

Laithwaite's  
..... WINE .....

# ROAD SHOW

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DISCOVER • TASTE • SHOP

Scotland 2019

Friday 22nd - Saturday 23rd March



#LaithwaitesRoadShow

Laithwaite's  
..... WINE .....

# ROAD SHOW



TRY  
OUT OUR  
NEW APP  
TODAY



Welcome to Laithwaite's Wine Roadshow. It's great to be in Scotland at such a wonderful venue. It is, of course, our 50th anniversary, and we're going all out to make today extra special indeed.

There are more than 80 wines for you to try. Crisp whites, smooth reds, fortified wines and celebration sparklers too. There isn't a better occasion for you to try before you buy and meet the people behind the wines.. Plus, we've got 10% off everything on show at today's event, and the more wine you order the more money you'll save. Also when you order 12+ bottles of wine we'll even deliver them for FREE, so make sure you take full advantage!

We've also made shopping for the wines at the show even easier with our brand new app. Just scan the QR code from within the programme, or on the stand, and order the wine you love direct to your door. It's the best way to beat the queues! See p.4 to download now.

Don't miss the Tasting Theatre. Entry is included in the price of your Roadshow ticket – but you'll need to book early. Also, The Ministry of Taste invites you to push your sensory boundaries and explore how different music affects your enjoyment and perception of a wine's flavour (cue UB40 ...).

Did you know we also make our own wine? Visit the stands and meet the teams from our own ground breaking Le Chai au Quai and Domaines Laithwaite, and discover their latest creations.

It's not just about all our lip-smackingly tasty wines. You can also try great craft beer and spirits plus olives, cheeses and charcuterie. And what better way to delight that special someone than with flowers and wine? Discover all the irresistible combinations that our new gift service offers.

Thanks for coming, and don't forget to vote for your favourite wines at the voting barrels dotted around the venue.

Cheers!





**BORDEAUX DIRECT**

Laithwaite's  
..... WINE .....

*Celebrating 50 years*

## WHERE IT ALL BEGAN...

50 years ago I took a job at a Bordeaux winery where they made truly great wines. I loved the way everyone's lives were totally wrapped around making THE BEST wine possible.

At the time there was a lot of wine fraud in the UK. So I started bringing back the 'real quality stuff' to my first ever customers. Then I wrote to the papers and lots more people wanted a taste. I borrowed a van, collected my special wines, delivered them – and things really took off.

Today we still know all our winemakers personally and understand the likes of every customer. Wine, done right, really is such a personal thing; it's best that way.

*Tony Laithwaite*

Tony Laithwaite





# GREAT WINE WITHOUT WAITING IN LINE

Use our new app to beat the queues! Scan and pay for your chosen wines using your mobile phone.

## 1 ACCESS THE APP



- » Go to [mishipay.com/laithwaites](https://mishipay.com/laithwaites)
- » Or go to the App Store or Google Play and search for the 'MishiPay App'
- » Or use your QR reader to scan the app code (left)

## 2 SCAN THE STAND QR CODES

From within this event programme, or on the stand itself to order the wine you love.

## 3 PAY SECURELY IN THE APP

And get your wines delivered direct to your door. It's the best way to beat the queues!

### WIN A £150 VOUCHER

All customers who download and order via the app today will be entered in to a prize draw for £150 Laithwaite's Voucher.

\*Subject to terms and conditions.



Go to [mishipay.com/laithwaites](https://mishipay.com/laithwaites) or download from the **App Store** or **Google Play**

# The more YOU BUY today the better the DEAL

**DON'T  
FORGET TO  
ORDER VIA  
OUR NEW  
APP!**



## BUY

**12+ BOTTLES**  
Minimum spend required\*

=

**10% EVENT  
DISCOUNT\*\***

+

**EXTRA**

**10% DISCOUNT**  
OFF YOUR ORDER TOTAL

+



**FREE** delivery  
(usually £7.99).

## BUY

**24+ BOTTLES**  
Minimum spend required\*

=

**10% EVENT  
DISCOUNT\*\***

+

**EXTRA**

**15% DISCOUNT**  
OFF YOUR ORDER TOTAL

+



**FREE** delivery  
(usually £7.99).

## BUY

**36+ BOTTLES**  
Minimum spend required\*

=

**10% EVENT  
DISCOUNT\*\***

+

**EXTRA**

**20% DISCOUNT**  
OFF YOUR ORDER TOTAL

+



**FREE** delivery  
(usually £7.99).

\*Minimum spend of £100 applies. \*\*Off RRP. Excluding Champagne, English Sparkling Wine, Beers and Spirits.

.....Laithwaite's.....  
**PREMIERE**

### PREMIERE MEMBERS

You will receive all the above plus **your free Premiere member bottles** which will be dispatched automatically with your order.

\*For full terms & conditions please see the inside back cover of your programme.

ORDER AT THE EVENT, VISIT [LAITHWAITES.CO.UK/SCOTLAND](http://LAITHWAITES.CO.UK/SCOTLAND) OR CALL 03330 148 200

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## SCHEDULE OF EVENTS

### Afternoon 1pm - 3.30pm

- 1.00pm** Show opens
- 1.20pm** Tasting Theatre opens
- 1.30pm** Welcome to Laithwaite's Wine Roadshow 2019
- 3.15pm** Wine of the Show and competition winners announced
- 3.30pm** Show closes

### Evening 6pm - 8.30pm

- 6pm** Show opens
- 6.20pm** Tasting Theatre opens
- 6.30pm** Welcome to Laithwaite's Wine Roadshow 2019
- 8.15pm** Wine of the Show and Competition winners announced
- 8.30pm** Show closes

## MUST-SEE HIGHLIGHTS

### WSET WINE CONSULTANCY



Take a tailored wine tour today!

Discover if you are a tolerant taster, a balanced taster or a hyper taster with a visit to the Wine & Spirit Education Trust.

### MUSIC & WINE



A match made in heaven? Discover how music affects our perception of wine. Raise the bar at your next dinner party!

### MEET THE WINEMAKERS

Meet the winemakers face-to-face. Discover first hand why your favourite wines taste so good!

### GIFT SERVICE

Make a customer, employee or loved one feel special with the gift of wine. Our service is second to none and makes spreading a little good cheer very easy indeed.

### FOODIES

Taste artisan British cheeses and savour olives and oils. There's also a wide range of delicious charcuterie.

### CRAFT BEERS & SPIRITS

Immerse yourself in artisan beers and favourite spirits-of-the-moment.

### LE CHAI AU QUAI



We have yet to perfect the teleporter so take a virtual reality (VR) tour instead of our splendid 19th century wine cellar near Saint-Emilion. The wines are out of this world.

### DOMAINES LAITHWAITE



Become a member - sign up today

The journey that started over 30 years ago, when Tony Laithwaite bought a vineyard near Saint-Emilion. Today Domaines Laithwaite encompasses three renowned estates that champion the wines of Bordeaux.

### REDHEADS WINE



Become a member - sign up today

Our RedHeads studio turns out some of the most attention-grabbing wines in Australia. Meet the crew, find out about their new winery and taste some of the most flavour-filled wines on the planet.

### TASTING THEATRE

"Wine is theatre" according to Tony Laithwaite and in the intimate space of our Tasting Theatre you'll soon see why. After a 20-minute session, you'll feel entertained, uplifted and enlightened.

# TASTING THEATRE EXPERIENCES

Join us in the tasting theatre where we'll be hosting a selection of entertaining masterclasses with the help of a few expert friends.

Each session is fast and fun – lasting no more than 20 action-packed minutes.

Seating is limited and will be offered on a first come, first served basis. If you'd like to attend reserve your ticket on arrival at the wine info hub (see floor map on the back for location).

## CHEESE & WINE

TASTE

Afternoon	1.30 – 1.45pm
Evening	6.30 – 6.45pm

### Cheese & Wine

Try a star-studded range of craftsman-made cheeses with authentic regional character. Pick up tips about wine pairings and find some delicious surprises that will impress every guest at your next dinner party.



## MINISTRY OF TASTE MUSIC SESSIONS

**Our intrepid gastronomers - the Ministers of Taste - have found a new frontier to boldly go (to).**

We have been inspired by our recent explorations into the way sounds can influence our perception of taste. So after extensive research (yes, lying around, drinking wine and listening to music), we are delighted to invite you to join us for a Wine and Music tasting that we hope will amaze you and delight you in equal measure.

Using state of the art individual headphones, you will listen to three very different music tracks while you taste each wine in turn. Will the music change the flavour, or alter how much you enjoy the wine? And if so, how on earth can this actually work?

### Afternoon

2 – 2.20pm & 2.40 – 3pm

### Evening

7 – 7.20pm & 7.40 – 8pm

THE SUNDAY TIMES  
WINE Club

# VINTAGE FESTIVAL

WINE AWARDS 2019

Discover the Wine Awards  
– New for 2019



Meet our winemakers

THE  
*Fine Wine*  
ROOM

Upgrade your ticket for £25  
to access the Fine Wine Room



Over 300 wines to try



## Celebrate the festival's 40<sup>th</sup> year

HURRY  
LIMITED  
TICKETS  
AVAILABLE

THE SUNDAY TIMES  
WINE Club

# VINTAGE FESTIVAL

LONDON 2019

SAVE  
**£8**  
PER TICKET!

Book your tickets to this years Vintage Festival at  
Old Billingsgate on Friday 10th and Saturday 11th May 2019.

Save £8 per ticket! Just add them to your order today.  
Hurry – discounts will end at 2pm Friday 29th March 2019.

For further details visit [vintagewinefestival.co.uk](http://vintagewinefestival.co.uk)



Featuring Wine Club  
President, Hugh Johnson OBE



Introducing Wine Club  
Vice President, Will Lyons



TV's Mr Wine Oz Clarke  
joins us as festival host



Tony Laithwaite's  
40th Vintage Festival





**WSET**  
WINE & SPIRIT  
EDUCATION TRUST

# Wine Consultancy

Visit the Wine & Spirit Education Trust's (WSET) Wine Consultancy at Laithwaite's Roadshow for a taste-led voyage of self-discovery. WSET's friendly consultants will take you through some easy taste tests to find out if you are a 'tolerant taster' (nothing makes you wince), a 'balanced taster' (you've a well-balanced palate) or a 'hyper taster' (the sensitive type). Based on the findings, Laithwaite's Tour Guides will show you how to find more of 'your kind of wine'.

Whatever your result, the WSET can help improve your wine tasting skills and knowledge with courses suitable for all, from beginners to advanced.

[www.wsetglobal.com](http://www.wsetglobal.com)

Here are some simple tips for training your taste buds and sense of smell.



Try different wines side by side, paying attention to the levels of sweetness and acidity; to the flavour characteristics, and to how long the flavours linger after you swallow.



Experiment with food and wine pairings. Try the same wine on its own, followed by three different foods – something acidic, salty, and finally sweet. See how your impression of the same wine changes completely from one food to another.



Avoid chewing gum, brushing your teeth or eating very sweet or spicy food before wine tasting – these things will reduce your ability to taste objectively.



**Vote for your wine of  
the show to win a bottle  
of Laithwaite Champagne  
*normally* £29.99**

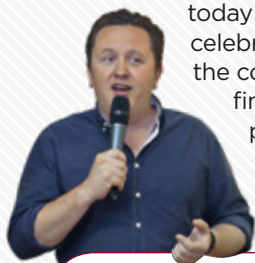
One lucky person will WIN a bottle of  
Laithwaite Champagne at each event session

Just vote for your wine of the show and fill in your  
details at the voting barrels marked on the floor plan!

 VOTING 

# TOM'S 'HOW TO TASTE'

In a few hours you can sample more from the world of wines, beers and spirits in one day than you might otherwise do in a whole year! With this being our 50th year, today promises to be a real celebration. To help you stay the course and cross the finish line in style we have provided spittoons; don't be afraid to use them. (That would be my Top Tip!)



## FOOD MATCHING

This year we're encouraging you to think about food pairings while you taste. To prompt discussion, I've included a symbol next to each wine indicating my favourite food match.

See if you agree. There are no right or wrong answers. And if there's a combination I've missed out that you love, do let me know. We really value your feedback.



ASIAN & SPICY



BEEF/STEAK



DESSERTS



POULTRY



SHELLFISH & FISH



CHEESE



LAMB & GAME



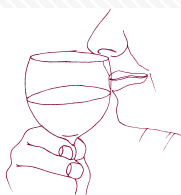
APERITIF



### STEP 1. Eye it up

Tilt your glass over a white background. The wine should look bright and tempting. For reds, a purple edge suggests youth; a garnet

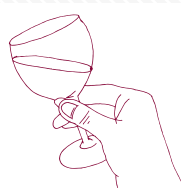
rim, age. Crisp young whites are usually pale. Older, richer, oaked and 'sweeties' are deeper. Avoid anything murky!



### STEP 2. Sniff the wine - twice

Sniff before you swirl the glass. First impressions count - it should smell clean and attractive. Swirl and sniff again.

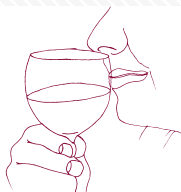
You'll notice even more. What do the aromas remind you of? Fruits? Flowers? Spices? Be confident. If you smell it - you're right!



### STEP 3. Swill & swallow (or spit)

Take a mouthful and rinse it around. Breathe in a little air too if you can without choking (it's a knack). Dry or sweet,

firm or smooth, fruity or savoury, crisp or creamy? Is everything nicely balanced? Now spit (in the spittoons!). If the flavour lingers (in a good way) - it's a good wine!



### STEP 4. Note your findings

If you have a retentive mind, great. Otherwise, write down what you liked about it. Think about when and where

you might enjoy this. Christmas for example. What might it go well with? You may even want to rate each wine on a scale of 1-10 and compare scores just for fun.

# ENGLAND



*"Our 50th anniversary is the perfect reason for raising a glass of great English sparkling wine. You'll find a host of superb choices from award-winning estates including Barbara Laithwaite's Wyfold Vineyard and our blue-blooded exclusive Windsor Great Park 2015."*

Karl McCulloch, English Sparkling Wine Buyer

1

## THE THAMES VALLEY TRILOGY

*English sparkling wine quality is rising and Laithwaite's leads the way in the Thames Valley.*



### ENGLISH SPARKLING 3 BOTTLE LIMITED EDITION CASE

**Purchase this unique trio of English sparkling wines. Presented in a limited edition gift box.**

**£80.00** Code: J00092  
(saving of £17.49 off RRP)

No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price (12+ mix case)	Rating
1	<b>Harrow &amp; Hope Brut Reserve NV,</b> English Quality Sparkling Wine - 12%	Sparkling White		Q05516	£26.50 £23.85	<b>SAVE £31.80</b> £318.00 £286.20	/10
<i>Sparkling wine courses through the veins of the Laithwaite clan. This is Henry's complex, elegant NV Reserve.</i>							
2	<b>Wyfold Vineyard 50th Anniversary Brut 2014,</b> English Quality Sparkling Wine - 12%	Sparkling White		Q05533	£33.00 £29.70	<b>SAVE £39.60</b> £396.00 £356.40	/10
<i>The cream of English fizz, commemorating the Laithwaite's glittering half century in wine.</i>							
3	<b>Windsor Great Park Vineyard 2015,</b> English Quality Sparkling Wine - 12%	Sparkling White		Q05506	£37.99 £34.19	<b>SAVE £45.60</b> £455.88 £410.28	/10
<i>Our exclusive English fizz from Windsor Great Park where Henry II first planted vines in the 1100s.</i>							

AWARD  
WINNER

# FRANCE



"France is where the Laithwaite's story began half a century ago. So we're going back to our roots and presenting a range of special selections from Bordeaux (claret was the very first wine that Tony sold), Champagne and southern France. There's also a special focus on Chablis from one of our longest standing suppliers."

Nick Taylor, Wine Buying Director

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## CHAMPAGNE DIDIER CHOPIN

World class Champagnes from one of our favourite independent family producers.



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating	
4	Didier Chopin Brut (20cl) NV, Champagne – 12%	Sparkling White		Q05542	£9.99 £8.99	SAVE £12.00	£119.88 £107.88	/10
Glorious Brut Champagne in stylish 20cl bottle. Proof that great things can come in small packages!								
5	Didier Chopin Brut NV, Champagne – 12%	Sparkling White		Q05508	£19.99 £17.99	SAVE £24.00	£239.88 £215.88	/10
Gold medal Blanc de Noirs with attractive toastiness from Didier and Karine Chopin's Marne Valley estate.								
6	Didier Chopin Brut Rosé NV, Champagne – 12%	Sparkling Rosé		Q05510	£29.99 £26.99	SAVE £36.00	£359.88 £323.88	/10
There's nothing more decadent than pink Champagne. Go on, indulge in this strawberry-fresh classic!								
7	Didier Chopin Brut (magnum) NV, Champagne – 12%	Sparkling White		Q05538	£69.99 £54.00	SAVE £6.00		/10
The Chopin's double-gold, standard-bearing Champagne, served from an impressive magnum.								

AWARD  
WINNER

Le Chai au Quai, situated on the banks of the Dordogne







### 3 LE CHAI AU QUAI

Our Bordeaux riverfront cellar is a 'finishing school' for wines with exceptional potential.

No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating		
8	La Voûte 2017, Vin de France – 14.5%	White		Q05487	£13.99 £12.59	SAVE £16.80	£167.88 £151.08	/10	AWARD WINNER
Golden, barrel-aged Chardonnay made in the image of Meursault. A superb white triumph for Le Chai.									
9	Laithwaites Sauvignon Blanc 2016, Bordeaux AOC – 12%	White		Q05480	£11.49 £10.34	SAVE £13.80	£137.88 £124.08	/10	AWARD WINNER
Golds galore for this legendary Sauvignon now celebrating its 22nd vintage. The benchmark for Bordeaux.									
10	SCG 2016, Languedoc AOP – 14.5%	Red		Q05537	£13.99 £12.59	SAVE £16.80	£167.88 £151.08	/10	AWARD WINNER
Syrah, Carignan and Grenache from southern France, made velvety smooth in new oak barrels at Le Chai.									
11	Élan-Bise Syrah 2016, Vin de France – 14%	Red		Q05529	£14.99 £13.49	SAVE £18.00	£179.88 £161.88	/10	AWARD WINNER
Deep, dark, spicy Syrah from hand-selected grapes. Note the spicy richness from 18 months in top quality barrels.									
12	Un Vent de Folie 2016, Côtes du Roussillon-Villages AOC – 14.5%	Red		Q05483	£14.99 £13.49	SAVE £18.00	£179.88 £161.88	/10	AWARD WINNER
Multi gold-medal-winning southern French gem layered with dark cherry, damson and toasty oak flavours.									

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
ORDER AT THE EVENT, VISIT [LAITHWAITES.CO.UK/SCOTLAND](http://LAITHWAITES.CO.UK/SCOTLAND) OR CALL 03330 148 200

4

## DOMAINES LAITHWAITE

Including Château La Clarière Laithwaite, "the leading estate in Côtes de Castillon" ("Decanter").






No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating		
13	Le Blanc de La Clarière 2016, Bordeaux AOC - 13%	White		Q05518	<del>£19.99</del> £17.99	<b>SAVE</b> <b>£24.00</b>	<del>£239.88</del> £215.88	/10	AWARD WINNER
	Seriously impressive oak-aged Sémillon Sauvignon in the style of Cru Classé white Graves.								
14	La Chimère de La Clarière 2016, Vin de France - 14%	Red		Q05429	<del>£17.99</del> £16.19	<b>SAVE</b> <b>£21.60</b>	<del>£215.88</del> £194.28	/10	AWARD WINNER
	'Bordeaux Hermitage' that combines La Clarière claret with robust Rhône Syrah. Lavishly oaked.								
15	Château La Clarière Laithwaite 2011, Castillon Côtes de Bordeaux AOC - 13.5%	Red		Q05431	<del>£24.00</del> £21.60	<b>SAVE</b> <b>£28.80</b>	<del>£288.00</del> £259.20	/10	AWARD WINNER
	Like the great wines of Saint-Emilion, La Clarière gets more mellow and complex with age. The 2011's perfect now.								
16	Château La Clarière Laithwaite (double magnum) 2016, Castillon Côtes de Bordeaux AOC - 14.5%	Red		Q05459	<del>£96.00</del> £86.40	<b>SAVE</b> <b>£9.60</b>		/10	AWARD WINNER
	What better bottle to pour this six-time gold medal-winner, 90-point claret from than a double magnum?								

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## SERVIN CHABLIS

The soils of Chablis are rich in fossil shells, and give the wines a unique character.




17	<b>Domaine Servin Chablis Les Pargues 2017</b> , Chablis AOC - 12.5%	White		Q05477	£17.99 £16.19	<b>SAVE</b> <b>£21.60</b>	£215.88 £194.28	/10
<i>Chablis remains the ultimate refined expression of Chardonnay, here made from a historic vineyard painstakingly revived after World War One.</i>								
18	<b>Domaine Servin Chablis 1er Cru Vaucoupin 2017</b> , Chablis Premier Cru AOC - 12.5%	White		Q05461	£22.00 £19.80	<b>SAVE</b> <b>£26.40</b>	£264.00 £237.60	/10
<i>Benchmark Premier Cru, single vineyard Chablis with apple, melon and spice flavours and bracing freshness.</i>								
19	<b>Domaine Servin Chablis Grand Cru Bougros 2016</b> , Chablis Grand Cru AOC - 13%	White		Q05460	£32.00 £28.80	<b>SAVE</b> <b>£38.40</b>	£384.00 £345.60	/10
<i>Grand Cru Chablis of incredible poise, intensity, richness and length. The holy grail for Chablis fans.</i>								

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## SOUTHERN FRANCE

Southern France remains a treasure trove of wine styles from fine fizz to memorable 'bistro' reds.



20	Domaine Bouché Crémant de Limoux Blanc NV, Crémant de Limoux AOC – 12.5%	Sparkling White		Q05530	£13.99 £12.59	<b>SAVE</b> <b>£16.80</b>	£167.88 £151.08	/10
First-class sparkling wine made like Champagne by Champenois Bruno Bouché. Citrussy, creamy and brioche-scented.								
21	Belle Côte 2017, Vin de France – 12%	White		Q05531	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b>	£119.88 £107.88	/10
Southern French blend with delicate stone fruit flavour and lemony freshness – make sure you try it if you like Picpoul.								
22	Pigassou 2017, Vin de France – 13.5%	Red		Q05475	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b>	£119.88 £107.88	/10
La vie en rouge – a modern incarnation of the classic French country red.								

JOIN THE CONVERSATION #LAITHWAITESROADSHOW

# SPAIN



"Spanish wines in their infinite variety are the reflection of a vast land of extremes with its contrasting colours and light. I've gone off the beaten track to bring you characterful wines made from the fruit of growers who've worked the land for generations. Spain is waiting to serve you. Have your glass at the ready!"




Beth Willard, Spanish Wine Buyer



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## BODEGAS FONTANA

Pure, fruit-rich finds from La Mancha, the remote region that's got Spain's top wine names flocking.

No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating
23	<b>Tierras de la Fuente Airén Chardonnay 2018, Vino Blanco - 11.5%</b>	White		Q05522	£8.29 £7.46	<b>SAVE £9.96</b> £99.48 £89.52	/10
Revive tired taste buds with this lemon-zesty cracker. Made from the fruit of ancient, family heirloom vines.							
24	<b>Escudo de Oro Muscat 2017, Vino Blanco - 13.5%</b>	White		Q05500	£9.49 £8.54	<b>SAVE £11.40</b> £113.88 £102.48	/10
This Muscat tastes like you're biting into the freshest, plumpest white grape. An amazing glassful.							
25	<b>Tierras de la Fuente Tempranillo Syrah 2018, Vino Tinto - 13.5%</b>	Red		Q05521	£6.99 £6.29	<b>SAVE £8.40</b> £83.88 £75.48	/10
Buyer Beth picked out this joyous, berry-laden red as her top-value tip of the year. Easy to taste why.							

Tom Laithwaite on a wine-buying expedition in the vineyards of Spain



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## SAN VALERO

One of Cariñena's most renowned cellars and home to award-winning winemaker Javier Domeque.



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating
26	<b>Triunfo Cariñena 2017,</b> Cariñena DO - 14.5%	Red		Q05507	£9.49 £8.54	<b>SAVE</b> £11.40 <del>£13.00</del> £102.48	/10
Sturdy old-vine Cariñena (Carignan) tamed and softened into something quite glorious. Stop by and try it.							
27	<b>El Bombero 2018,</b> Cariñena DO - 15%	Red		Q05471	£9.99 £8.99	<b>SAVE</b> £12.00 <del>£19.00</del> £107.88	/10
Tony and Bombero winemaker Javier go back decades. This is the juicy red they enjoy on get-togethers.							
28	<b>La Cantera Reserva 2014,</b> Cariñena DO - 13.5%	Red		Q05486	£9.99 £8.99	<b>SAVE</b> £12.00 <del>£19.00</del> £107.88	/10
Perfect balance of ripe red fruit and subtle oak. No wonder this is our top-selling Reserva of all time.							
29	<b>El Bombero Gran Reserva 2012,</b> Cariñena DO - 14%	Red		Q05503	£11.99 £10.79	<b>SAVE</b> £14.40 <del>£143.00</del> £129.48	/10
The premium edition of this much-loved favourite sports sweet American oak complexity ... and a Gold medal.							

AWARD  
WINNER

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\*SEE PAGE 4 FOR MORE INFO

NOTES .....

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# PORTUGAL



"We're really proud of our range from Portugal and delighted at how customers have taken to this nation's brilliant wines. Today we're celebrating the Quinta do Casal Branco family estate – once a royal falconry – and the brilliant wines of head winemaker here, Joana Lopes."

Jehan Sacaze, Wine Buyer

9

## QUINTA DO CASAL BRANCO

Exclusive favourites from a 17th century estate that's helped put Portugal on the wine map.



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating
30	<b>Lobo e Falcão Branco 2017,</b> Vinho Regional Tejo – 13%	White		Q05504	£9.99 £8.99	<b>SAVE</b> £12.00 £19.88 £107.88	/10
<i>"Wolf &amp; Falcon" white is soft and elegant with a gentle kiss of oak – and 5-star online reviews aplenty.</i>							
31	<b>Lobo e Falcão 2017,</b> Vinho Regional Tejo – 14%	Red		Q05494	£10.99 £9.89	<b>SAVE</b> £13.20 £131.88 £118.68	/10
<i>The bold, hearty red that introduced so many customers to the charms of great Portuguese wine.</i>							
32	<b>Lobo e Falcão Reserva 2015,</b> Vinho Regional Tejo – 14%	Red		Q05511	£13.99 £12.59	<b>SAVE</b> £16.80 £167.88 £151.08	/10
<i>The estate's flagship release. Patiently aged in finest barrels and layered with oaky, black fruit flavours.</i>							

AWARD  
WINNER

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# ITALY



"Speaking from experience ... and from the heart, I would say no other country matches Italy for sheer variety of wines. We're focusing on mountain-fresh whites from the north alongside wines from Farnese, a supplier that has gone on to great things since we first listed their wines more than 25 years ago."

Leonardo Bassano, Italian Wine Buyer

## 10 FARNESE VINI

We have worked closely with Farnese, three times Winery of the Year, since the 1990s.



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating
33	<b>Farnese Trebbiano 2017</b> , Trebbiano d'Abruzzo DOC - 12%	White		Q05499	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b> £119.88 £107.88	/10
Filippo Baccalaro's deft touch ensures bright, citrusy flavour in this perennial favourite.							
34	<b>Vesuvium Greco di Tufo 2017</b> , Greco di Tufo DOCG - 12.5%	White		Q05481	£13.99 £12.59	<b>SAVE</b> <b>£16.80</b> £167.88 £151.08	/10
Minerally, pear and lemon Greco di Tufo from 500m up on the steep Irpinian hills of Campania.							
35	<b>Ultima Edizione NV</b> , Vino da Tavola - 13.5%	Red		Q05479	£10.99 £9.89	<b>SAVE</b> <b>£13.20</b> £131.88 £118.68	/10
Montepulciano, Sangiovese, Primitivo and Negroamaro. No wonder it's so incredibly mouth-filling.							
36	<b>Fantini Montepulciano 2017</b> , Montepulciano d'Abruzzo DOC - 13%	Red		Q05497	£10.99 £9.89	<b>SAVE</b> <b>£13.20</b> £131.88 £118.68	/10
Exemplar of the Montepulciano d'Abruzzo style. Velvety smooth, luscious and richly plummy.							

## 11 CONCILIO

Bestsellers from Italy's alpine north and a favourite from sunny Sicily.



37	<b>Sentiero dei Pini Pinot Grigio 2017</b> , Venezie DOC - 12.5%	White		Q05492	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b> £119.88 £107.88	/10
Piercingly fresh, Gold-medal Pinot Grigio from high altitude vineyards in the Veneto's Adige Valley.							
38	<b>Il Pino Pinot Grigio 2018</b> , Venezie DOC - 12.5%	White		Q05484	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b> £119.88 £107.88	/10
What a great palate-cleanser this is. Note the mineral freshness - hallmark of the best Italian Pinot Grigios.							
39	<b>Il Pino Pinot Grigio Rosato 2017</b> , Venezie IGP - 12.5%	Rosé		Q05488	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b> £119.88 £107.88	/10
Did you know Pinot Grigio is pink-skinned? That's why it makes lovely, strawberry-scented rosato like this.							
40	<b>Massivo Nero d'Avola 2017</b> , Terre Siciliane IGT - 14%	Red		Q05476	£10.99 £9.89	<b>SAVE</b> <b>£13.20</b> £131.88 £118.68	/10
The clue's in the name! This Sicilian Primitivo is brooding with seriously big dark fruit flavours.							

AWARD  
WINNER

# HUNGARY



*"The vineyards of Hungary once supplied the Imperial Russian Court with fine wines. We were the first UK merchants to venture into this remarkable nation in the 1990s and headed to one particular winery very close to the River Danube. Head winemaker Gábor Laczkó knows exactly what our customers like best and showcases his talents here with four very different, utterly delicious styles."*

Kirsten Willis, Wine Buyer



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## CAMPANULA

*The cellar by the Danube that's making Hungary the toast of Europe once more.*



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating
41	<b>Campanula Sparkling NV,</b> Etyek Buda – 11.5%	White		Q05528	£10.99 £9.89	<b>SAVE</b> £13.20 £118.68	/10
<i>Crisp flavour, fine bubbles and creamy mousse. This matches many a twice-the-price fizz for quality.</i>							
42	<b>Campanula Chardonnay 2017,</b> Dunántúli – 12.5%	White		Q05495	£8.99 £8.09	<b>SAVE</b> £10.80 £97.08	/10
<i>Fine and elegant like white Burgundy. But hang on – it's Hungarian (and a fraction of the price).</i>							
43	<b>Campanula Pinot Grigio 2018,</b> Dunántúli – 12.5%	White		Q05474	£9.99 £8.99	<b>SAVE</b> £12.00 £107.88	/10
<i>Our No.1 top-selling Pinot Grigio (out-performing all of our brilliant Italian stars in the process!).</i>							
44	<b>Campanula Pinot Noir Rosé 2017,</b> Dunántúli – 13%	Rosé		Q05498	£8.99 £8.09	<b>SAVE</b> £10.80 £97.08	/10
<i>Campanula is the name of a wild flower, so it's very apt the range is completed by this floral, delicate rosé.</i>							

## NOTES

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# GERMANY



*"In Germany Riesling is king and I'm proud to present two modern classics from producers in the Pfalz and Rheinhessen regions. But did you know that Germany also produces fresh, joyous Pinot Noir? I reckon we might be talking about German Pinot in the same breath as Burgundy before too long – and I'm sure you'll love the two gems on show today."*

Kirsten Willis, Wine Buyer



13

## VON REBEN & OLIVER ZETER

*Two great producers and four superb styles showcasing Germany's variety and sheer brilliance.*



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating
45	<b>Von Reben Riesling 2018,</b> Rheinhessen Qualitätswein – 12%	White		Q05490	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b> £119.88 £107.88	/10
<i>Modern, dry style of German Riesling with crisp apple and citrus flavours. From the historic Rheinhessen.</i>							
46	<b>Von Reben Pinot Noir 2017,</b> Pfalz Qualitätswein – 13%	Red		Q05546	£10.49 £9.44	<b>SAVE</b> <b>£12.60</b> £125.88 £113.28	/10
<i>Watch out Burgundy! Germany's out to steal your Pinot Noir crown with velvety, fruit-filled gems like this.</i>							
47	<b>Oliver Zeter Riesling 2018,</b> Pfalz Qualitätswein – 12.5%	White		Q05536	£14.99 £13.49	<b>SAVE</b> <b>£18.00</b> £179.88 £161.88	/10
<i>Tangy, grapefruity Riesling from Oliver Zeter, Wein Magazine's 'Pfalz Discovery of the Year'.</i>							
48	<b>Oliver Zeter Reserve Pinot Noir 2016,</b> Pfalz Qualitätswein – 13.5%	Red		Q05547	£27.00 £24.30	<b>SAVE</b> <b>£32.40</b> £324.00 £291.60	/10
<i>This wild-fermented Pinot Noir will draw you in with its raspberry, violet and crushed berry aromas.</i>							

### NOTES

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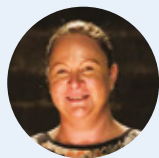
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# ARGENTINA & CHILE



"In Argentina, it's all about altitude and latitude: geography matters! Bordeaux winemaker Hervé Fabre was drawn to the amazing vineyards of Mendoza and Patagonia – where he's made wines that have won a vast haul of awards. On the other side of the Andes, Chile continues to dazzle with fruit-filled wines that are just so easy to enjoy."

Beth Willard, Wine Buyer

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## BODEGAS FABRE S.A.

The Bordeaux aristocrats who moved to Argentina and became world-beaters!



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12		Rating	
49	<b>HJ Fabre Reservado Cabernet Franc 2016</b> , Mendoza – 14.5%	Red		Q05523	£15.99 £14.39	<b>SAVE</b> <b>£19.20</b>	£191.88 £172.68	/10	AWARD WINNER
Hervé Fabre's Bordeaux heritage shines through in this elegant, beautifully structured Cabernet Franc.									
50	<b>HJ Fabre Reservado Cabernet Sauvignon 2016</b> , Mendoza – 14.5%	Red		Q05524	£15.99 £14.39	<b>SAVE</b> <b>£19.20</b>	£191.88 £172.68	/10	AWARD WINNER
Gold-medal, 90-point Cabernet. Swirl this round your glass to let its rich, brambly complexity fully unfurl.									
51	<b>HJ Fabre Barrel Selection Patagonia Malbec 2016</b> , Patagonia – 14.5%	Red		Q05478	£15.99 £14.39	<b>SAVE</b> <b>£19.20</b>	£191.88 £172.68	/10	AWARD WINNER
Layer upon layer of ripe plum, damson and blackcurrant with a rich seam of oak. What a treat for Malbec fans!									

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## VIÑA LUIS FELIPE EDWARDS

Nowhere does joyous, easy-going varietal wines quite like Chile – and here's the delicious proof.



52	<b>Don Cayetano Sauvignon Blanc 2018</b> , Valle Central – 12%	White		Q05470	£8.99 £8.09	<b>SAVE</b> <b>£10.80</b>	£107.88 £97.08	/10	
Mouthwatering, whistle-clean Chilean Sauvignon, midway 'twixt French and Kiwi styles.									
53	<b>Don Cayetano Cabernet Merlot Rosado 2018</b> , Valle de Rapel – 12.5%	Rosé		Q05482	£8.49 £7.64	<b>SAVE</b> <b>£10.20</b>	£101.88 £91.68	/10	
Seductive rosé bursting with strawberry freshness. A drop of Chilean sunshine for a spring day in Scotland!									
54	<b>Admiral Thomas Carmenère 2018</b> , Valle Central – 13%	Red		Q05509	£8.49 £7.64	<b>SAVE</b> <b>£10.20</b>	£101.88 £91.68	/10	
Smooth, plummy and utterly delicious. Merlot? Close, it's Carmenère, a close relative and Chilean speciality.									
55	<b>El Chango Malbec 2018</b> , Valle Central – 13%	Red		Q05520	£8.99 £8.09	<b>SAVE</b> <b>£10.80</b>	£107.88 £97.08	/10	
Delicious proof that Chile can match Argentina when it comes to juicy, easy-going Malbec.									

# SOUTH AFRICA



"The South African wine scene just keeps getting better. Rich in tradition with highly skilled winemakers and a huge diversity of landscapes, it is producing expressive wines in a variety of styles as never before. We're delighted to be working with some of the country's most talented and enthusiastic winemakers."

Kirsten Willis, Wine Buyer

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## JOURNEY'S END

Get to know supremely fresh whites and tasty reds with a uniquely South African character.



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating
56	<b>Bees Knees Chenin Blanc Viognier 2018</b> , Western Cape WO - 12%	White		Q05502	£10.99 £9.89	<b>SAVE</b> <b>£13.20</b> £131.88 £118.68	/10
Journey's End winemaker Leon Esterhuizen has 'souped up' his Chenin with a dash of Viognier. Genius!							
57	<b>Queen Bee Viognier 2018</b> , Western Cape WO - 12.5%	White		Q05543	£12.99 £11.69	<b>SAVE</b> <b>£15.60</b> £155.88 £140.28	/10
A mouthful of apricot and honeysuckle deliciousness, chased by a refreshing finish.							
58	<b>House of Fun Shiraz Malbec 2018</b> , Western Cape WO - 14%	Red		Q05541	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b> £119.88 £107.88	/10
A clever pairing of two of the world's favourite red grapes with classic South African smoothness. Such fun!							
59	<b>Mind Bomb Pinotage Cinsault Cabernet Sauvignon 2018</b> , Western Cape WO - 14%	Red		Q05540	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b> £119.88 £107.88	/10
If you don't know just how fruity South African reds can taste, try this. A real game changer.							

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Harvest time in South Africa

# NEW ZEALAND



*"To celebrate our golden anniversary, we're showcasing the cracking wines of the Seifried family, one of our long-standing Kiwi suppliers. They underline something we've always strongly believed – that New Zealand's family producers give you the biggest bang for your buck."*

Dan Parrott, Wine Buyer



*The original Split Rock in Nelson*

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## SEIFRIED ESTATE

*The skills of the Seifried family and Nelson's unique climate produce seriously aromatic wines.*



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating
60	<b>Split Rock Sauvignon Blanc 2018,</b> Nelson – 13%	White		Q05473	£12.99 £11.69	<b>SAVE</b> £15.60	£155.88 £140.28
<i>Brilliantly fruity Sauvignon from some of the sunniest vineyards in New Zealand.</i>							
61	<b>Seifried Gewürztraminer 2017,</b> Nelson – 12.5%	White		Q05527	£14.99 £13.49	<b>SAVE</b> £18.00	£179.88 £161.88
<i>Everything you'd expect of a spicy, floral, mouthfilling Gewürz but with added Kiwi quaffability.</i>							
62	<b>Nelson Bay Pinot Noir 2017,</b> Nelson – 13.5%	Red		Q05539	£14.99 £13.49	<b>SAVE</b> £18.00	£179.88 £161.88
<i>Ripe, plummy Pinot that loves the long hours of sunshine Nelson's vineyards bathe in. Versatile and hugely moreish.</i>							
63	<b>Seifried Estate Sweet Agnes Riesling</b> <b>(37.5cl) 2016,</b> Nelson – 10.5%	Dessert		Q05489	£18.99 £17.09	<b>SAVE</b> £22.80	£227.88 £205.08
<i>One of New Zealand's finest, much-beredalled 'sweeties', combining intensity, ripeness, purity and perfect balance.</i>							

AWARD  
WINNER

AWARD  
WINNER

## NOTES

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# AUSTRALIA



"Tony Laithwaite introduced customers to the fruit-filled delights of Australian wine way ahead of the curve. Customers continue to benefit from our close links with winemaking legends and from our brand new winery run by the crazy-talented RedHeads team. Try the multi award-winning wines on show and prepare to be amazed."







Dan Parrott, Wine Buyer

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## CALABRIA FAMILY WINES & MCPHERSON FAMILY WINES

Crowd-pleasing wines from Bill Calabria and Andrew McPherson, two of our oldest friends Down Under.



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating	
64	<b>Yarrunga Field Special Reserve White 2018</b> , New South Wales – 12%	White		Q05472	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b>	£119.99 £107.88	/10
Mouthwatering, tropical fruit-packed new release of the white that the BBC called “Aussie sunshine in a glass”.								
65	<b>Long Live The King Cabernet Sauvignon 2018</b> , South Eastern Australia – 14%	Red		Q05496	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b>	£119.99 £107.88	/10
Juicy berry fruit, cassis and plum plus hints of mint – this flavour-packed Cabernet is a winner.								
66	<b>Yarrunga Field Special Reserve Shiraz 2017</b> , New South Wales – 13.5%	Red		Q05505	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b>	£119.99 £107.88	/10
Made by Sam ‘Mr Medals’ Trimboli at the Calabria family cellar, this Shiraz is crammed with spicy black fruit.								
67	<b>McPherson Family Series Pickles Sauvignon Blanc 2018</b> , South Eastern Australia – 12%	White		Q05485	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b>	£119.99 £107.88	/10
Tongue tingling citrus flavours, with juicy, tropical notes. In honour of Andrew’s wife, Nikki ‘Pickles’ McPherson.								
68	<b>McPherson Family Series Andrew’s Shiraz 2017</b> , South Eastern Australia – 14%	Red		Q05493	£9.99 £8.99	<b>SAVE</b> <b>£12.00</b>	£119.99 £107.88	/10
There’s a lovely touch of freshness that marks out this spicy, brambly release from the Shiraz crowd.								
69	<b>McPherson’s The Full Fifteen Sparkling Red NV</b> , South Eastern Australia – 14.5%	Sparkling Red		Q05532	£11.99 £10.79	<b>SAVE</b> <b>£14.40</b>	£143.99 £129.48	/10
What an amazing glassful! Ripe black fruit flavours, lively bubbles and a gorgeous deep pink mousse.								

AWARD  
WINNER







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## REDHEADS STUDIO

Our Australian winery where we give winemakers 'freedom of expression' with stunning results.



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating	
70	<b>Rusty Roof Chardonnay 2018,</b> Barossa Valley - 12.5%	White		Q05534	<del>£13.99</del> £12.59	<b>SAVE</b> <b>£16.80</b>	<del>£167.88</del> £151.08	/10
<i>This peachy, creamy, spicy Chardonnay was the first ever release from RedHeads shiny new tin shed.</i>								
71	<b>R'dotto Royale 2017,</b> Adelaide - 14.5%	Red		Q05519	<del>£13.99</del> £12.59	<b>SAVE</b> <b>£16.80</b>	<del>£167.88</del> £151.08	/10
<i>Combining five grape varieties with Italian roots was a big gamble - but this cherry-fresh beauty is a winner.</i>								
72	<b>The Corroboree Shiraz 2016,</b> Barossa and Clare Valley - 14.5%	Red		Q05501	<del>£14.99</del> £13.49	<b>SAVE</b> <b>£18.00</b>	<del>£179.88</del> £161.88	/10
<i>Triple Gold for this luscious red that shows premium Aussie Shiraz at its rich, ripe-fruit best.</i>								
73	<b>Dogs of the Barossa Shiraz 2014,</b> Barossa Valley - 14.5%	Red		Q05515	<del>£29.00</del> £26.10	<b>SAVE</b> <b>£34.80</b>	<del>£348.00</del> £313.20	/10
<i>Incredibly rich, concentrated Shiraz that stakes RedHeads claim as top dogs in the Barossa.</i>								

AWARD  
WINNERAWARD  
WINNERAWARD  
WINNER

## NOTES



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The latest site to be liberated by the renegade RedHeads!

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# FORTIFIED



*"Gone are the days when sherry only made an appearance at Christmas. It's the drink of the moment in fashionable bars from London to New York. And there's nothing like the drama of sherry being drawn from the cask and served from a traditional copita. Do try the two classics on show today. If you're not already a fan, they'll make you look at sherry in a completely different light."*

Kirsten Willis, Wine Buyer



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## XECO SHERRY

*Xeco sherries have 21st century attitude even though they're from a bodega dating from 1876.*



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Rating
74	<b>Xeco Fino NV,</b> Jerez DO - 15%	Fortified		Q05544	£16.99 £15.29	/10
<i>Sherry at its crispest and most refreshingly dry. Serve chilled solo or with tapas - or in showstopping cocktails.</i>						
75	<b>Xeco Amontillado NV,</b> Jerez DO - 18%	Fortified		Q05545	£21.00 £18.90	/10
<i>Nutty, aromatic and amber-hued with subtle flavours of sun-baked fruit and fresh vanilla.</i>						

## NOTES

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# SPIRITS



*"Throughout the world gifted distillers are producing ever more exciting tipples for eager followers. Just as top winemakers keep looking forward so do the artisans behind the gin, rum and whisky here. The following are all gorgeous in their own right, but they have a big part to play in cocktails too. The world of spirits is more colourful than ever!"*




Jehan Sacaze, Spirits Buyer

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## REMY COINTREAU

*Our spirits range is bigger than ever. Treat yourself to three of our top recommendations.*



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Rating
76	<b>The Botanist Islay Dry Gin (70cl), Islay – 46%</b>	Spirit		Q05517	<del>£35.00</del> £31.50	/10
<i>Move over whisky! This Islay gin combines 31 botanicals to multi layered, deliciously complex perfection.</i>						
77	<b>Mount Gay Black Barrel Rum (70cl), Barbados – 43%</b>	Spirit		Q05513	<del>£29.99</del> £26.99	/10
<i>Small batch rum aged in heavily charred bourbon barrels for a lovely, deep, vanilla-and-spice richness.</i>						
78	<b>Bruichladdich Islay Single Malt Scotch Whisky (70cl) 2011, Islay – 50%</b>	Spirit		Q05514	<del>£49.00</del> £44.10	/10
<i>Unpeated Islay whisky with citrus, butterscotch and meringue notes. A warming, life-affirming dram.</i>						

## NOTES



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# BEER



*"There are a lot of new breweries emerging onto the beer scene right now. But Primátor have been continuously brewing fabulous beers since 1872. So there's nearly one-and-a-half centuries of expertise behind their refreshing Pilsner, aromatic Weizen and hoppy IPA. Cheers!"*




Lucy Lettice, Craft Beer and Cider Buyer

22

## PRIMATOR

*Primátor's quenched the thirst of Czech beer fans since 1872. Let them quench yours today!*



No.	Wine Description, Vintage & Appellation	Colour	Match	Code	Price for 1	Price for 12	Rating	
79	Primátor IPA (33cl bottle), Náchod – 6.5%	Beer		Q05535	£2.00 £1.80	SAVE £2.40	£24.00 £21.60	/10
Intense, aromatic IPA made with six types of hops and four types of malt. A serious beer for serious beer lovers!								
80	Primátor Premium Lager (50cl bottle), Náchod – 5%	Beer		Q05512	£2.25 £2.03	SAVE £2.64	£27.00 £24.36	/10
Pure, refreshing, award-winning lager from the medieval town of Náchod in Bohemia.								
81	Primátor Weizenbier (50cl bottle), Náchod – 4.8%	Beer		Q05491	£2.25 £2.03	SAVE £2.64	£27.00 £24.36	/10
Gorgeously smooth, malty, authentic Weizenbier - fresh-tasting and food-friendly.								

AWARD  
WINNER

AWARD  
WINNER

JOIN THE CONVERSATION #LAITHWAITESROADSHOW





# *Give the gift of wine and flowers*

Treat someone to the very best: a fantastic bottle of wine and a bouquet of our lovingly arranged flowers delivered straight to your door. Order by 2pm Monday to Friday to qualify for next day delivery.

## *Sunday Bay Bouquet*



**£40.00**

37559SI

## *Eden Grove Bouquet*



**£35.00**

37558SI

## *Pretty in Pinot*



**£35.00**

37548SI

## *Bubbles & Blooms*



**£45.00**

37688SI

Call 03330 148 200 or go to [laithwaites.co.uk/flowers](http://laithwaites.co.uk/flowers)

# FOODIES



*"Laithwaite's Wine Roadshow is not just about great wine. It's also a gastronomic celebration that showcases delicacies from some of the UK's best little food producers.*

*Like our winemaker friends, they have a real passion for their craft and are obsessive about flavour and quality. Come and meet them and taste their wonderful creations at the artisan food stands. Make sure your glass is topped up – you might just find the perfect wine and food pairing."*

Tom Laithwaite

## MULL OF KINTYRE & ARRAN CHEDDAR

[mullofkintyrecheddar.com](http://mullofkintyrecheddar.com)



*Originating from the Mull of Kintyre on Scotland's craggy west coast, their unique cheddar is expertly crafted in the historic Campbeltown Creamery, which has been producing cheese since 1923. Their experienced and dedicated team work to a long established recipe using the finest milk from the Kintyre Peninsula. Maybe it's because they go out of their way to create deliciously rich, bold and characterful cheddar, maybe it's their insistence on using time-honoured methods to craft their cheese, or perhaps it's their remote and rugged landscape that adds a certain something.*

[f facebook.com/mullofkintyrecheddar](https://www.facebook.com/mullofkintyrecheddar)  
[t twitter.com/MullOKintyre](https://twitter.com/MullOKintyre)

## NOTES

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## THE OLIVE STORE

[theolivestore.co.uk](http://theolivestore.co.uk)



*The Olive Store was founded in 2005 by Michael Derham, a university lecturer in Spanish, while on a trip to Spain to visit his students. As a Spanish speaker he was able to travel to the rural interior of Andalucía, to discover and bring home the authentic taste of rural Spain. Andalucía alone has the largest production of olive oil in the world especially using the famous Picual olives. The ham and chorizos are produced in Jabugo, a tiny, remote village world famous for its climatic conditions which make it perfect for curing ham from the local Ibérico black pigs which are free range and fed on acorns.*

**f** [facebook.com/theolivestoreuk](https://www.facebook.com/theolivestoreuk)

**t** [twitter.com/TheOliveStores](https://twitter.com/TheOliveStores)

Email: [enquiries@theolivestore.co.uk](mailto:enquiries@theolivestore.co.uk)

## Laithwaite's WINE REWARDS

You asked, we listened ...  
introducing THE smartest  
way to buy your wine!

**Real benefits each and every  
time you order ... starting now**



**FREE bottle normally £10 or more**

With every 12 bottles you order, whether you  
choose to pay from your rewards account or not



**FREE standard delivery (usually £7.99)**

Available with every 12 bottles, whether you  
choose to pay from your rewards account or not



**100% quality guaranteed**

If you don't like a wine, we'll arrange to  
collect it and refund you



**You're always in control**

Flexibility to change your monthly payment,  
or leave at any time and have your money back



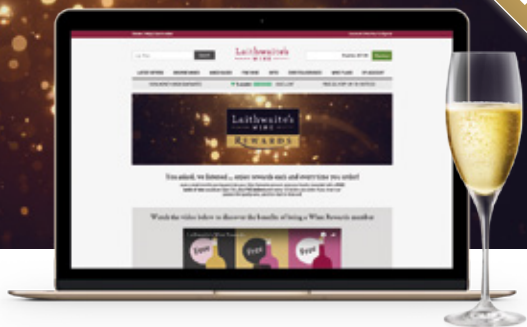
**No hidden surprises**

Order the wines you want when you want them



**Friendly expert advice**

Your own Personal Wine Advisor is part  
of the service, if you'd like



NEW

To find out more, please visit [laithwaites.co.uk/rewards](http://laithwaites.co.uk/rewards)

## We'd love to get to know you better

At Laithwaite's we know taste is a personal  
thing and every customer is different. Tell us  
about the wines you like and we'll make sure  
you hear about bottles you're going to love.

Setting your preferences online and keeping them up to  
date helps you to get wines that are perfect for your taste.  
You might prefer certain styles, grapes or countries and may  
enjoy reds more than whites ... everyone is different and we  
want to offer wines that are just right for you.

Please take a moment to tell us a bit about what you enjoy  
drinking and we'll make sure you hear more about wines  
you're sure to love ...

**Let us know what you like - it's easy!**



MY  
TOP RATED



MY  
PREFERENCES



MY  
FAVOURITES



MY  
PURCHASED



MY  
RECOMMENDED



Just go to [laithwaites.co.uk/preferences](http://laithwaites.co.uk/preferences) or call us on **03330 148 200**





# Gift Cards

Wine makes such a great gift, it's easy to give and lovely to receive. To make sure your friends, family or colleagues get exactly the wine they would like, why not buy them one of our handy gift cards?

- Free next day\* delivery
- Simple and easy to use
- Wallet designs for all occasions
- £10, £25, £50, £75 or £100

\*Orders received by 1pm on business days will be dispatched same day, orders after this point will be the next working day.

Call 03330 148 200 or go to [laithwaites.co.uk/gifts](http://laithwaites.co.uk/gifts)

## Share the love and be rewarded

Give your wine-loving friends £58 OFF an exclusive intro case and you'll receive a £20 voucher for every friend who orders.

Go online now, search for 'friend' and start sharing.  
Visit: [laithwaites.co.uk](http://laithwaites.co.uk)

**REFER  
A FRIEND**

**£20  
VOUCHER**  
*For you*

**£58 OFF**  
*For your friend*



Laithwaite's  
.....UNLIMITED.....

**20%  
discount**  
on nationwide  
events for  
Unlimited  
members

Enjoy **fast, convenient, unlimited delivery** with no charges and exclusive offers for **just £2 a month**. Join Laithwaite's Unlimited for an annual charge of just £24 – and **you'll have paid for your membership in only three orders!**

## Why become an Unlimited member

	Standard	Unlimited
Choose from 1,500 wines	✓	✓
Award-winning customer service	✓	✓
100% moneyback guarantee	✓	✓
No delivery charge on any order of 6 bottles or more		✓
No delivery charge on Wine Plan cases		✓
No delivery charge on our Gifts range		✓
Next day and named day delivery – FREE		✓
No delivery charge for multiple addresses (so useful at Christmas)		✓
Exclusive offers only Unlimited members will see		✓
Enjoy a direct line to the Unlimited team		✓
20% discount on nationwide events tickets		✓

**Just £24 for your first year's membership – Join today!**

visit [laithwaites.co.uk/unlimited](https://laithwaites.co.uk/unlimited) or call us on **03330 148 200**

## EXTRA SAVINGS

**FREE**  
**DELIVERY**

When ordering  
ANY 12+ bottles  
of wine.

**10%\***  
**DISCOUNT**

When ordering  
ANY 12+ bottles  
of wine.

**15%\***  
**DISCOUNT**

When ordering  
ANY 24+ bottles  
of wine.

**20%\***  
**DISCOUNT**

When ordering  
ANY 36+ bottles  
of wine.

\*Off your order total. Excluding Champagne, English Sparkling Wines, Beers and Spirits.

## HOW TO ORDER

1. Simply select your wines and fill out the order form. Take the form to the Orders & Information Hub where an Advisor will complete your order.
2. Order via the Roadshow app. Scan the QR code from the programme or on the stand and pay securely from your mobile phone.
3. Order online at [laithwaites.co.uk/scotland](http://laithwaites.co.uk/scotland) (bottle prices will automatically display the discounted prices).
4. Call 03330 148 200 and mention you have been to Laithwaite's Wine Roadshow Scotland to get your event offers. But hurry – you must order by 2pm Friday 29th March 2019 to take advantage of the exclusive event discounts and FREE delivery!



**ORDER HERE  
TODAY**



**ORDER VIA  
OUR NEW APP**



**ORDER ONLINE AT  
LAITHWAITES.  
CO.UK/SCOTLAND**



**ORDER BY  
PHONE ON  
03330 148 200**

Quote reference: XPD001 (Glasgow evening session), XPD003 (Edinburgh afternoon session), XPD005 (Edinburgh evening session) when ordering to receive your event discounts.

### ORDER BY 2PM FRIDAY 29TH MARCH '19 TO GET YOUR EVENT OFFERS

You or anybody you buy wine for must be 18 years or over. All goods are subject to availability. Prices and special offers (including free delivery) are limited to one per household and valid until 2pm on 29th March 2019, or while stocks last. 10% discount offer: you will receive a 10% discount on any mix of 12-23 bottles of wine from the event brochure. Excluding Champagne, English Sparkling Wines, Beers and Spirits. These prices are highlighted in red in this brochure and are available until 2pm on 29th March 2019. 15% discount offer: If you place an order at Laithwaite's Wine Roadshow Scotland 2019 or at any time up to 2pm on 29th March 2019 for any mix of 24-35 bottles of wine, we will apply a 15% discount (excluding Champagne, English Sparkling Wines, Beers and Spirits). 20% discount offer: you'll receive a 20% discount on any order from the event brochure (excluding Champagne, English Sparkling Wines, Beers and Spirits), when you order any mix of 36 bottles of wine or more, before 2pm on 29th March 2019. Free delivery offer: If you place an order at Laithwaite's Wine Roadshow Scotland 2019 or at any time up to 2pm on 29th March 2019 for at least 12 bottles of wine, we will give you our standard three-day delivery free of charge (normally £7.99). Additional requirements for placing an order to which the discounts and free offers apply. You can place an order at Laithwaite's Wine Roadshow Scotland 2019 or at any time up to 2pm on 29th March 2019. If you wish to place an order after the event, please call our Customer Services team on 03330 148 198; you will need to have available the name and membership number of the customer who purchased your ticket (if this was not you). A professional photographer will be present at this event. The photographs/videos may be used for marketing and promotion in our publications and on our digital channels. If you do not wish to be photographed please let the event organisers know. Items are offered at the price and quantity stated in this brochure. If you wish to order different quantities, please call us for prices and availability. Delivery to UK addresses only (excluding Channel Islands and BFPO addresses). Standard delivery takes 3 working days (delivery to offshore islands, NI, Scottish Highlands and some other areas of Scotland may take a few days longer). Orders for two or more cases may arrive separately. You can track your order online by logging into your account and clicking on 'My Orders' or by calling 03330 148 198. In the unlikely event of wines becoming unavailable, a substitute of similar style and of equal or greater value will be supplied. If you are unhappy with any substitutions you receive we will arrange to collect them from you (free of charge) and replace the bottles or give you a refund as appropriate. If you would rather that we didn't substitute, please tick 'No substitutes' on your order form, or let our operator know. You may cancel your order up to and including 14 calendar days after the day on which you receive your order. Please let us know if you wish to cancel by contacting our Customer Service team by phone, email or completing the cancellation form available online at [laithwaites.co.uk/cancellationform](http://laithwaites.co.uk/cancellationform). Order acceptance and the contract between you and Laithwaite's Wine will only be formed on the despatch to you of the products ordered. Please see [laithwaites.co.uk/terms](http://laithwaites.co.uk/terms) for full terms and conditions. If you have any queries please call 03330 148 198 or email us at [customerservice@laithwaites.co.uk](mailto:customerservice@laithwaites.co.uk). We may monitor and record calls for training purposes. By registering and entering your details you consent to receiving promotional offers from Laithwaite's Wine and other members of the Direct Wines Group. Please see our Privacy Policy and Cookies Policy available at [laithwaites.co.uk/privacy](http://laithwaites.co.uk/privacy). Laithwaite's Wine part of Direct Wines Ltd. Registered in England and Wales. Registered Number 1095091. One Waterside Drive, Arlington Business Park, Theale, Reading, Berkshire, RG7 4SW.