Alsace wines or close substitutes – so I created my firm, Wine for Spice, to

extinguish that burning question of what wine to drink with curries and spicy food.

The key to my new wines is in one word – REFRESHING – a refreshing alternative to a cold gas injected lager. I designed Wine for Spice's naturally semi-sparkling wines, *Viceroy White™*, *Raja Rosé™* and *Rani Gold™* to be cool and refreshingly sparkling. After all you don't drink warm, flat beer with a curry, so why drink warm flat wine with it?

It occurred to me that a good quality, naturally second fermented semi-sparkling young wine with not as much fizz as a Champagne or Cava, would add zing to and bring out the flavours of Asian food. The bubbles in gas-injected wines or lager soon fizzle out. Furthermore the gas bubbles that are created through natural fermentation are much finer than the injected ones and easier on the body. The semi-sparkling nature avoids the unpleasant effects of a gaseous overload yet retains all the refreshing qualities of a cold beer.

And I want my refreshing wine cold. A

cold lager is indeed refreshing so I drink my wines beer cold.

A refreshing wine should also have a good level of mouth-watering acidity – like the Nimboo Pani (lemon water) in India that is often drunk with food. The natural Carbon Dioxide in solution also converts to Carbonic Acid and this adds to the mouth-watering feel. Try a sparkling water, knock the gas out and try it again. Same thing with a Coca Cola. And you have to have a good level of acidity as acidity counteracts sweetness. A flat Coke tastes much sweeter than a sparkling Coke. Sparkling drinks are much more refreshing than still drinks.



*Excess alcohol can add to the burning sensation of chillies. To see this just bite into a chilli. Then drink some vodka and try the chilli again! Don't say I didn't warn you!*

But no tannin. The tannin in red wines is mouth-drying when I want mouth-watering. So no red wines for the moment. I am currently experimenting with suitable red wines. Think of tea. The tannin in tea is negated with the addition of milk and sugar. I want to do the same with red wine. The sugar bit is easy. Just blend in a bit of sweeter wine. The milk? Malolactic fermentation is a standard wine process and converts Malic Acid, the tart apple sort, to Lactic Acid, the milky sort. So I'll just have to add a few drops of a buttery Chardonnay or Semillon to my red wine to knock the tannin for six.

The wines are also free from oak which clashes with spices such as cumin and coriander and ginger giving a bitter harsh after-taste.



A good degree of alcohol is required to provide body and a framework for the wine but excess alcohol can add to the burning sensation of chillies. To see this just bite into a chilli or something hot. Then drink some vodka. Then try the chilli again! Don't say I didn't warn you. The *Viceroy White* and *Rani Gold* have 11.5% ABV and the *Raja Rosé* has 12.5% ABV.

Fruitiness and residual sugar rise in the range in relation to the spiciness of the accompanying dish – Very Dry Crisp *Viceroy White* with mild dishes; Quite Dry Fruity *Raja Rosé* with medium spices and Off



*The key to wines for drinking with curries and spicy food is refreshing - semi-sparkling, cold, mouth-watering acidity, no tannin and no oak*

Dry *Rani Gold* with hot and spicy dishes.

I made the *Viceroy White* for mild curries, and so it is very dry with mouth-watering citrus-like acidity from 100% Cava grapes – Macabeo, Parellada and Xarel.lo. Then the *Raja Rosé* for medium spiced dishes is fruitier with 70% Garnacha / Grenache and 30% Tempranillo. I remember my Goan grandmother adding sugar to a dish if it proved too hot. Also think of a Mango Pickle. The sweetness of the Mango complements the heat of the chilli. Same trick with wine and curry.

That's why my *Rani Gold* with its Alphonso mango like aroma driven by 50% Muscat is great with the hotter curries and I'm particularly proud of it. I also used to like the recommended floral Gewürztraminer with curry and my favourite 'at home

with Mum's curry' wine used to be the excellent wine from Torres Viña Esmeralda. This wine has very much an Alsace feel to it. I thought I could do an even better wine with curry. I find a 100% Gewürztraminer or Muscat just a bit too sickly after a second glass. So first I blended in 50% Cava Mix with the Muscat. So half the *Rani Gold* is the same wine as *Viceroy White* to add a crisp balance.

So the key to wines to drink with curries and spicy food is refreshing – semi-sparkling, cold, nice mouth-watering acidity, no tannin and no oak, balanced alcohol and fruitiness and sweetness rising with the spiciness of the dish.

*Wine for Spice's wines Viceroy White™, Raja Rosé™ and Rani Gold™ are available from wine forspice.com at £5.99. If you buy 2 cases of 6, get 1 free.*

*Please call 020 7724 4606 to order.*

*Warren Edwardes owns Wines for Spice and is Chairman of the ASDW*

Other wines recommended to drink with curry are:

**French Regional Wines**  
01524 33724

*Joseph Scharsch, Gewurztraminer 2003 (Alsace, France) £9.75*

Very clean, fresh gewurz nose, very precise with nice elegant floral notes. A good, light, very well-balanced wine on the palate. Round and clean and fresh.

**Decanter Wines Limited**  
01372 376127

*Colegiata Rosado 2005 (Toro, Spain) £6.50*

100% Tempranillo grape gives this wine a very vibrant light cherry colour, with aromas of peach and citrus fruit, and an intense long aftertaste.

**The Big Red Wine Company**  
01638 510803

*Jean Becker, Tokay-Pinot Gris Grand Cru Sonnenglanz 2001 (Alsace, France) £11.75*

A big wine with good acidity but it is the high level of residual sugar which counters the spice of even the hottest curry.



## The 100 Club



Paul Howard

**ALTHOUGH THERE** are quite literally thousands of grape varieties grown for wine worldwide, 80% of all UK wine sales are from just three grapes - Cabernet Sauvignon, Chardonnay and Merlot. These, together with a handful of other 'classics', such as Pinot Noir, Syrah, Riesling and Sauvignon Blanc, totally dominate the wine scene.

Of course these few varieties have become dominant because they make some of the world's truly great wines and they are also of intrinsic high quality. Meanwhile this leaves many hundreds of other grape varieties out in the cold. Many of these are native to a specific region, have a distinctive character, are of good quality and deserve to be drunk. Frequently they also have off-putting or unpronounceable names that are left off the wine-label!

But if you drink world-famous blended wines like Châteauneuf-du-Pape, Rioja or Chianti, you may already have encountered a little Counoise, Vaccarèse, Graciano or

Canaiolo in your glass.

Furthermore, did you know that Airén and Rkatziteli are actually the 4th and 10th most planted grape varieties? Or that Port's 48 authorised grape varieties include Bastardo? While we're on the subject, Portuguese Vinho Verde may include Dog-Strangler (Esgana Cão) while you can find Fly Droppings (Borrado das Moscas) in Dão.

In fact one of the many wonderful attributes of the grapevine is its ability to adapt to its surroundings, helped by Man's cultivation. You need look no further than South Africa's Pinotage (a crossing of Cinsault and Pinot Noir) or California's Ruby Cabernet (Carignan and Cabernet Sauvignon) to see this. On the other hand, a grape's lineage may only be traceable through DNA fingerprinting, most famously with Zinfandel, Primitivo and Plavac Mali of Croatia. Even new discoveries can still be made, for example much Chilean Merlot turned out to be Carmenère, a grape now rarely encountered in its original Bordeaux homeland.

So there is enormous biodiversity, yet some varieties are now truly endangered species. Picpoul Noir may be down to its last few hectares; Varitá Tasca is only encountered on one estate in Sicily. Yet you only need to remember Viognier to see the need to preserve Nature's genetic differences. Now resurrected and fashionable, in 1968 it was nearly extinct with only 14 hectares left in France's Rhône valley. Which obscure grape variety will be the next Viognier?

Enter The Wine Century Club ([www.winecentury.com](http://www.winecentury.com)). This was created in New York just over a year ago for those intrepid imbibers that have tasted at least 100 different wine grape varieties. Membership is free and based on honour, "should you lie, may the wrath of Bacchus curse your palate!" Qualification is harder than you might think, but because blends are allowed you can quickly build a list with wines like the aforementioned Châteauneuf-du-Pape, which can allow up to 13 grape varieties.

Here in the UK we are also blessed with a wine market where you can easily track down and enjoy obscure grapes. In fact one good way of sleuthing is to use ASDW's wine merchants. They focus on quality wines often sourced from smaller wineries where indigenous

*Did you know that that Port's 48 authorised grape varieties include Bastardo?*

*While we're on the subject, Vinho Verde may include Dog-Strangler while you can find Fly Droppings in Dão.*

grapes can often be found. They'll also be able to tell you about the grapes and how they taste. And prices need be no more than those big international brands found in Supermarkets.

You might initially think such a pastime akin to train spotting, but in reality this is simple fun in the comfort of your own home that can give years of pleasure and maintain wine's diversity.

Now, how long is it going to take me to get to 500?

*Paul Howard is a member of the Circle of Wine Writers and publishes a comprehensive website at [www.winealchemy.com](http://www.winealchemy.com).*



## The ASDW was formed to combat some of the flaws contained within the 2003 Licensing Act...

**BASICALLY THE** problems arise from a lack of consultation with smaller businesses, failure to see the absurdity of a need for a premises licence for premises never visited by customers, and a deep desire to press on with a 'one size fits all' solution regardless of the fact that one size very definitely does not fit all. This coupled with a fundamentally flawed cost structure is disastrous for small businesses such as ASDW members.

As in any Association, ASDW members have been affected to different degrees. But all of us have had to spend a considerable amount of time studying the implications of The Act and the even more troubling Guidance Notes. This has diverted us away from the usual efforts of setting up a small business and competing with the supermarkets with their massive resources. The costs of bureaucracy are unequal. Whilst numerous trade bodies were contacted no 'Man from the Ministry'

*The problems arise from a lack of consultation with smaller businesses and a deep desire to press on with a 'one size fits all' solution.*

contacted one of us for our view. They, in their ivory towers, did not know we existed.

Some similar businesses have stopped dealing with the public and act as wholesale only depriving the public of their wines. No personal or premises licence is required for selling wholesale into the trade. ASDW has lost a few such members. For some borderline businesses The Act was the last straw.

Wine for Spice does not have its own Premises Licence. We changed our operational model simply to avoid some of the costs of The Act. Our bonded warehouse has a premises licence and so now retail deliveries are effected via that Warehouse putting up costs which of course cannot be passed on in this competitive market.

The inclusion of internet businesses was justified by the current Minister personally to us and also on Radio 4 on the grounds that he had received complaints from his constituents of children being sold alcohol by internet businesses. ASDW has sought to obtain details of such complaints and consequent action by the police in Stalybridge and Hyde to ensure that these businesses are excluded



## Warren Edwardes & Nick Dobson

from ASDW membership.

Unsolicited internet and email sales of cigarettes are commonplace. But we have seen no evidence of such sales for fine wine. But cigarette sales do not require a Premises Licence. They do not even suffer the time and financial costs of a Personal Licence held by all ASDW members.

The quality and costs of training has been very variable and adds another burden. ASDW members all excelled at the examinations with 100% or near marks. But this reflects our having to study The Act itself.

The dominance of the supermarkets has

inevitably led to a consolidation of supply by global brands. The personal approach of small businesses can seek out distinctive wines and with the help of levelling new technology such as the internet can provide a variety of wines to the jaded British palate.

The four objectives of the act are:

1. The prevention of crime and disorder
2. Public safety
3. The prevention of public nuisance
4. The protection of children from harm

ASDW members wholeheartedly support

these objectives but have deep concerns about the damaging way in which it is being interpreted and operated by many Local Licensing Authorities.

Whilst supporting the primary objectives of the Act in regulating establishments serving alcohol to the public, we feel it fails to take into account the needs of our completely different type of business. This 'one size fits all' approach is flawed, for numerous reasons.

The Act clearly targets issues arising from modern-day drinking culture, related to safety and public disorder fuelled by

*Distinct problems exist with the Act's implementation, which is inconsistent across the country*

city-centre binge-drinking, and public nuisance caused by noise from entertainment, cooking smells, parking problems, etc. These issues have one thing in common - the consumer visits the premises. Alcohol is consumed on those premises or taken away in person, by the consumer, to be consumed elsewhere.

Online retailers are essentially mail-order only businesses that do not strictly have premises. Stock is kept in bonded warehouses, small storage facilities, or their personal homes and the public is not invited into these places. Alcohol is delivered to the customer's home or place of business. Individual drinks are not sold and tastings, if offered at all, are by invitation and limited in amount.

The premises licence application form contains a clear presumption of attendance by the public to premises, covering issues such as fire and health and safety, and requires the submission of detailed building plans. Yet no customer ever visits our premises. It is nonsensical to consider there are premises to be licensed.

The issue of whether a merchant is a fit and proper person to sell alcohol is dealt with by the mechanism of the Personal Licence, which we support.

We are disadvantaged relative to overseas online merchants supplying UK customers; a Calais or even Cape Town based online merchant would not be covered by The Act. We urge that an exemption be granted from the need for a premises licence for mail-order companies.

Moreover, distinct problems exist with the Act's implementation, which is inconsistent across the country. While some licensing authorities have taken the practical approach and agreed that no premises licence is required under some of the circumstances outlined above, many have not. Examples are emerging of authorities concluding

*We do not believe that sufficient consideration has been given to us by this Act. If the government wants small business to thrive, inconsistencies must be addressed*

ing that merchants storing alcohol in large communal warehouses, even if in a self-contained space occupying only a tiny fraction of the whole warehouse, must pay a license fee based on the rateable value of the entire warehouse.

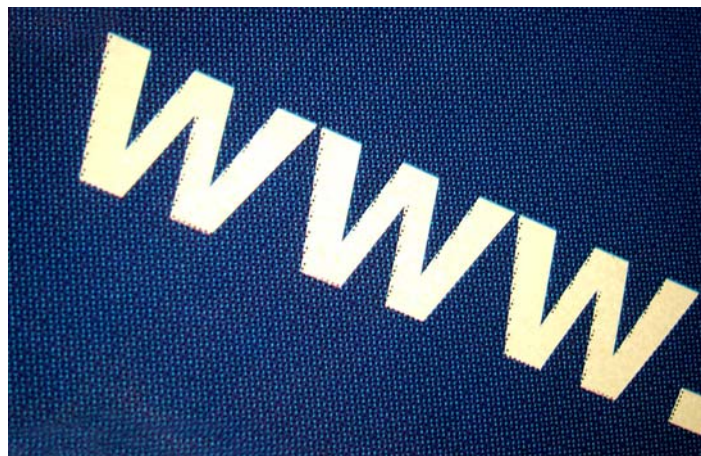
Any common-sense approach would base the cost on a pro-rata surface area. This interpretation obliges merchants to licence up to 1000 times their storage space. This is far from hypothetical - in one particular case, a small online retailer with a storage unit of only 65 square feet has been told he will have to pay the same fee as a local Hypermarket, and three times the fee for typical local pubs. This results in disproportionately high fees for small merchants, and in some cases the local authority obtaining multiple fees for the same premises (when more than one business stores alcohol in the ware-

house). Again there are real-life examples of this situation. This is neither reasonable nor equitable.

Small mail order wine merchants offer a real service to the public; we provide access to quality products from small innovative producers and less well-known regions not serviced by mainstream High Street suppliers and supermarkets. Many of us are micro-businesses, attempting to establish ourselves in an already difficult business environment. For us the proposed premises licence costs are crippling.

We do not believe that sufficient consideration has been given to us by this Act. If, as it states, the Government wants small businesses to thrive, such unforeseen inconsistencies must be addressed and resolved before the Act is fully implemented. If not, the addition of these substantial (and completely unnecessary) overheads would make it increasingly difficult for us to compete, and would threaten the very existence of small businesses such as ours. This would be to the advantage of nobody; the merchants themselves, a public seeking diversity, or indeed the image of a Government which has stated publicly its support for small businesses.

We therefore urge the Department for Culture, Media and Sport to urgently review the issues we have raised, and to take swift appropriate corrective action to eliminate these injustices.



*Internet and mail order wine merchants are being penalised under the new Licensing Act*

*Warren Edwardes and Nick Dobson are two of the founders of the ASDW*

# Winding through Port Lincoln



Nick Dunning

**PORT LINCOLN** doesn't exactly trip off the tongue when asked to name Australian wine regions, and for good reason: there are only three vineyards and only one commercial wine producer – Boston Bay Wines.

Port Lincoln is situated at the Southern tip of the Eyre Peninsula, about 670km from Adelaide. It

was first discovered by Matthew Flinders, who sailed into Boston Bay in February 1802. Originally hailing from Lincolnshire in England, he named the settlement he founded Port Lincoln and the large bay in honour of his home town of Boston.

Port Lincoln became an important town in South Australia, being a handy stopping off point for sealers from Kangaroo Island and whalers from Port Jackson who sailed and hunted in the Southern Ocean. Such was its importance, it was considered for the State capital, but was passed over in favour of Adelaide due to a lack of fresh water supplies.

Port Lincoln is today known as the seafood capital of Australia due to the large fishing industry based there. The Eyre Peninsula itself is arid and prohibitively hot, more suitable for the growing of cereal crops such as barley and wheat than sensitive things like grapes.



When Graham Ford, a successful Abalone fisherman and owner of Boston Bay Wines, announced that he was going to plant vines in Port Lincoln, he was ridiculed by locals who claimed that he would never be able to grow quality grapes in such a hot and untried region. The Fords had faith in their decision and in order to counter the effects of the stifling heat of the Peninsula, they planted their vines as close to the waters of Boston Bay as they possibly could.

*Port Lincoln is today known as the seafood capital of Australia*

The proximity of the vines to the ocean gives the vineyards a wonderful Mediterranean climate, with plenty of sun and heat during the day. Cooling breezes coming off the water in the afternoon and evening help to cool the grapes. This combination leads to the production of high quality grapes which are made into surprisingly elegant wines.

The vines were

planted in the 80s with the first vintage being produced in 1989. Since then the vineyards have expanded, with Shiraz being added to the portfolio in 1995. The full range of wines makes interesting reading. As well as the usual suspects such as Gold Medal winning Shiraz, Cabernet Sauvignon, Merlot, Chardonnay and dry Riesling, Boston Bay also produces a German-style Spatlese Riesling and a Riesling 'Mistelle', where unfermented grape juice, in this case their white grape pressings, are fortified with fine grape spirit.

A visit to the winery is highly recommended if you were to ever find yourself in Port Lincoln. As well as trying the fantastic wines, you can marvel at the picturesque setting and, if you are lucky, you can witness something that can't be experienced at any other vineyard in the world – whales and dolphins swimming in the bay, a stones throw from the vines.

*Nick Dunning runs the Boutique Wine Company which is the exclusive importer of wine from a range of small, Australian wineries*





## Eating

**FOOD AND** wine always make a great combination, as does eating great food with loved ones, preferably somewhere rather special. Earlier this year I was with my family in South Africa and managed all three with a lovely meal at the River Cafe at the Constantia Uitsig Vineyard. We tasted a selection of their wines, picked out their rather delicious Sauvignon Blanc 2005 and enjoyed a couple of bottles with the line-fish dish of the day. This is my take on that meal we had that day. Serve it with a combination of cooked and buttered french beans and mange touts, and asparagus if it is in season.



**YOU SHOULD** make the tomato confit a day (or more) in advance.

Pre-heat your oven to gas mark 1, 130c. Slice the tomatoes in half and chop the pepper and shallots into large dice.

Add these to an ovenproof dish which is large enough to accommodate them all in one layer. Add the fennel seeds, salt and pepper and add a

## Roast Cod with a Tomato Confit

Submitted by Stefan Reynolds, Field & Vine

### INGREDIENTS

Serves 4

4 cod fillets  
250g baby tomatoes  
1 red pepper  
2 shallots

1 tsp fennel seeds  
olive oil  
salt and freshly ground pepper  
knob of butter

good slug of olive oil, probably about 100ml.

Cook in the oven uncovered for a good 2 hours, turning them every so often. After 2 hours, cool and then put into a lidded jar and keep in the fridge until needed.

Pre-heat the oven to GM5, 180. Season the fish with salt and pepper. Melt some olive oil in a frying pan (ideally one that fits into your oven) and

when hot, add the butter.

When sizzling, fry the fish fillets skin side down for about 3 minutes. Turn the fillets over and put the entire pan (or transfer to a buttered oven proof dish) in the oven for 8 minutes.

Serve the cod on a bed of creamy mashed potato and spoon the tomato confit and its infused olive oil dressing over the fish and the vegetables.



## PUBWATCH

Pubs are part of the fabric of our life and we offer you a few of our favourites:

**The Sir Charles Napier Inn**  
Bledlow, Chinnor.

*Their food is super, decent wine list, and a fabulous garden for dining in good weather.*

Paula Sindberg  
The Ultimate Wine Company

**The Royal Oak**  
Goodramgate, York.

*Hand pulled beers, a selection of fruit wines, leather bench seats, an open fire, a snug, an outside toilet, home cooked food and within the city walls of York... transports me back to my drinking days of the early sixties!*

Bill Laverick  
Vinpromo

**The Withies Inn**  
Compton, nr Guildford, Surrey.

*A truly English pub. A beautiful 16th Century building with a snug bar area featuring low beams and roaring fires. A proper, old fashioned restaurant with great food, fabulous service and a decent wine list. Lovely garden for summer eating and drinking.*

Stefan Reynolds  
Field & Vine

## WINEspeak

**WINE HAS** lots of both obvious and arcane terms that are used to describe the contents in the glass. Here is a glossary of some of the more usual ones:

**Acidity** - a sour or sharp flavour. With too much acidity, a wine is tart and unpleasant and too little makes it flabby and dull

**Approachable** - a wine which is easy to enjoy, drinkable now. No further ageing is necessary

**Balanced** - the term used for when the wine's components (fruit, acid, alcohol etc...) are in harmony

**Big** - a full bodied wine with lots of concentrated fruit and very full flavours

**Body** - describes the 'weight' of the wine in your mouth. Full bodied wines normally pack a real fruit punch, with high alcohol and concentration

**Brut** - very dry

**Claret** - a historic English term for the red wines of Bordeaux

**Corked** - a wine which has reacted to a chemical in the cork and consequently has a musty,

unpleasant smell and taste

**Crisp** - usually associated with the style of certain white wines, typically a fresh clean finish with high acidity, but not bitter

**Demi sec** - medium dry

**Fullness** - the feel or weight of a wine's taste and structure

**Length** - the flavours that linger in the mouth after the wine has been swallowed. Also referred to as the 'finish'

**Nose** - the smell, bouquet or aroma of the wine

**Oaky** - describes a wine's taste as a result of the ageing of the wine in oak casks before it is bottled. It will taste of new wood or vanilla

**Sec** - dry

**Structure** - a wine's structure is made up of various components, including tannin, acidity, sugar and fruitiness in relation to its alcoholic content

**Tannin** - a vital component of red wine.

Tannins come from the skins, pips and stems of the grape which contribute structure and enable long term cellaring

## MY FAVOURITE...

Jim and Krystina Monks run Decanter Wines, independent specialist importers of Rioja and other quality wines from Spain.

Our favourite wine is...

**Valenciso Reserva**, a beautiful silky smooth Rioja from a small producer in Haro in the heart of Rioja Alta. Made from 100% Tempranillo grapes and matured in new French oak barrels, this wine has won a silver medal ever since it was first produced in 1998 - could 2006 be the year when it reaches gold?

*This is the wine we always come home to enjoy - even after long and gruelling holidays wine tasting.....*



# bookshelf

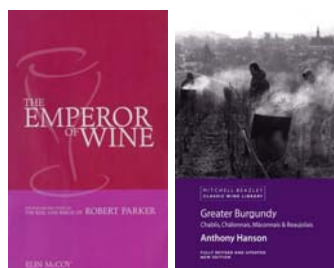


**Stefan Reynolds**

**WITH SO** many celebrity cookery and wine books being published in the UK, it is easy to miss out on some gems from less well known authors. Our main book-sellers, especially the super-markets, are happy to support the former but not always very good at featuring and highlighting the rest.

So here is my trawl through the publishers' Spring lists with a selection of promising, interesting and tempting titles which should be of interest to most of our readers. All should be readily available through your local bookshop or online at Amazon.

As this is a wine magazine, I'll start at the cellar door. The first half of the year is usually fairly light for wine and drinks cooks, given the big Christmas market for annuals and the bigger tomes. The big one is possibly *The Emperor of Wine: The Remarkable Rise and Reign of Robert Parker* by Erin McCoy (Grub Street, March 2006, £20). Whatever ones thoughts about the man, he is still a very (too?)



influential man in the world of wine. Mitchell Beazley are the major UK wine publishers and have a number of titles, including new titles in their Discovering Wine Country series (*Northern Spain* and *Tuscany*, March 2006, both £12.99) and four in their Classic Wine Library series. *Austria* and *Spain* arrive in May 2006 (both £20) and Bordeaux Left Bank and Greater Burgundy come in June 2006 (each £25).

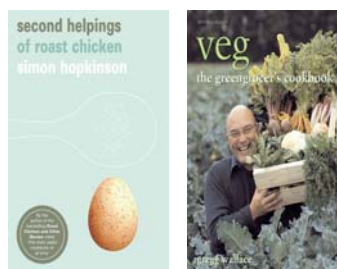
I can't get very excited about any of the other wine guides but thought it patriotic to pick up on all embracing tome from the United Kingdom Bartenders Guild. Used by bartenders all over the world, no less, *The International Guide to Drinks* is a comprehensive guide to the preparation of all drinks, from cocktails to wines, spirits, liqueurs and beers (Ebury Press, May 2006, £12.99). I also noticed two or three other cocktail books due this Spring - do people still drink cocktails?

For the foodies amongst you, I've found a good selection of gastronomic highlights. *The Fish Store* by Lindsay Bareham (Michael Joseph, May 2006, £20) is full of recipes, recollections and anecdotes from a food lover's food writer. Which is also an apt description of Simon Hopkinson, whose marvellous *Roast Chicken and Other Stories* (co-authored as it happens by Bareham) was voted the Most Useful Cookbook of All Time. The sequel, *Second Helpings of Roast Chicken*, is being reissued in June 2006 (Ebury Press, £12). Both are wonderfully entertaining to read, let alone cook from. Firmly recommended.

I like the sound of *Veg: The Greengrocer's*

*Cookbook*, which is written by Gregg Wallace of Masterchef and R4's Veg Talk (Mitchell Beazley, March 2006, £20). The British are expert at cooking vegetables badly and uninterestingly, so here's a book that really is well overdue.

Spanish cookery didn't used to get much attention in the publishing world but the success of Moro seems to have brought out a host of new titles. *Modern Spanish Cooking* is by Sam and Eddie Hart of Fino, the highly acclaimed Spanish



restaurant in London (Quadrille, June 2006, £20) while *New Tapas* by Fiona Dunlop (Mitchell Beazley, March 2006, £12.99) offers the best bar food from Spain from top Tapas chefs. I really hope that these books can persuade people to start drinking finos and amontillados. Sherry's revival really is long overdue.

Of the celebrity books, Heston Blumenthal has a new book to tie-in with an 8-part TV series. *Perfection* (Bloomsbury, June 2006, £20) looks at eight classic dishes and Blumenthal shows you how to get the best ingredients and cook each dish to perfection. Jamie Oliver's friend, Jimmy Docherty, follows up his TV appearances with *A Taste of the Country* (Michael Joseph, March 2006, £20), celebrating country living and urging us to get more involved with local producers. Worthy sentiments indeed. *The Hairy Bikers' Cookbook* (Michael Joseph, April 2006, £20) and Gordon Ramsay's *Easy All Year Round* (Quadrille, May 2006, £19.99) are probably the best of the rest.

*Stefan Reynolds has spent 15 years in publishing and runs Field & Vine Limited.*

## moreWINEspeak

### Odd bottles

**IN FRANCE**, they have different, often biblical, terms for large format bottles.

Confusingly, they vary slightly between Bordeaux and Champagne:

#### Magnum

2 bottles - 1.5 litres

#### Jérobaoam

**Double Magnum** in Bordeaux

4 bottles - 3 litres

#### Réhoboam

**Jérobaoam** in Bordeaux

6 bottles - 4.5 litres

#### Methuselah

**Impériale** in Bordeaux

8 bottles - 6 litres

#### Salmanazar

12 bottles - 9 litres

#### Balthazar

16 bottles - 12 litres

#### Nebuchadnezzar

20 bottles - 15 litres

## The charts

**THE TOP** five countries importing wine into the UK may or may not surprise you. The change in the top two over the last two years is interesting however, with France reclaiming the top spot it lost in 2004.

2005	2004
France	Australia
Australia	France
Italy	Italy
Spain	USA
USA	Spain

The figures for the first five months of 2006 show France keeping and in fact increasing its leads over Australia and the USA slightly edging out Spain. But there is all to play for over the next 7 months.

## Marilyn Merlot and the Naked Grape

Odd Wine From Around the World - by Peter F. May

Reviewed by Warren Edwardes



**WHEN STRUGGLING** with the European Union wine label regulations for my Wine for Spice range, I'd often visit Peter F May's Unusual Wine Labels website at [winelabels.org](http://winelabels.org) to get inspiration from the odd labels others had produced. They may not have proved sufficiently inspirational, but they provided a welcome laugh.

Now May has taken some of the best of those labels and hunted out many new ones for his new book *Marilyn Merlot and the Naked Grape*. Subtitled *Odd Wines from Around the World*, this 256 page full colour book features 112 unusual labels plus some back labels from over a dozen countries.

The format is simple - one page has the beautifully photographed label, while on the facing page May tells the story behind the label and the wine it was once attached to with tasting notes and food matching suggestions.

Of course there is an element of geekiness in the book but it is quite restrained. In appendices May explains how to remove recalcitrant labels - he suggests that, when travelling, a hotel hairdryer can be used to soften label glue. 'Unfortunately, I have no other use for hairdryers these days' he wryly remarks. Err... Why don't

you use a digital camera Peter? Or get the label off the winery's website? To that end there is a useful and informative glossary as well as addresses, phone and websites listed for all the wines.

Along with the legendary *Cats Pee on a Gooseberry Bush* and *Goats do Roam* are less familiar labels such as the 'well-rounded and forward' *Cleavage Creek* whose label has a well endowed woman in a low cut gown, and Stuart 'Stu' Pedasso's *Sonoma Beach Zinfandel*, names that could offend if spoken fast. And speaking of offence, who'd have thought that a painting of children in a vineyard could upset the good people of Texas (*Tex-Zin*), or that a cartoon of a churchman would get a wine banned in Ohio (*Cardinal Zin*)?

May's commentaries tells of a church moved by exploding dynamite inside it, (*Blasted Church*), a vineyard that produced 100 vintages in seven years (*Aga White*) and labels with a male and female whose clothes fade away to indicate when the correct serving temperature is reached (*Rude Boy* and *Rude Girl*). There are labels marking the day flying saucers were banned from landing in Chateaufort du Pape, (*Le Cigare Volante*), political speeches (*Winds of*



*Change*) and even Mussolini (*Nero del Predappio* -- May's tasting note reads 'leaves a bad taste in the mouth, goes well with humble pie')

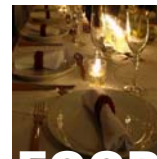
As you've guessed, this is no po-faced serious text book; rather it is a cheerful celebration of the amusing, rare and quirky. But May, who lives in St Albans, Herts, knows wine. He has visited many of the wineries, spoken with wine-makers, winery owners, label designers and artists and he packs a surprising amount of solid information wrapped up in the humour.

I must say that the book is gobsmackingly well designed and makes for a great coffee table book. Elegantly, motifs from the label are borrowed for the commentary page so that the flying rooster from *Flying Rooster Red* soars up to the title line, and the hippo from *Fat Bastard* is sitting reading the tasting notes, and broad end flaps give the paperback a solid feel.

*Marilyn Merlot & the Naked Grape* makes the ideal gift for not only the wine lover but anyone with the slightest interest in wine, label design or just with a sense of humour. It is a book to dip into and to keep by the bedside. I also expect to see it in many a friend's loo.

***Marilyn Merlot and the Naked Grape***  
is published by Quirk Books  
on 1st June 2006  
ISBN: 1594740992  
Price: £10.99

Available from all good bookshops and online from  
<http://amazon.edwardes.org>



## FOODWATCH

Some favourite and recommended eateries from ASDW members:

**Meltons Restaurant**  
7 Scarcroft Road  
York

01904 634341

*In the Laverick household, the food is pretty awful but the wine is always great! It therefore seems strange that eating out is not something we indulge in regularly. But when we do, we look for quality and not quantity.*

Bill Laverick  
Vinpromo

**Latium**  
21 Berners Street  
London W1T 3LP  
020 7323 9123

*An exceptionally good and very well priced Italian restaurant - four courses for £32.50 is great value for London. Good wine list and the wonderful Jan Moir from the Telegraph is a fan.*

Stefan Reynolds  
Field & Vine Limited

**Estrellas**  
High Street  
Leatherhead, Surrey  
01372-388304

A small, informal Mediterranean-style tapas bar, the food is good, the service efficient and it boasts an interesting wine list - including a very fine and rare Spanish brandy.....

Jim Monks  
Decanter Wines

## MY FAVOURITE...

Paula Sindberg runs the Ultimate Wine Company.

My favourite wine region is...

*It's got to be Piemonte, Italy - fabulous wines, wonderful food, terrific people. I liked it so much I bought a house there. And if anyone is interested, we rent the ground floor flat - it's very nice and not expensive!*

## Current members

**Geoff Ponter & Annalisa Baj, Amordivino Ltd**  
[www.amordivino.co.uk](http://www.amordivino.co.uk)

Amordivino wines present to you the best wines that Italy has to offer. An enormous range of interesting and exciting Italian wines, many of which are not normally available outside the top London restaurants

**Henry Speer, Champers Limited**  
[www.champers.net](http://www.champers.net)

Champers specialise in champagne, particularly personalised label champagne for corporate brands and social events. They also supply the range of Champagne du Mont Hauban, and a range of half bottles

**Krystyna & Jim Monks, Decanter Wines**  
[www.decanterwines.co.uk](http://www.decanterwines.co.uk)

Independent specialist importers of Rioja and other quality wines from Spain, including Cava and Spanish brandies

**Mike & Pat Robertson, Devigne Wines**  
[www.devignewines.co.uk](http://www.devignewines.co.uk)

Devigne Wines are specialists in Rosé, Méthode Traditionnelle (Champenoise) & wines from Gaillac, the Jura and the Languedoc

**David Riach, F & F B Wines**

F&FB Wines specialises in internationally recognised red wines from Tuscany, holding stocks of mature vintages from the 80s onwards. Sales are by mail order or collection by arrangement

**Stefan Reynolds, Field & Vine Limited**  
[www.fieldandvine.co.uk](http://www.fieldandvine.co.uk)

Field & Vine provides both private and corporate customers with specially chosen and wonderfully interesting wines from producers who are really passionate and care about what they produce.

**Roger Leech, Fine Wine List Limited**  
[www.finewinelist.net](http://www.finewinelist.net)

Fine, rare and mature wines for the collector, connoisseur and amateur. Small lots and mixed cases our speciality: more than 1,000 wines listed, particularly from Bordeaux, Rhone & Australia.

**John Dickinson, French Regional Wines**  
[www.french-regional-wines.co.uk](http://www.french-regional-wines.co.uk)

An ever expanding range of French wines with familiar names and exclusive imports. Quality and affordable wines for every occasion.

**John Hattam & Andy Clarke, H C Wines**  
[www.hcwines.co.uk](http://www.hcwines.co.uk)

H C Wines imports a range of interesting, individual and affordable wines with a special emphasis on south-west France. We also conduct tailored tastings for a wide variety of clients.

**Leon Stolarski, Leon Stolarski Fine Wines**  
[www.lsfinewines.co.uk](http://www.lsfinewines.co.uk)

New classics from Languedoc, Roussillon and southern Rhone. An impressive range of red, white, sparkling, dessert and fortified wines from some of the best producers these regions have to offer.



**Nick Dobson, Nick Dobson Wines**  
[www.nickdobsonwines.co.uk](http://www.nickdobsonwines.co.uk)

Specialist importer offering the widest selections of Swiss and Austrian wines in the UK, including a particularly impressive range of Austrian Dessert wines. Also one of the UKs leading specialists in wines from small estates in Southern Burgundy (Beaujolais, Mâconnais, Côte Chalonnaise) and Germany (mainly Mosel)

**Paul Havers, PMH Wines Ltd**  
[www.pmhwines.co.uk](http://www.pmhwines.co.uk)

PMH Wines are an Independent Wine Merchant offering traditional services, ranging from En Primeur offers all the way through to cellaring of our customers wine.

**Nick Willcocks, Step Up Wines**  
[www.stepupwines.co.uk](http://www.stepupwines.co.uk)

Step Up Wines Limited are specialists in offering wines hand crafted by small, dynamic producers. By setting up exclusive partnerships with the Vineyards we aim to bring you wines that you will not find elsewhere.

**James Bercovici, The Big Red Wine Company**  
[www.bigredwine.co.uk](http://www.bigredwine.co.uk)

BRW imports wines from leading estates throughout France with a special focus on the Southern Rhône Valley. Quality, value and helpful, friendly service are its aims.

**Nicholas Dunning, The Boutique Wine Company**  
[www.boutiquewinecompany.co.uk](http://www.boutiquewinecompany.co.uk)

The Boutique Wine Company is the exclusive importer of a range of small, Australian wineries. Emphasis is on quality and a broad mix of regions and styles.

**Bill Laverick, Vinpromo**  
[www.vinpromo.co.uk](http://www.vinpromo.co.uk)

Vinpromo has a range of some 80 wines. Sourcing wines principally from international companies who do not generally deal with the multiples, the list has a strong Latin focus.

**Susan Weerts, Windsor Wines**  
[www.southafricawines.co.uk](http://www.southafricawines.co.uk)

Windsor Wines Limited manages the South Africa Wines website. Selling quality South African wine to the UK from all the great Cape wine estates.

**Warren Edwardes, Wine for Spice**  
[www.wineforspice.com](http://www.wineforspice.com)

Wine for Spice's naturally semi-sparkling wines Very Dry Viceroy White, Quite Dry Raja Rosé and Off Dry Rani Gold, are cool refreshingly sparkling, fresh & fruity wines to accompany curries and spicy food.



### Endpiece

Firstly I must thank all the contributors of this first edition of **Grapestalk**. Without it, we'd have no publication. Special thanks go to Paul Howard who submitted his article very swiftly, offered many more and is not even a member of the ASDW! As this is a first effort for me as both editor and publisher, I must also record my gratitude to Mina Patria, Editorial Director at Trotman Publishing, who gave me valuable and much needed advice on how best to create a readable magazine. I just hope that I have succeeded, and reiterate that I welcome all feedback, both good and bad. Please email me on [grapestalk@asdwt.org.uk](mailto:grapestalk@asdwt.org.uk).

Stefan Reynolds