

Enotria&Coe

New Producers

February 2022



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Contents

New Producers



Bodegas Martín Códax

Rias Baixas | Founded in 1986

Bodegas Martín Códax is named after the medieval troubadour whose poetry is one of the oldest examples of Galician-Portuguese writing. His romantic poems are heavily imbued with coastal imagery, and today's winemakers share this passion for sharing their culture. In 30 years, the cooperative has grown from 50 grapegrowers to over 300 families. They were integral to the recognition of the Rías Baixas DO in 1988, and have been setting the benchmark ever since.

WHAT DOES THIS ADD TO OUR PORTFOLIO?

With a well-established go-to Albariño in the E&C portfolio, we have been delighted to see the UK market fall ever more head over heels for this varietal. While this demand continues on its trajectory, we are delighted to expand our selection in this growing category with Spain's top producer of this grape variety.

About the winemaker

Katia Alvarez has been the Head of Production and Winemaking at Bodegas Martín Códax since 2005.

Having grown up in a home where her parents made experimental bottlings for home consumption, Katia is no stranger to innovation and pushing the boundaries.

Having studied Technical Agricultural Engineering and Winemaking at the University of Santiago and at the University of La Rioja, she then did a stint in Chile for Viña Sutil in the Colchagua Valley.

Since she took on Bodegas Martín Códax, she has redefined our perceptions of Albariño through highly successful experimentation with extended lees ageing and late harvests. Katia was recognised as one of Spain's top 10 women winemakers by The Drinks Business in 2017.

Try these wines if you like...

Mar de Frades, O Luar do Sil, Emilio Rojo Vina Mein



Martín Códax

Introduction to the range



Gallaecia
Decadent, late harvest expression



Martín Códax Lias
More complex Albariño



Martín Códax
The industry standard



Alba Marin
An introduction to Albariño

Casa Valduga

Vale dos Vinhedos, Brazil | Founded in 1875

In 1875, the Valduga family emigrated from Northern Italy to Brazil. They soon began cultivating vines in what is known today as Vale dos Vinhedos, meaning “The Valley of the Vineyards”. As one of the oldest wineries in Brazil, Casa Valduga is still a family business after six generations.

WHAT DOES THIS ADD TO OUR PORTFOLIO?

Casa Valduga enhances the diversity of E&C’s range of South American wines, and allows our customers to craft wine lists with a real point of difference combined with quality.

Casa Valduga’s heritage comes hand-in-hand with a reputation as Brazil’s most famous sparkling winemaker. Their pedigree makes the brand feel right at home in many settings, from casual dining to a specialist wine boutique.

About the winemaker

João Valduga is the oenologist and owner of the Familia Valduga group, which includes Casa Valduga, Casa Madeira and Domno do Brasil. João began his career juggling a role at the family winery with a position at Embrapa Uva e Vinho, which is Brazil’s viticultural research institute, before his commitment to the family business took over and he dedicated his time exclusively to winemaking. João is the third generation of Valdugas managing the winery alongside his brothers, Erielso and Juarez. They are conscious of having inherited the family legacy, but have invested heavily in research and development to improve cultivation and management of the vines.

Try these wines if you like...

Ruggeri, Leyda, Kooyong, El Esteco



Introduction to the range



Terroir Exclusivo Tannat
Powerhouse



Terroir Pinot
Fresh, elegant, restrained



Sur Lie
Unexpected, unique, natural approach



Arte Brut
Prosecco profile with added complexity from the traditional method

Frescobaldi

Tuscany, Italy | Founded in the 14th century

The Frescobaldi family moved to Italy in the 11th century and rapidly built their fortune in textiles and infrastructure. They are part and parcel of the history and architecture of Florence, as they were directly responsible for the building of a number of major landmarks in the city. As their estate grew, they expanded into winemaking in the 14th century, and the business is still run by a combination of the 29th and 30th generations of the family. Today, their vision is to exalt the diversity of Tuscany's terroirs, which they achieve through a portfolio of eight very different wineries.

WHAT DOES THIS ADD TO OUR PORTFOLIO?

Frescobaldi's unique structure of owning eight different estates means that this one producer can offer the full spectrum of what consumers expect from Tuscany. Each of these estates is the pinnacle of expression for its type, or appellation, whether you are looking for a Chianti Classico, Brunello, or the cutting-edge Pomino Bianco.

About the winemaker

Nicolò d'Afflitto is the Chief Enologist for Marchesi de' Frescobaldi.

Born and bred in rural Italy, Nicolò studied oenology at the University of Bordeaux before spending a year working on a vineyard in California. He returned to Italy and worked with various Tuscan winemakers until he landed with Castel Giocondo in 1991, marking the beginning of his career with Frescobaldi. Fast forward a mere four years, and he was overseeing all seven estates within the Frescobaldi range at a total of 3,500 acres.

In over two decades of working with Frescobaldi, Nicolò has proved himself to be a winemaker with extraordinary attention to detail. He is conscious of safeguarding a legacy built up over 600 years, but that hasn't stopped him from driving change. He has overseen the replanting of Castel Giocondo and incorporated Tenuta Perano into the Frescobaldi group from 2015.

In addition to his work for Frescobaldi, Nicolò now independently owns ten hectares of vines in Chianti Classico.

Try these wines if you like...

Colterenzio, Brancaia, Planeta, Fontanafredda



Introduction to the range



The essence of Tuscany



The terroirs of Tuscany



The everyday Tuscan

Susana Balbo

Argentina, Mendoza | Founded in 1999

Mendoza-native Susana Balbo put down her roots in the heart of Luján de Cuyo to bring to life her dream winery. Susana's vision is to assert Argentina on the international stage so that its wines can compete with the best in the world.

Today, Susana's children, José and Ana, have both joined the winery team.

WHAT DOES THIS ADD TO OUR PORTFOLIO?

Those of you who are familiar with the E&C portfolio will know that we have long had a number of blue-chip, much-loved Argentinian wine brands, including Peñaflor and El Esteco. The addition of Susana Balbo gives us an entirely new expression of the country. Susana Balbo represents the very best of heritage winemaking, and combines an Old World flavour profile with New World terroir. This is the thinking feminist's Malbec, and that's even before you've tried her stylish and refined rosé wines.

About the winemaker

Susana was born and bred in Mendoza and has worked in wineries all over Argentina, earning her the nickname "Queen of Torrontés" for leading the revolution in quality of Argentinian table wine. She is a force to be reckoned with in the wine world, having won accolades such as 50 Most Powerful Women in the Wine World (The Drinks Business, 2015), three-time President of Wines of Argentina and Winemaking Legend (Tim Atkin, 2020). Alongside opening up international markets to Argentinian wine, she is highly respected as an entrepreneur and advocate for women's issues. She is a founding member of the Argentinian branch of the International Women's Forum, was a National Congresswoman for the province of Mendoza and is the first female Goodwill Ambassador of the Inter-American Institute for Cooperation on Agriculture.

Try these wines if you like...

De Martino, Château Ste Marguerite, Lurton



Susana Balbo
W I N E S

Introduction to the range



Nosotros
Powerhouse



Susana Balbo Signature
Defying expectations



Ben Marco
Discover the variety of Mendoza's sub-regions



Crios
Perfect for by the glass

Teusner

Australia, Barossa Valley | Founded in 2002

When winemaker Kym Teusner overheard Barossa grape growers lamenting that they would have to rip out a plot of 85-year-old Grenache vines because they couldn't find a buyer to stump up the asking price, he knew he had to step in. At the time, he was still the winemaker at Torbreck, but he approached his brother-in-law, Michael Page, with a proposition to save as many of these vines as they could afford. The pair went into business, and produced their first vintage of The Joshua, a GSM blend, in 2002. The pair have gone from strength to strength, forging a reputation for working with Barossa growers to source old-vine fruit for elegant and complex wines.

In 2020, Teusner merged with Spanish-owned grower Terramoll, who have been investing in Barossa vines for over 20 years. This move gives Teusner access to 120 hectares of prime Barossa vines.

WHAT DOES THIS ADD TO OUR PORTFOLIO?

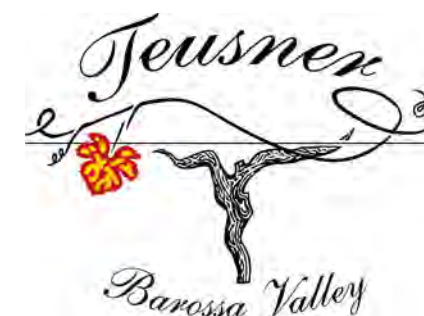
As the winemaking world at large becomes more attuned to priceless old vines (see our Q&A with Buyer Pete Wallbridge) it is a delight to expand our Barossa offering with a producer who is shining a light on some of the oldest vines in the New World.

About the winemaker

Kym Teusner grew up on a sheep farm in Taillem Bend, South Australia. An early career in hospitality sparked his interest in wine, and inspired him to study Oenology at Adelaide University. While studying, Kym took up a side job at Torbreck to develop his winemaking. On founding Teusner in 2001 with his brother-in-law and business partner, Michael Page, he stepped into the new wave of Australian winemakers who are determined to protect Barossa Valley's historical low-yield and dry-grown vines. By 2004, Kym had earned the accolade of Young Winemaker of the Year.

Try these wines if you like...

Rojomoma, d'Arenberg, Swinney, Domaine Brusset



Introduction to the range



The Riebke Shiraz
Opulent, elegant and drinkable



The Joshua GSM
The original and unoaked star



The Dog Strangler Mataro
Very serious, dark and broody



The 'G' Grenache
If you like juicy wines and sexy labels

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