



# Enotria&Coe 2019

The Mezcal Manual







# Enotria&Coe

**Following an explosion in interest and sales of Mexico's historic agave spirit, here at Enotria&Coe we're proud to be championing the Mezcal category with a carefully curated collection featuring some of the best expressions available.**

In what represents a golden age for craft distilling and premium spirits, the global rise in popularity of the category should come as no surprise, with a growing consumer thirst for authenticity and complexity most definitely working in mezcal's favour, driving interest and adding value across the board. Encouraged by this, mezcal producers are now reaching even further into their heritage and culture, and bottling new types of mezcal never before available to anyone outside their local Mexican communities.

In homage to this unique and delicious spirit, we've assembled an eclectic and unique line-up of expressions, covering a broad array of styles and agave types. As the category grows in line with demand, so will our portfolio, putting Enotria&Coe in a prime position to further develop and drive this exciting spirit.

We look forward to continuing to bring in the best new products available, whilst developing delicious and interesting agave spirit serves and remaining at the cutting edge of innovation and trends as a market-leading force in the UK drinks scene.

We hope you enjoy our first in-depth foray into the category with this introductory 'Mezcal Manual' – happy reading and drinking!

**Ivan Dixon**  
Head of Spirits Buying



# Mezcal





Sometimes referred to as tequilas lesser known little sister,  
**MEZCAL IS AN INCREDIBLY EXCITING  
AND DIVERSE CATEGORY OF SPIRITS**

that has exploded stateside and is now starting to make  
an impact, grabbing attention on these shores.



The influence of terroir on the flavour the agave imparts, producing complex and intricate differences from expression to expression, makes mezcal the...

## MOST WINE-LIKE SPIRIT

The diversity of agave species and varying methods of production make for myriad flavour profiles and styles, ranging from lifted & floral to earthy & umami.

Mezcal may not be the “next gin” in terms of popularity and reach, but there is certainly a **mini-revolution** taking place, and we expect to see much more from this burgeoning category.

Mezcal’s “**friends**” include other unique lesser-known Mexican spirits, including the softer **Raicilla** and herbaceous **Sotol**. Both are much rarer to encounter, but offer **exciting spirit alternatives** of what Mexico has to offer.

**Production style is authentic and artisanal** and geographical region denomination is large (potential to grow to meet demand).



The use of roasting as opposed to steaming (as used in tequila production) gives mezcal a varying level of smokiness (not dissimilar to a peated whisky) but retains the vegetal notes of distilled agave.

**Food matching** shouldn’t be overlooked with this versatile spirit. Its complex nature and **savoury notes** lend it to some deliciously compatible food pairing options – ranging from **traditional Mexican** dishes through to **smoked meat** and **cheese**.

**SMALL MARKET SHARE BUT GROWING**



When it comes to serving mezcal, **the best option is straight up** (minus any worms) for the more sophisticated premium expressions, but more entry level mezcal can also be used as a unique base in a number of classic - & increasingly - contemporary - cocktails found in some of the world’s best bars.

**IN 2016**  
**MEXICO'S**

**TOTAL MEZCAL SALES**

were its third-largest alcoholic export, behind beer and tequila.

# Reading beyond the label





Alcohol strength in volume percentage at  
20 degrees Celsius with "% Alc. Vol"

Name of the master distiller  
(maestro mezcalero)

Used species of agave

Number of bottles produced  
and individual bottle number

Fill quantity

Batch number

Method and date  
of processing



Name and address of the producer  
or brand owner with tax number and  
individual NOM-designation

Name, address and tax  
number of bottler, if applicable



# What is Mezcal?



Mezcal is a unique Mexican spirit distilled from a mash produced from the steamed hearts of various species of cactus-like plants called agave.





The word Mezcal comes from the ancient Aztec language, Nahuatl, and means cooked agave. Historically, mezcal was the first spirit to be distilled in the Americas. During colonial times, the Spanish banned the production of mezcal in order to promote the sale and consumption of their own imported beverages, and so began the underground production of this illustrious Mexican spirits icon.

After Mexican Independence in the early 1800s, mezcal could at long last be distilled in the open and has continued, to this day, to be handcrafted by small scale producers. These producers - who have kept the long tradition of the natural production of Mezcal alive - are devoted to preserving its artisanal nature and intrinsic inimitable qualities.

# Denomination of origin

Since 1994, a protected denomination of origin has been granted for mezcal; an international recognition that certifies that only products made in a specified area of Mexico can be called mezcal, similar to that for Champagne. This status limits the production of agave spirits called mezcal to the following Mexican states:

Durango  
Zacatecas  
San Luis Potosi  
Tamaulipas  
Guanajuato  
Michoacán  
Guerrero  
Oaxaca





# Mezcal Production

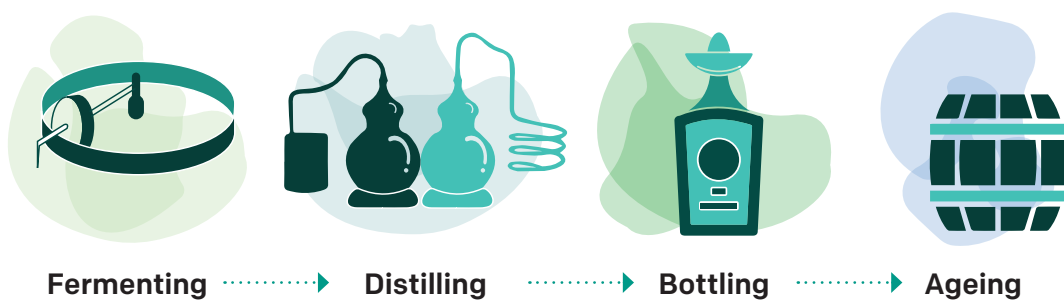
**Traditionally, mezcal is handcrafted by small scale producers, using methods that have been practised for at least 200 years.**

The old craftsmanship of mezcal families is passed from one generation to the next.

The distilling process of mezcal surely is one of the most fascinating activities related to spirits, and the process of distilling mezcal essentially consists of the following steps:







# Agave

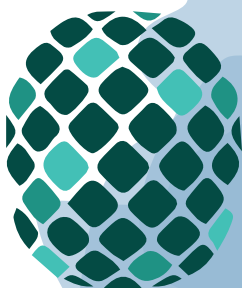
Agave (pronounced "ah-gah-vay"), is also called maguey ("mah-gay") in Spanish.

Agave can grow to be very large and has a long lifespan of 25 to 30 years. Sometimes mistaken for a type of cactus, it actually belongs to a separate family, Agavaceae.

The agave only flowers once in its lifetime, growing a tall stem from the centre, and the plant dies after flowering.

Unlike grapes, which are harvested each year, mezcal producers sometimes have to wait decades for agave to reach maturity.

The agave is usually harvested when it is seven or eight years old.



## Harvesting

Mezcal production follows the rhythm of agricultural activity, which affects the agave spirit production, as few mezcal farms are in use all year long.

The success of the harvesting depends on a careful selection of raw materials, the mezcal master experience and his personal touch.

The leaves of the agave plant are sheared off using a long-handled stick with a sharp, flat blade at the end. Once the leaves are off, what is left is called the heart and is known as a piña because it looks like a large pineapple.

These are the parts of agave used to produce mezcal. Agave plants take between six and ten years to reach maturity, before they can be harvested.

Out of the 40+ agave types used to produce mezcal the most common are:

- Espadín
- Arroqueño
- Tobalá
- Tepeztate



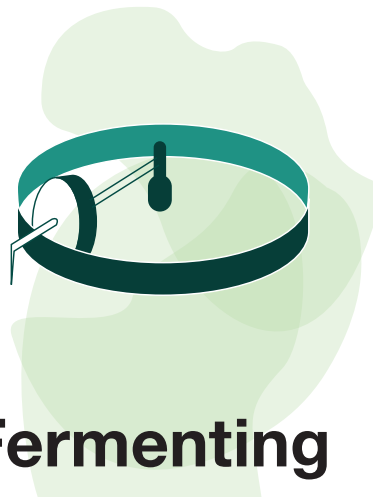
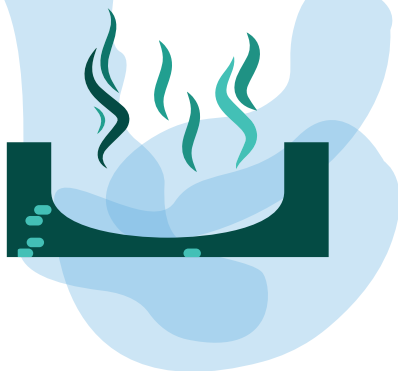
# Cooking

The agaves are slowly steam-cooked to turn their carbohydrates into sugars. To do this, traditionally a stone pit is dug in the ground, hardwood or coal is ignited inside the pit, and stones are piled over and around it to hold the heat. When the wood has completely burnt and the stones are red hot, the hearts of the agaves are spread out on top of them. A layer of moist agave fibres protects the plants from the hot stone. The pile gets covered with another layer of dry fibres and finally buried under a thick layer of earth. Then it rests like this for three to five days to allow for a complete and slow conversion. After this steaming process, the oven gets dismantled and the piñas are stored in a clean and dry place.

The flesh of the plants is now soft, dark brown, and sweet-smelling from fresh plant sap and caramel. It has also acquired tones from wood, smoke and earth, which will contribute to the final flavour of the mezcal.

The agaves are slowly steam-cooked in traditional stone pits dug in the ground, for at least 72 hours.

This stage is where mezcal gets its smokey flavour.

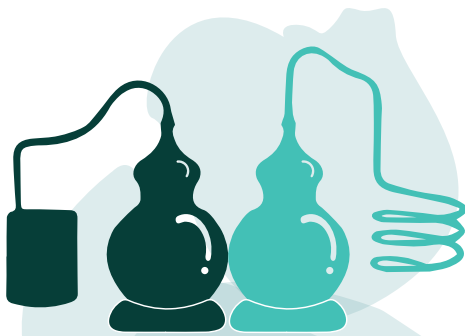


# Fermenting

To prepare for fermentation the agave piñas are cut into pieces the size of a hand, and unusable parts are discarded. The usable material is milled into a fibrous pulp by a tahona stone mill. The mill wheel stands upright in a shallow basin containing the agave pieces and is connected to a central pole by a horizontal beam. The pole is pushed in circles traditionally by a mule or a machine.

The pulp produced by the fermentation process is then mashed and placed in tanks of different types, depending on the region, its traditions and available materials. Different types of tanks include tree trunks, stone pits and many more, but mostly big wooden vats. These containers are always open to allow for natural yeasts to begin fermentation. Depending on the size of the vat, outside temperature, humidity and the types of agaves, the fermentation takes between one and three weeks. When all sugars are converted, the mash contains about 5% alcohol and is ready for the distilling.

- Mezcal fermentation process takes between three and 15 days. The exact period of time will depend on the weather, yeast type and production technique.
- The cooked agave is milled into a fibrous pulp by a tahona stone mill traditionally pushed in circles by a mule.



## Distilling

Usually, mezcal is distilled twice. In the region of Oaxaca, it is distilled along with the solids from the fermentation process. In other regions, however, distillers prefer to use only the liquid parts, as tequila producers do. Traditional mezcal is quality controlled during its distillation by dropping a small amount of liquid from a height of 50cm into a bowl. Mezcal produces small bubbles, which give the master distiller information about the specific properties of the spirit, mostly its alcoholic graduation. The bubbles should form a closed ring along the side of the bowl and last as long as possible. The distillate is also rubbed by the distiller into the palms of his hands in order to monitor the smell and feeling of evaporation. A traditional mezcal farm has no meters or other devices to control the product. Quality depends on the experience of the mezcal master, which makes every mezcal unique.

- In order to achieve Mezcal's optimum alcohol volume (45%), it has to be distilled at least twice.
- Copper or traditional clay stills are used to distil Mezcal.

## Bottling

After the second distillation, the mezcal is blended to obtain a consistent grade of alcohol. Then, the mezcal is either bottled right away, for an unaged mezcal called Joven or Blanco, or it is left to age in oak barrels.



# Ageing

Mezcal can be aged for different amounts of time, and its category or name reflects how old it is:

## Joven (Young)

These are Mezcalas that have come directly from the still without any ageing whatsoever, except while in glass or plastic receptacles awaiting bottling or sale. It can be quite fiery or strong, but is also encountered in a smoother state depending on the skill level of the mezcal master, and the desired style. This is the purest form of mezcal."

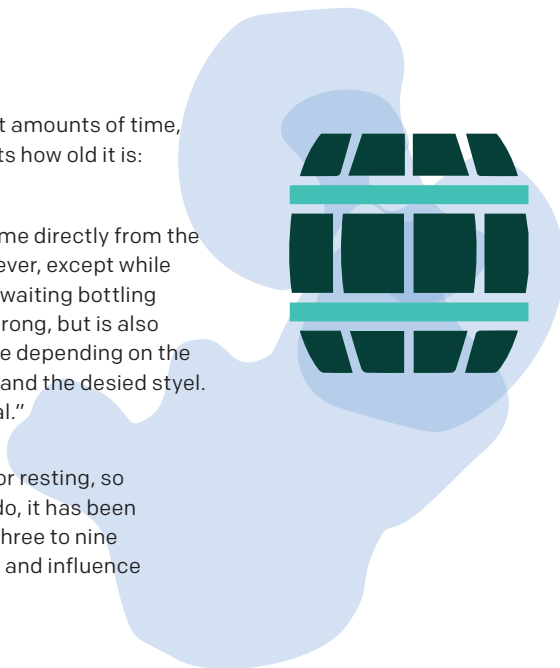
## Reposado (Rested)

This literally means lying down or resting, so when one finds Mezcal Reposado, it has been aged, usually in oak barrels for three to nine months, imparting a roundness and influence of wood flavour.

## Añejo (Aged)

These are mezcalas which are mature or aged, having been kept for three or more years in French or American oak barrels sometimes previously used for wine or brandy, or perhaps charred inside to produce a distinct taste. A good añejo that has been carefully distilled and aged has a fine, smoky essence and is extremely smooth.

- Some of the distilled mezcal is left to age in oak barrels between one month and four years, but some can be aged for as long as 12 years.
- The longer the mezcal is aged, the smoother its flavour gets, but the agave flavour is generally less profound.





# How to drink Mezcal



Mezcal shouldn't be consumed as a shot. Like other premium spirits, such as whiskey or cognac, mezcal needs to be savoured out of a glass which allows for the air to make contact with the liquid in order to develop its full flavour.



First impressions when sipping mezcal are of smoke and earth, obtained by the cooking of the agaves, followed by caramel, fresh greens and, depending on the kind of agaves used, various other notes like citrus fruits, mint, vanilla, marzipan, fig, honey, cinnamon, mango and many more flavours. Everybody may decide for themselves if they prefer aged mezcals, but surely there are fine tones lost in favour of the stronger flavours from the barrel they are aged in.

Entry-level mezcals can also form the base of some distinctive and delicious cocktail serves. It is common to find at least one serve in destination outlets, with the smoky nature and agave-driven profile of the spirit lending characterful base notes to mixed drinks. Food pairing with mezcal is often overlooked but can be eminently rewarding, resulting in some inspired flavour matches with traditional Mexican dishes, cheese, smoked meat and chocolate.







# Varietals

- 22 Agave Espadín
- 23 Agave Karwinskii
- 24 Agave Tepeztate
- 25 Agave Tobala
- 26 Agave Mexicano
- 27 Agave Arroqueño
- 28 Agave Cupreata
- 29 Agave Cenizo
- 30 Agave Salmiana
- 31 Ensamblés & Misc. Agaves
- 32 Pechugas, curados e Infusiones
- 33 Raicilla
- 34 Sotol
- 35 Bacanora

**Agave is a cactus-like plant native to the hot and arid regions of Mexico and the southern United States. Out of the 288 specified kinds of agaves in existence, 274 are native to southern Mexico. To distil mezcal over 30 agave types, both cultivated and wild species, are used, which range in age from 8 to 15 or more years old.**

Agave Espadín is most typically used to produce mezcal, and is also the genetic ancestor of blue agave (tequila). Espadín grows relatively quickly and yields a high grade of convertible sugars. They also reproduce faster than other species.

The most interesting mezcals are made from wild agaves, where - similar to wine - the terroir has an important impact on the end product. Terroir consists of a combination of natural surroundings, location, altitude, soils and many more factors, all of which contribute to the taste of the product.

The most popular wild agave for mezcal is Agave Tobalá. This plant grows in forests and remote places in the mountains of Oaxaca, Mexico, making the job of harvesting it very difficult; the reason it produces some of the most expensive and unique Mezcals.

# Espadín



**Agave Angustifolia**

Espadín is the most popular and on demand maguey in the mezcal world, named after its sword-like leaves which make it easy to identify.

Considered to be the genetic predecessor to Tequilana Weber Azul, it is robust, easy to cultivate and relatively quick to reach full maturity (approx. 8 years). A beautiful agave which shows off the hand of the mezcalero & the terroir which creates such diverse flavour profiles.





**Agave Karwinskii**

# Karwinskii

Karwinskii is a rare and quirky species of agave: a long tree-like shape, with the piña growing upright on top of a dense stalk.

The piña is much smaller and is often harvested and processed along with the stalk. Very small yields due to the density of the fibrous stalk and piña, these agaves tend to produce dry, tannic and vegetal mezcals. These mezcals are produced in tiny quantities and are not for the faint-hearted, but they have developed almost a cult following amongst mezcal aficionados.

# Tepeztate



**Agave Marmorata**

Marmorata has a wide spread distribution across central Mexico.

A more rare varietal used in mezcal is Tepeztate, a very large mountain agave with unique gnarled pencas. Tepeztate often takes 25+ years to reach maturity, with piñas reaching 400kg in size. These amazing mezcals are incredibly rare, and are intensely herbal and spicy. Savour these, as they sadly may not be around for long.





**Agave Potatorum**

All hail Tobala! This amazing agave is considered magical by mezcaleros.

It grows high up in the Sierra and is incredibly rare as it prefers rocky & shady areas. These agaves grow wild, making them very difficult to find. Combine this with very small yields and its unwillingness to be cultivated, this makes these mezcals very rare and treasured. Intensely perfumed and floral with a beautiful natural sweetness, it is often the gateway mezcal which opens the eyes of a non-believer!

# Tobala

# Mexicano



**Agave Rhodocantha**

A large species of agave with widespread distribution across western Mexico.

These agaves can grow quite large with a long maturation period (10-15 years). The agaves tend to favour valleys and foothills which provide shade and nutrients. These mezcals tend to be the most delicate and aromatic of all; the Gewürztraminer of the mezcal world.





**Agave Americana**

Arroqueño is an absolute giant.

It can take over 20 years to reach maturity, and can grow over 10 feet wide. Most commonly found throughout Oaxaca, Puebla and the state of Jalisco, where Raicilla producers often harvest these diamonds. Piñas are known to reach over 500kg in size, and a truck is often used to help harvest as it is impossible to harvest by hand. Intense mezcals, with herbaceous and savoury notes, often a touch sour with rancio notes.

# Papalomé



**Agave Cupreata**

A smaller, fatter agave with very broad leaves, it is often called papalomé, from the Nahuatl word for butterfly due to its appearance.

It grows mainly in the states of Michoacán and Guerrero, where it is treasured. It produces very fruit-forward and floral mezcals. Very difficult to obtain, as the region is prone to instability. Experience these while you can, they may not last long!





**Agave Durangensis**

# Cenizo

Agave Cenizo is an outstanding plant. It grows in volcanic rocky soils in the states of Durango and Zacatecas, up to 8500ft above sea level.

A fairly large and very robust agave, it survives incredibly varied climates, suffering through sleet, snow and below zero temperatures. It takes up to 10 years to reach maturity and flourishes wild in the mountains. Very complex and layered, bursting with minerality and spice, these are robust mezcals which show the terroir incredibly well.

# Pulque



**Agave Salmiana**

The Green Giant, or Agave Pulquero.

This agave is most well known as the plant used to produce pulque, the first fermented beverage of Mexico. It is a huge agave, taking 20 years to reach maturity. Salmiana produces sweet and floral mezcals, with some classic herbaceous notes.



# Misc. Agaves

## Ensembles & miscellaneous

Ensembles are blends made by mezcaleros to attain diverse flavour profiles and help increase production with hard to work with, but delicious agave varietals.





# Infusiones

## **Pechugas & Curados**

Pechugas were traditionally produced for village celebrations, and the local mezcal would be distilled a third time, often with seasonal fruits, and the hanging of some meat in the still, most commonly a chicken or turkey breast.

This results in a mezcal bursting with fruit intensity, but balanced by some savoury and saline notes. This has led to experimentation and evolution in this style, with delicious results.





# Raicilla

Raicilla is Mezcal by definition, not by denomination. In the 1500s when the Spanish Crown decided to ban all production of Vino de Mezcal in Mexico in favour of Spanish products, some crafty folk from the Occidental Mountains and coast of Jalisco told the law makers “No Señor, this is not Mezcal, it is Raicilla, our medicine” and a clandestine production was born high in the mountains and hidden away from prying eyes. Truly wild agaves, ancestral production methods and incredibly diverse flavour profiles. This is Raicilla!

# Sotol



**Dasylirion wheeleri**

A bit of an anomaly in the agave spirits category, as it is technically not made from agave, but from a distant cousin plant, a succulent known colloquially as the 'Desert Spoon'. Typically from the northern states of Mexico, Durango and Chihuahua, it is a robust and peppery spirit produced using similar methods to mezcal. A wild desert spirit, to match a wandering soul.



**Agave Pacifica**

Bacanora, is part of the family of Mezcales, which for a long time was 'illegally' distilled until it was granted its own specific Denomination of Origin in 2000. It is now legally produced in 34 municipalities of the state of Sonora, using Agave Pacifica, a northern derivative of Agave Angustifolia.







# E&C Portfolio



# Mexico



## Mezcal Koch El

bin no	Item	Region	abv
tbc	Arroqueño	Rio de Ejutla	47

*Koch Arroqueño is made with 100% wild agave Arroqueño. This mezcal has high fruity notes with hints of earth and herbs, clay and smoke.*



## Bruxo

bin no	Item	Region	abv
tbc	No.3	San Agustín Amatengo hills	46

*Bruxo No. 3 is made with agave Barril, which is a member of the Karwinskii agave family. It is tall and bulky and is often used to create living fences.*



## Mezcal Union

bin no	Item	Region	abv
G04464NV	Uno	Oaxaca	40

*The families that produce Mezcal Union Uno have generations of mezcal experience. Union operates as a sort of collective for several producer families.*





## Pensador Mezcal

bin no	Item	Region	abv
G36126NV	Pensador Mezcal	Miahuatlan	48

*Pensador Mezcal is produced by Don Atenogenes García in Miahuatlán using 70% agave Espadín and 30% agave Madrechishe.*



## Papadiablo

bin no	Item	Region	abv
D52564NV	Especial Mezcal	Oaxaca	47.7

*Papadiablo Especial is complex, and cleanly distilled. It's silky and sweet with citrus aromas and a gentle smoke character.*



## Derrumbes

bin no	Item	Region	abv
tbc	Durango Mezcal	Nombre de Dios, Durango	45.2

*Derrumbes Durango is made by Uriel Simental with agave Cenizo. In this case agave Cenizo is referring to agave Durangensis.*



# Mexico



## Bozal

bin no	Item	Region	abv
tbc	Cuixe	Oaxaca	47.7

*Bozal Cuixe has rich green vegetal notes in the mouth and a dry smoky finish. It's made with 100% wild agave Cuixe.*



## Mezcal Amores

bin no	Item	Region	abv
C72164NV	Cupreata Joven Mezcal	Tlaxolula	41

*The Amores Cupreata is made with agave Cupreata that is harvested from the mountain slopes in the Rio Balsas basin.*



## Derrumbes

bin no	Item	Region	abv
C99764NV	Michoacán Mezcal	Tzitzio & Alto	49.3

*Derrumbes Michoacán is made with wild agave Cupreata, which brings mature fruit aromas, and wild agave Cenizo, which brings more herbal notes.*







## QuiQuiRiQui Mezcal

bin no	Item	Region	abv
D03764NV	Matatlan Mezcal	Matalan	45

*Quiquiriqui Mezcal Matatlan is produced in the village of Santiago Matatlan, famed for its long history of mezcal production. It has distinct roasted agave flavours and a peppery finish that is characteristic of mezcals produced from agave Espadín.*



## Santo di Piedra

bin no	Item	Region	abv
E90035NV	Santo di Piedra	San Bartolo Yautepec	40

*Santo de Piedra Mezcal is produced by Isaías Velasco in San Bartolo Yautepec, Oaxaca, using ten-year-old agave Espadín plants. The result is a fruit-forward mezcal.*



## Del Maguey Vida

bin no	Item	Region	abv
G07264NV	Del Maguey Vida	San Luis del Rio	42

*Del Maguey VIDA is one of the most commonly used mezcals for cocktails. It can be sipped neat, but it's typically a cocktail mixer.*



# Mexico



## Casamigos

bin no	Item	Region	abv
G88164NV	Mezcal Joven	Santiago Matatlan	40

Casamigos Mezcal Joven is the first mezcal release from George Clooney's infamous Tequila brand. They plan to release more mezcal at a later date.



## Marca Negra

bin no	Item	Region	abv
E86764NV	Espadín Mezcal	San Juan del Rio, San Luis del Rio	51.5

Marca Negra Espadín has a fresh and clean aroma of ripe fruit. This Mezcal is moderately priced, and works well as a mixer or enjoyed neat.



## Meteoro Mezcal

bin no	Item	Region	abv
G92664NV	Mezcal Joven	Las Margaritas	45

Mezcal Meteoro is named after the legend of a mezcalero who used a meteor crater as an oven (horno) for cooking his agave, which created the best mezcal.





## Mezcal Amores

bin no	Item	Region	abv
G12164NV	Mezcal Verde	Tlaxolula	43

*Mezcal Verde is an artisanal mezcal that uses a mix of different woods in the cooking process to obtain a smokier profile. The brand has many different labels for the same mezcal.*



## Gem and Bolt

bin no	Item	Region	abv
E91464NV	Gem and Bolt	Oaxaca	44

*GEM&BOLT profiles are less smokey with subtle herbal notes. The layered expressions are young, bright and earthy.*



## Dangerous Don

bin no	Item	Region	abv
G87164NV	Cafe Mezcal	Santiago Matatlan	48

*Dangerous Don Cafe Mezcal is an interesting mix of sweet agave notes and the rich taste of freshly brewed coffee, making this a pretty unique bottle.*

**Blend coffee**



# Mexico



## Del Maguey

bin no	Item	Region	abv
tbc	Wild Jabali	Santa Maria Albarradas	45

*Del Maguey Jabali has a bright, beautiful acidity with high floras of sweet violets, herbal notes of tarragon, and finishes with hints of sandalwood.*



## Mezcal Koch El

bin no	Item	Region	abv
tbc	Mexicano	Rio de Ejutla	47

*Koch Mexicano is made with 100% wild agave Mexicano in Rio de Ejutla. It has an aroma reminiscent of fermented fruit with hints of sweet spice.*



## Del Maguey

bin no	Item	Region	abv
tbc	Ibérico	Santa Catarina Minas	49

*Del Maguey Ibérico is a clay pot distilled pechuga mezcal from Santa Catarina Minas with a unique twist – it is produced with Ibérico ham in the still.*





## Marca Negra

bin no	Item	Region	abv
H02964NV	San Martin	Ejutla	49.5

*Marca Negra San Martin is made with agave Sanmartin in La Noria Seccion 13, Ejutla, Oaxaca. It's clean on the nose with rich texture on the palate.*



## Del Maguey

bin no	Item	Region	abv
tbc	Wild Tepestate	Santa Maria Albarradas	45

*Del Maguey Wild Tepestate is made with the wild agave Tepestate, which offers a lighter body with notes of candied fruit, cinnamon, and honeysuckle.*



## Bruxo

bin no	Item	Region	abv
tbc	No. 5	San Agustín Amatengo hills	46

*Bruxo No. 5 is made by mezcalero Candido Reyes or Cesareo Rodriguez. Each with their own style and unique aspects of production.*



# Other Mexican Spirits

## Estancia



bin no	Item	Region	abv
H07364NV	Raicilla	Jalisco	40

*Estancia Raicilla Maximiliana is made with agave grown on a semi-forested ranch with rich volcanic soils in Jalisco, Mexico.*



## Hacienda de Chihuahua



bin no	Item	Region	abv
G88064NV	Reposado Sotol	Chihuahua	38

*Hacienda de Chihuahua Sotol Reposado is made from 100% wild-harvested Dasylirion plants and aged from 6 months up to 1 year in new french oak barrels.*







**Enotria&Coe**

Content & Art Direction

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# Enotria&Coe

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