



CROWN CELLARS®

CARLSBERG MARSTON'S BREWING COMPANY

2024

PEDLEY'S
PICKS



to our annual Crown Cellars Report for 2024

Welcome

When I wrote Pedley's Picks last year there was a joyous feeling that we were coming out of the miserable "Covid Years". That said, as we embarked on the 2023 wine range launch campaign, there was still a sense of anxiety about how things would be received as we went out on the road for the first time in three years. We need not have worried. As we criss-crossed the country we had huge support from you, our customers. In fact, the general consensus amongst the Crown Cellars' team was that the customer launch tastings were the most successful we have ever run, (going back over a quarter of a century). Let us hope that we can keep this momentum going in 2024.

Victoria Chapman (Crown Cellars' wine buyer) and I have settled into a routine of meeting up to undertake range selection tastings in London or the Midlands. Having finalised the 2024 range early in the New Year I have made my Pedley's Picks of ten personal favourites, laid out for you to peruse over the following pages.

Also included for you to browse is my view on the year's vintage, with some of the highlights and challenges from the various parts of the globe. It has been one of the more fascinating vintage reports to research. Globally the 2023 harvest is probably going to be the smallest in my lifetime. However, declining consumption means that at this moment, there is a strange sort of equilibrium between supply and demand, temporarily hiding some of the challenges that places such as Bordeaux might experience in time.

Snowflakes are drifting past my window as I write. It would be very easy to feel glum and despondent at this time of year. However, the on-trade has shown incredible resilience over the last few years and I was struck by the optimism I encountered on my travels in the trade last year. I am reassured that we can continue to flourish in spite of the ongoing challenges and general madness going on around us. Don't let me down!



JONATHAN PEDLEY,
MASTER OF WINE

Pedley's Picks

Alcohol free wines have been available in the UK for several decades. However, it has to be said that both quality and drinker acceptance have been tepid for much of this period. But "The Times They Are a-Changin'" in the words of Bob Dylan. A sizeable group of consumers choose not to drink alcoholic beverages for a variety of reasons, but nowadays expect to be offered a choice of low or no alcohol options.

Fortunately the quality of these drinks has improved markedly in recent years. Vacuum distillation, spinning cone columns and reverse osmosis permit the removal of alcohol without ruining the character and quality of the base wine. I have been pleasantly surprised by some of the de-alcoholised wines that I have encountered over the last eighteen months. The Australians in particular seem to have embraced the technology and produce a number of decent de-alcoholised wines.

Given the above, we have made four additions to our portfolio of de-alcoholised wines. This means that for the first time we can offer a full choice of options: white (still and sparkling), rosé (still and sparkling), a red and two single serve options, the first in glass and the second in a neatly packaged can.

Victoria's favourite was the Freixenet Alcohol Free Sparkling Rosé for its freshness and delicate citrus, however for Pedley's Picks I have gone for the Hardys Zero Chardonnay, the McGuigan Zero Rosé and the Wolf Blass Zero Shiraz. If you remain sceptical do give the Chardonnay a try; I think that it is the best de-alcoholised wine I have tried to date.



Alcohol Free



Of this year's range selections, there were two big clusters of listings, the first being de-alcoholised wines.



6 MCGUIGAN Zero Rosé 0.0%

The winemaking team at McGuigan have over fifteen years of experience working on the company's alcohol free wine programme. Interestingly for this rosé they go for a Muscat dominated grape mix (45% Muscat Gordo and 20% Muscat Blanc à Petits Grains), good for immediate fruitiness. The 28% Shiraz component provides the pink colour. Once fermented the wine is de-alcoholised using the spinning cone method (a relatively gentle way to remove the alcohol). The resulting wine is mid salmon pink and clean as a whistle on the nose, with youthful sherbet fruit, medium sweetness and a rounded acidity. Drink well chilled.



C WOLF BLASS Zero Shiraz 0.0%

Making a decent de-alcoholised red is one of the biggest challenges in the canon of low alcohol beverages. The use of sweetness to balance the absence of alcohol in whites and rosés is no great shock, not least because many classic whites and rosés have natural residual sugar. By contrast, nearly all traditional reds are bone dry. What is more, part of the structure of red wines is the tannic grip on the palate. Replacing the balancing alcohol with sugar gives a very different mouthfeel. As a result, the winemaking team at Treasury Wine Estates need to be congratulated on producing their Wolf Blass Zero Shiraz. The wine has an attractive, youthful blackberry and blackcurrant aroma. There is decent weight (mid-full bodied) on the palate, not too much sweetness and some proper grainy tannins on the finish.



2 HARDYS Zero Chardonnay 0.0%

This is the most successful de-alcoholised wine that I have tried. It actually tastes of Chardonnay, complete with ripe varietal fruit and a touch of oak, but without the alcohol. There are other pleasant de-alcoholised wines, but they tend to have a rather generic confectioned "fruit juice" aroma and a taste that is rather sweet. The team at Accolade Wines have used all their skills to craft this Hardys Zero Chardonnay: it has real wine character and not too much sweetness. Careful fruit selection and vacuum distillation at low temperature are two of the elements behind their success. The wine is mid lemon in colour. On the nose there are notes of peach, melon and vanilla. The palate is fairly dry with plenty of refreshing acidity. As you would expect of a Chardonnay, you can pair this wine with fish such as grilled salmon or try it with roast chicken.



Italy

**B VALPOLICELLA** Cantina del Garda

This is a deliciously toothsome and uncomplicated Valpolicella. It is made from a blend of the local black grape varieties (Corvina Veronese, Corvione, Rondinella and Molinara) grown on the iron rich soils east of Lake Garda. The colour is a mid to pale ruby. It is lifted and perfumed on the nose, showing red cherry and rose petal aromas. The palate is light bodied and lively with gentle youthful tannins. Serve slightly chilled as an accompaniment to antipasti or informal Italian dishes such as pizza.

**D BARTOLI GIUSTI** Brunello di Montalcino 2017

The grapes for this wine are harvested from low yielding Sangiovese vines in the DOCG zone surrounding the hilltop town of Montalcino. After crushing, the wine is fermented in contact with its skins for just over a fortnight. Once raked the wine spends three years maturing in botti (8,000 litre oak barrels). A further six months of ageing takes place post-bottling before release. The wine's appearance is a palish garnet-brick. It has a fairly pronounced nose that shows richness and maturity with notes of spice, fig and prune. In the mouth it is fullish bodied, the low acidity complementing the ripe grainy tannins. Game (venison, wild boar, pheasant etc.) or ossobuco would be great partners.

**3 BOCCANTINO** Fiano Appassito Salento IGT

Hand picked Fiano grapes are taken to the winery and a portion undergoes gentle drying (hence the description "appassito"). Fermentation follows in stainless steel tanks, and some of the newly made wine spends three months in wooden barrels before blending and bottling. The result is a fascinating white wine that shows the delicate aromatic character of the Fiano but has more depth and richness than one normally finds with this variety. On the nose look out for floral and citrus fruit aromas (grapefruit in particular). The off dryness and weight in the mouth are balanced by good acidity. Try this wine with chicken, pork or tuna.

The second big cluster of new listings is our Italian selection.



During the long months of lockdown we did a big project refreshing our selection of key volume lines, which included Prosecco and Pinot Grigio. We agreed to postpone a review of the rest of our Italian range until the trade had recovered. I am pleased to say that we have now completed that overhaul and are delighted with the results. We have added five new wines.

I am particularly excited by our new white: a Fiano from Puglia, which makes it into Pedley's Picks. Once upon a time "Italian White Wine" in the UK usually meant either Soave or Frascati, whereas now rediscovered varieties, such as Falanghina, Fiano and Pecorino have created a lot more choice.

On the red wine front, as one would expect from Italy, one is spoilt for choice. We have new examples of Montepulciano d'Abruzzo and Primitivo, but for Pedley's Picks I have gone for two contrasting classics: a light and youthful Valpolicella from Cantina del Garda and a fullish bodied and mature Brunello di Montalcino under the Bartoli Giusti label.

Pedley's Picks



Alsace



This year we are switching our source of Alsace wines to Maison Klipfel

This family-owned firm was founded in 1824 and is now in its sixth generation. I have put both of the new listings into Pedley's Picks. The Pinot Blanc is perfect for everyday drinking (perhaps not surprising given that it is closely related to Pinot Grigio). By contrast the Gewürztraminer is much richer and most people would say that it probably needs food as a partner.



1 KLIPFEL Pinot Blanc

The Pinot Blanc wines of Alsace contrast sharply with the region's more famous Gewurztraminers. Whilst the latter are often rich and aromatic, the former are light and uncomplicated. The Klipfel Pinot Blanc has simple green fruit on the nose: apple and pear in particular. The palate is dry, not too acid and lightish bodied. Drunk well chilled, this wine is the perfect "by the glass" option. In keeping with the lightness and approachability of the wine, the obvious food partners would be informal things such as salads, quiches and grilled prawns.



4 KLIPFEL Gewürztraminer

Although austerity and self-denial seem to be all the rage at the moment, you have to be a bit of a puritan not to indulge in the decadent pleasure of drinking a good Alsace Gewürztraminer. Klipfel have made a classic example. It is mid straw in colour with a hint of gold. On the nose it is intensely perfumed: hyacinth, Turkish Delight and lychee aromas are all present. The palate is medium dry and full bodied. The finish is ripe and juicy. I would be happy to enjoy this on its own but food partners might include turkey, pungent cheeses (Stinking Bishop, Munster, Époisses etc.) and rich terrines.

Bordeaux



Our other new French listing is from Bordeaux.

We shall be saying goodbye very soon to a longstanding favourite, Château Marcadis from Lalande de Pomerol. This gave us the perfect opportunity to explore other wines from Pomerol and its satellites. The standout wine we came across was Château Vieux Cardinal Lafaurie 2019, like its predecessor from Lalande de Pomerol. This sensibly priced but ripe and concentrated Claret will be joining the range and goes into Pedley's Picks.



C CHÂTEAU VIEUX CARDINAL LAFAURIE Lalande de Pomerol

This small property (6 hectares) has a complex mix of soils: sand, silt and clay lie on an iron-rich gravelly base. Merlot makes up 65% of the vineyard, with 25% Cabernet Franc and 10% Cabernet Sauvignon contributing the balance. After fermentation the wine is matured for a year in French oak barrels (50% of which are new). The result is a thoroughly modern interpretation of "Right Bank" Bordeaux. The nose is impressively complex (showing dried fruit, oak and chocolate nuances). The fullish bodied palate is underpinned by ripe grainy tannins. You cannot go wrong if you pair this wine with a rack of lamb or a rare sirloin steak.

Rioja



Finally, we have a new wine from our friends at Bodegas Medievo.

Building on the success of Medievo's popular Finca de Oro brand, we've expanded our selection this year to include their venerable Gran Reserva. While Rioja currently favours bold, youthful reds, I believe there's value in seeking out the elegant, aged styles that made the region famous.



E MEDIEVO Rioja Gran Reserva

The Medievo Gran Reserva exemplifies this perfectly - crafted from Tempranillo and Garnacha grapes sourced from old vines at high altitude, this wine undergoes two years of aging in a blend of American and French oak barrels, followed by three years of bottle aging before release. Its mature garnet-brick color hints at its age, while the nose offers mellow notes of vanilla, Elvas plum, and clove. The palate is full-bodied and warming, with grippy tannins. Ideal pairings include roast red meats and mature hard cheeses like Cheddar, Manchego, or Comté.

Pedley's Picks



Jonathan Pedley's

Vintage
Report



Bordeaux

FRANCE



Season
**NOTABLY
DAMP**



08% vs 2022
**TOTAL
CROP**

Bordeaux is going through a tough period and 2023 did nothing to raise spirits. That said, the growing season got off to a good start with an early bud burst and mercifully no frost. The vines developed well and the flowering passed without incident. It was then that the problems started. June was characterised by a series of storms, with heavy rain and high temperatures: the ideal conditions for mildew and black rot. The weather was a little better in July but fungal diseases remained a threat. After heavy rain on 15th August, the rest of that month brought more stable summer weather and by the beginning of September it was getting seriously hot. Challenges still abounded though with many vineyards in

Bordeaux experiencing good old-fashioned grape desiccation. The harvest kicked off at the end of August. The Sauvignon Blanc was arguably the standout success in 2023. This variety survived the depredations of the summer and posted healthy yields. By contrast the Merlot was battered by mildew, wilting, and in some cases dilution courtesy of the summer rain. The resulting crop was chaotically heterogenous. The one ray of sunshine on the red wine front is that the tougher, later ripening Cabernet Sauvignon came through in much better shape than the Merlot. The total Bordeaux vintage in 2023 is down 8% on 2022 and down 16% against the five year average.



Burgundy

FRANCE



Excellent
**CHARDONNAY
CROP**



12% vs 2022
**TOTAL
CROP**

Winter 2023 in Burgundy was relatively mild and dry. Nevertheless, bud burst was a little later than usual, helping the vines negotiate the scary spring frost window in April. The flowering was rapid and successful, allowing the vines to set a large crop. June was hot and thundery, as was July to a slightly lesser extent. There was some localised hail damage. However, whilst the threat of fungal disease was ever present (downy mildew, oidium and black rot), there were few reports of damage on the scale experienced in Bordeaux. Rainy episodes continued into August, but towards the end of that month a heatwave appeared that lasted into September.

This accelerated the ripening and triggered the start of the harvest. From Chablis down to Mâcon, growers seem to be delighted with the Chardonnay crop, both in terms of quantity and quality. There is a lot more discussion surrounding the Pinot Noir, where yields were very high and some berries raisined in the searing heat. With careful sorting it should be possible to make really good wines, but it sounds as if there could be quite a lot of dilute and/or overcooked dross as well. The Gamay is less of a prima donna than Pinot Noir and the new wines in Beaujolais seem to be vibrant and fruity. The total Burgundy crop (including Beaujolais) was enormous: up 12% on 2022 and up a staggering 22% on the five year average.



Alsace

FRANCE



Heatwave
**LATE
SUMMER**



vs 2022
**05%
TOTAL
CROP**

Alsace was spared a lot of the weather and disease challenges that plagued other parts of Europe during the spring and early summer. Overall the weather was sunny and dry, with the vines able to set a decent sized crop. However, during the second half of July the weather deteriorated. Strong winds, heavy rainfall and low temperatures were experienced. When the high humidity persisted into August, growers noticed a rapid spread of oidium (powdery mildew). Things could have got worse, but from mid-August

onwards the skies cleared and the disease pressure lessened. A late summer heatwave between 8th and 13th September caused a precipitous acceleration in ripening. The earlier ripening grapes (the Pinots in particular) were gathered in short order followed by the later ripening varieties such as Riesling when the temperatures eased off. Quality in general should be good. As far as quantities are concerned, 2023 was a pretty normal vintage: 5% up on 2022 and 3% down on the five year average.



Loire

FRANCE



Weather
**PERSISTENT
RAIN**



Temperature
**BIG
SWINGS**

Doubtless to the relief of everyone, I can reveal that 2023 was spared from the scourges of recent years: there was very little frost or hail and definitely no drought or heatwaves. Rather, the defining features of this year were the persistent rain and the drastic swings in temperature. That said, as well as being frost free, the vines managed to flower successfully and set a large crop. It should come as no surprise that the main threat in 2023 came in the shape of fungal diseases, with mildew leading the onslaught.

Fortunately, as in many parts of Europe, September saw some of the finest weather of the year: it was warm, dry and sunny. The grapes were able to ripen well and the harvest passed without incident. Although there was regional variation, the overall Loire crop was large – up 21% on 2022 and up 18% on the five year average. Quality will be heterogenous though. However, there will be some fresh and vibrant whites, where the producers stayed on top of the weather and disease issues.



Rhône

FRANCE



Winter and the early part of spring were dry, creating anxiety that drought would be an issue later in the year. In the short term these worries were assuaged by heavy rain in May. Of course, the downside of this moisture during the growing season is that it can encourage fungal diseases, such as downy mildew. That said, competent growers coped well. The vines rattled through the summer, helped in part by the fact that nowadays irrigation is permitted.

This became particularly important when temperatures ramped up in the second half of August. The harvest was early and without incident. Producers seem to be very happy with their whites and rosés, not least because there is a tad more acidity in 2023 than there was in 2022. The reds should also be very good, although there will be some heterogeneity in the Grenache (in part because the heatwave caused instances of raisining). The total crop across the "Sud Est" was normal, 3% down on 2022 and 1% up on the five year average.

Languedoc-Roussillon

FRANCE



The writing was on the wall in Languedoc-Roussillon from the beginning of 2023, with a dry winter and early spring making drought a real possibility. Despite the absence of spring frost, growers remained nervous and irrigation water was already being applied in early May. Finally, in the second half of May there was heavy rain. However, the rainfall was not uniform. The flowering went surprisingly well and many vines set a large crop. The presence or absence of soil moisture became obvious during the long hot days of summer. Those vineyards that benefitted from the May downpours, and/or irrigation, were able to flourish. Those that did not struggled, with leaf loss, fruit desiccation and in a few drastic cases, vine death.

The harvest got underway in August with the earlier ripening white grapes and some of the black grapes destined for rosé and sparkling wine production. At the end of the month the temperature sky rocketed, peaking at over 40°C. It is a testament to the robustness of the traditional black varieties of Languedoc-Roussillon that they survived this late season roasting and were picked in good condition. The challenging weather means that there will be variability in quality although both Les Grands Chais and Sieur d'Arques (Aimery) seem happy with what they have in their cellars. As predicted, the drought did hit the crop size. Overall production was down 15% on 2022 and 10% against the five year average.



Italy



Fans of the Giro d'Italia road cycling race witnessed the defining feature of the 2023 growing season play out before their eyes: day after day of heavy rain in May as the riders toiled across the south and centre of Italy. This persistent high humidity was ideal for the rapid spread of downy mildew. How regions and individual vineyards coped with this disease determined the size of crop they harvested. Roughly speaking, the centre and south of Italy struggled: Abruzzo and Sicilia saw their potential crops halved, whilst Puglia and Toscana lost about a third of their harvests. In the north the mildew threat was better managed and losses were a lot smaller. The Veneto, crucial for the production of Prosecco and Pinot Grigio, saw yields down by only around 10%. There were some fearsome temperatures in the summer, but these hot,

dry periods were interrupted by cool, damp interludes. Given what had happened before, it is a relief to report that the harvest passed off without any major incidents. Despite the early start to the growing season, the picking began a few days later than in 2022. Many producers are surprisingly upbeat about the quality of their grapes. Whilst the weather compromised yields, what was left came through in reasonably good shape. However, there will be heterogeneity, particularly in DOC areas such as Montepulciano d'Abruzzo. After a couple of downward revisions the national crop is estimated to be 37-39 million hectolitres. Assuming that this number is about right, it would represent a reduction in production of around 25% against 2022 and the five year average.



Germany



The start of the growing season passed without incident: there were no significant frost losses and the flowering went well. By contrast the summer was full of challenges.

A severe drought in June was followed by unseasonably heavy rain in July and August. Mildew and the reappearance of the cherry fruit fly (*Drosophila suzukii*) caused much anxiety and fears of a rerun of the difficult 2014 harvest. To everyone's relief (and unlike in 2014) September and the first part of October were glorious. It was dry, the sun shone and it was distinctly hot. The grapes ripened very quickly, precipitating a rapid harvest.

Many of the southern regions, such as the Pfalz and Rheinhessen, had finished picking by the end of September. Quality levels should be at least good. The fine autumn weather allowed some traditional sweet wines (Auslese and above) to be made as well as the currently fashionable drier styles. The latest numbers from the German Wine Institute indicate a vintage 3% down on 2022 and 1% down on the ten year average.



Spain



In most of Spain a mild dry winter was followed by a warm and very dry spring. There were no significant frost losses and the flowering went well.

As in the rest of Europe there were a few storms in the early summer, but the fungal disease pressure was much lower than elsewhere. However, August was shockingly hot, with successive periods where the thermometer was stuck over 40°C. This desiccating heat had a profound effect on the size of the 2023 crop, reducing it significantly from what had been projected earlier in the year. The first white grapes were picked in the middle of August with the key Tempranillo

harvest at Bodegas Medievo in Rioja starting on 5th September. The odd downpour in September brought welcome relief from the drought and reinvigorated the ripening process. Everything was picked by the end of September. From a quality perspective most producers are happy with their wines. The big issue is quantity. The most recent national estimate has the crop at 33 million hectolitres, down 18% on 2022 and down 23% against the five year average.



Portugal



There was plentiful winter rainfall, refreshing the soil after a period of cumulative drought. A warm spring got the vines off to a good start and there were no issues with frost or problems at flowering time.

As one would expect the summer was dry: that said, temperatures in July were not excessive. There was a heatwave at the end of August but the vines coped well. Rain on 3rd September in the Douro was perfectly timed to trigger the final ripening of the black grapes (many of the white grapes had been harvested already). Much of the Touriga Nacional was picked over the following fortnight.

However, some of the edge was taken off the harvest by two further bouts of rain during this period, putting pressure on the gathering of the late ripening Touriga Franca. Elsewhere in Portugal the vintage was able to proceed at a steady pace well into October. Whilst there will be a need for selectivity given the September rains, overall quality should be good.



England



No losses
DUE TO WEATHER



2023 crop
EXCELLENT QUALITY

Back in 2018 I wrote in that year’s vintage report that “They’ll be dancing in the streets of Tunbridge Wells.”

As well as being a rather lame homage to the late, great Bill McLaren it was an attempt to describe the euphoria of the English vineyards at the outcome of the 2018 harvest. Well, five years on it looks as if 2023 is another vintage that might bring on dad dancing in the Home Counties. The spring was largely frost free and a dry June allowed a successful flowering. Crucial to setting what would turn out to be a bumper crop was the wet July: the vines soaked up the moisture, grew strongly

and started to ripen the grapes. Coming into September, the vines were laden with grapes but there was some anxiety about the weather on the run in to the harvest. The growers need not have worried, the skies cleared and we experienced several weeks of excellent late summer weather. In many cases the picking was able to start a little earlier than usual. It is hard to find any dissenting voices concerning both the quality and quantity of the fruit.



Bulgaria



Weather
DRY & WARM



vs 2022
TOTAL CROP



Crop quality
VERY GOOD

A mild winter was followed by a cool spring. The summer was largely hot and dry, although there were a couple of rainy episodes in August and September.

The harvest of the white grapes took place in the first half of September with the black grapes following towards the end of that month. Quality overall is very good. The official size of the crop is down 30%. According to Domaine Boyar, this is not due

to any viticultural issues but rather a number of growers refused to sell their grapes to the commercial wineries at the price offered. Instead, they sold their grapes to individuals for home winemaking. This is a first for me!



Austria



After a dry winter the growing season got off to a late and slow start, not least because of cold weather in April. This is often no bad thing as it reduces the risk of spring frost.

April was also quite wet and this helped to get some moisture into the soil. Warm weather in late May at last got the vines growing rapidly and although the flowering in June was later than usual, it passed without incident. From late June until the eve of the harvest in early September the summer was largely hot and

dry, with the exception of heavy downpours at the beginning of August and some lighter showers at the end of that month. The growers are confident about the quality of the vintage. At 2.3 million hectolitres, the crop is estimated to be just a tad down on both 2022 and the five year average.



California

UNITED STATES



The 2023 growing season in California brought to mind the band Wet Wet Wet, not least because of the heavy rainfall and an overall weather pattern that was more reminiscent of the 1980s and 1990s than modern times. The winter saw torrential downpours: the chronic drought was over. It stayed cool and damp in the spring. The vines got off to a slow start and never really caught up. The summer was mild. Intermittent rain was never far away, but the apocalyptic predictions around "Hurricane Hilary" and the "Atmospheric River" did not materialise. The harvest began in August and lasted until November.

Most picking schedules were running between a week and a month later than in recent years. The best grapes show an ideal combination of steadily accumulated sugar balanced by retained acidity. With time, we should be able to enjoy (if we can afford them) some classic Californian wines. Perhaps the one rub is that there is something of a glut of black grapes in California and as a result a portion of the crop was left unpicked. Estimates of the total harvest are still a little tentative but the yields were almost definitely up on 2022 (which was frost affected) and in line with the average over the last five years.



Australia



Persistent **HEAVY RAIN & FLOODS**



vs 2022 **TOTAL CROP**

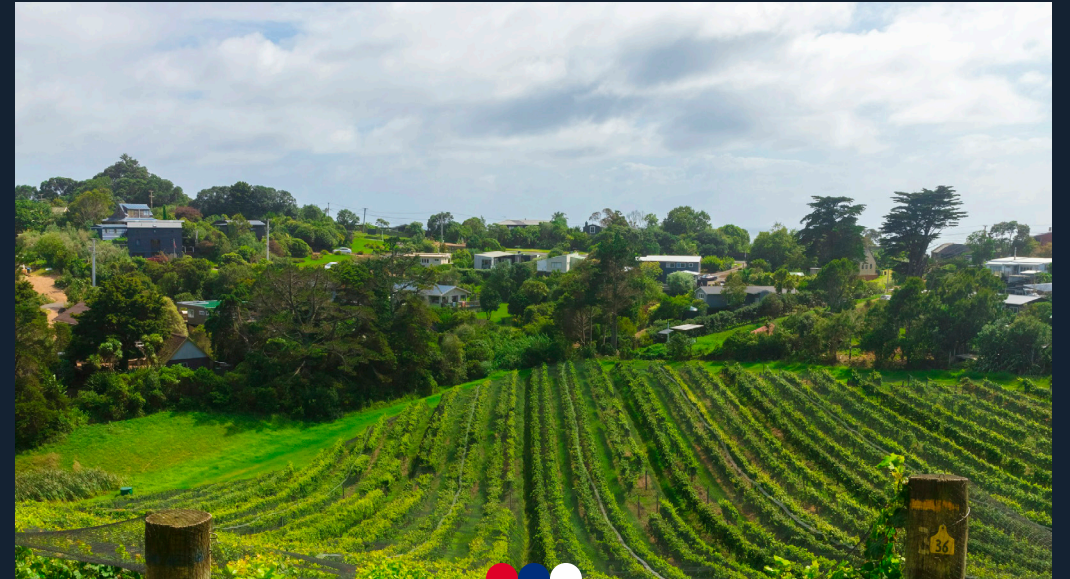


2023 crop **LATE & SMALL**

“It’s grim Down Under” sums things up both in the vineyards and on the export market. For the third year in a row La Niña maintained its grip on weather systems in the Southern Hemisphere.

It was cool and there was persistent heavy rain during the winter and spring. Flooding was widespread. The high humidity triggered disastrous outbreaks of downy mildew. The resulting harvest was late and very small. The total national crush was 1.32 million tonnes, down 24% on 2022 and down 26% against the ten year average. Despite these shortfalls and spiralling production costs, the average price per tonne for grapes only increased by 2%.

Overall quality will be ordinary. As if these production challenges were not enough, the export market is looking pretty sick as well: volume was down 4% and value down 11% in the year to 30th September 2023. There seems to be an unhealthy equilibrium at the moment between reduced production and disappointing sales. Of course this unprofitable stalemate is unsustainable and a contraction of the industry seems inevitable.



New Zealand



Persistent **HEAVY RAINFALL**



vs 2022 **EXPORT SALES**



On record **SECOND LARGEST CROP**

Although experiencing similar weather conditions to their cousins on the other side of the Tasman Sea, New Zealand came out of the 2023 harvest in better shape than Australia.

A wet winter got plenty of moisture into the soil and it remained a little cool and damp during the spring and summer. The weather event that 2023 will be remembered by arrived in February. Cyclone Gabrielle hit the North Island hard, bringing gale force winds and torrential rain. Low lying vineyards with poor draining soils saw extensive flooding. This amount of humidity close to the harvest inevitably triggered outbreaks of grey rot and other fungal diseases. Parts of Hawkes Bay suffered badly, but it was Gisborne and Auckland that were hardest hit.

However, by the time the storm reached the South Island it had lost most of its energy and moisture. This meant that the all important Sauvignon Blanc crop in Marlborough got through pretty much unscathed. What is more, the arrival of autumn ushered in fine dry weather for the harvest. At 501,000 tonnes the total New Zealand crop was the second largest on record. New plantings and a bumper crop in parts of the South Island more than made up for the problems in the North Island. Overall quality should be good. New Zealand wine exports remain healthy with sales up 25% on 2022.



South Africa



Winter in the Cape was warmer and drier than normal. This triggered an early bud burst and an early flowering. The fruit set was relatively light.

The arrival of summer was greeted by an entirely unseasonal downpour during the second week of December. Whilst this eliminated any threat of water stress, it raised the risk of fungal disease. The rest of the summer was a tad cooler than usual, slowing down the development of the grapes. Harvest got underway at the beginning of February under favourable conditions, but big challenges came towards the end of the month when heavy rainfall returned. There were two further bouts of torrential rain in March, slap bang in the middle of the black grape harvest.

Clearly the viticultural and winemaking teams had to make some tough calls: pick early and face a lack of ripeness or pick later and run the risk of rot and dilution. Doubtless there will be some successes, but overall quality will be patchy. As expected, yields were down: by 14% against 2022 and by 12% against the five year average. That said, weak export shipments have suppressed any marked upward pricing pressure. As in Australia, there is a reasonable balance of supply and demand for white wine, whereas there remains a sizeable volume of red wine trying to find a home.



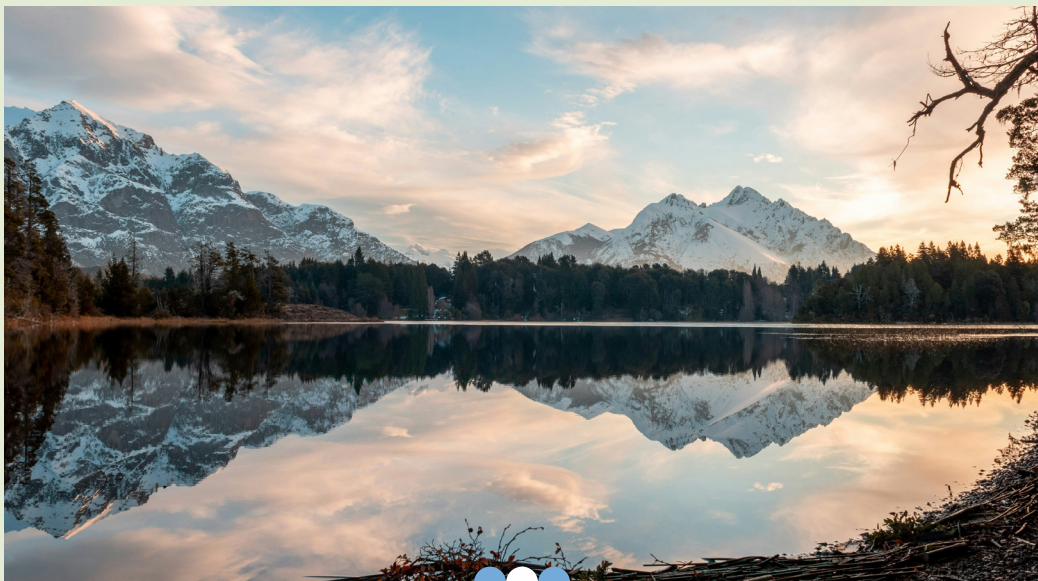
Chile



Winter rainfall was adequate: Caliterra recorded 422mm of rain at their estate – 9% below average but enough to refresh the soils before the growing season started.

There was also enough snowfall in the Andes for those producers dependent on irrigation later in the season. Budburst and flowering took place at around the normal times and passed without incident. What 2023 will be remembered for is the remorseless heat of summer. The data from Errazuriz's Max 1 vineyard in Aconcagua shows the degree day numbers ahead of the historical mean for every month from October 2022 until April 2023. Bush fires aside, the vines ripened very quickly.

In many regions the harvest started between one and four weeks ahead of normal. The fruit was beautifully healthy, although questions should be asked about the phenolic ripeness and aromatic complexity of the grapes given the remorseless heat. Yields were impacted by the high temperatures. The total crop was down 11% versus 2022 and down 10% versus the five year average. However, bulk prices remain soft not least because of weak demand from key export markets in the Northern Hemisphere.



Argentina



Some losses
**DUE TO
FROSTS**



Total crop
**VS PREVIOUS
YEAR**

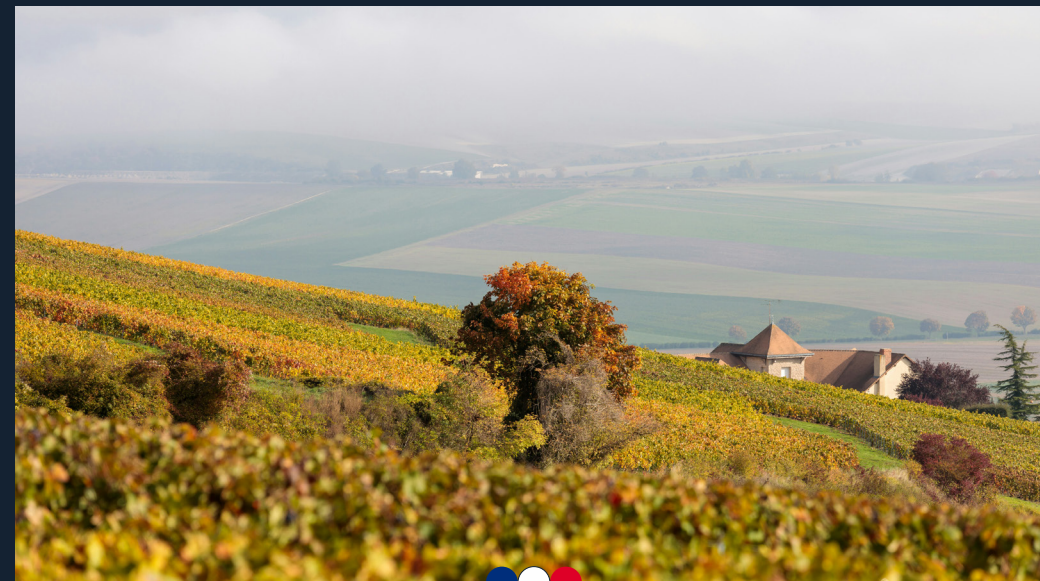


Weather
**CHRONIC
DROUGHT**

It was a cold winter in the Andes with some snow fall but not enough to end the cumulative drought. Not surprisingly the budburst was delayed.

Once the shoots did emerge in the spring there was great anxiety about a series of frost "events". This culminated on the night of 30th November / 1st December, when a polar front brought icy conditions to Mendoza. Damage was extensive and it was clear from this point that the 2023 harvest would be small. As is so often the case, after punishing cold in the spring, the summer became brutally hot and dry. What precipitation did fall came in the shape of hail – not the ideal source of moisture. February was particularly warm and this advanced the picking by up to a

month. With everything apparently ripening simultaneously there was a rush to gather the grapes. Even the most patient estates were finished by the first week of April. There were no disease issues so quality should at least be good. As predicted, the spring frost and chronic drought saw yields reduced markedly. The national crop was down 19% against 2022 and a vicious 29% against the five year average. News of the frost saw the price of Malbec spike upwards but with muted export demand in 2023 the market has stabilised and sensibly priced Malbec is currently widely available.



Champagne

FRANCE



Weather
**CHANGEABLE
THROUGHOUT**



Good
**QUALITY
CHARDONNAY**

A frost free April and some fine weather in June for the flowering allowed the vines to set a large crop. July and August saw changeable weather: there was quite a lot of rain and the temperatures were often on the cool side. The vines were happy to carry on growing and the grapes took advantage of the plentiful moisture to swell. The combination of plentiful bunches and large berries accounted for the enormous size of the crop. The negative side of this humidity was that it encouraged the development of Botrytis cinerea (grey rot). The weather changed completely in September: the rain disappeared and temperatures shot up.

The official start of the harvest was 2nd September. Given the heat and the residual risk of fungal infections the fruit was gathered at pace. Chardonnay is the variety of the vintage, having largely brushed off the disease threat and come through in good form. The picture for the Pinot Noir and Meunier is variable: these black varieties are more susceptible to grey rot and so 2023 is a year when rigorous selection was crucial in the vineyard and press house. As indicated, the vines produced a huge tonnage of grapes. The official yield limit in 2023 for Champagne production was 11,400 kg/ha, with up to another 10,000kg/ha allowed to go into a strategic reserve (for use in smaller vintages).



Discover our curated selection of wines for you to taste and explore.

Tasting Selection

1	GULARA	Australia	2		57494
	Chardonnay				
Melon and apple fruit flavours leading to a crisp finish					
2	GULARA	Australia	B		57493
	Shiraz				
Youthful bramble fruit and a hint of pepper					
3	CARTA 23	Chile	I		26905
	Chilean Sauvignon Blanc				
Vibrant with crisp tropical and citrus notes					
4	CARTA 23	Chile	C		26904
	Chilean Merlot				
Soft and fruity with plum, red fruit and spice notes					
5	OCARINA	Chile	I		34925
	Chilean Sauvignon				
Gooseberries, lime and herbaceous notes					
6	OCARINA	Chile	C		34926
	Chilean Merlot				
Juicy plum with hints of spice and a smooth finish					
7	LAS ONDAS	Chile	I		26894
	Chardonnay Reserva				
Crisp acidity, stone fruit and tropical notes of pineapple					



8	LAS ONDAS	Chile	2		18985
Viognier Reserva					
Ripe peach and apricot notes					
9	LAS ONDAS	Chile	A		18986
Pinot Noir Reserva					
Soft and rich with red berry and spice aromas					
10	BRIGHTSIDE	South Africa	1		34572
Pinot Grigio					
Light and fresh with youthful appley notes					
11	BRIGHTSIDE	USA	6		34571
Zinfandel Rosé					
Medium-sweet with ripe summer berry fruit flavours					
12	BRIGHTSIDE	Spain	C		34725
Cabernet Sauvignon					
Medium bodied with plum and blackcurrant notes					
13	BAD EYE DEER	South Africa	1		15722
Sauvignon Blanc					
Crisp with tangy citrus fruits and floral notes					
14	BAD EYE DEER	USA	6		15720
Zinfandel Rosé					
Medium-sweet with juicy strawberry and watermelon notes					

15	BAD EYE DEER	Australia	D		15721
Shiraz Cabernet					
Spicy with plum and dark bramble fruit notes					
16	DROP DEAD GORGEOUS	South Africa	1		19266
Chenin Blanc					
Vibrant and fresh with apple and quince aromas					
17	DROP DEAD GORGEOUS	South Africa	D		19265
Malbec					
Medium-bodied with jammy dark plum fruit and ripe tannins					
18	BOX OF BUDGIES	New Zealand	1		33188
Sauvignon Blanc					
Fresh and lively with tropical, lime citrus and herbal notes					
19	REN	New Zealand	1		32747
Sauvignon Blanc					
Zesty with ripe tropical notes and fresh acidity					
20	CLOUD ISLAND	New Zealand	1		59720
Marlborough Sauvignon Blanc					
Fresh and juicy tropical fruit flavours and zingy acidity					
21	ANDEAN VINEYARDS	Argentina	D		59494
Malbec					
Medium-bodied with damson and spice notes					



22	DEAD MAN'S DICE	Argentina	D		17679
	Malbec				
	Intense nose of plum, damson and dark chocolate				
23	ALTA VISTA	Argentina	D		29439
	Estate Premium Malbec				
	Fresh dark berries, cherry, plum and violet with toasty oak				
24	ALTA VISTA	Argentina	E		29446
	Single Vineyard Malbec Serenade				
	Layers of complex plum, blackcurrant, vanilla and star anise				
25	ALTA VISTA	Argentina	D		29440
	Estate Premium Cabernet Sauvignon				
	Blackcurrant, cherry, bay, cedar and tobacco, complex and rich				
26	BALFOUR HUSH HEATH ESTATE	England	1		23067
	Skye's Chardonnay				
	Gooseberry and apple with aromas of hawthorn blossom				
27	BALFOUR HUSH HEATH ESTATE	England	2		23068
	Leslie's Reserve NV				
	Fresh brioche and red apple aromas with crisp lime notes				
28	DOMAINE DE PETIT ROUBIÉ	France	1		33644
	Picpoul de Pinet 'Nature de Roubié'				
	Fresh apple, aromatic lime, pear, melon and floral notes				

29	BELLINGHAM	South Africa	1		56739
	'Homestead' Sauvignon Blanc				
	Dry and vibrant with gooseberry and tropical fruit flavours				
30	STELLAR ORGANICS	South Africa	1		59522
	Running Duck Chenin Blanc Sauvignon Blanc				
	Grassy and fresh with ripe guava, tropical notes and apple				
31	BODEGAS PIQUERAS	Spain	D		33648
	Old Vines Garnacha Organic 'Piqueras'				
	Sweet raspberry, confected plum, vanilla, clove, toast and dried fruits				
32	BELLINGHAM	South Africa	C		56731
	'Homestead' Pinotage				
	Intense bramble aromas and cherry fruit, soft and full				
33	STELLAR ORGANICS	South Africa	C		28044
	Running Duck Merlot				
	Earthy blackcurrant leaf and black pepper with plum and black cherry				
34	YALUMBA	Australia	3		19280
	'Y Series' Viognier				
	Silky and creamy with notes of white flowers, apricot, honeysuckle, ginger and five spice				
35	CYCLES GLADIATOR	USA	B		19207
	Pinot Noir				
	Youthful raspberry, red cherry and aromatic spice				



36	CYCLES GLADIATOR	USA	D		19210
	Lodi Zinfandel				
Rich blueberry, raspberry, dark plum and spice characters					
37	HENRI GAILLARD	France	1		20174
	Côtes de Provence Rosé				
Very dry with delicate red fruits and spice notes					
38	FAMILLE RAVOIRE	France	2		33641
	Côtes de Provence Rosé 'Chanrose'				
Youthful with vibrant acidity and delicate fresh red berry flavours					
39	BALFOUR HUSH HEATH ESTATE	England	4		23063
	Nanette's Rosé				
Strawberry and red berry fruits with hints of lemon, thyme and rosemary					
40	MEDIEVO	Spain	1		16290
	Rioja Rosado				
Dry with floral summer fruit aromas and plenty of fresh acidity					
41	BOUGRIER	France	4		57230
	Rosé D'Anjou				
Delicate and light with fresh cherry notes					
42	DOMAINE LA GEMIÈRE	France	1		15399
	Sancerre Rosé				
Perfectly balanced with steely minerals and delicate red fruits					

43	FREIXENET	Spain	3		32415
	0% Sparkling White				
Tropical fruits, lively citrus and a fruity character					
44	FREIXENET	Spain	4		35072
	0% Sparkling Rosé				
Floral and fruity with notes of strawberries and roses					
45	HARDY'S	Australia	3		31601
	Zero Chardonnay 0%				
Juicy and refreshing with tropical and citrus notes					
46	TORRES	Spain	5		13825
	'Natureo' Low Alcohol White 1%				
Intensely floral and fruity with grape and stone fruit flavours					
47	MCGUIGAN	Australia	4		35073
	Zero Rose 0%				
Aromatic fresh strawberry and citrus with sherbet and floral notes					
48	WOLF BLASS	Australia	C		35074
	Zero Shiraz 0.5%				
Ripe red berries, subtle spice, juicy strawberries and plum					
49	BOCCANTINO	Italy	2		35235
	Fiano Appassito Salento IGT				
Beautifully off-dry with intense floral, citrus and pear fruit					



50	LA PIUMA	Italy	I		13591
Pecorino					
Youthful pear, apricot and lemon with notes of blossom					
51	CANTINA DEL GARDA	Italy	B		35228
Valpolicella DOC					
Lively red cherry and rose petal aromas, youthful and fruity					
52	BARTOLI GIUSTI	Italy	D		35249
Brunello di Montalcino DOCG					
Rich dried fruit, spice, fig and prune, mature and complex					
53	TERRABUONA	Italy	C		35237
Montepulciano d'Abruzzo DOP					
Youthful blueberry and dark fruits with supple tannins					
54	TRULLI	Italy	D		35233
Primitivo Salento IGP					
Soft, full and round with plenty of ripe red berry fruit					
55	CASALI DEL BARONE	Italy	C		24166
'150+1' Piemonte DOC Barbera					
Youthful black cherry fruit overlaid with vanilla oak, beautifully vibrant					
56	CANTINE SAN MARZANO	Italy	D		19192
Primitivo di Manduria 'Vitti'					
Impressively intense and complex with liquorice, tar and dark fruit					

57	CANTINE SAN MARZANO	Italy	D		13521
Negroamaro 'Vitti'					
Full-bodied with layers of rich ripe dark fruit					
58	ZIMOR	Italy	I		23977
Prosecco Extra Dry					
Intense fresh apple characters, not too dry					
59	ZIMOR	Italy	4		26016
Prosecco Rosé					
Medium-dry and juicy with delicate red fruit flavours					
60	ZIMOR	Italy	I		26685
Pinot Grigio delle Venezie DOC					
Crisp with delicate citrus and apple notes					
61	ZIMOR	Italy	I		26701
Pinot Grigio Rosé delle Venezie DOC					
Light and dry with soft red berry fruits and citrus notes					
62	ZIMOR	Italy	C		26700
Merlot Veneto IGT					
Medium-bodied with damson and soft juicy red fruit flavours					
63	MORAJO	Italy	I		26804
Pinot Grigio delle Venezie DOC					
Fresh and floral with yellow plum and citrus notes					



64	MORAJO	Italy	1		26802	
Pinot Grigio Blush delle Venezie DOC						
Youthful and fresh with delicate red berry notes						
65	MORAJO	Italy	1		26801	
Prosecco DOC Extra Dry						
Youthful apple and pear drop, light and clean as a whistle						
66	VIGNANA	Italy	1		20938	
Prosecco DOC Extra Dry						
Ripe pear and crisp citrus, light-bodied and refreshing						
67	VIGNANA	Italy	2		26803	
Prosecco DOC Rosé						
Citrus and ripe raspberry notes and a soft mousse						
68	SYMPHONIAE	Italy	2		60649	
Prosecco DOCG Valdobbiadene Extra Dry						
Attractive and elegant with ripe yellow fruit and acacia, off-dry						
69	MARQUÉS DE ALFAMÉN	Spain	2		13498	
Chardonnay Macabeo						
Dry, fresh and light with melon and pineapple fruit						
70	MARQUÉS DE ALFAMÉN	Spain	2		15464	
Garnacha Rosado						
Delicate wild strawberry and peachy notes, fresh and light						

71	MARQUÉS DE ALFAMÉN	Spain	C		13499	
Garnacha Shiraz						
Juicy medium-bodied red packed with dark berry fruit						
72	MEDIEVO	Spain	1		17252	
Barrel Fermented Rioja Blanco						
Peachy and dry with intense ripe yellow fruit and oak notes						
73	MEDIEVO	Spain	D		19279	
Crianza Rioja						
Dense black fruits, wild raspberry and rich tannins						
74	MEDIEVO	Spain	D		32060	
Reserva Rioja						
Prune, leather and vanilla with polished tannins						
75	MEDIEVO	Spain	E		33769	
Gran Reserva Rioja						
Intense, complex layers of dried berries, spices, mocha and dark chocolate						
76	BODEGAS AS LAXAS	Spain	1		23958	
Laxas Albariño, Rías Baixas						
Crisp aromatic peach and mineral notes						
77	JOAQUÍN REBOLLEDO	Spain	2		15466	
Godello						
Ripe melon and greengage, beautifully dry and elegant						



78	CANFORRALES	Spain	I		19671		
Verdejo							
Clean as a whistle with youthful pear and melon notes							
79	BODEGAS PIQUERAS, ALMANSA	Spain	D		33638		
'Marius' Reserva							
Complex plum, berry, dried fruits, clove, sweet spice and leather							
80	CHAMPAGNE H. LANVIN & FILS	France	I		57424		
Brut NV							
Elegant and toasty with a fine mousse, yellow fruits and brioche							
81	CHAMPAGNE H. LANVIN & FILS	France	I		57430		
Rosé Brut NV							
Pale salmon pink with delicate fresh red berry and toasty notes							
82	AIMERY	France	2		57225		
Crémant de Limoux Brut NV							
Fresh and light with crisp apple, off-dry							
83	AIMERY	France	2		57413		
Crémant de Limoux Rosé Brut NV							
Cherry and apple notes with hints of fresh bread							
84	AIMERY	France	I		56935		
Sauvignon Blanc							
Grassy and dry with crisp citrus acidity							

85	AIMERY	France	2		56925		
Chardonnay, IGP Pays d'Oc							
Elegant stone fruits, apple and melon with fresh acidity							
86	AIMERY	France	C		56936		
Cabernet Sauvignon, IGP Pays d'Oc							
Leafy Cabernet notes with soft tannins and dark currant flavours							
87	AIMERY	France	C		56924		
Merlot, IGP Pays d'Oc							
Soft, fruity plum characters and soft red fruits							
88	CATHERINE GAUTHERIN & FILLES	France	I		31577		
Petit Chablis							
Ripe apricot with subtle mineral undertones, very fresh							
89	CATHERINE GAUTHERIN & FILLES	France	I		31573		
Chablis							
Fresh bright lemon and limestone minerality							
90	BOUGRIER	France	I		26683		
Muscadet Sur Lie							
Fresh lemon, lime and granny smith apples, modern and fruit-driven							
91	BOUGRIER	France	4		57226		
Vouvray							
Fragrant, slightly honeyed and appley, refreshing and balanced							



92	CLEMÉNT BOSQUET	France	D		33640
Malbec, Vin de France					
Medium-bodied with sweet dark plum and resin notes					
93	CHEVAL QUANCARD	France	I		57224
Chai de Bordes Bordeaux Blanc					
Crisp, light and dry with citrus, floral and mineral notes					
94	CHEVAL QUANCARD	France	C		57223
Chai de Bordes Bordeaux Rouge					
Medium-bodied with ripe spicy fruit					
95	CHEVAL QUANCARD	France	C		57227
Fortin Plaisance Saint-Émilion					
Medium-bodied with dark berry fruit and a touch of oak					
96	DOMAINE ZÉDÉ	France	D		57416
Margaux					
Ripe dark fruits with firm tannins and layers of cedar					
97	CHÂTEAU LAGRANGE	France	C		59451
Saint-Julien 3ème Cru Classé					
Concentrated and complex with dried fruits, plum and cedar					
98	CHÂTEAU VIEUX CARDINAL LAFAURIE	France	C		33771
Lalande de Pomerol					
Rich dark plum, dried flowers and a delicate perfume					

99	DOMAINE DE LA BAUME	France	I		58218
'Les Mariés' Sauvignon Blanc					
Crisp and light-bodied with cut grass and elderflower aromas					
100	DOMAINE DE LA BAUME	France	2		15402
'Elisabeth' Viognier					
Dry and lush with floral, peach and mineral notes					
101	DOMAINE DE LA BAUME	France	D		58217
'Grand Châtaignier' Merlot					
Youthful and intense with dark berry fruit, spice and oak					
102	DOMAINE DE LA BAUME	France	D		15403
'La Jeunesse' Syrah					
Full-bodied and concentrated with generous plum and pepper spice					
103	DOMAINE DE LA BAUME	France	I		33639
'Capucine' Vin Orange					
Deep orange gold with honeydew melon, candied peel and intense nutty notes					
104	EUGENE KLIPFEL	France	4		33767
Gewürztraminer					
Bright spice, exotic fruits, rose, apricots and a floral finish					
105	EUGENE KLIPFEL	France	I		TBC
Pinot Blanc					
Simple green apple and pear, dry and light and beautifully clean					



106	MARCEL MARTIN	France	I		27784
Sancerre 'La Chenaye'					
Lively flint, citrus and crisp aromatic gooseberry					
107	MICHEL LEON	France	A		29803
Vieilles Vignes Pinot Noir					
Lively red cherry and berry fruits with very fine tannins					
108	DOMAINE DU BOIS DE L'OISE	France	B		33768
Fleurie Cru du Beaujolais					
Fruity raspberry and cherry flavours and smooth light tannins					
109	CHÂTEAU PETIT BOIS	France	E		28303
Lussac Saint-Émilion					
Plum and toast with fresh cherry and cedar notes					
110	VICTOR BERARD	France	C		27786
Côtes-du-Rhône					
Warm and spicy with plum and black pepper notes					
111	PASQUIER DESVIGNES	France	E		35182
Châteauneuf-du-Pape					
Rich plum, black cherry, cassis and herbal notes					
112	PONTE	Italy	I		57089
Prosecco Extra Dry					
Clean crisp lemon, citrus, green apple and pear					

113	PONTE	Italy	2		25650
Prosecco Rosé Millesimato, Brut					
Delicate red berries, cherry and lively citrus notes					
114	PONTE	Italy	I		21443
Sparkling Pinot Grigio Brut NV					
Vibrant, crisp and light-bodied with pear and citrus notes					
115	PONTE	Italy	B		24216
Raboso Frizzante					
Intensely fruity and off-dry with bright red cherry flavours					
116	PONTE	Italy	I		57010
Pinot Grigio DOC delle Venezie					
Very light and neutral revealing just a hint of green fruit					
117	PONTE	Italy	I		35217
Pinot Grigio Rosé DOC delle Venezie					
Rose petal pink with delicate citrus and red berry hints					
118	PONTE	Italy	B		35215
Merlot Veneto IGT					
Agreeably soft with bright plum character					
119	CAMPE DHEI	Italy	2		23160
Pinot Grigio DOC Venezia					
Surprisingly weighty with warm citrus notes					



120	CAMPE DHEI	Italy	D		17522
	Raboso DOC Piave				
Liquorice, dried fruits and chunky tannins					
121	INVINITI	New Zealand	I		26491
	Marlborough Sauvignon Blanc				
Passionfruit and citrus-driven with refreshing lime characters					
122	INVINITI	New Zealand	B		26490
	Marlborough Pinot Noir				
Youthful and concentrated with raspberry, plum, subtle spice and floral aromas					
123	VIÑAS DE MENDOZA	Argentina	2		33684
	Viognier				
Floral and perfumed with characters of peach, melon, pear and refreshing lime citrus					
124	VIÑAS DE MENDOZA	Argentina	D		24559
	Malbec				
Supple and medium-bodied with crunchy dark berry fruit					
125	FINCA TRAVERSA	Uruguay	I		24557
	Sauvignon Blanc				
Crisp, light and dry with vibrant green fruit aromas					
126	FINCA TRAVERSA	Uruguay	E		24558
	Tannat				
Dense prune and a full body with blackberry and liquorice					

127	FRANSCHHOEK CELLAR	South Africa	2		27981
	'La Cotte Mill' Chenin Blanc				
Fresh pineapple, peach, nectarine and honeysuckle					
128	FRANSCHHOEK CELLAR	South Africa	2		27980
	'Our Town Hall' Unwooded Chardonnay				
Vanilla with pure pineapple, lemon & lime fruit					
129	FRANSCHHOEK CELLAR	South Africa	2		27983
	'Statue de Femme' Sauvignon Blanc				
Tropical pineapple, gooseberry and grapefruit					
130	FRANSCHHOEK CELLAR	South Africa	2		28039
	'Club House' Rosé				
Provençal in style with a hint of sweetness, red berries and cherries					
131	FRANSCHHOEK CELLAR	South Africa	D		27979
	'Baker Station' Shiraz				
Deep mulberry, plum, white pepper and oak spice					
132	FRANSCHHOEK CELLAR	South Africa	C		28247
	'Stone Bridge' Pinotage				
Smooth and juicy with ripe mulberry, tobacco and spice					
133	FRANSCHHOEK CELLAR	South Africa	D		28001
	'The Churchyard' Cabernet Sauvignon				
Blackcurrant and violet aromas with dark berry flavours, tobacco and spice					



134	FRANSCHHOEK CELLAR	South Africa	C		27982		
	'The Old Museum' Merlot						
	Plum and black cherry with herbs, liquorice and oak spice						
135	MILLSTREAM	South Africa	1		57801		
	Sauvignon Blanc						
	Light-bodied and dry with ripe tropical notes and grassy citrus						
136	MILLSTREAM	South Africa	2		56951		
	Chenin Blanc						
	Light and fresh with an attractive quince and pear character						
137	MILLSTREAM	South Africa	4		57208		
	Rosé						
	Fruity and friendly with crunchy redcurrant and strawberry notes						
138	MILLSTREAM	South Africa	D		56950		
	Cinsault–Ruby Cabernet						
	Medium-bodied with ripe berry and spice flavours						
139	MILLSTREAM	South Africa	C		56998		
	Pinotage						
	Characteristically jammy and smoky flavours						
140	TAITTINGER	France	1		57656		
	Brut Réserve NV						
	Toasty and biscuity on the nose with rich yellow fruit flavours						

141	TAITTINGER	France	3		57642		
	'Nocturne' Sec NV						
	Classic toast and butter with baked lemon aromas						
142	TAITTINGER	France	1		57655		
	Vintage Brut						
	Intense and refined with bold red fruit and autolytic character						
143	CALITERRA	Chile	2		56884		
	Sauvignon Blanc Reserva						
	Grassy and fresh with lime and tropical fruit flavours						
144	CALITERRA	Chile	2		56880		
	Chardonnay Reserva						
	Uncomplicated Chardonnay showing touches of melon and oak						
145	CALITERRA	Chile	C		56881		
	Merlot Reserva						
	Ripe and gently fruity with plum and bramble notes						
146	CALITERRA	Chile	C		56883		
	Carmenère Reserva						
	Succulent black fruit flavours and a touch of smoky spice						
147	LOUIS JADOT	France	1		27189		
	Macon–Lugny 'Les Petites Pierres'						
	White floral and apple aromas with a hint of lemon						



148	LOUIS JADOT	France	2		27188
Meursault					
Crisp and fine in youth with minerality, developing richness and complexity					
149	LOUIS JADOT	France	D		27186
Beaujolais-Villages 'Combe Aux Jacques'					
Dark berry fruits and cherry layers with toasty notes					
150	LOUIS JADOT	France	D		27184
Côte de Beaune Villages					
Soft tannins and a rich palate with aromas of cherries and red fruits					
151	ESK VALLEY	New Zealand	1		57438
Marlborough Sauvignon Blanc					
Aromatic ripe passion fruit and citrus flavours, full-bodied and crisp					
152	ESK VALLEY	New Zealand	D		57251
Hawkes Bay Merlot-Cabernet-Malbec					
Rich layers of intense plum, bramble, chocolate, dark cherry and spice					
153	ESK VALLEY	New Zealand	B		58285
Marlborough Pinot Noir					
Pure raspberry and redcurrant layers with a rich silky mouthfeel					
154	ROBERT OATLEY	Australia	1		21353
Pocketwatch Chardonnay					
Light and vibrant with citrus and yellow plum aromas					

155	ROBERT OATLEY	Australia	D		21354
Pocketwatch Shiraz					
Medium-bodied with intense black cherry and blackberry fruit					
156	ROBERT OATLEY	Australia	C		61942
Signature Series Pinot Noir					
Youthful and fragrant with perfumed red cherry					
157	HANCOCK & HANCOCK	Australia	E		15569
Shiraz Grenache					
Massively intense with ripe dark plum, spice and robust tannins					

SUMMARY OF NEW LISTINGS AND PEDLEY'S PICKS TO TRY

44	FREIXENET 0% Sparkling Rosé	35072	NEW	
45	HARDY'S Zero Chardonnay 0%	31601	NEW	
47	MCGUIGAN Zero Rose 0%	35073	NEW	
48	WOLF BLASS Zero Shiraz 0.5%	35074	NEW	
49	BOCCANTINO Fiano Appassito Salento IGT	35235	NEW	
51	CANTINA DEL GARDA Valpolicella DOC	TBC	NEW	
52	BARTOLI GIUSTI Brunello di Montalcino DOCG	35249	NEW	
53	TERRABUONA Montepulciano d'Abruzzo DOP	35237	NEW	
54	TRULLI Primitivo Salento IGP	TBC	NEW	
75	MEDIEVO Gran Reserva Rioja	33769	NEW	
98	CHÂTEAU VIEUX CARDINAL LAFAURIE Lalande de Pomerol	33771	NEW	
104	EUGENE KLIPFEL Gewürztraminer	33767	NEW	
105	EUGENE KLIPFEL Pinot Blanc	TBC	NEW	
108	FLEURIE BEAUJOLAIS Domaine du Bois de l'Oise	33768	NEW	



CROWN CELLARS
CARLSBERG MARSTON'S BREWING COMPANY

We're a

partner,
not just a supplier

We listen to our customers, understand their needs and work with them to build a plan, before delivering it together.



QUALITY & CHOICE

All of the wines in our award-winning portfolio are tasted and approved by our wine buyers as well as Jonathan Pedley, our Master of Wine. Our buying power and exclusive own brands and promotions mean we are always competitively priced.

CONVENIENCE

We can take care of all your drinks needs in one order, one account. With our own logistics network and fleet of electric vehicles, you can receive everything in one delivery.

EXPERTISE

Our dedicated team of specialists have over 30 years of experience engaging customers and consumers. We have a long standing relationship with industry expert Jonathan Pedley MW, and everything we do is driven by relevant market insights.

SUPPORT & TRAINING

We provide commercial training as well as formal WSET qualifications. We can help with anything from drinks list tailoring to creation of bespoke POS. We'll help you bring everything together.



Exclusively serving the On-Trade

**WE KNOW WHAT'S IMPORTANT TO THE ON-TRADE, AND WE
AREN'T INTERESTED IN SELLING OUR WINES ANYWHERE ELSE.**



Crown Cellars is 100% focussed on the On Trade. That's important to us because it helps our customers in lots of different ways.

We only put our exclusive brands where we want them, and don't ever sell to the off-trade. That means you won't come under pressure from deep-discounting supermarkets and stores.

Our brands are designed to be enjoyed at tables in restaurants, hotels, golf clubs, pubs and bars. We're not competing for attention on crowded supermarket shelves, so we can focus on making our labels visually enticing, without being shouty.

We can also be selective. We have no minimum volumes and aren't limited to working with industrial-scale producers. Our closest relationships are actually with smaller family businesses which we've worked with for years. We can support sustainable producers and quality-focussed wineries, even if they can only sell us a few hundred bottles a year – that means we can stock more interesting wines and react to trends more quickly.

We aren't just a wholesaler but a producer and brand-owner as well – we know what's important to the On-Trade, and we aren't interested in selling our wines anywhere else.



Exclusive Wines

Discover a huge selection of our own-label wines and exclusive brands – only available from Crown Cellars.





Sustainable, Organic & Biodynamic

Organic sales have experienced years of consecutive growth in the UK, with beers, wines and spirits being among the fastest growing categories – embracing these practices can help you drive appeal.

Green and ethical labelling is however still quite confusing for consumers and producers alike. There are so many certification systems, some of which come with a high level of cost or bureaucracy, and each certification sets its own standards, some more stringent than others. For many producers, particularly smaller businesses, choosing to set their own benchmarks and environmental commitments can achieve the same or better results, though they can't make claims on labels, (terms like 'organic' are rightly controlled by legislation, protecting consumers from being misled.)

We have chosen to give you all the information so you can make your choices accordingly. If you wish to select a range which comes with official organic, biodynamic or sustainable certification so you can label it on your menus, look out for wines labelled 'C', for certified. If your aim is to support the underlying principles even if the wines can't state an official claim, look out for wines with 'P', for practicing – this means our producers have told us about environmental standards they set for themselves, but they don't subscribe to any official certification program as yet. Let us know if you'd like to know more about specific wines in the range.



CUSTOMER PERCEPTION: REASONS FOR CHOOSING ORGANIC WINE



NO PESTICIDES



TASTE IS BETTER



BETTER FOR THE ENVIRONMENT



BETTER FOR ANIMAL WELFARE



PERCEIVED BETTER QUALITY



PERCEIVED HEALTH BENEFITS



Rosé

Reasons you should be taking a closer look at premium rosé this year.



Rosé experienced the biggest gains within the category during 2023, ahead of both white and red in value and volume growth, so clearly this is a big area of interest at the moment. According to CGA*, 35% of GB wine consumers drink rosé in the On Trade, so there's plenty of opportunity to capture the attention of your guests.

One reason for its versatility is consumer perception that rose can be just as suitable for food occasions as it is for drink-led visits. Also interesting is the increasing openness among consumers toward drier styles of rosé.

42% of consumers are still attracted to styles like USA Zinfandel Rosé, so it's still important to cover this on wine lists. However there is growing interest in drier options as well. The strongest opportunity seems to lie with dry premium styles.

Partly, this could have been influenced by the success of famous celebrity branded rosés or premium Provence styles, but all the evidence suggests having a dry premium rosé on your list could be an effective way to engage guests and grow sales.

Amongst all of this positivity for the rosé category, then, why not explore our wonderful collection of enticing and delightful rosés, and add something new to your list this season? With our range of different options and price-points, we can help you find something to capitalise on this emerging trend.

47%

Of consumers would order Rosé more frequently if more premium options were available

62%

Of Rosé consumers are likely to pay more for a better-quality drink

47%

Of consumers would pay more for Rosé now compared to a year ago

*CGA January 2024 A Deep Dive Into Rosé



