

WINE | SPIRITS | BEER

2019/20

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NORTHERN IRELAND

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# Bibendum Portfolio 2019/20

Bibendum's portfolio offers a huge variety of wines from around the world, with countries of origin that are not readily available here. The launch this year of Bibendum in Northern Ireland introduces the very best premium, artisanal ranges and presents opportunities for generating wide consumer interest and trial.

Consumer buying habits are changing fast and we need to be ready to satisfy them. The Northern Irish wine buyer has become increasingly interested in the provenance of what they drink, is willing to experiment, and wants to try wines outside the more traditional regions and grape varieties. This presents a huge opportunity for our industry, and our 2019/20 wine list has been assembled with precisely this in mind.

The theme for us this year is 'diversity', which encompasses region, grape variety, style and winemaking practices.

Wine quality has improved significantly around the world over the last ten to fifteen years. Previously, we would have been reticent to list wines from China, Brazil, Croatia, Greece, England or Slovenia to name a few, but the quality of wines like Changyu Moser, Alisios, Puklavek, and Nyetimber now make such views redundant. Natural and low intervention wines are still niche but form a growing category that offers new perspectives on how wine can be made and taste. The wines of Garage Wine Co. epitomise the quality that a low intervention wine can achieve.

Continuing the theme of diversity, we have introduced grape varieties that extend beyond the traditional and ubiquitous classics. Zweigelt, Pecorino, Godello, Pais and Inzola offer welcome surprises to the palate.

We look forward to providing you with an award-winning range of wines and developing our mutual businesses.



**Duncan Millar**  
Sales Director, Gilbeys with Bibendum



# Champagne & Sparkling

## Serge Mathieu

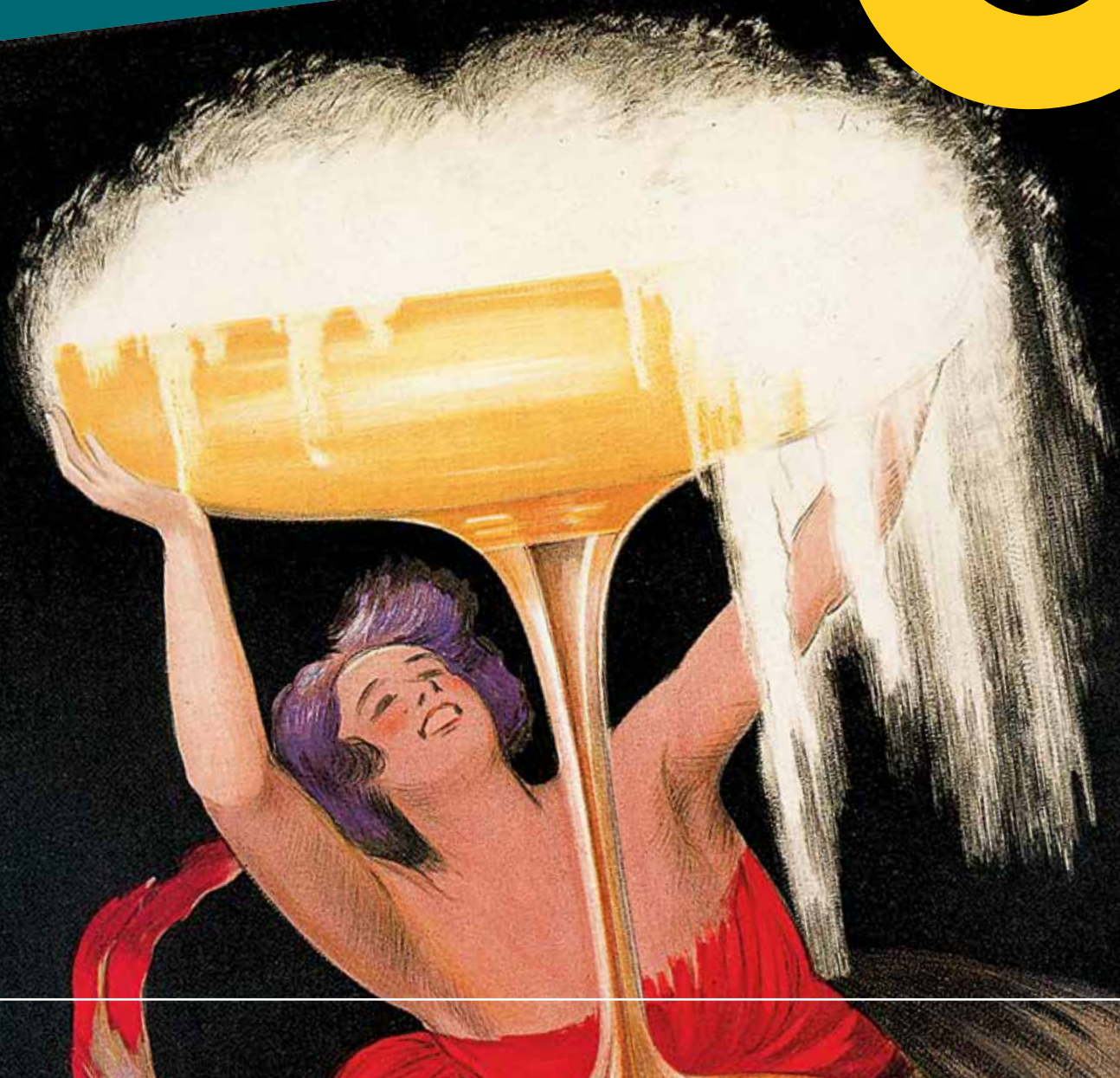
Situated in the southernmost part of Champagne, Serge Mathieu is one of the region's leading producers of 'grower' Champagne. Whereas the large Champagne houses may source grapes from up to 80 different vineyards within the region in order to create and maintain a consistent house style from one year to the next, grower Champagnes (like Serge Mathieu) are sourced from a single vineyard (or closely located vineyards around a village) and tend to be more representative of the terroir.

If your customers enjoy artisanal, local products, or single origin coffee, then grower

Champagne is the equivalent! The difference in taste between individual producers is often marked, changing from one vintage to the next, and the finished cuvee reflects their distinct vineyards and winemaking styles.

Serge Mathieu's vineyards are sustainably farmed by Serge's son in law, Michel Jacob, and daughter Isabelle. All their wines are cellared for three to five years before release - an unusual practice for small producers - which enables them to use very low dosage levels, thus preserving the purity and elegance of the natural fruit flavours.

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CODE	VINTAGE	NQI IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Champagne

## SERGE MATHIEU

● Tradition Brut	SER401	NV	6	£140.00
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NEW

## REYNIER

● Brut	400613	NV	6	£102.00
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## DE CASTELLANE

● Brut	DEC601	NV	6	£115.00
● Rosé	DEC602	NV	6	£126.00

## TAITTINGER

● Brut Reserve	TAT603	NV	6	£180.00
● Brut Vintage	TAT602	2012	6	£250.00
● Prestige Rosé	TAT601	NV	6	£220.00



## Nyetimber

World-renowned English wine producer Nyetimber produces premium quality sparkling wines from vineyards that share similar characteristics with some of the best sparkling wine vineyards in the world.

The mild and clement climate of the south of England provides the perfect conditions for their grapes to ripen slowly; optimising the levels of ripeness and acidity in their wines, which have a reputation for their complexity and finesse.

Using only hand-picked, estate-grown grapes from their own vineyards ensures that only the finest fruit is used. Each vineyard is individually assessed by head winemaker, Cherie Spriggs, and her winemaker husband Brad Greatrix. Their meticulous attention to detail involves ensuring the grapes are harvested at the optimum time and casting a watchful eye over the entire process, from pressing through to vinification, blending and ageing; ensuring all wines have time to build the desired complexity and flavour before they are released.

NEW

NEW

NEW

NEW

# Sparkling

## ENGLAND

## NYETIMBER

● Classic Cuvee	NYE401	NV	6	£155.00
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## ITALY

## VENETO

## BOTTEGA

● Prosecco Spumante Poeti DOC	BOT401	NV	6	£48.00
● Prosecco Spumante Poeti Gold	BOT601	NV	6	£81.00
● Vino Spumante Poeti Rosé	BOT602	NV	6	£81.00

## TRULLI

● Prosecco Frizzante	OXG878	NV	6	£37.50
● Prosecco Brut	400413	NV	6	£42.50

## VITELLI

● Prosecco	VIT501	NV	12	£78.00
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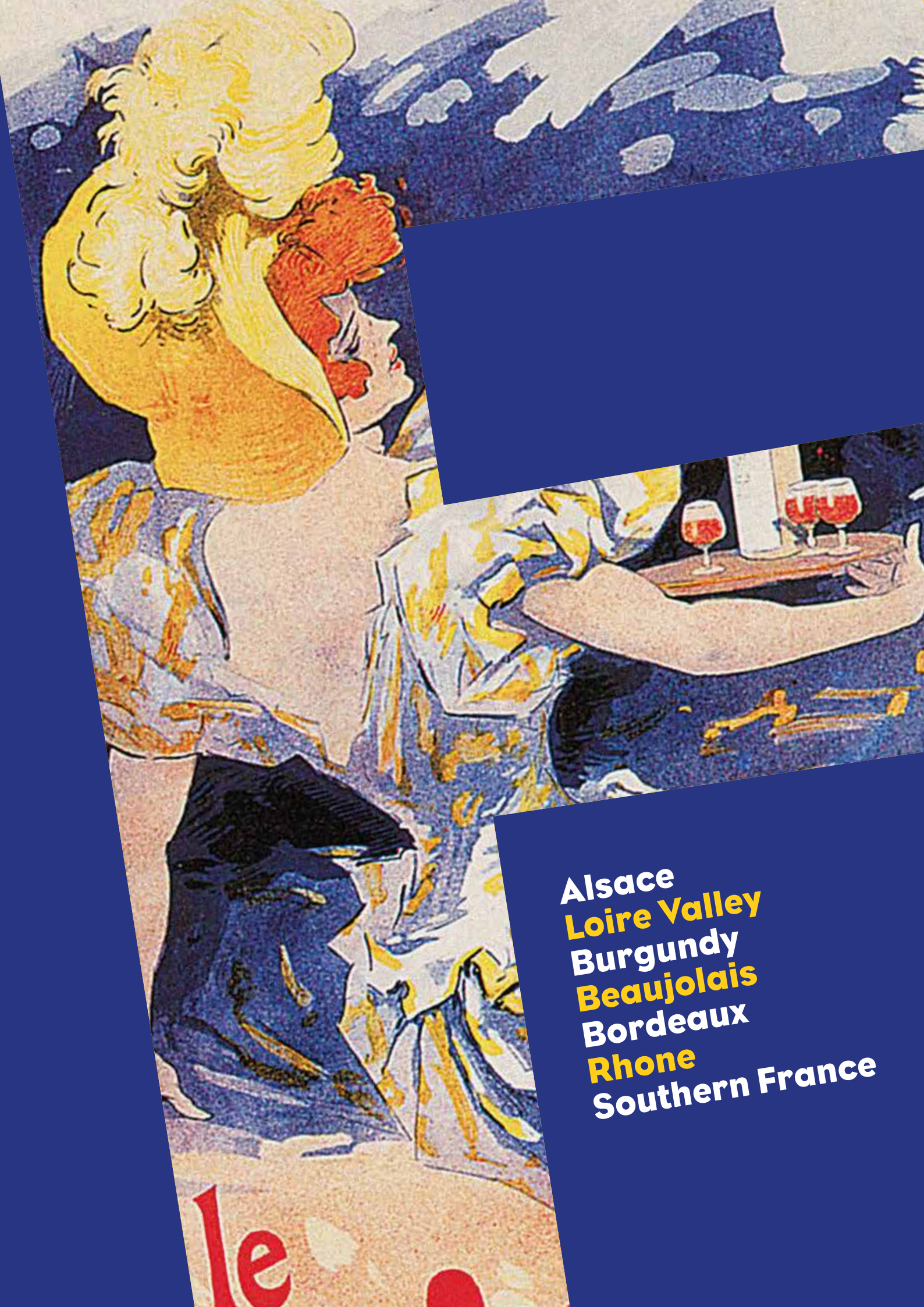
## MASCHIO DEI CAVALIERI

● Frizzante Rosé	MAS008	NV	6	£33.50
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# France







**Alsace**  
**Loire Valley**  
**Burgundy**  
**Beaujolais**  
**Bordeaux**  
**Rhone**  
**Southern France**



CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Alsace

## JEAN BIECHER

● Pinot Blanc	JEA603	2017	6	£47.00			
● Riesling	JEA602	2017	6	£53.00			
● Gewurztraminer	JEA601	2017	6	£60.00			

NEW

NEW

NEW



# Loire

## LES NUAGES

● Sauvignon Blanc, Vin de France	TOU601	2017	6	£41.00	(S)		
● Pinot Noir, Vin de France	LES401	2017	6	£42.00	(S)		

NEW

## Fouassier

NEW

Each member of the Fouassier family has learned the ropes from the previous generation but with the freedom to put their own stamp on the wines.

Having gained a vast amount of knowledge from their fathers, current winemaking team Benoit and Paul have propelled the domaine towards organic and biodynamic viticulture. The Sancerre producer gained organic certification in 2011 and biodynamic certification one year later.

Benoit and Paul believe that by looking after the vineyards, they make wine that is true to the land and, when the time comes, they can pass them on to future generations in the best condition.

80% of their vineyards are planted with Sauvignon Blanc while the rest are planted with Pinot Noir. Today the estate comprises nearly 56 hectares, planted across varying elevations and a variety of complex soils, which contributes to the minerality found in their white wines.

## MUSCADET

### LES TEMPLIERS

● Muscadet Serve et Maine sur Lie Les Templiers	MUS402	2016	6	£43.00			
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NEW

## ANJOU

### DOMAINE DE LA PETITE CROIX

● Rosé D'Anjou	DOM007	2017	6	£43.00			
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## VOUVRAY

### CLOS DE NOUYS

● Vouvray Sec	CLO401	2017	6	£53.00			
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NEW

## SANCERRE

### DOMAINE DE LA CHEZATTE

● Sancerre Blanc Le Manoir	SAN612	2018	6	£70.00			
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NEW

### DOMAINE FOUASSIER

● Sancerre Clos Paradis	SAN412	2016	6	£77.00	[O] [B]		
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NEW



CODE	VINTAGE	NOI IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Burgundy

## CHABLIS

### DOMAINE PAUL NICOLLE

● Petit Chablis	DOM411	2017	12	£122.00	NEW
● Chablis Vieilles Vignes	DOM407	2015	12	£135.00	NEW
● Chablis 1er Cru Les Fourneaux	DOM406	2017	12	£170.00	NEW

## MACONNAIS

### DOMAINE ROUX

● Macon Village	ROU401		6	£68.00	
● Pouilly-Fuisse	ROU403		6	£107.00	
● Puligny-Montrachet	ROU404		6	£210.00	

# Beaujolais

### CAVE DE FLEURIE

● Beaujolais Villages	CAV007	TBC	6	£48.00	NEW
● Fleurie Millesime	CAV401	2016	6	£53.00	NEW

# Bordeaux

### LES VINS FINS DE ANTHONY BARTON

● La Croix Barton Bordeaux Blanc	LAS855	2013	6	£48.00	NEW
● La Croix Barton Bordeaux Rouge	LAS856	2012	6	£48.00	NEW

### CHATEAU MONDAIN

● Chateau Mondain	CHA004	2014	6	£44.00	
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## LALANDE DE POMEROL

### CHATEAU LA MENOTTE

● Chateau La Menotte	MON803	2014	6	£65.00	NEW
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### Domaine Paul Nicolle

Domaine Paul Nicolle is firmly rooted in Fleys, a winemaking village 4 km from the town of Chablis. It all started in 1979 when Robert Nicolle and Josette Laroche started making wine from less than one hectare of land. Since then, they've been increasing their vineyards bit by bit. Now their 20-hectare site is farmed by their son Charly and his wife Lucie, although Robert can still be found out with the vines most days! Most of the domaine's vineyards are located in AOC Chablis, with vinification on lees in stainless steel tanks, producing a house style that is fresh and vibrant, but also rich on the palate.

CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## ST EMILION

### CHATEAU LA MOULIN

● St Emilion Grand Cru	CHA604	2012	6	£76.00				NEW
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## MARGAUX

### CHATEAU ANGLUDET

● Reserve d'Angludet	RES001	2015	6	£131.00				
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## MEDOC

### CHATEAU L'ARGENTEYRE

● Medoc Cru Bourgeois	MON801	2014	6	£58.00				
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### CHATEAU LOUDENNE

● Rouge Cru Bourgeois	CAM854	2012	6	£90.00				
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# Rhone

### HUBERT ET FILS

● Cote du Rhone Rouge	HUB602	2017	6	£45.00				
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### VIEUX CHEVALIER

● Chateauneuf du Pape Rouge	VIE601	2017	6	£110.00				
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### ST COSME

● Cote du Rhone Rouge	STC402	2017	6	£98.00	[B]			NEW
● St Joseph	STC401	2017	6	£102.00	[B]			NEW
● Cote Rotie	COS601	2017	6	£310.00	[B]			NEW



### Chateau St Cosme

Chateau de St Cosme, based in Gigondas, sings of history. With its average 60-year-old vines, over 500 years of Barruol family ownership, and 14th generation winemaker Louis Barruol at the helm, you cannot dispute their establishment in the region.

Louis prides himself on their diversity of geology that results in three distinctive plots. Le Poste, with its limestone and sandy soils, littered with fossils, produces the most refined wines from the estate. Le Claux, made up of limestone, clay and gravels, creates the most 'Burgundian' Gigondas, with elegance and complexity. The estate's deepest and most powerful wines come from the Hominis Fides terroir, its sandy and limestone soils resulting in texture and refined tannins.

While producing exceptional quality wines from his vineyards, Barruol's love of terroir led him to look further afield. A negociant like no other, he selectively sources grapes from interesting plots and produces wines across the Rhone, each a unique expression of their vineyard.

# Southern France

## CAHORS

### CHATEAU DU CAILLAU

● Cahors Malbec	CHA601	2016	6	£49.00				NEW
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## LANGUEDOC ROUSSILLON

### LA CROIX

● La Croix Vermentino Sauvignon Blanc	CRO402	2018	6	£37.00	(S)	YES	NEW
● La Croix Grenache Merlot	CRO403	2018	6	£37.00	(S)	YES	NEW

### LA SERRE

● Sauvignon Blanc, Vin de Pays d'Oc	SER002	2018	6	£39.00	(S)	YES	NEW
● Cabernet Sauvignon, IGP d'Oc	LAS401	2018	6	£39.00	(S)	YES	NEW
● Merlot, IGP d'Oc	SER001	2018	6	£39.00	(S)	YES	NEW
● Syrah, IGP d'Oc	LAS402	2018	6	£39.00	(S)	YES	NEW

### FORTANT

● Sauvignon Blanc	FOR855	2016	6	£40.00		YES	
● Chardonnay	FOR603	2016	6	£40.00		YES	
● Viognier	FOR856	2015	6	£40.00		YES	
● Merlot Rosé	FOR601	2016	6	£40.00		YES	
● Cabernet Sauvignon	FOR602	2016	6	£40.00		YES	
● Merlot	FOR604	2016	6	£40.00		YES	

## PICPOUL DE PINET

### CAVE LES COSTIERES DE POMEROLS

● Cap Certe Picpoul de Pinet	CAP601	2018	6	£50.00			NEW
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## PIC ST LOUP

### ERMITAGE PIC ST LOUP

● St Agnes Rouge	ELM601	2017	12	£180.00			
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## PROVENCE

### CHATEAU D'ESCLANS

● Whispering Angel Rosé	CHA605	2018	6	£78.00			NEW
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### MIRABEAU

● Cotes de Provence Rosé Pure	COT005	2018	6	£65.00			NEW
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### Mirabeau

Stephen Cronk had been nurturing a plan to make wine for 15 years and in 2009, he finally moved his family to the south of France to do just that. Since then, his wines have become accepted as some of the best from the region.

Mirabeau is still owned by its founders and is based in the beautiful Provencal village of Cotignac, east of Aix-en-Provence. They currently have 200 hectares of vines, in some of the highest altitude vineyards in the Cotes-de-Provence appellation. Their vineyards are managed sustainably using a method called Lutte Raisonee, with as little intervention as possible.

In less than a decade, Mirabeau has won a plethora of awards for their range of wines, including Gold Medals in Paris, Lyon and The Drinks Business Rosé Masters. Robert Parker's Wine Advocate described Mirabeau as "about as good as Provencal rosés get". We couldn't agree more.



**Rest of Europe**

**Italy**  
**Spain**  
**Portugal**  
**Germany**  
**Austria**  
**Hungary**  
**Slovenia**  
**Croatia**  
**Greece**  
**Turkey**  
**Lebanon**



CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Italy

## VENETO

### FATTORI

● Soave Danieli	FAT850	2017	6	£50.00			
● Valpolicella Ripasso	FAT002	2015	6	£87.00			
● Amarone	FAT003	2013	6	£124.99			

### CITTA DEI PONTI

● Pinot Grigio delle Venezie	CIT601	2018	6	£31.00			
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YES

## LOMBARDY

### LA MAGLIA

● Rosa Pinot Grigio	MAG002	NV	12	£54.00			
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YES

## PIEDMONT

### MORGASSI

● Tuffo Gavi del Comune di Gavi Superiore	MOR021	2017	6	£57.00			
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NEW

### PODERI COLLA

● Nebbiolo d'Alba	BOU853	2014	6	£75.00			
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### PAOLO CONTERNO

● Dolcetto d'Alba	PAO602	2017	6	£62.00			
● Barolo Riva del Bric	PAO601	2015	6	£133.00			

## TUSCANY

### FATTORIA DI BASCIANO

● Chianti	CHI601	2016	6	£68.00			
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### Fattori

The history of Fattori began at the start of the twentieth century, when Antonio Fattori began to plant vines in the hills surrounding the village of Terrossa in Veneto. After decades of selling his wine to other local wineries, his son, another Antonio, decided to start making his own wines under his own label. Since the 1990s, Fattori has been hugely popular with an international market, offering hallmark fresh, fruity wines with balanced acidity and good body.

CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## CASTELLARE DI CASTELLINA

●	Governo di Castellare	CAS405	2017	6	£55.00		
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## VILLA AL CORTILE

●	Brunello di Montalcino	VIL601	2014	6	£140.00		
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## ROCCA DI FRASSINELLO

●	Maremma Le Sughere di Frasinello	SUG601	2015	6	£90.00		
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## ABRUZZO

### VILLA DEI FIORI

●	Pecorino d'Abruzzo	VIL401	2017	6	£39.00		
●	Montepulciano	VIL003	2017	6	£37.00		

## PUGLIA

### MASSERIA BORGO DEI TRULLI SALENTO

●	Negroamaro	MAS602	2017	6	£43.00		
●	Primitivo Appasimento	MAS601	2017	6	£48.00		

### ZENSA

●	Primitivo	ZEN601	2018	6	£68.00	YES	
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## SICILY

### LEGATO

●	Inzolia	LEG601	2018	6	£36.00	YES	NEW
●	Nero d'Avola	LEG602	2018	6	£37.00	YES	NEW

### CARUSO & MININI

●	Terre di Giumara Grecanico	CAR613	2018	6	£41.00		NEW
●	Sachia Perricone	CAR614	2016	6	£44.00		NEW

## Castellare

NEW

In the 1970s, four estates came together to form Castellare di Castellina: Castellare, Caselle, San Niccolo and Le Case. Together they cover a total of 80 hectares - including 12 planted with olive groves. The vineyards occupy 33 hectares on the hillsides of a natural southeast-facing amphitheatre, at an average height of 370 metres above sea level. The excellent sun exposure, good water drainage and mixed soil containing limestone marl, galestro and a little clay, produce well-structured, intense red and white wines, suitable for long bottle ageing.

NEW

NEW

Castellare are traditional Tuscan producers with a very modern approach, and staunch patrons of their local grape variety, Sangiovetto (Sangiovese). They created the first experimental vineyard in Chianti, together with the University of Milan and Florence, implementing the first scientific selection of Sangiovetto clones.

NEW

NEW





CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Spain

## RIAS BAXIAS

### ADEGAS GALEGAS

● Bago Amarelo Albarino	DIO001	2016	6	£44.00
● Terras Do Cigarron Godello	TER601	2016	6	£44.00

### MAR DE FRADES

● Mar de Frades Albarino	MAR862	2017	6	£62.00
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## CALICIA

### FINCA VALERO

● El Cayado Roble Mencia Bierzo	VIN852	2017	12	£44.00
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## RUEDA

### RAMON BILBAO

● Verdejo	ELV002	2016	6	£46.00
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## BIERZO

### PAGO DE VALDONEJE

● Mencia	PAG401	2017	6	£78.00
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## RIOJA

### RAMON BILBAO

● Rosado	ELV604	2016	6	£42.00
● Crianza	RAM001	2014	6	£46.00
● Vinedos de Altura Crianza	RAM857	2014	6	£51.00
● Edicion de Limitada	RAM856	2014	6	£56.00
● Reserva	RAM002	2011	6	£83.00
● Gran Reserva	RAM003	2010	6	£95.00



### Ramon Bilbao

Once upon a time, Ramon Bilbao decided wine would be his ticket to travel the world. For months he busied himself with calculating routes, winds and temperatures and choosing the best wines to take on his expedition, before departing for foreign lands in the spring of 1924.

NEW

Today, Ramon Bilbao have vineyards in Rioja, La Mancha, Galicia, Ribero del Duero, Rueda and Navarra and are one of Spain's best known producers with a string of awards under their belt. Situated in Haro in the Rioja Alta, on the banks of the River Ebro, the Bodegas now own approximately 75 hectares of arguably the best vineyards in the region.

NEW

CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## BODEGAS BILBAINAS

●	Vina Pomal Blanco	VIN401	2018	6	£48.00			
●	Vina Pomal Rosado	VIN402	2018	6	£48.00			
●	Vina Pomal Crianza	VIN600	2016	6	£48.00			
●	Vina Pomal Reserva Rioja	VIN856	2012/14	6	£61.00			
●	Vina Pomal Gran Reserva Rioja	VIN854	2010	6	£104.00			

## BODEGAS BHILAR

●	Phincas Rioja Alavesa	PHI402	2014	6	£110.00	[O]		NEW
●	Phinca Abejera Rioja Alavesa	PHI403	2013	6	£170.00	[O]		NEW

## RIBERA DEL DUERO

### CRUZ D'ALBA

●	Cruz d'Alba	CRU850	2015	6	£61.00			
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## ARAGON

### EL MURO

### CARINENA

●	Blanco Macabeo	ELM601	2018	12	£55.00	(S)	YES	NEW
●	Tinto Tempranillo Garnacha	ELM602	2018	12	£55.00	(S)	YES	NEW

## VALENCIA

### SANJUAN

### UTIEL-REQUENA

●	Bobal de Sanjuan Tinto	VAL402	2016	6	£43.00			NEW
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## Vina Pomal - Bodegas Bilbainas

Vina Pomal is the flagship label of Bodegas Bilbainas. Established in 1904, they have been producing high quality, authentic Rioja from 100% Tempranillo ever since. They have the largest vineyard holdings in Rioja Alta which are located near the winery, and it's this proximity that contributes to the freshness and quality of their wines. The short transit time from picking to crushing ensures the finished wines are made from grapes in optimum condition.

CODE	VINTAGE	Nº IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Portugal

## VINHO VERDE

### CONDE VILLAR

● Alvarinho	CON402	2017	6	£51.00	(V)	NEW
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## DOURO

### QUINTA DO VALLADO

● Douro	QUI401	2017	6	£51.00		NEW
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### Laurenz V

Gruner Veltliner has undergone a Cinderella-like transformation over the past few years. This is thanks to the likes of Laurenz V in Kamptal, which produces an elegant, age-worthy style of Gruner that has captivated the international market.

In 2004, Laurenz Moser V partnered with Dieter Hubler and the Schweiger family to form Laurenz V. Focusing entirely on the one varietal, they produce several distinct wines and have played a leading role in communicating the premium qualities of Gruner Veltliner on the world wine stage. Displaying brisk acidity, with unusually-pronounced concentration of flavour, voluptuous texture and vibrant minerality, they are remarkably easy to pair with food, complementing everything from seafood to rich, meaty and spicy dishes.

Terroir and climate are key in Kamptal. The right bank of the river Kamp gives Gruner creaminess and length, and the left bank's granite and mica-slate accounts for the minerality and freshness of Laurenz V's classic style.

# Germany

## MOSEL

### MARKUS MOLITOR

● Haus Klosterberg QbA Riesling (off-dry)	MAR865	2017	6	£62.00		NEW
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## BADEN

### WEINGUT KOPP

● Spatburgunder	KOP602	2015	6	£69.00		NEW
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# Austria

## LOWER AUSTRIA

### LAURENZ V

● Singing Gruner Veltliner	LAU601	2017	6	£53.00	(S)	NEW
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## BURGENLAND

### WEINGUT GLATZER

● Zweigelt Rebenuevee	WEI401	2016	6	£53.00	(S)	NEW
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CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Hungary

## TOKAJ

### ROYAL TOKAJI COMPANY

● The Oddity Dry Tokaji	ROY401	2016	6	£53.00	
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# Slovenia

## STYRIA

### PUKLAVEC FAMILY WINES

● Estate Selection Furmint Pinot Blanc	PUK401	2017	6	£45.00	
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# Croatia

## ISTRIA

### VERALDA

● Malvazija Istriana	VER401	2017	12	£112.00	
● Refosco	VER402	2017	6	£64.00	

# Greece

## AEGEAN ISLANDS

### SANTO

● Assyrtiko	SANg20	2017	6	£72.00	
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# Turkey

### DOLUCA

● Kav Narince	DOL401	2016	6	£56.00	
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# Lebanon

### CHATEAU MUSAR

### BEKAA VALLEY

● Chateau Musar	MUSo13	2012	6	£130.00	
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## Puklavac

When you think of top wine-producing countries in Europe, Slovenia doesn't immediately spring to mind, despite the country's long history of winemaking. Slovenia shares borders with Italy and Austria and its fantastic white wines have much in common with its neighbours: freshness, elegance and purity of fruit.

NEW

The family-owned winery is run by Vladimir Puklavac and his two daughters, Tatjana and Kristina, alongside other winegrowers. Their Family Estate Selection range is the perfect introduction to Slovenian wine, offering lots of fruit and local character at a very affordable price.

NEW



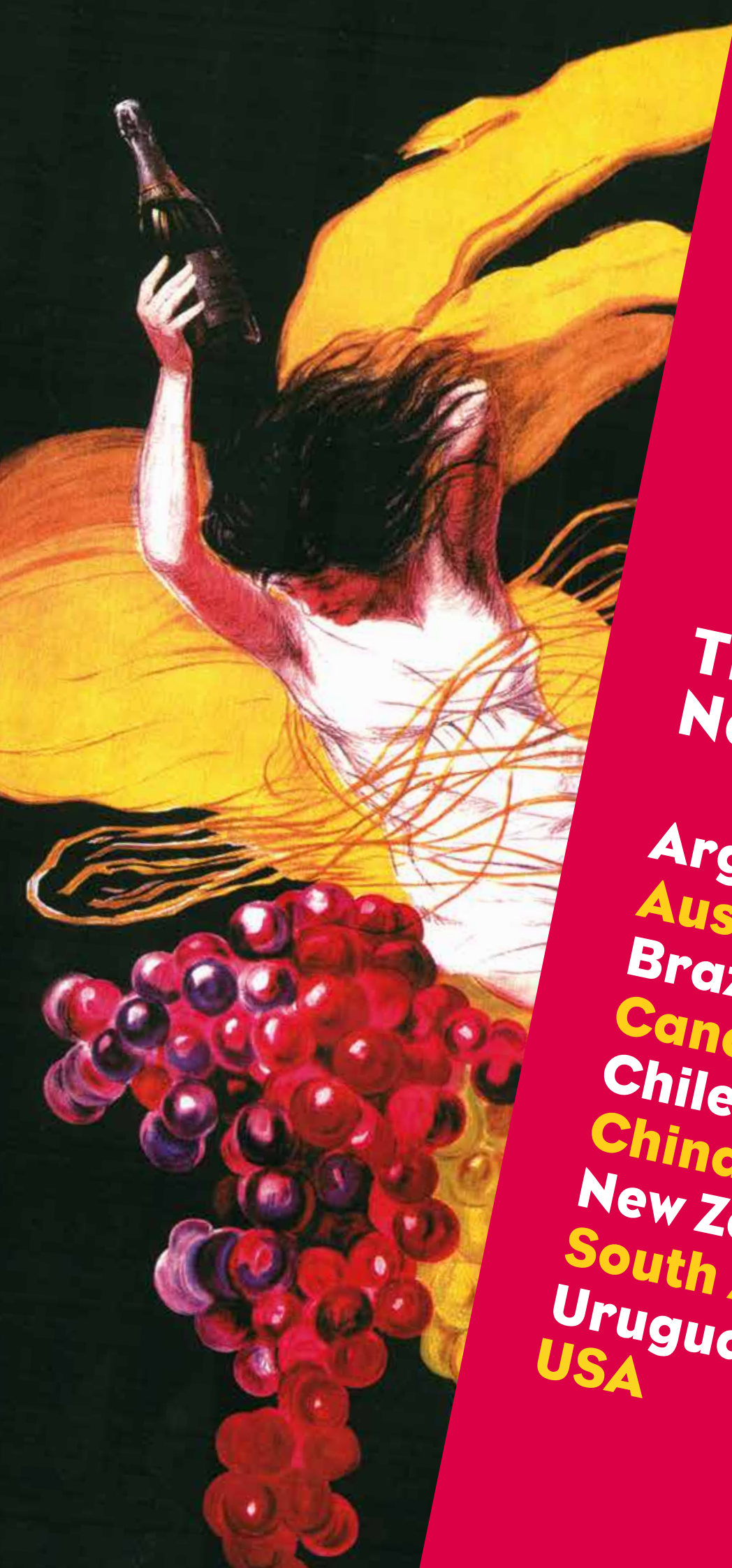
NEW

NEW

NEW

NEW

NEW



# **The New World**

**Argentina**  
**Australia**  
**Brazil**  
**Canada**  
**Chile**  
**China**  
**New Zealand**  
**South Africa**  
**Uruguay**  
**USA**

CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Argentina

## MENDOZA

### EL OSCURO

● Malbec	OSC401	2017	6	£45.00	(S)		NEW
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### EL CUYO

● Malbec	ELC601	2017	12	£58.00	(S)	YES	NEW
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### TOMERO

● Malbec	TOM601	2017	6	£59.00			NEW
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### DONA PAULA

● Estate Cabernet Sauvignon	DON856	2017	12	£92.00			NEW
● Estate Malbec	DON858	2017	12	£92.00			NEW



### Dona Paula

Dona Paula was born in high-altitude vineyards in the foothills of the Andes mountains, where they currently own 703 hectares of vineyards, located in the best areas of Mendoza.

Each of their wines demonstrates a true expression of terroir, which is uniquely defined by the weather and soil characteristics of each parcel of land. A deep respect and great knowledge of these different places of origin is what guides their approach to winemaking, with an emphasis on preserving varietal characteristics and a sense of place.

# Australia

## SOUTH AUSTRALIA

### BAROSSA

#### GRANT BURGE

● Reserve Chardonnay	GRA602	2016	6	£46.00	(S)		
● Reserve Shiraz	GRA603	2016	6	£49.00	(S)		

#### CHATEAU TANUNDA

● Newcastle SGMCC	CHA404	2016	6	£59.00	(S)		NEW
● Matthews Road Shiraz	CHA405	2016	6	£55.00	(S)		NEW

## CLARE VALLEY

#### TIM ADAMS

● Foxlee Riesling	TIM401	2017	6	£55.00	(S)		NEW
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CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## MCLAREN VALE

### BATTLE OF BOSWORTH

● Puritan Shiraz	BAT601	2017	6	£63.00	(S)	[O]
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### SOME YOUNG PUNKS

● Naked on Roller Skates Shiraz Mataro	SOM602	2017	12	£108.00	(S)
● Passion Has Red Lips Cabernet Shiraz	SOM601	2017	12	£108.00	(S)

## SOUTH-EASTERN AUSTRALIA

### PADDOCK

● Chardonnay	PAD403	2018	12	£53.00	(S)	YES	NEW
● Merlot	PAD401	2018	12	£53.00	(S)	YES	NEW
● Shiraz	PAD402	2018	12	£53.00	(S)	YES	NEW

### CIRCA

● Pinot Grigio	CIR402	2017	12	£59.00	(S)	YES	NEW
● Shiraz	CIR401	2017	12	£59.00	(S)	YES	NEW

### SPEE'WAH

### MURRAY DARLING

● House Boat Chardonnay	SPE601	2017	12	£71.00	(S)	YES	NEW
● Cabernet Shiraz	SPE602	2019	12	£71.00	(S)	YES	NEW
● Deep River Shiraz	SPE603	2019	12	£71.00	(S)	YES	NEW
● Little Eden Pinot Noir	LIT401	2017	12	£80.00	(S)		NEW

## VICTORIA

### YERING STATION

### YARRA VALLEY

● Little Yering Chardonnay	LIT602	2016	6	£51.00	(S)
● Little Yering Shiraz	LIT601	2015	6	£51.00	(S)
● Village Chardonnay	YER602	2016	6	£68.00	(S)
● Village Shiraz	YER001	2016	6	£68.00	(S)

## Some Young Punks

Some Young Punks produces some stand-out wines – inside and out. Known for their striking pop art labels, the punks were on the front of the packaging revolution in Australia. With their punk attitude to winemaking, Colin McBryde, Jen Gardner and Nic Bourke make wines with charisma and charm. “Each time we make a wine”, they say, “it may be the last wine we make – and if it isn’t worthy of being the last then it will never wear the Some Young Punks name.”

Their contemporary approach means they use oak minimally and keep fermentations short in order to retain maximum punchy vibrancy. The resulting Cabernet Sauvignons, Shiraz/Grenache blends and textured Chardonnays are deceptively serious wines with a playful, wicked twist. The creative trio believe it’s okay to judge these books by their covers, and it’s no wonder when their labels look as good as they do.



CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## Brazil

### ALISIOS

#### CAMPANHA

● Pinot Grigio Riesling	ALI401	2017	12	£88.00	(S)		
● Tempranillo Touriga	ALI402	2018	12	£90.00	(S)		

## Canada

### NORMAN HARDIE

#### ONTARIO

● Chardonnay	NOR401	2015	12	£250.00	(S)		
● Pinot Noir	NOR402	2016	12	£250.00	(S)		

## Chile

### SANTA RITA

#### CENTRAL VALLEY

● Gran Hacienda Sauvignon Blanc	SAN894	2016	6	£51.00	(S)	YES	NEW
● Gran Hacienda Pinot Noir	2018	2016	6	£51.00	(S)	YES	NEW
● Gran Hacienda Cabernet Sauvignon	2018	2016	6	£51.00	(S)	YES	NEW

#### APALATA

● Pehuen Carmenere	SAN900	2013	6	£109.00			NEW
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#### MAIPO VALLEY

● Bouganville Petit Syrah	SAN916	2013	6	£109.00			NEW
● Casa Real	SAN887	2013	6	£117.00			NEW

### LOROSCO

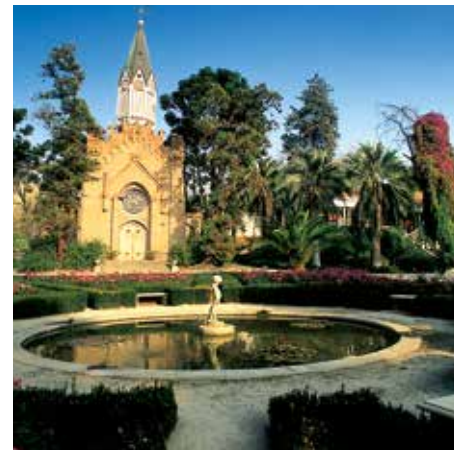
#### CASABLANCA

● Reserva Chardonnay	LOR011	2017	12	£70.00	(S)	YES	NEW
● Reserva Sauvignon Blanc	LOR010	2017	12	£70.00	(S)	YES	NEW

### Santa Rita

Heritage and tradition are at the heart of Santa Rita, which boasts over 130 years of wine production and experience. They have been pioneers in modernising Chilean viticulture, seeking out new regions to grow different varieties, with a focus on single vineyard plots, and producing wines that express a sense of place.

Santa Rita's winemakers Sebastian Labbé and Oscar Salas craft the Gran Hacienda and Medalla Real ranges, as well as the iconic Casa Real – a Cabernet Sauvignon only produced in exceptional vintages. In 2014, Casa Real 1989 was given 'Wine Legend' status by Decanter Magazine, one of only two wines from South America to receive the accolade. Nurturing their land is at the core of their winemaking philosophy.



CODE	VINTAGE	NQ IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## MAIPO

● Reserva Cabernet Sauvignon	LOR013	2017	12	£70.00	(S)	YES	NEW
● Reserva Merlot	LOR015	2017	12	£70.00	(S)	YES	NEW

## CONDORITO

### CENTRAL VALLEY

● Sauvignon Blanc	CON010	2018	6	£38.00	(S)	YES	NEW
● Merlot	CON011	2017	6	£38.00	(S)	YES	NEW

## LOS TILOS

### CENTRAL VALLEY

● Sauvignon Blanc	LOS008	2017	12	£52.00	(S)	YES	
● Chardonnay	LOS012	2017	12	£52.00	(S)	YES	
● Cabernet Sauvignon	LOS009	2017	12	£52.00	(S)	YES	
● Merlot	LOS011	2016	12	£52.00	(S)	YES	

## GARAGE WINE CO.

### MAULE VALLEY

● Single Ferment Pais	GAR405	2016	12	£120.00	[O]	NEW	
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# China

## NINGXIA

### CHATEAU CHANGYU MOSER

● Helan Mountain Range Blanc de Noir Cabernet Sauvignon	CHA402	2017	6	£64.00		NEW	
● Helan Mountain Range Cabernet Sauvignon	CHA401	2016	6	£58.00		NEW	



## Changyu Moser

Chateau Changyu Moser XV lies just west of Beijing in the province of Ningxia. The winery has its roots in the Changyu company, founded in 1892, but it wasn't until 2013 when 15th generation Austrian winemaker Lenz Moser became involved with this historic winery that production really took off.

Moser's focus on vineyard management, blending and ageing has taken the quality of these wines to the next level, offering a shining example of Cabernet Sauvignon from Ningxia. Every stage of wine production takes place at the estate.

While largely Bordeaux in style, Ningxia is developing its own unique sense of terroir. For Lenz, this terroir comes through as "a unique kind of Chinese spice" that you don't find anywhere else. It's a labour of love, too. While warm and sunny in summer, Ningxia can regularly plummet to -25°C in the winter, meaning expert vine care is needed to avert danger in this extreme terroir.

# New Zealand

## ARA ESTATE

### MARLBOROUGH

● Estate Sauvignon Blanc	ARA004	2017	6	£53.00	(S)		
● Estate Pinot Noir	ARA002	2017	6	£61.00	(S)		



CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## CRAGGY RANGE

### MARTINBOROUGH

● Pinot Noir	CRA601	2016	6	£92.00			
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### MARLBOROUGH

● Sauvignon Blanc	CRA401	2016	12	£61.00			
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### HAWKES BAY, GIMBLETT GRAVELS

● Te Kahu Bordeaux Blend	CRA604	2015	12	£100.00			
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## TOKOMARU

### MARLBOROUGH

● Sauvignon Blanc	TOK401	2017	12	£60.00	YES	NEW	
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## MAMAKU

### MARLBOROUGH

● Sauvignon Blanc	MAM401	2017	12	£76.00			
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## PROPHETS ROCK

### CENTRAL OTAGO

● Home Vineyard Pinot Noir	PRO601	2015	6	£135.00			
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## Craggy Range

As a member of the New Zealand Fine Wine Classification and winner of the 2017 New Zealand Winery of the Year (from leading wine writer Bob Campbell MW), Craggy Range is one of New Zealand's top wineries.

**NEW** In the 1990s, Terry Peabody and his wife Mary wanted to create a family legacy. So, they selected the best sites they could find – the Gimblett Gravels vineyard, located in Hawkes Bay on the east coast and the Te Muna Road vineyard, located just outside of the town of Martinborough – and began winemaking. Te Muna has a focus on Pinot Noir and Sauvignon Blanc, while the Gimblett Gravels vineyard is split into 36 varietal blocks which have been planted to different varieties by the depth and texture of the gravelly soils. Here they focus on Syrah, Chardonnay and traditional Bordeaux varietals.

# South Africa

## WESTERN CAPE

### ACACIA TREE

● Chenin Blanc	ACA402	2018	12	£56.00	(S)	YES	NEW
● Pinotage	ACA401	2016	12	£56.00	(S)	YES	NEW

## STELLENBOSCH

### JOURNEY'S END

● Weather Station Sauvignon Blanc	JOU002	2017	6	£76.00		YES	NEW
● The Pastors Blend Cabernet Merlot	JOU601	2017	6	£76.00		YES	NEW

CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## Uruguay

### ALTOS DE JOSE IGNACIO

● Reserve Albarino	ALT601	2018	6	£65.00
● Reserve Tannat	ALT602	2017	6	£65.00

## USA

### FOUNDERS STONE

● White Zinfandel	FOU002	2018	6	£31.00
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### WANDERING BEAR

● Chardonnay	WAN401	2018	12	£58.00
● Merlot	WAN402	2018	12	£58.00

### Doluca

Family-owned winery Doluca was founded in 1926, the same year the Turkish Republic was formed. Owned and managed by the Kutman family for over three generations, they focus on indigenous varieties while investing in modern technology. Their award-winning Kav range of wines focuses on three indigenous varieties – Narince, Bogazkere and Okuzgozu.

The name Doluca comes from the highest point of the Murefte region of Turkey, where Doluca was founded, and they own and manage vineyards in different areas of Turkey. After completing his training in Germany, Nihat Ahmet Kutman, the founder of Doluca, was Turkey's first oenologist. Third generation Sibel Kutman Oral runs the marketing activities for Doluca today, while head winemaker Aysun Pirdel is assisted by Doluca family member Luca Cerruti.

**YES** **NEW**

**YES** **NEW**

**YES** **NEW**







## Fortifieds & Stickies

**Whether it's to pair with a comforting sticky toffee pudding, delicate mille feuille or to replace dessert entirely, this decadent selection of stickies and fortified wines is guaranteed to make your customers leave on a sweet note.**

CODE	VINTAGE	Nº IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Fortified & Stickies

## FRANCE

### LAFAGE

#### LANGUEDOC-ROUSSILLON

● Maury Grenat (50cl)	LAF601	2017	6	£51.00
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## HUNGARY

### ROYAL TOKAJI COMPANY

#### TOKAJ

● Blue Label Aszu 5 Puttonyos (50cl)	ROY402	2013	6	£115.00
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## PORTUGAL

### CHURCHILLS

● Reserve Port	CYC005	NV	6	£70.00
● L.B.V. Port	CYC002	NV	6	£85.00
● Reserve Port (20cl)	CYC007	NV	24	£98.00

## ITALY

### BOTTEGA

#### VENETO

Limoncello	BOT409	N/A	3	£42.00
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## Royal Tokaji

Co-founded in 1990 by wine writer Hugh Johnson and 60 local growers, Royal Tokaji has quickly become one of the most important wineries in Tokaj. From the outset, they focused on producing single vineyard wines, made from the first growth vineyards of Mezes Maly, Nyulaszo, St Tamas and Betsek.

**NEW** Rich, complex and sumptuous, Hugh famously described Tokaji as “a wine that would make angels sing out loud in praise”. Emperor Franz Josef even sent Queen Victoria Tokaji for her birthday (a bottle for each month she had lived.) On her 81st birthday, she received 972 bottles.

**NEW**



**NEW**







CODE	VINTAGE	NQI IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# Oliver & Greg's Wines

## WHITE

● Pinot Grigio	400332	NV	6	£27.42	(S)	YES
● Sauvignon Blanc	400301	NV	6	£27.42	(S)	YES
● Chardonnay	400327	NV	6	£27.42	(S)	YES

## ROSÉ

● Zinfandel Rosé	400342	NV	6	£27.42	(S)	YES
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## RED

● Shiraz	400328	NV	6	£27.42	(S)	YES
● Merlot	400323	NV	6	£27.42	(S)	YES
● Cabernet Sauvignon	400302	NV	6	£27.42	(S)	YES

## 18.75CL

● Pinot Grigio	400346	NV	24	£28.99		
● Sauvignon Blanc	400349	NV	24	£28.99		
● Chardonnay	400345	NV	24	£28.99		
● Zinfandel Rosé	400343	NV	24	£28.99		
● Shiraz	400348	NV	24	£28.99		
● Merlot	400344	NV	24	£28.99		
● Cabernet Sauvignon	400347	NV	24	£28.99		



Introduced in 2003, the Oliver & Greg's range aims to provide a quality drinking experience without pretentiousness or complicated wine language. With so many products on the market, some customers can find that selecting the right wine range for their outlet is a bit daunting. By offering a respected branded range covering all the popular varietals, and with the option for single serve sizes too, we make it easy!

# Single Serves, Kegs & Sangria

Single serves remain a popular choice when you don't want to share a full bottle. So browse our selection of popular grape varieties, prosecco, port and sangria for those who are 'just staying for one'!



CODE	VINTAGE	NQI IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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# 18.75cl

## CHILE

### LOS TILOS

● Sauvignon Blanc	LOS603	NV	24	£29.99
● Chardonnay	LOS602	NV	24	£29.99
● Cabernet Sauvignon	LOS606	NV	24	£29.99
● Merlot	LOS604	NV	24	£29.99

### SANTA RITA

● 120 Sauvignon Blanc	SAN613	NV	24	£34.00
● 120 Chardonnay	SAN611	NV	24	£34.00
● 120 Merlot	SAN616	NV	24	£34.00
● 120 Cabernet Sauvignon	SAN615	NV	24	£34.00

# 20cl

## ITALY

### BOTTEGA

#### VENETO

● Prosecco Spumante Gold Snipes	BOT403	NV	24	£62.00	NEW
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### TRULLI

#### VENETO

● Prosecco Brut Snipes	400303	NV	24	£47.50
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## PORTUGAL

### CHURCHILLS

#### DOURO

● Reserve Port	CYC007	NV	24	£98.00
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CODE	VINTAGE	NO. IN CASE	TRADE CASE IN €	SCREW CAP	ORG/BIO	VEGAN	HOUSE WINE
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## 25cl (can)

### CHILE

● Santa Rita Rosé Can	SAN403	2018	24	£55.00
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NEW

## 24l (kegs)

● Bianco Frizzante PIU' FIZZ	FRI601	NV	1	£162.00
● Pinot Grigio	DRA854	NV	1	£140.00
● Merlot Veneto IGT	VEN401	NV	1	£135.00

## Sangria

### LOLEA

● No.1 Red	LOL801	2016	6	£47.00
● No.1 Red (20cl)	LOL804	2016	24	£49.00
● No.2 White	LOL802	2016	6	£47.00
● No.2 White (20cl)	LOL805	2016	24	£49.00
● No.5 Rosé	LOL803	2016	6	£47.00



### Lolea

Launched in 2013, Lolea is a craft-made Sangria from the Northeast of Spain. With just 7% ABV, the recipe is based on an exclusive combination of high quality wine and fruit. Three versions have just become available in Ireland: Lolea No. 1 (made with red wine), Lolea No. 2 (made with white wine) and Lolea no. 5 (the rosé option). In just four years, the brand has become available in over 50 countries, Ireland being the most recent export addition. Lolea sangrias are lightly sparkling, 100% natural and crafted from the best grape varietals and juices in Spain.

# Our Strengths

The Bibendum service doesn't stop at delivering great products. Our award-winning training team travel around the country to help staff become well-versed in the different styles and products they sell – and not just for wine. We also offer sake, spirits and beer training.

We have an in-house design team who can help take a drinks list to the next level, while also helping to bring promotions and merchandising to life. Finally, our market insights team uses cutting-edge technology to help our buying and sales teams to get the right product to the right customer.





# Customer Marketing & Design

Smart design to sell more and sell better

Let our team of expert drinks marketers help you enhance your customers' drinks experience. We work with you to create and implement engaging marketing plans to encourage your customers to trade up to something new, delicious and more profitable. Specialists in both drinks and marketing, we can support you with bespoke drinks list design, annual activation plans, merchandising and much more.

**"Working in partnership with our customers and our award-winning market insights team, we deliver inspirational marketing plans to ensure your customers receive an exceptional drinks experience throughout their customer journey."**

Lisa Newman  
Head of Customer Marketing

To find out more please contact your Account Manager.













## Our top-down trend tracker

Rather than relying on sales data, which doesn't reveal trends until after they've begun, we expertly analyse the latest wine lists of over 60 industry-leading venues, from cocktail bars to Michelin starred restaurants.

With MODE we can see the next big trend in drinks before it happens.



### "ORANGE" / SKIN CONTACT

Although there's yet to be a consensus on what the category should be called - Skin Contact, Skin Macerated, Orange, Amber or simply 'Skins' - this isn't the first time for Orange wine in Mode. Yet this year, it's proving its position as a standalone category on lists. While not every venue has bought into the trend, those that have (44%) are giving Orange wine a dedicated section, often with more listings than Rosé, and sourcing from across the globe - including Slovenia and Georgia.



### AUSTRIA

Austrian wine is emerging as a firm favourite among the premium On Trade, appearing on 9 in 10 lists - double that of last year. Even more tellingly, 8 in 10 premium lists include at least one Austrian wine by the glass. The alpine country may be best known for its Grüner Veltliner, but this accounts for less than 1 in 4 Austrian listings, with a representation of indigenous grapes, including Blaufränkisch, Zweigelt and Saint Laurent; as well as Austrian Sparkling.



### ALTERNATIVE SPARKLING

English Sparkling is gaining a reputation as a must-list in the premium On Trade, seen on 1 in 2 lists and accounting for almost a fifth of total Sparkling listings. Alternative Crémant is also gaining traction, with 2 in 3 French Sparkling listings originating from alternative regions to the Loire. There is a notable absence of Prosecco; Mode-tracked venues are more likely to list Cava (37%) than Prosecco (7%) - could it be time for the Spanish Sparkling to see more of the spotlight?



### SMALLER SERVES

Small serves are bang on trend in the premium On Trade. Over a third of Mode-tracked lists offer sharing carafes, either in 375ml or 500ml, as an option for all by-the-glass listings. Carafes tend to be listed alongside smaller-than-standard glasses (125ml) - ideal for experimentation. Demonstrating that bigger doesn't always mean better, 37% of premium On Trade outlets list half bottles. With an average list price of £70, these 375ml listings are making premium wine more accessible.





# Award-Winning Training

**Inspiring passion and confidence to sell better drinks**

Training your staff has numerous benefits – from improving the customer experience and growing your sales, to increasing morale and better staff retention.

Our philosophy is simple – we make wine and spirits fun, easy to understand and accessible to everyone. Our award-winning learning and development specialists are wine and spirits geeks. With over 10 years' worth of experience, they're experts at designing and delivering training that works for you. Not only do they know how to improve the wine and spirits knowledge of your staff in a way that sticks, they also give them the confidence and skills to sell it too.

## Let our experts guide you

Our training team don't believe that one size fits all when it comes to training. We pride ourselves on providing you with a training solution that fits your needs, and offer a free Training Needs Assessment service to make sure we get it right for you.

## Wine Confidence

As our first blended learning course, Wine Confidence incorporates a one-day workshop with three months' access to our digital learning service. This course is designed to increase knowledge around wine, enabling learners to confidently recommend wines to customers, while also providing practical skills and knowledge to those who work with wine in their roles. After the course, students can continue to access digital resources to refresh and top up their knowledge.

## WSET Qualifications

Offering Levels 1, 2 and 3, our team of educators offer more than just the WSET syllabus. Bringing the topics to life, we make these in-depth courses relevant to your business. All our WSET courses come with access to our e-learning portal with specifically designed resources to support you to achieve the best grade possible.

## Train the Trainer

An interactive half-day workshop for those who want to learn how to effectively cascade their wine knowledge to their staff.

## Beyond Wine

Alongside our core wine courses, we offer training on other drinks categories including introductions to craft beer, spirits and sake.





## E-Learning

Last year our training team started offering e-learning to customers as part of our 'blended learning' approach.

Bibendum head of customer training, Julia Bailey, says, "In a fast-paced, information-overloaded and convenience-led world, it's increasingly challenging to engage staff and keep training relevant. As a result, we've added a digital element to our training offer through our new e-learning platform.

"This platform enables staff to dip in and out of the training at anytime, anywhere. It has dozens of films, articles and quizzes, each introducing new knowledge and skills in no more than a

couple of minutes. It is designed to give users the confidence to talk about their venue's drinks and to bring them to life. It also enables managers to keep track of staff's training progress."

While e-learning is increasingly important, it's not simply a matter of taking it online. Julia explains, "It's about an entirely new approach to the way we help people to learn. Blended learning is our way of combining e-learning with traditional classroom methods and independent study to create a new, more impactful, hybrid teaching methodology."

We're constantly developing new courses based on current market trends

– such as our 'Mindful Winemaking' course – so if there's anything in particular you're interested in, please get in touch with us via the training page on the Bibendum website.

**"It's about an entirely new approach to the way we help people to learn. Blended learning is our way of combining e-learning with traditional classroom methods and independent study to create a new, more impactful, hybrid teaching methodology."**

## Notes

# Terms & Conditions

TENNENT'S NI STANDARD TERMS      MAY 2019  
AND CONDITIONS OF SALE

## 1. DEFINITIONS AND INTERPRETATION

1.1 In these terms and conditions, the following expressions shall have the following meanings:

**Buyer** means the person or company and, where relevant, its partners, directors, employees, officers, agents or sub-contractors (or any person holding themselves out as such), who makes an Order which is accepted by Seller;

**Conditions of Sale** means the standard terms and conditions of sale set out in this document, as may be modified and updated by Seller from time to time;

**Containers** means all containers of whatever kind in which Goods are supplied to Buyer and all returnable packaging of any nature, including, without limitation, the Returnable Packaging;

**Contract** means each and every contract between Seller and Buyer for the sale and purchase of Goods;

**Dispense Equipment** means, without limitation, all beer engines, couplers, pumps, taps, fonts, cowns, badges, T-bars, pump clips, meters, pipes, lines, pressurisation cooling, flash coolers (including remote chilling units) to kegs and casks, other cooling and chilling equipment, and connectors to gas cylinders and beer tanks and ancillary apparatus and equipment for the dispensing of the draught Product, and stoppers, carbon dioxide tubes and other related equipment, including chillers and cooling equipment but excludes carbon dioxide and/or mixed gas bottles and cylinders of whatever size and any flow regulating or monitoring systems;

**Goods** means all those products, which Seller agrees to supply to Buyer and which Buyer agrees to purchase from Seller, which are the subject of a Contract;

**Order** means an order placed by Buyer with Seller for the supply of Goods;

**Returnable Packaging** means all kegs, bottles, casks, crates, pallets and cases but excluding GKN Chep Pallets, which shall at all times remain the property of Chep UK Limited, and excluding gas cylinders and gas equipment, which shall at all times remain the property of the gas provider;

**Seller** means: Tennent's NI Limited, a subsidiary of C&C Group plc, registered in Northern Ireland under number R000299 whose registered office is at 15 Dargan Road, Belfast, BT3 9LS (and, where relevant, its agents or sub-contractors), as the context requires.

## 2. GENERAL

2.1 Save to the extent that a formal written supplemental agreement signed by Seller's duly authorised representative expressly amends these Conditions of Sale, these Conditions of Sale shall exclusively govern all Contracts and shall supersede, override and exclude Buyer's purported terms of business or any other terms of business wherever stipulated or incorporated or referred to, whether in Buyer's order or in any negotiations or course of dealing established between Seller and Buyer, including any purported acceptance thereof by Seller's servants or agents.

2.2 All Goods are offered for sale on the terms and conditions set out in these Conditions of Sale and are offered subject to availability.

2.3 Each Order shall be deemed to be an offer by Buyer to purchase Goods solely on the terms and conditions of these Conditions of Sale. Accepting delivery of Goods is deemed to be acceptance of these Conditions of Sale.

2.4 Buyer shall not rely upon and, except in the event of fraud, Seller shall have no liability for any

representation made: (i) by it, its servants or agents to Buyer; and/or (ii) in any promotional literature or otherwise. Any typographical, clerical or other error or omission in any sales literature, quotation, price list, acceptance of offer, invoice or other documentation or other information issued by Seller shall be subject to correction without any liability on the part of Seller.

2.5 All descriptions and illustrations contained in any catalogues, price lists or otherwise communicated to Buyer are for illustrative purposes only and are intended merely to represent a general idea of the relevant Goods. No such descriptions and/or illustrations contained in any catalogues, price lists or otherwise shall form any part of a Contract.

2.6 If any part of these Conditions of Sale is judged by any court in a competent jurisdiction to be invalid or unenforceable, the remaining part or parts thereof shall continue in full force and effect.

## 3. ORDERS FOR THE GOODS

3.1 No Order shall be deemed accepted by Seller until the Order is confirmed as accepted to Buyer by Seller's authorised representative in writing (which, for the purpose of this paragraph 3.1, shall include confirmation by email or fax) or (if earlier) Seller delivers the Goods to Buyer. Buyer shall be responsible for ensuring the accuracy of any Order it submits and any Order acknowledgement it receives.

3.2 Seller will only accept Orders for such minimum quantities of Goods as it may specify from time to time at its absolute discretion.

3.3 Seller may vary the specification of any Goods without notice.

3.4 Goods are not supplied on sale or return or by way of consignment. Once an Order is accepted by Seller in accordance with the provisions of paragraph 3.1 of these Conditions of Sale, Buyer shall have no right to cancel the Order or, following delivery, return the Goods (except where defective).

## 4. PRICES

4.1 Seller reserves the right, at any time, to change the price of Goods offered for sale.

4.2 Prices stated are exclusive of: (a) delivery charges; and (b) all import, excise and customs duties, levies and all value tax and sales taxes, all of which shall be payable in addition at the rate in force at the invoice tax point date and shall be the sole liability of and shall be paid by Buyer to Seller against delivery of a valid invoice, whenever issued.

## 5. DELIVERY OF THE GOODS

5.1 Seller shall determine the method, date and time of any delivery.

5.2 Any delivery dates given by Seller are estimates only. Buyer may cancel any item not delivered two weeks after the estimated delivery date.

5.3 The time of delivery shall not be of the essence of any Contract. In no circumstances shall Seller be liable to compensate Buyer for non-delivery, early delivery or late delivery of the Goods or for any loss or damage arising therefrom or for any failure to deliver the Goods promptly or at all.

5.4 Seller shall be entitled to deliver Goods in one or more instalments. Each such instalment shall constitute a separate Contract. Any failure by Seller to deliver any one or more of the instalments, or any claim by Buyer in respect of any one or more instalments, shall not entitle Buyer to treat the Contract as a whole as repudiated.

5.5 Where Seller has been unsuccessful in effecting delivery of Goods ordered for any reason Seller may (at its sole discretion):

5.5.1 store the Goods until actual delivery and charge Buyer for reasonable costs (including insurance) of storage and any additional costs of carriage incurred; and/or

5.5.2 sell the Goods at the best price readily available and charge Buyer for any shortfall below the price achieved and the price under the Contract together with all storage and sale related expenses (less any payment made by Buyer).

5.6 Seller may during any periods of shortage due to causes beyond its control supply Goods among its customers (including Buyer) in such a manner and proportions as it deems to be equitable in its sole judgment and without liability therefor.

## 6. INSPECTION OF GOODS

6.1 Buyer shall inspect the Goods immediately on receipt thereof and shall within 3 working days notify Seller of any immediately apparent damage to, or shortage of, Goods.

6.2 If Buyer fails to give notice as above Buyer shall be deemed to have accepted the Goods accordingly and the Goods shall be presumed to be in all respects in accordance with the relevant Order.

6.3 Following the giving of notification by Buyer to Seller pursuant to paragraph 6.1 of these Conditions of Sale, any affected Goods shall be held by Buyer, without cost to Seller, awaiting Seller's instructions, and Buyer shall allow Seller's representatives full access at any time during working hours to examine the affected Goods and Buyer must provide for inspection all relevant packaging, endorsements and delivery documents.

6.4 If Buyer establishes to Seller's reasonable satisfaction that the Goods are defective, Buyer's sole remedy shall be limited to the return of the Goods and credit of any payment and Buyer shall be credited accordingly. Seller will not give Buyer credit for the return of any Goods where the "Best before Date" of those Goods has subsequently passed or is approaching; or which have been altered, tampered with, price marked or disfigured in any way.

## 7. RISK AND TITLE IN RESPECT OF THE GOODS

7.1 Risk of loss or damage to the Goods shall pass to Buyer at the time of delivery.

7.2 Buyer shall insure the Goods with a reputable insurer from the point at which risk passes to Buyer until payment is made to Seller for their full value. Goods shall be insured for their full value against all liabilities pursuant to these Conditions of Sale, to the satisfaction of Seller and Buyer shall produce evidence of such insurance upon the request of Seller.

7.3 The Goods shall remain the sole and absolute property of Seller and title in the Goods shall not pass to Buyer until such time as Buyer shall have paid to Seller (or its agent) the full price of the Goods, together with all other monies owed to Seller pursuant to any other contractual arrangement between Buyer and Seller, and until that time Buyer acknowledges that he is in possession of the Goods solely as trustee in a fiduciary capacity for Seller, and:

7.3.1 Buyer shall at its own cost procure that the Goods are stored in good condition, and kept identifiably separate whether on Buyer's or third party premises;



- 7.3.2 Buyer may sell the Goods in the ordinary course of business provided always that Buyer shall hold in trust and pay to Seller on demand the proceeds of any such sale to the extent that any monies are owed by Buyer to Seller on any account (Buyer shall not be the agent of Seller in relation to any such resale) but shall not otherwise (and shall not purport to) sell, mortgage, encumber or part with possession of the Goods or allow any lien or encumbrance to arise over them.
- 7.4 Buyer grants Seller an absolute right of access to enter Buyer's or third party premises where Goods are stored, without notice to Buyer in order to permit Seller to inspect, audit, collect and/or repossess the Goods.
- 7.5 If Buyer breaches any of these Conditions of Sale, then the right of Buyer to sell the Goods belonging to Seller will immediately cease. In the event of such breach, Buyer shall (at its cost) deliver the Goods to Seller and Buyer shall procure that Seller shall (without prejudice to any other rights) have the right to enter any place where the Goods may be stored and repossess and use the Goods.
8. RESALE OF GOODS
- 8.1 Goods are supplied on the condition that they will only be re-sold in good condition in, or from, Containers with labelling exactly as supplied by Seller.
- 8.2 Buyer shall only resell Goods at its premises or such other place of business of Buyer as have been previously approved in writing by Seller. Buyer shall not resell or dispose of Goods other than to its retail customers in the normal course of Buyer's business, unless the express consent of Seller has previously been obtained.
- 8.3 It shall be the responsibility of Buyer to ensure that the Goods:
- 8.3.1 are rotated so that the oldest are sold first and in any event before the "Best before Date" which is marked on their respective Containers;
- 8.3.2 until resold, remain in the Containers in which they are supplied and all labels, names, barcodes, reference marks and numbers and instruction are not removed, altered or covered at any time;
- 8.3.3 are stored and sold in compliance with the requirements of all governmental and competent bodies relating to the sale and storage of such Goods and in accordance with any reasonable instructions provided by Seller.
9. PAYMENT
- 9.1 The Goods are sold subject to payment (for which time shall be of the essence). Seller may invoice Buyer for the Goods on or at any time after notice by Seller to Buyer that the Goods (or any instalment thereof) are ready for despatch from its premises (and any such invoice shall be deemed to be notice thereof).
- 9.2 Buyer shall pay each invoice on or before the last Business Day of the week following the week in which the invoice to Buyer is dated.
- 9.3 Notwithstanding any provisional credit advanced to Buyer pursuant to paragraph 10.2, Seller may at any time at its sole discretion demand payment in cash on delivery and Seller shall not be bound to give up possession of or deliver the Goods until it has received payment.
- 9.4 Buyer shall pay the full amount invoiced to it by Seller on the due date by way of cleared funds and free of all deductions and/or any set off or counterclaim which Buyer may have or purport to have by way of direct debit payments. Buyer must complete a direct debit instruction authorising Seller to deduct payment from Buyer's bank account for Goods which become due for payment. .
- 9.5 All invoices shall be paid in the currency stated on the invoice. In the event that Buyer purports to pay for the Goods in any other currency, Seller may in its discretion accept such payment and Buyer shall indemnify Seller against any loss on currency conversion and all currency transaction charges.
10. CREDIT ARRANGEMENTS AND INSOLVENCY OF BUYER
- 10.1 Buyer hereby agrees and acknowledges that: (i) Seller shall be entitled to make any credit reference or other enquiries relating to Buyer that Seller considers appropriate; and (ii) details of how Buyer conducts its account with Seller may be recorded with a credit reference agency and may be shared with other suppliers and creditors for the purpose of assessing further applications for credit by Buyer and for debt tracing and fraud prevention.
- 10.2 Any provisional credit allowed to Buyer shall be subject to the creditworthiness of Buyer being established to Seller's satisfaction in accordance with paragraph 10.1. If Seller, at its sole discretion, is not satisfied as to Buyer's creditworthiness at any time, Seller reserves the right to withdraw any such provisional credit and impose credit terms acceptable to Seller or to close Buyer's account without notice, including the right to demand immediate payment of all sums then outstanding by Buyer to Seller.
- 10.3 If Buyer's payment is overdue, Seller has the right to:
- 10.3.1 charge Buyer interest on all sums due in accordance with the Late Payment of Commercial Debts (Interest) Act 1998 from the date of due payment until the date of actual payment including any period after the date of any judgment;
- 10.3.2 upon an account being passed to debt collectors for collection, levy an additional collection charge of 5% on such accounts of Buyer in addition to any interest and legal charges payable; and
- 10.3.3 immediately terminate all Contracts with Buyer.
- 10.4 Buyer shall indemnify Seller against all costs, expenses (including legal expenses) and losses incurred by Seller in recovering any unpaid sum or recovery of any Goods.
- 10.5 If any cheque or direct debit due by Buyer to Seller is dishonoured, Seller may also levy a reasonable charge against Buyer's account to cover bank and administrative costs.
- 10.6 The failure of Buyer to pay any part of the price of the Goods when due shall entitle Seller to:
- 10.6.1 treat such failure as a repudiatory and/or material breach of the whole Contract which shall entitle the Seller to rescind the Contract and to recover damages for such breach of Contract;
- 10.6.2 suspend further deliveries of Goods to Buyer, until payment is received in full;
- 10.6.3 immediately remove, cancel or withdraw any discount, incentive or benefit (including on any other orders placed by Buyer) and re-invoice Buyer for the Goods at the full price stated in its then current price list (any discount from the list price is given on the basis that payment is made on or before the date specified); to set off the amount of any unpaid invoice for the Goods against any discount, incentive or benefit accrued or accruing due; and to demand the immediate repayment of any discount, incentive or benefit received by Buyer during the 12 month period immediately preceding such breach (whether remedied or not) and which Buyer hereby agrees to repay; and
- 10.6.4 enter on to Buyer's premises to retrieve any Goods in respect of which title has not passed to Buyer.
- 10.7 Notwithstanding any credit period allowed by Seller, the whole of the price of all Goods bought or agreed to be bought by Buyer shall fall due and payable without demand immediately on the happening of any of the following events:
- 10.7.1 any threat or refusal by Buyer to pay any sum due to Seller on the due date for payment;
- 10.7.2 if Buyer ceases or threatens to cease carrying on its business or Buyer becomes apparently insolvent or is deemed unable to pay its debts within the meaning of Articles 103 or 242 of the Insolvency (Northern Ireland) Order 1989 and/or is unable to or admits in writing its inability to pay its debts as and when they fall due;
- 10.7.3 the commission by Buyer of an act of bankruptcy or insolvency;
- 10.7.4 the commencement of any legal proceeding or the taking of any steps (including, without limitation, the making of an application or the giving of any notice) for the winding-up, liquidation, bankruptcy, dissolution, reorganisation or insolvency or other similar process of Buyer or for the appointment of any administrator, administrative receiver, liquidator, receiver, trustee in bankruptcy or similar official of the Buyer or any of its revenues or assets in any jurisdiction or Buyer seeking, declaring or becoming entitled to any moratorium on the payment of its debts;
- 10.7.5 if Buyer convenes a meeting or takes any steps for the purpose of making an arrangement or composition for the benefit of its creditors (including, without limitation, signing a trust deed); or
- 10.7.6 the levying or threat of execution of any distress or diligence on any asset of Buyer or a third party encumbrancer or landlord taking possession of any of the revenues or assets of Buyer for non-payment or otherwise or any security created by Buyer becoming enforceable.
- 10.8 The Seller shall be entitled to treat the happening of any of the events detailed in paragraph 10.7 as a repudiatory and/or material breach of the whole Contract which shall entitle the Seller to rescind the Contract and to recover possession of the Goods belonging to the Seller and damages for such breach of Contract.
11. MONEY LAUNDERING
- 11.1 Seller reserves the right to require confirmation of the identity of Buyer in accordance with the requirements of the Money Laundering Regulations 2007 as amended (or similar type legislation in any applicable jurisdiction) and to withhold Goods until receipt of such confirmation.
- 11.2 Seller reserves the right at any time to refuse cash payments and will not in any event accept cash payments of £5,000 or more (or the equivalent in any other currency).
12. RETURNABLE PACKAGING, DISPENSE EQUIPMENT, CONTAINERS AND POS MATERIAL
- 12.1 All Returnable Packaging, Dispense Equipment and Containers supplied by Seller to Buyer shall remain the property of Seller or its contractor but shall be at Buyer's risk and Buyer shall hold all such Returnable Packaging, Dispense Equipment and Containers on trust for the Seller and shall

- not sell, assign, pledge, charge, underlet or in any way part with possession of any of it. Buyer hereby grants to Seller an irrevocable right of access to Buyer's premises at reasonable times and intervals and after giving reasonable notice for the purpose of inspecting, auditing and/or removing any Returnable Packaging, Dispense Equipment and Containers. Buyer shall return all Dispense Equipment to Seller immediately on request or, in the case of Returnable Packaging and Containers, immediately and no later than two (2) months from the date of delivery.
- 12.2 Buyer shall be responsible for all loss and theft of and damage to all Returnable Packaging, Dispense Equipment and Containers. Where the Returnable Packaging, Dispense Equipment or Containers is lost, damaged or stolen, or if Buyer fails to return any Returnable Packaging, Dispense Equipment or Containers in a like-for-like state, or at all, Seller shall be entitled to charge Buyer and Buyer will, on demand, pay to Seller the cost of replacement as new.
- 12.3 Seller shall be entitled to levy a deposit charge from time to time in respect of Returnable Packaging, Dispense Equipment and Containers. Credit against any such deposit levied will be given for the return in good condition of the same.
- 12.4 It is the responsibility of Buyer to ensure that returned Returnable Packaging, Dispense Equipment and Containers are noted on each related delivery note. Buyer's signature on the delivery note or its affirmation or payment of any invoice shall be conclusive evidence that it agrees the accuracy thereof.
- 12.5 In no circumstances shall Buyer remove the Dispense Equipment from an establishment to which it has been supplied or move it to another part of the establishment except with the approval of and under the control of Seller. Buyer shall not permit or suffer any third party to remove, repair or modify in any way Dispense Equipment supplied by Seller, except with the express authority of Seller.
- 12.6 Buyer shall be obliged to arrange and supply electricity for Dispense Equipment where necessary. Buyer shall ensure that Dispense Equipment supplied to or under the charge of Buyer is maintained in good repair and condition, is kept in accordance with all relevant safety standards and instructions, is insured with a reputable insurer from the time of delivery in the name of and for the benefit of Seller and is returned to Seller when no longer used by Buyer with Seller's products supplied hereunder.
- 12.7 Dispense Equipment supplied by Seller is not compatible with equipment of other product suppliers and must not be interchanged with any such equipment. The only products which may be dispensed through Dispense Equipment provided by Seller shall be those draught products supplied by Seller for which the Dispense Equipment was installed. In the event that products not supplied by Seller are dispensed through such Dispense Equipment, Seller shall be entitled to remove such Dispense Equipment or charge for its use.
- 12.8 Seller will not accept any liability whatsoever for loss, damage, nor (except arising out of Seller's negligence) death or injury arising directly or indirectly out of any interchange or attempted interchange of Seller's Dispense Equipment with equipment of other product suppliers and Buyer will indemnify Seller against: (i) any loss suffered by Seller; and (ii) any action, claim, demand or proceeding against Seller arising out of any such interchange or attempted interchange.
- 12.9 Buyer shall comply with Seller's reasonable guidelines as to storage, handling and dispensing of the Goods from time to time.
- 12.10 Any point of sale material supplied by Seller is for use by Buyer for business purposes relating to the Goods only and is returnable on demand by Seller.
- 12.11 If Seller has consented to Buyer on-supplying Goods to 3rd party customers of Buyer, then, without prejudice to the foregoing provisions of paragraph 12 of these Conditions of Sale, Buyer shall procure that all Returnable Packaging, Containers and (if applicable) Dispense Equipment relating to such Goods are supplied by Buyer to 3rd party customer on the same terms as those set out in paragraph 12 of these Conditions of Sale.
13. SELLER'S LIABILITY
- 13.1 These Conditions of Sale set out Seller's entire liability in respect of the Contract.
- 13.2 Seller's liability under these Conditions of Sale or otherwise shall be in lieu and to the exclusion of all other warranties, conditions, terms and liabilities express or implied, statutory or otherwise in respect of the quality or the fitness for any particular purposes of the Goods or services or otherwise, notwithstanding any advice or representation to Buyer, all liability in respect of which, howsoever arising, is expressly excluded, except as provided in paragraph 13.5 of these Conditions of Sale.
- 13.3 Seller shall under no circumstances whatever be liable to Buyer, whether in contract, delict or tort (including negligence), breach of statutory duty, or otherwise, for any loss of actual or anticipated profit, loss of business, loss of contracts, loss of revenues, loss of anticipated savings, depletion of goodwill or for any special, indirect or consequential damage of any nature whatsoever, howsoever arising.
- 13.4 Seller's liability (whether in contract, delict or tort (including negligence), breach of statutory duty, or any other form of action) for losses or damage whether direct or (without prejudice to paragraph 13.3 of these Conditions of Sale) indirect, foreseen, foreseeable or known, however arising shall, except as provided in paragraph 13.5 of these Conditions of Sale, be limited to the price paid by Buyer (exclusive of all charges and taxes referred to in paragraph 4.2 of these Conditions of Sale) to Seller for the Goods that are the subject matter of Buyer's claim.
- 13.5 Nothing contained in these Conditions of Sale shall restrict or exclude Seller's liability: (i) for death or personal injury caused by Seller's negligence; (ii) under Part 1 of the Consumer Protection Act 1987 or section 12 of the Sale of Goods Act 1979 (as amended); (iii) for fraudulent misrepresentation; or (iv) for other liability that cannot be excluded under applicable law.
- 13.6 The parties agree that the exclusions and limitations of liability contained in this paragraph 13 are fair and reasonable in the light of the Goods or services to be provided and the prices payable by Buyer.
- 13.7 Subject to paragraph 13.5, but save as expressed herein, Seller shall not be under any liability howsoever arising in respect of any claim, action or proceedings brought by Buyer later than 2 years following the date the cause of action arose.
- 13.8 Seller shall be under no liability to any purchaser of the Goods from Buyer.
14. BUYER'S INDEMNITY
- Subject to paragraph 13.5 of these Conditions of Sale, Buyer shall indemnify Seller in respect of all damage, injury or loss occurring to any person or property and against all actions, suits, claims, demands, charges or expenses in connection therewith arising from the condition or use of the Goods (or, where relevant, the provision of the services) in the event and to the extent that the damage, injury or loss shall have been occasioned partly or wholly by the act, omission, negligence or carelessness of Buyer or its servants, agents or by any breach by Buyer of its obligations to Seller hereunder.
15. PRODUCT RECALL
- 15.1 In the event of a product recall, and if required by Seller, Buyer will enforce Seller's procedures (as notified to Buyer) covering product recall, and will cooperate with Seller to ensure that the product recall is dealt with promptly and effectively.
- 15.2 Buyer will immediately report to Seller any defect or possible defect in the Goods which Buyer should reasonably be aware of, to ensure the safety of Buyer's customers.
16. NOTICES
- Any notice given under the Contract shall be in writing in English and shall be sent by pre-paid ordinary post (airmail if to an address outside the country of posting) or personal delivery to the registered office or principal place of business of the recipient, for the attention of the Legal Department, or such other address as may be notified by a party hereto to the other party hereto in writing. Any notice given according to the above procedure shall be deemed to have been given at the time of delivery, if delivered by hand, or three working days from the date sent, if sent by post.
17. FORCE MAJEURE
- Neither party hereto shall be liable for any failure or delay in the performance of its obligations under the Contract (other than an obligation to pay any sums due under the Contract) which is caused by circumstances beyond its reasonable control.
18. INTELLECTUAL PROPERTY RIGHTS
- All intellectual property rights in the Goods shall remain the property of Seller or its licensors. Buyer shall not acquire any intellectual property rights, whether by licence or otherwise, relating to the Goods in any way and may not copy or imitate the Goods or do or omit to do, or permit any third party to do or omit to do, anything which may damage such intellectual property rights in any way.
19. GOVERNING LAW
- These Conditions of Sale, the Contract, and any dispute or claim arising out of or in connection with it or its subject matter or formation (including non-contractual disputes or claims), shall be governed by, and construed in accordance with, the laws of Northern Ireland, and the parties irrevocably submit to the non-exclusive jurisdiction of the Northern Ireland courts.
20. USE AND DISCLOSURE OF PERSONAL DATA
- Buyer consents to the processing by or on behalf of Seller of personal data (as defined by the General Data Protection Regulation "GDPR") supplied by Buyer or held by Seller for the purposes of making any enquiries as to Buyer's creditworthiness for the purposes of paragraph 10, administering Buyer's credit account and processing any orders. Unless Buyer notifies Seller in writing, Buyer consents to the use of such personal data in order to send marketing messages to Buyer about similar products. Buyer's statutory rights under the GDPR shall remain unaffected.

# Contacts

## Sales Support Centre

**Should you wish to place an order, please use contact details below, quoting your account number.**

**Freephone: 0800 66 55 22**

Open Mon-Thurs (8.30am-6pm) Friday (8.30am-5.30pm)

Order Capture 8.30-5.30 Mon-Fri

**Customer Service: [customersupport@candcgroup.com](mailto:customersupport@candcgroup.com)**





**TENNENTS, BIBENDUM WINE**, 6 Aghnatrisk Road, Culcavy, Hillsborough BT26 6JJ  
[www.bibendum-wine.co.uk](http://www.bibendum-wine.co.uk) | 0800 665522



## **OUR AWARDS**

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### **MERCHANT OF THE YEAR**

Sommelier Wine Awards 2018

### **MERCHANT OF THE YEAR**

Sommelier Wine Awards 2017

### **INNOVATOR OF THE YEAR**

International Wine Challenge 2016

### **NEW WORLD MERCHANT OF THE YEAR**

Sommelier Wine Awards 2016

### **SPECIAL COMMENDATION**

The Drinks Business Awards 2016