



# TANNERS TRADE NEWS

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## It's All Coming Up Rosés

It's that time of year when rosé wines takes centre stage. Our Buyer *Simon Jones* looks at rosés which are now drunk all year round.

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## Mérit d'Agricole Award

In January, Chairman James Tanner received international recognition and was made a Chevalier of the Ordre du Mérite Agricole by the French Ambassador.

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## Staff Picks

Two excellent suggestions for seasonal drinking. A new and delicious find from Patagonia, and a super sparkling wine from closer to home in Shrewsbury.

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# Welcome to *Tanners Trade News*

A very warm welcome to our latest edition of Tanners Trade News. We were thrilled to kick off the spring season with our annual tasting in Llandudno, closely followed by Shrewsbury, where we returned to hosting the event in our offices and cellars on historic Wyle Cop. We welcomed more than 20 of our producers, as well as many of our customers, all of us tasting fabulous wines and hearing stories from vineyards across the world.

With the hope of warmer weather around the corner, and thoughts of summery, tender foods and even al fresco dining, we naturally turn to lighter, fresher drinking styles. For that reason, this edition of Tanners Trade News shines the spotlight on a few producers we think bring wines most suited to spring and summer palates. From France, we look at the delicious Pey Blanc Number 1 Rosé – a must for satisfying the relentless demand for Provence-style pink wines. New to our range we introduce the exciting wines of Hencote Vineyards, based just a few miles from our Shrewsbury offices – Evolution Sparkling Brut is a must for by-the-glass. And for the perfect gin and tonic, we look at the inspirational Dyfi Distillery, which sits in the foothills of Snowdonia National Park. The park and the local forests provide all the botanicals the distillery needs to produce its gold-standard, award-winning Dyfi Original Gin.

Inside, you'll find plenty of other news, along with our regular features, too. There is this edition's staff picks for seasonal drinking, as well as a tour of our rosé portfolio and introductions to new members of the Tanners Trade team. We also celebrate news that our Chairman, James Tanner, has been awarded France's Ordre du Mérite Agricole, an honour given to those who have made a significant contribution to French agriculture.

We wish you every success for the spring and summer season!



Simon Barratt  
*Trade Sales Director*

## Join the *Conversation*





## It's All Coming Up Rosés

It is that time of year again when rosé takes centre stage, writes buyer *Simon Jones*, however sales throughout the year are much more consistent than they used to be.

When I started a few years ago, okay quite a few years ago, there was a definite season for rosé sales which started in May and finished abruptly in September. These days sales are much more even, a testament to the vast improvements in quality we have seen over the last 30 years as well as a change in fashion and, who knows, perhaps celebrity endorsement has played its part too!

### PROVENÇAL PINKS


Pale rosés from Provence are very much in vogue, the elegant wines that fuel the French Riviera for locals and visitors alike. Celebrity has definitely played its part in its continued success, as has the huge investment ploughed into the region but the likes of large, wealthy champagne houses, who have been buying up vineyards in the region with some alacrity. A few years ago we started to work with an estate, Domaine Pey Blanc, in Aix-en-Provence, a family-owned estate since the 1930s. Some of you who attended our spring tasting may have had the chance to try their super rosé and their excellent white (I shall be in trouble now for straying off the rosé message!).

A family estate since 1930, Pey Blanc in the Aix-en-Provence appellation is managed by the energetic 3rd-generation Gabriel (Gaby) Giusiano, who took over from his father Jean-Claude in 2004. It was Gaby's grandfather, Matteo, who founded the estate back in 1930 after migrating from Italy. Local demand accounts for 80 per cent of his total produc-

tion and you are very likely to see his wines in the best bars and restaurants in nearby Aix.

Pey Blanc Number 1 Rosé is truly outstanding and the new 2022 vintage has landed just in time for the summer. The wine is a blend of 80-per-cent Grenache and 20-per-cent Cinsault. Gaby says, "I work on the lightness of colour in quite a modern style and très clean." He goes on to describe how the vineyard harvests at night, vibrating the berries off the stalks and using 50-per-cent free-run juice. A period on the lees helps to intensify the citrus aromas and imparts a creamy texture to the final wine. This is a beautiful rosé that would not be out of place in the company of Whispering Angel, Mirabeau or Léoube. To really impress, pour from magnums or jeroboams, and add Pey Blanc ice buckets and some sunshine to complete the serve.



No 1 Rosé, Coteaux d'Aix-en-Provence, Domaine Pey Blanc 2022, 12.5% 

An attractive nose with white flowers and hints of exotic fruits leads to an elegant palate with red fruits and citrus flavours.

Bin No: FP04522

£13.10

Bin No: FP04521M

£30.95

## Introducing Our Newest Team Members:



### Nico Acciai

*Area Sales Manager, Mid Wales & National*

“I grew up in rural Tuscany surrounded by olive groves and grape vines, so wine has always been a big part of my life. After having moved to the UK almost two decades ago, I have been lucky enough to work with wine in restaurants, retail and the on trade. I started as a junior sommelier in a private club in St. James’ where I was introduced to the finest wines of Burgundy, Bordeaux and Champagne.

A stint in a Michelin star restaurant broadened my wine horizons as well as putting my blind tasting skills to the test. I then spent few years working in a wine shop in central London learning the dynamics of selling wines through a retail outlet. I have spent the past seven years selling wines to gastro pubs, restaurants, bars and high end hotels across London developing my interest in dealing with restaurateurs, head chefs and sommeliers.

I am delighted to have joined Tanners and am very much looking forward to being part of the team, getting to know the customers and of course the Tanners portfolio of wines!”



### Gabrielle Coope

*Area Sales Manager, South West Wales*

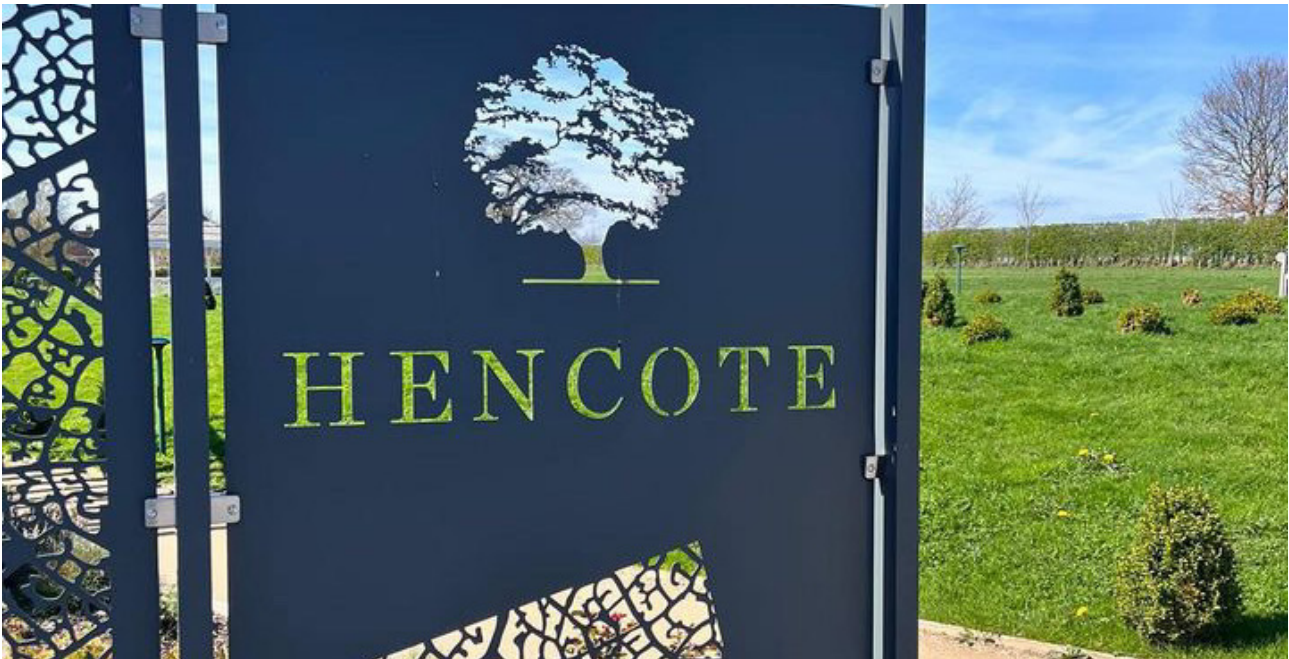
My passion for wine began when I lived in France. First, in the Minervois region of Languedoc where I spent my summers swimming in rivers and drinking (amazing) vin de table. Next, I moved to Bordeaux as a student and spent my time swanning around vineyards on the weekends.

Back in London, I began working in a wine shop and studying for my WSET qualifications. Spells in wine logistics and trade sales followed; I loved getting to meet new people every day and chat all things wine. My next move was to a brewery where I learnt more about beer whilst writing wine lists for pubs. I took some time off to travel around Europe (and its vineyards!) in a campervan. At 11am in a North Macedonian village café, we tasted about 30 wines out of plastic cups. It’s a story for another time. I then settled in an entirely new part of the world: South West Wales. Starting at Tanners has been a part of such a big adventure for me. I am now living in the countryside, learning Welsh, and selling the most wonderful artisan wines to the friendliest people

## Goodbye Steve Lloyd!

In March we said a fond farewell to Steve Lloyd, who notched up an impressive 48 years of service at Tanners. Steve started in August 1974 working in trade support, and during his tenure he managed the Bridgnorth branch and Welshpool depot before becoming a director in 1988. Staff past and present congregated at the Albright Hussey near Shrewsbury to give Steve a good send off!





## Hencote Wines

The Hencote vineyard is situated on the Ellesmere Road on the northern outskirts of Shrewsbury. It is here that Andy and Dora Stevens made their home back in 1997 following time abroad that had taken them to many different places. What started as a hobby in 2009 with just 160 vines has grown into a rather more serious enterprise today with over 24,000. This expansion followed a survey in 2012 which demonstrated the suitability of their site for grape production, so they decided to take the plunge, developing both the vineyards and building a winery and restaurant in 2015. It is very much a family affair with son, Mark the General Manager, and daughter Vivienne taking on the role of Events Manager. Where they have looked further afield is by bringing in the expertise of winemaker Gavin Patterson, originally from Zimbabwe via South Africa all the way to Shropshire! While it is true to say he has had a fairly sharp learning-curve to adapt his knowledge to some new varieties and the vagaries of the British weather, his talent has overcome all the trials. The grape varieties they have planted reflect the changing nature of the climate and certainly have a bent towards sparkling wine production with the three classic Champagne varieties of Pinot Noir, Pinot Meunier, and Chardonnay all

represented, as well as Seyval Blanc, widely planted here for fizz production, and small amounts of Solaris, Pinot Noir Précoce and Rondo, the latter two with red wine production in mind. Their three Sparkling wines are all excellent. The Evolution 2020 is from a majority of Seyval Blanc and Pinot Noir giving it a lovely, fresh, lifted style. Their Rosé Isadora 2018 is a classic Champagne mix, with lovely ripe Pinot Meunier giving a delicate colour and plenty of flavour. While their flagship LXX 2018 is 100% Pinot Noir aged for 36 months on lees giving structure, elegance and wonderful finesse. They are all well worth trying.



Hencote Isadora Rosé, English Sparkling Wine 2018 12.5%

A classic blend of the Champagne grape varieties aged for 15 months has given this wine a lovely, creamy texture, plenty of vibrant, summer fruit and a clean fresh finish.

Bin No: FI17118

£22.16



Hencote Evolution, English Sparkling Wine 2020 - 50cl, 11%

An aromatic and floral nose full of apple and pear fruit showing good mineral character on the palate with a succulent citrus finish.

Bin No: FI17020

£12.66



Hencote LXX, English Sparkling Wine 2018, 11.5%

A Blanc de Noir made from 100% Pinot Noir aged for 36 months, red fruit notes on the nose with toasted brioche, on the palate it is vibrant showing great freshness and good body.

Bin No: FI17218

£22.96



## Dyfi Distillery, *Machynlleth, Wales*

Dyfi Distillery is home to the Cameron brothers – Pete, a hill farmer, forager and beekeeper; and Danny, a hugely experienced wine-and-spirits expert and regular judge at the Decanter World Wine Awards. Since 2016 they have meticulously developed their precision-distilling techniques to create small-batch, craft gins that use only locally foraged botanicals from the UNESCO world heritage landscape around them. It is small wonder that in such a short space of time they have racked up multiple prestigious awards, including winning the Great British Food Awards' Best Gin in both 2017 (for Pollination Gin) and 2018 (for Dyfi Original Gin) – the only British distillery to have won that accolade twice, let alone in consecutive years.

For their flagship **Dyfi Original Gin**, the brothers use locally sourced bog myrtle, Scot's pine tips, juniper, coriander and organic unwaxed lemon peel. The result is a 45%-proof gin that is rich, bold and smooth in equal measure. Each bottle is vintage-dated with the distilling season, batch-numbered, and signed. While the gin makes the perfect base for a classic martini, we think it's best poured as a G&T, with a twist of lime peel and sprig of basil.

Also stocked at Tanners: Dyfi Pollination, Hibernation and Navigation Gins.



Hibernation Gin, Dyfi Distillery, 45% vol - 50cl  
Juniper with scents of bilberry and blackberry combined with honeysuckle and praline and a finish of white port richness.

Bin No: WC191C



Navigation Gin, Dyfi Distillery, 57% vol - 50cl  
An umami rich navy strength gin, made from coastal botanicals and exotic spices from further afield.

Bin No: WG256C

## Order of *Agricultural Merit*

In January, James Tanner, pictured, was honoured to be made a *Chevalier* of the *Ordre du Mérite agricole* from the French Ambassador at her residence in London, for his services to French agriculture. When launched in 1883, this order of merit was second only to the *Légion d'Honneur* and is conferred on those who are deemed to have made exceptional contributions to – amongst other areas – French wines. Over the years, the Tanner family has contributed plenty to British and Australian agriculture too!



## Bordeaux 2022 – *First Look*

Tanners Buying Director, *Stephen Crosland*, had his first introduction to Bordeaux 2022 recently, courtesy of Château Olivier in Pessac Léognan who showed us pre-blending samples of both their red and white. Winemaker Laurent Lebrun emphasised the climatic conditions which saw plenty of heat but also rain at useful times, leading to concentrated yet balanced wines which reminded him of 2010 more than anything else. The Merlots showed great colour with wonderful soft fruit, firm tannins and good freshness. The Petit Verdot had plenty of structure with excellent ripeness while the Cabernets were full of rich black fruits. The whites were harvested in August, the earliest ever at this property, and retained excellent tension due to the limestone in the soil together with some really attractive ripe fruit. So, while we are careful not to get carried away by extravagant claims, all the signs so far are that this is going to be a top-quality vintage.

### ALCOHOL DUTY CHANGES

Despite unanimous opposition from the wine and grocery trade, the government has ploughed on with its duty reforms which will see all wines taxed according to their alcoholic volume to their nearest half degree of alcohol. This was the baby of Rishi Sunak, then Chancellor of the Exchequer and Helen Whately, then Exchequer Secretary. It sounds simple except that alcohol in wine is a function of the weather and therefore varies year by year, leading to what will be a bureaucratic nightmare. Importers have been given a reprieve from August 2023 to February 2025 for a single rate for wines between 11.5% and 14.5% degrees of alcohol. If you have any currency with decision makers, please ask for this dispensation to be made permanent.

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## Hook Norton Brewery

Established just seven years after Tanners in 1849, Hook Norton Brewery are the largest independent brewery in Oxfordshire, producing a wide range of award-winning ales, stouts and lager from their unique and historic 5-storey Victorian Tower Brewery. Brewing on the same site, family owned and still housed in the original buildings, we invite you to go and experience the unique sights, sounds and smells of a historic brewery at work and share in their passion and commitment to beer and brewing.

Like Tanners, Hook Norton is family owned and resolutely independent. Originally Brewers, Maltsters, Wines & Spirit Merchants, they have had a long association with Tanners and continue this by selling a good range of wines and spirits through their brewery shop and online.

Keeping traditions alive, Hook Norton Brewery is one of only three breweries in the country to still use Shire horse-drawn dray for beer deliveries, keeping true to its heritage. As an approved Shire Horse Centre, the brewery is committed to promoting the role of the Shire horse in the modern world.

Ales are an integral part of the Licensed industry and both Tanners and Hook Norton work tirelessly to keep quality at the forefront, sharing their experience and knowledge to those they service. The ales selected are definitely worth trying and sharing with your customers.



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Tanners are currently stocking the following bottles and cask to order:

- Hook Norton Haymaker, 5% vol 50cl
- Hook Norton Hooky Mild 2.8% vol 50cl
- Hook Norton Red Rye, 4.7% vol, 50cl
- Hook Norton Oat Sower Gluten Free, 3.3% vol 50cl
- Hook Norton Old Hooky, 4/6% vol, 40.9L/9G
- Hook Norton Hooky Gold, 4.1% vol, 20L/4.5G

## Tanners Services



Did you know that Tanners offer the following services:

- Unwavering quality with competitive pricing
- More than 1100 wines regularly in stock from 29 different countries
- From House Wines to Fine Wines
- Our much-lauded own label selection led by Tanners Claret and Tanners Champagne covering red, white, rosé, sweet & sparkling wines, Port, sherry, whisky and gin.
- Oddments List with an ever-changing selection of classéé growths, rarities and classics from our cellars
- A full range of artisan spirits
- Keg Beers and Cask Ales (subject to own-fleet distribution areas)
- Large selection of bottled and craft beers
- Full range of mixers and minerals
- En Primeur offers and fine wine storage

## Area Sales Manager Top Picks!

### Ojos del Sur Sauvignon Blanc, Patagonia 2022

We have been looking for something to bring you from the Patagonian region of Argentina for some time now, given our geographical location and the historic links with Wales of this part of the world. Today, there are some 5,000 'Patagonian-Welsh' speakers living along the Chubut Valley (south of the current Patagonian vineyard area), and, with the climate noticeably warming, vines are starting to appear. This super example of the internationally renowned Sauvignon Blanc variety come from Bodegas Malma. The region being further south than the more familiar wine regions of Argentina, the wine has a wonderful zest which balances the ripe tropical fruit character we have come to expect from New World Sauvignon, and the finish is smooth and well balanced.

Bin No: QW09821



**Rob Evans**  
*Area Sales Manager,*  
South Wales

### Hencote Evolution, English Sparkling Wine 2020

The demand for English Sparkling wine has been on the up for several years now, as climate change seems to have increased the viability of grape production on these shores. We like to support local producers and they won't get much more local to our HQ than Hencote on the Ellesmere Road on the outskirts of Shrewsbury. Here the Stevens family established a vineyard back in 2009 of just 160 vines, by 2015 they had 24,000 and now, with help of winemaker Gavin Patterson, they have really hit their stride. The Hencote Evolution 2020 is made from a very British mix of Seyval Blanc, Pinot Noir, Solaris and Pinot Meunier and bottle fermented to give added class and complexity to the delicately floral nose and the vibrant orchard fruit from the warm summer of 2020 make it a worthy addition to any list.

Bin No: IR17120



**Matt Bevan**  
*Area Sales Manager,*  
North Shropshire