

* MINDFUL *Winemaking*

The Mindful Winemaking Campaign

April to June 2019

#mindfulwinemaking



* MINDFUL *Winemaking* CAMPAIGN

The Mindful Winemaking campaign focuses on 12 producers who believe that great wines are made in the vineyard rather than in the winery.

What's so exciting about this campaign is that every single producer has a wonderful story to tell.

Many of them use organic, biodynamic or sustainable practices (more on these terms on page 14). Some are certified, some are not. But what unites them is a respect for their land, people, animals, and the environment. They are committed to putting back what they take out and to leaving the land in a healthier state for future generations.

Why 'mindful' and why now?

The 'clean eating' movement has made people increasingly conscious about the quality of what they consume, and the threat of climate change has sparked a growing interest in the environmental impact of how it's produced. Add to this the desire for authenticity, craft and a good story, and here is a selection of wines that tick every box.

See page 4 for some trends around the growing popularity of mindful wines.

Get involved on social!

These producers are very instagrammable. So get posting about them using @bibendumwine and #mindfulwinemaking and we will re-post you to all our followers!



When can you taste the wines?

14 May – Customer tasting at the Union Club in Soho with the following producers attending: Albourne, Alois Lageder, Bhilar, Garage Wine Co., Huia, La Dama, Las Moradas de San Martin, Llopart, Millton and Stratus.

Mindful winemaking course

Our in-house training team will be hosting a one-day Mindful Winemaking courses at our Primrose Hill offices on 8 May.

The course aims to provide an in-depth understanding of organic, biodynamic and sustainable winemaking practices, while covering how best to convey these concepts to your customers.

Email trainingadmin@bibendum-wine.co.uk for more info.



Millton Vineyard, Gisborne, New Zealand

WHY SHOULD YOU BE LISTING *these wines?*

Because consumers want to drink them!

Sales of organic wines have exploded in the last few years and look set to continue doing so. But it's more than just the 'organic' label. Consumers are increasingly interested in provenance and a good story, which these producers have buckets of!

Consumers are willing to pay over a third more for organic wine



Conventional wine



Organic wine

Organic wine consumption in the UK surged 70% between 2012 and 2017

2012



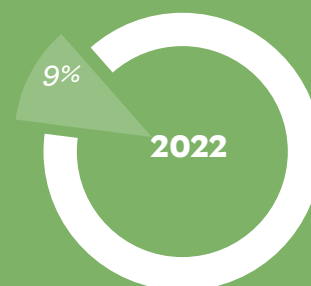
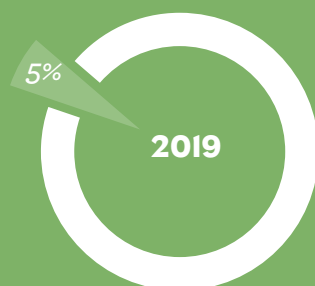
3.36 million 9 litre cases

2017



5.72 million 9 litre cases

Market share is forecast to almost double from 5% in 2019 to 9% in 2022



*THE MINDFUL Winemakers

ALBOURNE ESTATE

Sussex, England

Solar panels for energy and sheep to control the weeds

Alison Nightingale cares about the impact her winemaking has on the environment. In the winery she uses 100% green energy, supplied in part by her 159 solar panels, and keeps energy usage low by using insulation. Sheep wander between the vines in winter to control the weeds and provide manure for the soil. She has adopted four orphaned lambs to help out!

Her philosophy is to make wines that reflect the vineyard's unique terroir, by preserving and enhancing the crisp freshness and delicate aromas that are so characteristic of English grapes. All the grapes are hand picked to ensure optimum condition and then gently pressed. Yeast strains are carefully selected to optimize the aromatic potential and style of each grape variety.

- Multi-Vintage NV (Landing early/mid-May)
- Blanc de Blancs 2018 (Landing early/mid-May)



ALOIS LAGEDER

Alto Adige, Italy

Totally in sync with nature

Alois Lageder runs his biodynamic and sustainable winery with his son Clemens. Their goal is to create an agricultural environment that is completely in sync with nature, breaking away from the traditional 'monoculture' vineyard to create a holistic ecosystem. Cattle, donkeys and sheep graze between the vines and olive trees, and are the only weed and pest control they need.

They are passionate about innovation and continually question how and why they do things. Climate change has caused them to re-think how they preserve freshness and acidity, so they have been experimenting with stem contact and planting grape varieties that you'd normally expect to see in far warmer climates.

 Chardonnay Alto Adige 2018

 Porer Pinot Grigio 2018



BODEGAS BHILAR

Rioja, Spain

Defying what the neighbours say

David Sampedro Gil started using biodynamic practices in 1999, which totally changed the look of his vineyards. This outraged his grandmother, who was embarrassed by the weed-covered plots that looked abandoned and messy compared to the neat, tidy vineyards of their neighbours. But David remained convinced that this was the right approach. Rather than killing the vines, as everyone thought, he was in fact bringing them back to life by eliminating chemicals and re-introducing biodiversity.

In 2014, he replaced tractors with horses, which slowed down the pace, but made him feel more in touch with his vines. "You are able to see the health of the vines, the soils, the ecosystem, whereas riding inside a tractor, you can't even see the grapes and often don't even have to set foot in the vineyard," he says. This sustainable approach continues into his 'off-the-grid' winery, which uses solar power and is built partially underground to help control temperature.

 Phincas Rioja Alavesa 2014

 Phinca Lali Rioja 2014



CHATEAU DE SAINT COSME

Rhone, France

Why biodynamics is a no-brainer

Louis Barruol has been using biodynamic practices for years, but isn't certified. For him it isn't about adhering to a strict set of guidelines or buying into a specific philosophy, he takes care of his vines in this way to strengthen them against disease and make better wine.

The last couple of vintages have been tricky for Rhone producers, but Louis has been able to cope better than most. His self-sufficient vineyard is strong and healthy, which makes it more resistant to diseases, pests and mildew. In Louis' case, the practice of biodynamics means he doesn't want to use chemicals in the vineyard, but at the same time means he doesn't have to.

● Les Deux Albions Cotes du Rhone 2016

● Gigondas 2016



DOMAINE DE LA PINTÉ

Jura, France

The vineyard as a living organism

Pierre Martin began farming organically in 1999, converting to biodynamics in 2009. He describes his biodynamic vineyard as "a living organism where every element is important: the soil, the plant, and the work of humans. This is the very definition of a terroir."

Pierre's winemaking style is focused on low intervention, which means letting the wines 'do their thing', using only indigenous yeasts. He keeps the wines clean and elegant, limiting the use of sulphur and working with old barrels to avoid overt oaky flavours. He ages them on lees in accordance with the lunar calendar.

● Savagnin Arbois Blanc 2014

● Capitaine Arbois Rouge 2017



DOMAINE FOUASSIER

Loire, France

Preserving the land for future generations of their family

Each member of the Fouassier family has learned the ropes from the previous generation, but has been allowed the freedom to put their own stamp on the wines. Current winemaking team, Benoit and Paul, have propelled the domaine towards organic and biodynamic viticulture, despite the difficulties of doing so in the damp Sancerre climate.

Their reasons behind doing this are twofold. They believe that biodynamically-grown grapes make wine that is the truest expression of their terroir, and, as the latest in a long line of family winemakers, they are committed to passing their land on to the next generations in the best condition possible.

- Sancerre Les Grands Champs 2016/2017
- Iconoclast Pinot Noir 2017



GARAGE WINE CO.

Maule Valley, Chile

Champion of traditional local growers

Derek Mossman Knapp has been working closely with local growers in Maule since he started making wine (quite literally) in a garage in 2001. He buys his grapes from families who've farmed the land for generations, often still using a horse and plough. Derek explains this co-dependency using the Spanish word 'associatividad' which he explains as "a rather special word for the capacity to work with others – vignerons and vinateros alike - for the benefit of all in the neighbourhood".

Derek likes working with these small growers because their stripped-back, traditional approach to growing makes exquisitely concentrated grapes from which to make his wines. But he also likes to give back to the community which has welcomed him so warmly, supporting these custodians of the land, who would otherwise have to sell their grapes to large cooperatives for a pittance.

- Old Vine Pale Lot #73 2017
- Old Vine Carignan Maule Lot #57 2014



HUIA

Marlborough, New Zealand

Working with nature rather than against it

Claire and Mike Allan trust nature to know what's best for their vines. Rather than fighting against pests and diseases, they believe that prevention is better than cure, and aim to give their land the nourishment it needs to be strong, healthy and resilient. They use biodynamic principles, which for them isn't all pagan ritual and mysticism, but common sense farming and a reminder that nothing you do is in isolation.

And people play a key part in this self-sustaining ecosystem. For Claire and Mike, the health of the earth and the happiness of the people at Huia have always gone hand in hand.

-  Chardonnay 2015
-  Blanc de Blancs 2011





LA DAMA

Veneto, Italy

Creating a healthy environment for the people that matter most

When Gabriele Dalcanale and his wife, 'la dama' (the lady) Miriam, decided to make their own wine in 2006, they wanted to do so as naturally as possible. And not only in order to ensure the best possible raw material for their beautiful wines. For Gabriele, "the decision to work towards certification was also driven by our commitment to preserve nature and the healthiness of our working environment, for us, but also for our children, a place where they can grow and play safely."

But no matter how much effort they put into nurturing the land, they are still at the mercy of the weather... Disaster struck just before harvest last year, when their winery got flooded under a metre of water. Here's what Gabriele had to say: "The situation is quite heavy for the damage to the equipment and to all the packaging. Fortunately, the wine is safe and a lot of people are giving us a hand and this gives us great strength. Try to sell a lot of La Dama wine, we need it!"

-  Valpolicella Classico 2017
-  Valpolicella Ripasso Superiore Classico 2015



LAS MORADAS DE SAN MARTIN

Vinos de Madrid, Spain

Reviving century-old Garnacha vines

Isabel Galindo has made it her mission to get the very best out of very old Garnacha vines in Pago de los Castillejos. The 21ha vineyard is set in a unique landscape, surrounded by native flora and fauna, which gives it protected status as an area of special environmental value. She is currently working towards organic and biodynamic certification and uses these practices to take special care of her up to 100-year-old vines.

The terroir she works with is composed of sub-volcanic rock, granite and sand, which gives her wines their essence: elegance, depth and length balanced with natural acidity. She's convinced that this acidity works as a natural preservative, meaning she never has to use much sulphur.

- Albillo Real 2017
- Initio Garnacha 2011



LLOPART

Subirats, Spain

Not Cava anymore!

Llopart is one of the nine 'breakaway' producers who have formed their own brand, Corpinnat, to differentiate themselves from some of the low-quality sparkling wine allowed by Cava DO. The key requirements to be a member of Corpinnat are that grapes are 100% organic, hand harvested and vinified at the estate's own winery.

Llopart has farmed organically since 2000 with the aim of strengthening the natural immunity of their vines, some of which are more than 85 years old. Pere Llopart (now 89) explains, "the idea is to make the vines naturally resistant to disease, create a balanced environment and encourage biodiversity, so that the ecosystem regulates itself."

Llopart has some of the lowest yields in the area, leading to wines of incredible concentration and freshness.

- Brut Reserva 2016
- Original 1887 Brut Nature Gran Reserva NV



MILLTON

VINEYARDS

Gisborne, New Zealand

The godparents of New World biodynamics

Two things matter to James and Annie Millton: the quality of their wines and leaving the land in an improved state for future generations. True pioneers of biodynamics in the New World, they set up their Gisborne vineyard in 1984 and were the first winery to gain biodynamic certification in New Zealand.

For James, biodynamic viticulture is just common sense. Wild flowers, bees, cows and vines co-exist in perfect harmony, each providing something for the other.

In the winery, the process is gentle. James prefers to let the wines fine themselves naturally, over time, rather than rush things with technology. He uses indigenous yeasts and bacteria and ferments in stainless steel or large oak barrels, all housed in a thermally-clad building to preserve energy.

 Riverpoint Viognier 2016

 La Cote Pinot Noir 2016



A MINDFUL glossary

What do these terms actually mean?

The terms organic, biodynamic and sustainable have some overlaps, but also differences. Below is a brief summary of what each of them means. For more information, head to the website (links below).

Organic

In the vineyard

This means grapes grown without artificial fertilisers, chemical herbicides, synthetic insecticides/ pesticides or genetically-modified products.

In the winery

In 2012 the EU introduced a new labelling term 'organic wine' as opposed to 'wine made from organically grown grapes'. In addition to vineyard practices, this new category also regulates what goes on in the winery. E.g. the amount of sulphur dioxide allowed is lower than for 'conventional' wines, and additions such as yeast, gelatine and egg white must be organic. It also prohibits things like de-alcoholisation and must concentration.

Certification

Anyone can practice organics, but producers need to be certified in order to label their wines as organic. The rules for certification vary throughout the world, but the process usually involves paying a government-authorised body to carry out regular inspections over a number of years before a certificate can be issued.

Want to know more?

Go to: bibendum-wine.co.uk/news-stories/articles/mindful-winemaking/what-is-organic-wine/

Biodynamic

In the vineyard

Put very simply, the practice of biodynamics is the same as organic, but with the added requirement to use biodynamic 'preparations'. Based on the teachings of Rudolf Steiner, the basis of biodynamic winemaking is that the vineyard should be a self-sustaining ecosystem, where every element works in complete harmony.

Some biodynamic growers use the lunar calendar to help decide when would be a good time to plant, harvest or carry out certain activities in the winery. The idea being that the force of the moon's gravity can affect where water and nutrients sit in the vine, and how elements such as lees behave during the winemaking process.

In the winery

Largely similar to organics in that there are two tiers of labelling: 'biodynamic wine' and 'wine made from biodynamic grapes'. Again, there are rules limiting the use of certain additives and ways of manipulating the finished wine. The general approach is one of 'hands-off' winemaking.

Certification

The main certifying body for biodynamic farming is called Demeter. France has its own, wine-specific, body called Biodyvin. Both have rules governing growing and vinification practices, for example specifying the maximum amount of copper that can be used. The main stipulation though is that all the 'preparations' must be adopted. As with organics there is a distinction between 'biodynamic wine' and 'wine made from biodynamic grapes'.

Want to know more?

Go to: bibendum-wine.co.uk/news-stories/articles/mindful-winemaking/what-is-biodynamic-wine/

Sustainable

Sustainable winemakers take a more pragmatic approach than the rigorous regulations required by organics and biodynamics. It is sometimes referred to as 'lutte raisonnée', which roughly translates as 'reasoned fight'. It accepts that sometimes compromises need to be made. Every effort should be made to protect the environment, but not in a way that would jeopardise profitability and the success of the business. If that means that it's a choice between spraying pesticides and losing large volumes of grapes, then spraying would be the practical choice. Sustainable farming is an attractive option in regions where organics and biodynamics might present serious challenges.

Want to know more?

Go to: bibendum-wine.co.uk/news-stories/articles/mindful-winemaking/what-is-sustainable-wine/

THE Range

ALBOURNE ESTATE

Sussex, England

	VINTAGE	NUMBER IN CASE	CODE	TRADE BOTTLE PRICE	TRADE CASE PRICE
● Multi-vintage (Landing early/mid-May)	NV	6	72628	£21.70	£130.20
● Blanc de Blancs (Landing early/mid-May)	2018	6	72625	£26.55	£159.29

ALOIS LAGEDER

Alto-Adige, Italy

● Chardonnay Alto Adige	2018	6	72362	£13.00	£78.02
● Porer Pinot Grigio	2017	6	71801	£17.32	£103.91

BODEGAS BHILAR

Rioja, Spain

● Phincas Rioja Alavesa	2014	6	71710	£17.31	£103.83
● Phinca Lali Rioja	2014	6	72119	£33.01	£198.04

CHATEAU DE SAINT COSME

Rhone, France

● Les Deux Albions Cotes du Rhone	2016	6	71415	£14.01	£84.09
● Gigondas	2016	6	70945	£24.83	£149.01

DOMAINE DE LA PINTÉ

Jura, France

● Savagnin Arbois Blanc	2014	12	72444	£23.42	£281.06
● Capitaine Arbois Rouge	2017	12	72445	£21.42	£257.04

DOMAINE FOUASSIER

Loire, France

● Sancerre Les Grands Champs	2016/17	6	72568	£17.88	£107.26
● Iconoclast Pinot Noir	2017	6	72262	£18.85	£113.10

THE Range

GARAGE WINE CO.

Maule Valley, Chile

	VINTAGE	NUMBER IN CASE	CODE	TRADE BOTTLE PRICE	TRADE CASE PRICE
● Old Vine Pale Lot #73	2017	6	70610	£14.49	£86.96
● Old Vine Carignan Maule Lot #57	2014	6	70260	£19.71	£118.28

HUIA

Marlborough, New Zealand

● Chardonnay	2015	6	68137	£15.81	£94.87
● Blanc de Blancs	2011	6	70553	£21.57	£129.42

LA DAMA

Veneto, Italy

● Valpolicella Classico	2017	6	70826	£11.01	£66.03
● Valpolicella Ripasso Superiore Classico	2015	6	70827	£13.93	£83.59

LAS MORADAS DE SAN MARTIN

Vinos de Madrid, Spain

● Albillo Real	2017	6	72428	£14.47	£86.83
● Initio Garnacha	2011	6	72429	£13.62	£81.75

LLOPART

Subirats, Spain

● Brut Reserva	2016	6	72031	£13.52	£81.11
● Original 1887 Brut Nature Gran Reserva	NV	6	71989	£32.76	£196.56

MILLTON VINEYARDS

Gisborne, New Zealand

● Riverpoint Viognier	2016	6	71608	£15.09	£90.57
● La Cote Pinot Noir	2016	6	70552	£17.87	£107.21

Notes

[illegible]

Notes

[illegible]



Bibendum Wine

109a Regents Park Road, London, NW1 8UR

0845 263 6924 | tradesales@bibendum-wine.co.uk | www.bibendum-wine.co.uk