

# TANNERS TRADE NEWS

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Issue No. 4

Spring/Summer 2024



## What are the trends to look out for in 2024?

Exploring the top wine trends you should be stocking this coming spring and summer.

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## Spotlight on... Domaine Pey Blanc

With summer around the corner we shine a spotlight on top Provence Domaine, Pey Blanc.

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## En Primeur – what is it and why does it benefit you?

Fine wine expert Graham Mason shares his knowledge on En Primeur and how Tanners can help you buy for the future.

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# Welcome to this edition of Tanners Trade News

A warm welcome to our latest edition of Tanners Trade News. In this edition we look ahead to longer days and brighter weather and look at some of the drinking trends we anticipate for the months to come. Here at Tanners, we have plenty of exciting new wine producers and products to introduce, perfectly in time for summer drinking.

The relentless growth of rosé consumption continues and from France, we shine a spotlight on the delicious Pey Blanc Number 1 Rosé – a must for satisfying the thirst for Provence-style pink wines. To develop new listings, the producer has offered some compelling support as well as a chance to win a fabulous trip in September to visit the winery in Aix-en-Provence.

We also focus on a new product to the range – Mydflower Sparkling Elderflower Wine from Brecon, a beautifully presented can format, bursting with vibrant summer freshness and coming in around 5% ABV. Plus, new to our range we introduce the exciting wines of Castel Mimi from Moldova – an excellent red and white priced for selling by the glass and offering your customers something a bit different. And James Tanner reports back from a buying trip to Slovenia, with a fantastic find – Doppler Winery, just 5km from the Austrian border.

Inside, you'll find plenty of other news, along with our regular features, too. Charles Gannon, who heads up the beer category, talks through the merits of Nightjar; and Graham Mason explains the benefits of future-proofing your wine list by tapping into 'En Primeur' offers, securing supply and the very best prices.

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



**Simon Barratt**  
Trade Director



Gabriel Giusiano in his vines

## Producers to Watch – Domaine Pey Blanc, Aix-en-Provence

One of the more significant trends of recent years is the rise and rise in popularity of rosé wine, in particular that of Provence rosé. The premium price this region commands seems almost recession-proof. Celebrity endorsement has certainly helped to raise the region's profile as well as the prominence of one luxury rosé brand in particular.

As always with trends it pays to look a little more broadly, beyond clever marketing and endorsements, if you want to find great value and, in some cases, a better product. **Domaine Pey Blanc** is a family owned and run property in Aix-en-Provence, the heart of the region, established in 1930. This 25 ha (60 acre) property is today run by the charismatic Gabriel Giusiano who took over from his father Jean-Claude who in turn took over from his father Matteo, who settled here from Italy in 1930. In 2004 Domaine Pey Blanc was created and now they produce about 150,000 bottles a year.

Their No 1 Rosé, as the name suggests, is the pick of their crop and a blend of Grenache and Cinsault grown on the clay/limestone soils that produce the finest wines in this area. The vines are around 30 years old and the work in the vineyard is done in an environmentally conscious manner.

The result is a beautiful pale rose colour with a wonderfully delicate aroma of citrus and flowers, succulent red fruit and more citrus on the palate giving a lovely mouth-watering finish. It pairs well with seafood and more flavourful fish but is equally enjoyable by the glass on a sunny terrace with good company.

To support new listings over the spring/summer months, **Domaine Pey Blanc** are offering a fantastic promotion for Tanners customers, including free stock support, ice-buckets, large format bottles and a chance to win a trip to visit the winery later this year. Please talk to your Area Sales Manager for more information.



No 1 Rosé, Coteaux d'Aix-en-Provence,  
Domaine Pey Blanc 2023, 12.5% 

An attractive nose with white flowers and hints of exotic fruits leads to an elegant palate with red fruits and citrus flavours. From a family-owned and run estate.

Bin No: FP04523

# Mastering Moldova



Castel Mimi

Founded in 1893 in Bulboaca village, Republic of Moldova, Castel Mimi is named after Constantin Mimi, the last governor of Tsarist Bessarabia and an ambitious winemaker of the twentieth century, who actively contributed to the modernisation of national winemaking.

In the second half of the 1940s, the winery was nationalised and later transformed into a factory, with a production capacity of eight million bottles of wine per month – most going to the Soviet Union. After the fall of the USSR, the management of the winery was undertaken by the Trofim family, natives of Bulboaca and third generation winemakers.

Starting in 2011, in parallel with the renovation of the historic building, the winery underwent an extensive process of technological modernisation and today has state-of-the-art equipment able to cover every stage of production. They have 200 ha of vineyards spread near the Dniester River, located in Speia, Codru region. Castel Mimi is now one of the biggest tourist attractions in Moldova, visited by wine lovers from over 100 countries, who are drawn by the beautifully restored chateau which includes a restaurant, 5 star accommodation, open air swimming, spa, event halls and open spaces.

## THE WINES



Castel Mimi Animaliens Viorica/Feteasca Alba 2022, 12.5% **NEW!**

Fresh and fragrant with hints of lemon on the palate together with pear, lime and lychee. A very appealing light dry white with good length of flavour.

Bin No: HW09422



Castel Mimi Animaliens Pinot Noir/Saperavi/Rarã Neagrã 2020, 13.5% **NEW!**

This is soft and juicy with flavours of blackberries, black cherries and mulberries together with soft spicy tannins. Attractive and easy going, a cracker of a red!

Bin No: HR06820



## Mydflower Elderflower

Based close to the ancient village of Myddfai, **Mydflower** was born out of a rewilding project in the Brecon Beacons by founders David Ruttle and Michael De-Veal. David and Michael met at Cambridge University and were united by their passion for nature, fireside stories, foraging the hedgerows and sharing an ice-cold drink on a summer's day.

They make a medium dry, sparkling Elderflower Wine using traditional time-honoured methods with fresh local elderflowers, Welsh mountain spring water, a squeeze of lemon and a pinch of Champagne yeast to make it sparkle. Mydflower is plant based, gluten and preservative free, low in sugar, low in alcohol and under 100 calories per recyclable can.

Mydflower Elderflower Wine, 25cl Can, 5.3% **NEW!**  
Bin No: HW098

## No and Low Alcohol Wines

Alcohol-Free wine: What is it, who's drinking it and is it something we'll see more of? *Erica Baker-Vilain*, Tanners Cellars Shop Manager, gives us some insight into this burgeoning industry.



Over the last month, I've been attempting to write the final part of my WSET Diploma qualification which is a research assignment on a pre-determined topic: 'No and Low-alcohol "wine"'. As you may imagine, I wasn't thrilled to receive this brief, as a lover of traditional wine – without the ominous inverted commas. Pleasingly, whilst researching the topic, it became much more interesting than I had anticipated. So, what is 'alcohol-free' wine? In the UK 'alcohol-free' drinks can only have up to 0.05% abv and 'low alcohol' is categorised as less than 1.2% abv, whereas elsewhere, for example in Finland, 'alcohol-free' means as high as 2.8% abv – about the same as a sturdy lager shandy.

'Alcohol-free' wine, as it turns out, is difficult to make and even harder to make well. The processes vary, but they tend to involve some sort of **distillation** of the original wine. The high temperatures involved denature aromatic compounds and can add dusty, hay-like flavours to the final product; as such, producers are constantly looking to improve on these methods and some have seen success. **Vacuum distillation** (which uses a lower boiling point) is the current buzz-technique and, as long as the wine going into the machine is half-decent, the dealcoholized juice coming out the other end isn't bad either, with the best examples managing to retain some fruit character and even texture. These machines cost upwards of £1 million though, so it's not something all producers can aspire to.

Alcohol is an essential component in quality wines – it adds body and a slight perception of sweetness which brings about balance. It is this which **de-alcoholised** versions struggle to imitate, not forgetting the loss and damage of aromas. The poorest examples can be astringent, one dimensional or just cloyingly sweet (sugar is often added to replicate the mouthfeel of the alcohol). Greater success can be achieved with sparkling wine, mainly because less

complexity is required and CO<sub>2</sub> contributes texture to compensate for the missing alcohol; in addition, there is often less alcohol to remove in the first place.

So, why are wine companies pouring billions into these technologies to fundamentally alter one of the oldest and most successful drinks known to man? World alcohol consumption is declining due to, among other things, a better understanding of the health risks associated with excessive drinking. Nobody is more aware of this than the younger generations; according to NHS data, 63% of the UK population aged over 55 drinks some alcohol at least once a week, compared to the same proportion of 18-25s not drinking alcohol at all. Therefore, to help the wine industry thrive, or indeed stay alive, dealcoholisation could be the way forward. As you might imagine, we have tasted a lot of such wines and as it stands, the only ones to have made the cut are the **Natureo** range from top Spanish producer Torres, a white, rosé and red made with naturally aromatic grapes to help mitigate against the loss of aromas. These come in at 0% abv and are handy if you want to have a couple of nights off in the week. We have also added a premium pink fizz to the range, **So Jennie**. This is not dealcoholised but, rather comes from concentrated grape must and is naturally alcohol free with zero added sugar, perfect for an indulgent afternoon tea. If a technique is developed which flawlessly captures the aroma and texture of wine, it could be a game-changer. Retaining the ability to communicate terroir whilst eradicating alcohol could even light a new pathway for wine and ignite a new flame under the industry, a saving grace as changing attitudes cast doubt over the future of the behemoth that is the wine trade.

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### THE WINES

So Jennie Alcohol Free Luxury Rosé Bubbles,  
France, 0%

Bin No: F1057

Torres Natureo Alcohol Free Muscat,  
Penedès 2022, 0%

Bin No: SW01422

Torres Natureo Alcohol Free Rosé Syrah/Cabernet,  
Penedès 2022, 0%

Bin No: SP00622

Torres Natureo Alcohol Free Grenache/Syrah,  
Penedès 2022, 0%

Bin No: SR10222

# Top 10 Wine T

As we look ahead to refreshing and fine-tuning wine lists ready for the spring and summer months, here are

## 1. SUSTAINABLE WINES

As we navigate the effects of climate change, increasingly consumers are questioning the provenance and sustainability of products. Certification is key and communicating this on the wine list or through effective staff engagement is crucial.

*Why not try...* Piedra Negra Organic Malbec, Alta Coleccion, Mendoza 2022, Argentina



Piedra Negra Malbec, Alta Coleccion, Mendoza, Lurton 2022, 14% 🍷

A medium-bodied, supple wine with soft tannins. Typically generous, concentrated black berry fruit, fat and spicy with a long lingering finish.

Bin No: TR01122

## 2. PREMIUMISATION

Generally, people are going out less and reducing alcohol consumption. The upside is that customer expectations are higher and 'treating' more relevant than ever. Easy up-sells into classic wine regions and iconic appellations match this demand perfectly.

*Why not try...* Château Montaguillon, Montagne Saint-Emilion 2019, France



Château Montaguillon, Montagne Saint-Emilion 2019, 14.5%

This has a delicious supple red fruit character of plums, blackcurrants and cherries backed up by good structure and ripe tannins. It will age well.

Bin No: CR73019

## 3. LOWER ALCOHOL

Driven by increasing focus on healthier lifestyles and incentivised by the new duty rates (which now make higher alcohol wines more expensive), wine producers are responding by reducing ABVs where they can.

*Why not try...* Vidigal, Vinho Verde 2022, Portugal



Vidigal, Vinho Verde 2022, 9.5%

Easy, drinking, fresh, floral wine with plenty of zippy, sherbet fruit. Good and lively with an attractive spritz.

Bin No: PW02922

## 4. EASTERN EUROPE

Investment in winemaking and production techniques over the last couple of decades is paying dividends when it comes to quality and value for money in parts of Eastern Europe. We've seen significant interest and demand from less well-known regions and varieties.

*Why not try...* Castel Mimi, Animaliens Viorica/Feteasca Alba 2022, Moldova



Castel Mimi Animaliens Viorica/Feteasca Alba 2022, 13% 🍷

Fresh and fragrant with hints of lemon on the palate together with pear, lime and lychee. Very appealing with good length of flavour.

Bin No: HW09422

## 5. ROSÉ WINES

The thirst for paler, softer rosés seems unquenchable. Provence or Provence-style wines lead the way. Sales of rosé inevitably increase when the sun's shining, but this is now a must-list category all year round.

*Why not try...* Piquepoul Rosé, Coteaux d'Ensérune, Foncalieu 2022, France



Piquepoul Rosé, Coteaux d'Ensérune, Foncalieu 2022 13% 🍷

The little known Picquepoul Noir, produces this beautifully delicate rosé with floral notes of rose petals, and lovely zesty fruit. perfect for sipping in the sunshine.

Bin No: FP05922

# Trends for 2024

Here are some trends we believe will delight your customers and optimise your wine list to stay ahead of the game:

## 6. ORANGE WINES

The growth in Orange wines (white wines allowed skin contact at fermentation) has been emerging over the last few years. The key is to list wines that are drinkable and add value to food pairings, where their texture and unique flavour profile work so well.

*Why not try...* Orange Natural Wine JP, Recas Estate 2022, Romania



Orange Natural Wine JP, Recas Estate 2022 12.5%

A rich, characterful, oxidative style of wine full of dried-fruit character, apricots and orange zest with some citrus and floral notes complement the dried fruit on the palate.

Bin No: HW90522

## 7. CHILLABLE REDS

We have a historical tendency to over-warm red wines in the UK, but many reds actually work better if slightly chilled. Lighter reds with lower alcohol tend to work best of all. If it's hot and sunny, a chilled red may be just the thing, paired with a lighter dish.

*Why not try...* Castillo Monjardin Pinot Noir, Navarra 2019, Spain



Castillo Monjardin Pinot Noir, El Cerezo, Navarra 2019, 14%

A rich, ripe style of Pinot with black fruits a hint of oak from nine months in barrel, silky tannins, great balance and lovely purity to the fruit. The finish is elegant and long.

Bin No: SR10919

## 8. MÉTHODE CHAMPENOISE SPARKLING WINES

As prices in Champagne increase and sales decline, there's a keen interest in similar styles of sparkling wines from other regions and countries. English Sparkling wine is now a 'must-list' category and there are delicious Crémants and Cap Classiques as very decent alternatives.

*Why not try...* Crémant d'Alsace, Blanc de Blancs Brut, Dopff & Irion, France



Crémant d'Alsace, Blanc de Blancs Brut, Dopff & Irion, 12%

A creamy, luxuriously-textured, Champagne Method fizz offering tangy lemon citrus and quince with notes of baked apple and pastry with an elegant softness on the palate.

Bin No: FI125

## 9. PORTUGAL

Still a relatively small volume category, Portugal with its reputation for outstanding value for money is very much on the rise. At Tanners we've increased our range to align with demand and have a fantastic selection, ready to delight customer expectations.

*Why not try...* Tons de Duorum, Douro Branco 2022, Portugal



Tons de Duorum, Douro Branco 2022, 13%

Intense tropical and citrus fruit aromas, intertwined with floral and mineral notes. The tropical and citrus follows through on the beautifully refreshing palate.

Bin No: PW02822

## 10. SOUTH AFRICAN WHITES

Fresher, crisper whites are emerging from South Africa – Chenin Blanc, Chardonnay, and Sauvignon Blanc – and their value for money has made them particularly useful alternatives to French or New Zealand equivalents.

*Why not try...* Wide River Chenin Blanc, Robertson 2023, South Africa



Wide River Chenin Blanc, Robertson 2023, 12.5%

Clean and bright Chenin Blanc, peppery and aromatic, with tropical fruit flavours of ripe fig and melon backed up with crisp, refreshing acidity.

Bin No: KW00223

# The Doppler Effect

James Tanner takes us on a tour of the little-known vineyards of Slovenia.



Many years ago, while exploring the vineyards of Friuli, I took a wrong turn and ended up at a Slovenian checkpoint. I was short of time, and it was at the height of the Balkans war, so I turned back, always regretting it, and always meaning to return, which didn't happen until last year!

Slovenia – not to be confused with Slovakia – is south of the Alps, one country below Austria, and one above Croatia. Italy and Hungary hem it in on the east and west. Natives will tell you that its shape looks like a chicken, but I think you have to squint to see it! Part of the Austro-Hungarian Empire until 1918, later it would become the northernmost part of Yugoslavia. In the 1970s, private businesses evolved where previously there had only been cooperatives. Slovenia became independent in 1991 and joined the EU in 2004. Yugoslavia's soft brand of communism left a legacy of localism and community mindedness, which perhaps has helped to create a vibrant wine industry. **Slovenia** is a remarkably clean and green (both in colour and outlook) country. It's a mecca for food and wine lovers, walkers, fishermen and cyclists.

## THE WINE DISTRICTS

The vineyards' latitude is similar to that of Northern Italy and further over, the Mâconnais and the Northern Rhône in France. Summers are hot and winters are wet, with hills and mountains creating many microclimates. Vines are generally grown on slopes, some quite steep. According to the Oxford Companion to Wine there are over 20,000 ha of vines and 29,000 wine growers, with 70% of the production being white wine. Going from west to east, there are three wine regions: **Primorska**, near the Adriatic, **Posavje** (around the Sava River), and **Podravje** (around the Drava River). The three regions are divided into wine districts, the best known of which, going from northwest to east are: Goriška Brda (Gorizia Hills), Vipavska Dolina (Vipava Valley), Slovenska Istra (Slovenian Istria), Dolenjska and Štajerska Slovenija (Slovenian Styria). Grape varieties are often seen in nearby Austria and Hungary,

so Laski Riesling (Welschriesling), Sauvignon Blanc and Furmint (Šipon) are used for whites, with Modra Frankinja (Blaufränkisch) and Pinot Noir for reds.

The names of the regions and grape varieties are not necessarily easy for anglophones, but it is well worth persevering. A few tips on pronunciation are easily found online. Quality control by the authorities is strict, which has led to wines of high standards, these are largely drunk domestically with increasing amounts being exported. Skin contact whites and orange wines are common, perhaps a USP when exports markets are already awash with fresh dry whites. Soils, being mostly limestone, are particularly good for growing high-quality grapes and Slovenia has plenty of limestone, giving the world the word 'karst' for the description of landforms, and claims to have some of the world's best underground cave systems, the most famous being the Postojna Cave.

## DOPPLER

We travelled the length and breadth of the country and on the first day, saw a huge cellar – a labyrinth of tunnels with very large old Slovenian oak vats – but the norm, we went on to discover, was modern, well-equipped wineries, sparkling stainless steel and newer oak, with establishments often having benefitted from much funding by the EU. We started in Podravje wine region in Maribor, Slovenia's second city and the capital of Štajerska Slovenija, which is close to Graz in Austria. Maribor has a wonderfully eccentric restaurant called Mak and also the oldest vine in the world, or so they claim.

Not far away, at the end of a steep lane and only 5 km from the Austrian border, is the **Doppler Winery**. It's a strikingly modern structure with clean lines of concrete, expanses of glass giving panoramic views and the fermentation and maturation areas buried within the hilltop. At over 1000 feet above sea level, it looks over the Pesnica Valley and the Šentilj Hills at the tail-end of the Alps. Mihaela Kopse runs the estate, and it was her grandfather, Ivan Doppler, who





bought it in 1938, though winemaking origins here go all the way back to 1816. Mihaela took over from her mother, but she credits her grandfather with teaching her a lot. He died at the age of 92, but not before his wedding ring was returned from Germany, many years after he was held in Dachau concentration camp. The ring features on one of their wine labels. Mihaela works with her three daughters: Lina, Lena and Lana, so there is a strong line of female succession here.

#### THE DOPPLER RANGE:



Doppler Zeleni Silvanec (Sylvaner),  
Stajerska Slovenija 2022, 10.5%   NEW!

Clean and fresh this is super zesty and juicy, with a notes of gooseberry and fresh green apple, and a hint of woody herbs before a crisp citrus finish.

Bin No: HW09722



Doppler Sipon - Furmint, Stajerska  
Slovenija 2021, 12.5%   NEW!

An attractive characterful white with a lovely herby undertone and fresh yellow fruit character. Minerality on the palate with a note of vanilla and fresh tobacco.

Bin No: HW09621



Doppler Effect Rdece, Stajerska Slovenija  
2018, 12%  NEW!

Plenty of dark berry fruit, with a gentle note of rosehip syrup. Notes of tobacco and dark chocolate. A blend of Blaufrankisch and Zweigelt.

Bin No: HR06618

The vineyards extend to 9 ha on clay/limestone soils. With 2000 sunshine hours and 1000 mm of rain per year, there are large night and day temperature variations that lead to bright fruit flavours. Mihaela and her daughters are committed to nature and **respect for traditions**. They converted to organic in 2021 so will shortly be certified, though in actual fact they haven't used pesticides for nine years.

#### POTENTIAL

Posavje, occupying the middle-south portion of the country, is an area of rolling hills covered by oak forest as far as the eye can see (yes, people get lost in these woods). Dolenjska is the district showing most potential and developing more serious varietal wines, a move away from the unusual but pleasant, light Cviček wines, a fruity but acidic blend of red and white grapes. Posavje has roughly half the hectareage of vines compared to both Primorska and Podravje.

Primorska would naturally have a decent coastline had Italy not been given the important port of Trieste and a panhandle of land after the First World War, so Slovenia has just a small part of the Istrian Peninsular (the rest is in Croatia), with the port of Koper and some pretty seaside villages and vineyards, which are famous for Malvasia in white and Refošk (Refosco) in red. To the north, Vipavska Dolina, a deep valley, is sandwiched between the Kras (Karst) littoral plateau and the Trnovski Forest.

We travelled on to Goriška Brda which is arguably Slovenia's most fashionable region with its intense, if expensive, whites and Bordeaux-inspired reds. It is indistinct geographically from its neighbouring region Collio, across the border in Italy. To get to Goriška Brda, we travelled through Nova Gorica, a casino town (which serves mainly Italians!), over high hills before dropping down into this most gorgeous of wine regions with its patchwork of vines and hilltop villages. We finished our trip by a flatter route via Gorizia in Italy, our Slovenian guide explaining that this nonsensical border had been devised by American GIs after World War II. We returned via **Ljubljana**, Slovenia's fantastical capital and must-see Lake Bled which, with its church-crowned island, features in almost any travel article on Slovenia.





INTRODUCING

## Nightjar Stout

Most people know Wye Valley Brewery for its excellent range of Cask Ales which includes **HPA (Hereford Pale Ale)**, **Butty Bach** and **Wholesome Stout**, but the brewery, which was established in 1985, has since decided to expand its range of products to include kegs alongside its cask range.

As part of this decision to move into the draught keg market Wye Valley Brewery decided to convert their award-winning Wholesome Stout (aka Dorothy Goodbody's Wholesome Stout, that gained a 5-star rating by the revered former editor of The Good Beer Guide, Roger Protz) into a keg product under the name of **Nightjar**.

As the sales of Stout in the UK are growing at a rapid rate, and currently it is one of the styles leading the way in the draught keg sector, this has been something of a light bulb moment.

Nightjar, which was launched in September 2022, integrates all the rich coffee notes and concentrated roasted barley flavours of their cask stout, but is chilled to 4°C, giving it a deliciously creamy texture that makes it a superbly smooth and refreshing pint.

Due to increasing costs and tighter margins in the trade, Wye Valley Brewery know that decisions on which brands appear on the bar will ultimately be decided on price. And that's where Nightjar really sets itself apart from the competition.

Licensees choosing to serve Nightjar can expect good gross-profit margin, without compromising on product quality.

Combined with the strong brand design, Nightjar is proving a **popular alternative to the UK's leading stout brand** and Wye Valley now have over 200 stockists of this amazing product.

Scan the code below to get firsthand feed-back from customers who have made Nightjar a permanent stock item on their bar.



We believe that Nightjar is a product that not only tastes fantastic but comes with amazing support and product design – for more information, please contact your Tanners Area Sales Manager.



Rhône Valley Views



## Buying En Primeur

A Question & Answer chat with Graham Mason, Head of Private Client Sales, about the benefits of buying En Primeur for Trade customers.

### WHAT IS EN PRIMEUR?

In summary it's the method of buying wine in advance of its bottling and release onto the market. Traditionally, it features wines from classic regions such as Burgundy, Bordeaux and the Rhône.

### HOW DOES EN PRIMEUR WORK?

It involves a two-stage process. Firstly, with the wines still physically lying abroad, you choose from the offered selection and buy the wines at the release price. Secondly, when the wines are eventually shipped into the UK, several months or a year or two later, you settle the duty and VAT and take delivery.

### WHY WOULD I BENEFIT FROM PURCHASING EN PRIMEUR?

En Primeur is an opportunity to secure some of the most famous wine 'names' for your own private consumption, whilst also future-proofing your wine lists against price increases and stock availability. It is also the best way to secure sought-after, limited availability wines at very competitive release prices.

### WHICH EN PRIMEUR CAMPAIGN ARE WE CURRENTLY OFFERING?

Our latest En Primeur campaign is the Rhône 2022 vintage. A well-regarded vintage, providing fresh, well-balanced red and white wines, from many of the region's most prestigious villages, you'll be spoilt for choice!

### IF I WANT TO MAKE A PURCHASE, WHO DO I CONTACT?

If you are tempted to make an En Primeur purchase or just wish to discuss the process further, please get in contact with me or any of the Private Sales team. You can do this by calling us on 01743 234455 or email [sales@tanners-wines.co.uk](mailto:sales@tanners-wines.co.uk). We look forward to hearing from you.



**Graham Mason**  
*Head of Private Client Sales*

## 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 classéd 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

## Producer Tastings Spring 2024

In February we hosted our Annual Tastings at Wyle Cop cellars in Shrewsbury with over 20 of our wine producers in attendance and over 100 wines on show. Always a popular event in the Tanners calendar, we were thrilled to welcome customers over two days to sample a breadth of variety from across the winemaking world including the elegant wines of Sesti (Tuscany), the delicious Pey Blanc (Provence), sumptuous Journey's End (Stellenbosch) and sublime Nyetimber (England). A great opportunity to fine-tune wine lists ready for the season ahead. Please see our website for forthcoming tasting events and dinners throughout the year.



## Competition Time!

To win a mixed case (12 bottles) of the wonderful new wines from the Doppler Estate in Slovenia and Castel Mimi in Moldova, simply answer this question:

The Doppler Estate is currently run by: a) Christian Doppler    b) Mihaela Kopse    c) Robert Golob

To enter, please visit: [www.tanners-wines.co.uk/tradecompetition](http://www.tanners-wines.co.uk/tradecompetition) Terms and conditions apply.