



## QUINTA DE LA ROSA

### 2013 NEWSLETTER

The investments made last year (and still continuing into this!) are beginning to show results....our rooms have never been so full and we are well up on previous years. Still a little too early to see any impact on our wines, but even so they have also been getting better and better recognition with the Vintage 2011 port receiving 95 points from Wine Spectator and Wine Enthusiast (WE). Jorge Moreira, La Rosa's wine maker, has had some great write ups for instance in the WE he was picked out as being one of the six most influential wine makers in Portugal and Jancis Robinson gave him a good plug in the FT.

Sales are much better this year....too early to say exactly but we were over 10% up for the first 9 months despite Portugal to continuing to suffer economically.

#### **Year in the vineyards:**

Good winter rains made up for the previous dry year replenishing the vineyards and resulting in a few fallen walls notably on the road to Casa Amarela. Bud break was fine. Like much of the rest of Europe everything was a little late and, despite some bursts of extreme heat, the vineyard never quite caught up. The summer was hot and beautiful and we hoped that the little rain we had at the end of August might spur the grapes to ripen. But they took their time and we ended up picking at least 10 days later than in recent years. The weather was perfect until 27<sup>th</sup> September when torrential rain finally arrived and we had to stop picking for almost one week. But the grapes held up well, there was no sign of rot and the rain had little impact on the overall quality. Jorge said the quality of wine made before the rain was similar to before. In summary, 2013 was a good year but unlikely to be a great vintage one.

**New website** - we launched our new website which is definitely worth visiting [www.quintadelarosa.com](http://www.quintadelarosa.com) and I have learnt to tweet @quintadelarosa1...Help!

**Special labels** - We continue to have fun doing private labels. To the excitement of my husband, we launched a MCC port for Lords, the home of cricket. We also blended up a special Vintage port for Waitrose. We received a 30,000 bottle order for a special wine blend from Poland - sticking their tax seals on by hand was quite a challenge!

**Importers:** 2013 has mainly been a year of consolidation. Even so, we continue to expand in certain parts of the world, especially the Far East. In Hong Kong we have started working with Macro Asia and we have finally got into Japan through Rare Alcohol Inc. We sent a pallet of Passagem wine to Mexico thanks to Justin Liddle's hard work at Stokes Wine. I continue to travel all over the place helped by my brother Philip who made at least three trips to the USA.

**Recognition:** Accolades continue thanks to Jorge's talents...two of our wines (La Rosa white 2011 and Reserve 2010) were chosen by Olly Smith to be in top 50 Best of Portugal in the UK together with Jorge's Poeira 2010. La Rosa Reserve 2010 also got 94 pts WE and 91 from Wine Avocate (Parker) and it isn't meant to be any better than 2009! I have already mentioned the Vintage 2011....one of the best years in living memory and it has been wonderful selling this port and the reaction we have got. It sold out on the Berry Bros website within weeks of launch!

**Visitors:** A stream of visitors came to see us from Baur au Lac in Switzerland to the usual FMV trips with their many new sales people and some great customers – three times this year. Jorge and I had an inspiring tasting with Joshua Greene, Editor of Wine & Spirits on our cork terrace overlooking the Douro. One memorable evening was when some Sri Lankan architect friends of my importers dined with a group of sommeliers from Hong Kong! We also had Adrian, Janet and Helena come all the way from our importers in China and Macau to see us. Decante, our distributor in Portugal, sends many of his customers to see us – I wish more people did but I guess it is closer for them! And thanks to Brad Tiller from Isabel Estate in NZ and Anna for all their help over the harvest time...

**Other News:** Not allowed to say this, but we celebrated my mother, Patricia's 80<sup>th</sup> with a party at Lords cricket ground – where our bottles of MCC labelled port hadn't quite arrived in time!

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Brad Tiller and my father sorting grapes



Jason and from Rick Stein



QLR Team



Almost all port producers tread together for first time – Axel's O-Port-Unidade