

HARPERS

Wine + Preview Practical advice on how to make the most of your on-trade wines



Keeping the dynasty going

Olivier Krug on the challenge of living a life with Champagne

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Gallo the latest to announce job losses

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Hugo Rose's take on those alcohol units

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Harpers Choice Everyone is on the chef's table at The Pass



Christine Parkinson: Wine+ has a great mix of suppliers, generics and live presentations

Left: French Wines Discovery Lounge dedicated to all things Gallic

HIGHLIGHTS OF EXHIBITORS

Exhibiting for the first time will be the long-established **Roberson Wine** (stand 732), showing its classic Bordeaux and other French wines - some in magnums and from older vintages.

Among the highlights will be new agency **Domaine Mourchon** (Rhône) and **Domaine Rieffé** (Alsace), poured by Jean-Claude Rieffé himself.

Other newcomers will include the first beer exhibitor, UK lager brewer **Freedom Brewery**. Also new to the UK and Wine+ is **Château Civrac** (stand 18), a new-style claret aimed at the on-trade from the Côtes de Bourg. Owner Mark Hellyar will be showing 2006 and 2007 vintages, which have been influenced by consultant Olivier Dauga.

Boutique French wine importers (stand 729) will showcase their best ranges. Exhibitors such as **Wine Story**, **Dynamic Vines**, **Agent4wines**, **Top Selection** and **Skalli** will offer a great opportunity to taste France's diverse wines, including organic, natural and biodynamic products that reflect the trend towards environmentally-friendly practices.

In addition to high profile wines as **Champagne Jacquart**, **Trimbach** and **Quinta do Noval**, **Paragon Vintners** (stand 712) will be showing three new wines: Cape Campbell (New Zealand) and Jip Jip Rocks (Australia) as well as La Poderosa, from Argentina.

Waterloo Wine (stand 227), which imports directly from boutique, family-owned wineries in Europe, will be pouring from its core range as well as its own winery, Waipara West, in New Zealand.

It's Italy from top to bottom for **Ciborio** (stand 504), launching six new wines - whites from producers as far apart as the Alto Adige's Josef Weger to Edi Keber, in the Collio hills - and reds from new Bolgheri winery Campo alla Sughera and Piemonte producer Mario Gagliasso.

Eurowines (stand 505) will show five new red and white wines from Argentina producer Atilio Avena - as well as examples from its portfolio of French,

Spanish, Chilean, South African, Australian and American wines.

Be sure to visit **Fiandaca** (stand 500) to sample a range from across Italy - and beyond. In addition to the more well-known regions, Fiandaca will pour wine from Umbria and Lazio, Campania and Sardinia.

Producers from **Armit's** (stand 706) core list will be available to discuss its wines. The company is launching a new Argentinian agency - Nomade, a 75-year old winery in Mendoza, for which Armit is the exclusive UK representative.

Staying with Argentina, specialist importer **Las Bodegas** (stand 912) will pour wine from its list of leading, quality-driven producers, such as Susana Balbo, Mauricio Lorca, Benegas and Enrique Foster.

Not to be outdone, a handful of premium spirits producers will offer a complement to the wine on hand. Stop by **London & Scottish** (stand 12) and see what makes organic spirits so special, such as UK5 Vodka and Highland Harvest Organic Scotch. New this year is the range from Papagayo: the world's first white, golden and spiced organic and Fairtrade rums.

Diageo (stand 636) will feature samples of its Classic Malts Distillers Edition, a limited range of whiskies which undergo a second maturation in casks that have previously held fortified Moscatel or Sherry and which are bottled just once a year.

In another Wine+ exclusive, distributor **Eaux de Vie** (stand 629) will be on hand with its selection of premium spirits and their representatives, including Martine Lafitte of iconic Armagnac estate Domaine Boingneres, Sophie Cabanes of Cognac Maxime Trijol and Wakana Omija of boutique saké brewer Akashi-Tai.

To ensure you serve your customers wine in the right glasses, reserve time to visit **Steelite International** (stand 332), where you will find premium stemware, carafes and decanters from Spiegelau.

WINE HEROES

Three "heroes" have been chosen to represent different areas of the on-trade, to talk at the show about the particular business challenges they face and share the stories of their professional success.

They are: Gus Evans of the Butcher's Hook pub in Fulham; Charlie Young of Vinoteca wine bar near London's Smithfield's meat market; and Matthieu Longuère, head sommelier at La Trompette in Chiswick, who is being sponsored by *Harpers*.

You can see the wine heroes being interviewed live at Wine+ on Tuesday, February 3.

The schedule:
Charlie Young, 1pm
Gus Evans, 3pm
Matthieu Longuère, 5pm
(interviewed by *Harpers'* editor, Richard Siddle)