



Substrata

WINES WITH DEPTH

Trade List

Thanks for reading our trade list. We are a micro business and micro importer, owned and operated by the two of us — Benjamin & Tom Loudon.

Wine is a source of great pleasure for us. We don't buy wines to fit a price point; we only buy wines we enjoy drinking, and we think your customers will enjoy drinking them too.

We source distinctive wines from independent producers, who grow their own grapes, and so have an active investment in the long term health of their land. They avoid using chemicals sprays or fertilisers, and make their wine with a minimum of processing in the winery. The wines are bottled by the producer at source, meaning that the wine reaches you as the producer intended.

In wine, as in life, one size does not fit all, and though we favour dry farming, hand harvesting and indigenous yeasts, we have faith in the integrity and the decision making of our producers, and we think this is repaid in the quality and stability of the wines listed below.

We are keen to establish symbiotic relationships with other quality focussed food and wine outlets who want to champion small independent businesses, at a time when changes in UK importation is encouraging intensive farming and bulk shipping.

If you would like any photos of the bottles, or any more information on the wines below, please get in touch with us:

info@substratawines.com

Tom — 07764 754378

Benjamin — 07876 764724

IG — @substratawines

www.substratawines.com

For trade terms, and to find out how to taste our wines, please see the final page.



Australia

Smallfry, Barossa Valley

Wayne Ahrens and Suzi Hilder met when working for Jacob's Creek, but wanted to make natural / low intervention wines from chemical-free grapes. They took over Ken Schlieb's mixed planted 'wine garden' in Vine Vale, when he retired after 52 harvests. Early harvesting and natural acidity means that Wayne and Suzi's wines are surprisingly light and lively for the warm climate of Barossa Valley.

Barossa Riesling	2017 9.5% Screw cap	An aromatic delight - blossom, lemon, lime, peach, apricot; a hint of petrol-like maturity in this refreshing, medium dry wine. Great with spicy food.	£12.75
Eden Valley Riesling	2021 10.7% Crown cap	Zingy dry Riesling, with lemon and lime citrus flavours. Water white in colour, but will deepen to richer golden tones with age.	£15.25
Tangerine Dream	2021 11.5% Screw cap	Unfiltered, dry, natural orange blend, made chiefly from Semillon and old vine Pedro Ximénez. Apricot, pink grapefruit, black pepper.	£15.25
Pond rosé	2022 12.7% Screw cap	Unfiltered dry rosé, made from 100% Cinsault. Notes of rosehips, strawberries and cream.	£15.50
Fantome Shiraz	2021 12% Screw cap	Gorgeously pale, light and drinkable. Strawberry, cherry and raspberry fruit; a hint of almond and a touch of earthiness.	£15.75
Jellyfish Grenache	2022 14% Crown cap	A new take on Barossa. Unfiltered, 'natural', juicy and pricklingly fresh. No tannin, just vibrant blackberry and blackcurrant fruit.	£15.75
Starry, Starry Night Cinsault	2022 11% Crown cap	Light, ripe and juicy, bursting with bright red fruits - strawberry, raspberry, pomegranate.	£15.75
Barossa Pimpernel Trousseau	2021 13% Crown cap	Medium bodied red, with bright acidity and impressive persistence. Tangy red fruit, underpinned by a mushroom-y earthiness and a soft, herbal quality.	£17.25
Stella Luna Shiraz/Cinsault	2020 12% Screw cap	Clever blend - structure and depth from Shiraz, freshness from Cinsault. Violets, raspberry and blackcurrant; enticingly drinkable.	£15.25
Eclectic Violet Shiraz/Cinsault	2021 12% Screw cap	Gorgeously pale, light and drinkable. Strawberry, cherry and raspberry fruit; a hint of almond and a touch of earthiness.	£15.25
Joven	2020 12.8% Screw cap	Wayne's homage to his time in Spain. A fruity and slightly meaty blend of Tempranillo, Garnacha/ Grenache and Monastrell.	£14.75



Hayes Family Wines, Barossa Valley

Brett Hayes is one of only five (out of 2,500) certified organic growers in the Barossa Valley. He makes concentrated, cellar-worthy and genuinely small batch wines from old vines on his 15 acre estate, most of which were planted in the 1940s.

Adelaide Hills Blanc de Noirs Brut	2019 12.5% Cork	Only 1000 bottles made of this high quality Champagne method sparkling. Made from Pinot Noir sourced from the old Partalunga vineyard in Adelaide Hills, this is rich and lush style - think caramelised red apple & brioche.	£23.25
Barossa Valley Semillon	2020 12% Screw cap	Skilfully made textured white, with generous body but a tight structure, making it a good candidate for the cellar. Part matured in oak to add a little richness to the fresh lemon, apricot and almond notes.	£16.00
Sam's Grenache	2021 14.5% Screw cap	Named after Brett's son, who is (according to Brett) as cuddly and easy to love as this wine, with its rich, plump fruit and fine, smooth tannins. Great example from a glorious Barossa vintage.	£17.75
Estate Grenache Block 2	2020 14% Screw cap	Just 400 (numbered) bottles. Very low yielding year makes for a super concentrated Grenache, with deep dark fruit. Rounded with some hints of barrel spice.	£23.50
Alice's Mataro	2021 14% Screw cap	Named after Brett's daughter, who is (according to Brett) a different proposition. This is a dark and brooding wine, as befits the variety, with bright lifted florals to the nose and a savoury edge to the palate.	£17.75
Estate Mataro Block 3	2021 14.5% Screw cap	1200 (numbered) bottles made from a particularly special block on the estate. Purple-red hue, lifted red berry aromas, hints of cured meat on the palate. Drinking well now, but with a long future in the cellar.	£23.50
Estate Grenache / Shiraz / Mataro	2019 14.5% Screw cap	A co-fermented field blend. Just 900 (numbered) bottles made. An aromatic delight - fruity, floral, spicy and savoury. Juicy, structured and soft.	£23.50
Estate Shiraz Stone Well	2019 14% Screw cap	A deep, concentrated and savoury Shiraz. Dark berried fruit, with some peppery spice and hints of vanilla. Well structured, and will age for a decade in the cellar.	£23.50



Izway, Barossa Valley

Craig Isbel and Brian Conway met working a vintage in Beaujolais, France, and decided to set up their own winemaking project when they returned to their native South Australia. Starting with a single barrel of wine, they have now built the only off-grid winery in the Barossa Valley.

Shiraz <i>Rob & Les</i>	2019 14% Screwcap Notorganic	Why Barossa Shiraz is world renowned. Aroma and flavour explosion: blackberry, black pepper, black olive; coffee, chocolate, Christmas cake spice. Full bodied and succulent, and ready to drink.	£16.00
Shiraz <i>Bruce</i>	2018 14% Cork Notorganic	A deeper and more complex Shiraz, blending the weight and power of Barossa with the freshness of Eden Valley. Dark fruit, herbal notes, integrated oak and some chocolatey notes.	£25.75
Aglianico <i>Mates</i>	2020 14% Screwcap Notorganic	More commonly seen in southern Italy, this drought-resistant grape seems well suited to Barossa. Unoaked and vibrantly purple in the glass, with distinctive flavours of liquorice, bitter herbs, orange rind and Campari. From the only off-grid winery in the valley.	£15.50
Mataro	2020 14.5% Screwcap Notorganic	Youthful and sturdy Mataro. Ripe, even cooked, plum, black cherry and fig notes; a hint of sweet spice. Enjoy now or over the next three years.	£14.25



France

Domaine La Lauzeta, Saint Chinian, Languedoc

Tom Hills bought two old vineyards in 2015 in Saint Chinian, in the Languedoc, to create Domaine La Lauzeta. He immediately began organic conversion of these dry farmed and low yielding vines, and his wines are certified organic from the 2019 vintage onwards. He has quickly gained recognition, and his wines are listed on 17 French Michelin starred restaurants.

St Chinian <i>Corteza Rosé</i>	2021 13% Cork	Dry pale rosé, made predominantly from Grenache. White flowers, nectarine, redcurrant, a hint of spice. A surprising texture makes it a versatile food wine as well as a joyful sipper.	£10.75
St Chinian <i>Jauzimen Rosé</i>	2021 13% Cork	The same wine, but bottled unfiltered. Slightly cloudy, with some sediment, but with increased aromatics - raspberry, apricot kernel, marzipan.	£10.75
St Chinian <i>Corteza Rouge</i>	2020 14.5% Cork	Arrestingly fresh blend of Syrah, Grenache and Carignan. <i>Garrigue</i> herbs; vibrant, tangy pomegranate, wild strawberry and damson fruit.	£11.25
St Chinian <i>Mezura</i> Rouge	2016 15% Cork	Drinking superbly. Deep and full bodied, marrying fruit and garrigue herbs with saline touches. 60% Syrah, 25% Grenache, 15% Carignan.	£15.00
St Chinian <i>Mezura</i> Rouge	2015 15% Cork	Vigorous, full-bodied and purple-hued red from the estate's first vintage. 70% Syrah, 30% old vine Carignan. Bramble, cured meat, a hint of leather.	£15.00
St Chinian <i>La</i> <i>Lauzeta</i>	2016 15.5% Cork	The estate's top wine, made by blending the best barrels in any given year. 2016 is a blend of 75% Syrah and 25% Grenache. Gracefully powerful, with hints of dried fruit development and plenty of garrigue herbs.	£22.00



New Zealand

Churton, Marlborough

Sam and Mandy Weaver, an English couple, emigrated to New Zealand and planted vines in 1997. They chose a hilly site on an undulating ridge line between the Waihopai and Omaka valleys in 1997. This was (and remains) the height of idiosyncrasy in Marlborough, where most vines are planted in long straight rows, on the fertile soils of the valley floor, allowing for full mechanisation.

At Churton, by contrast, all vineyard work is done by hand - we volunteered there in 2018, and can vouch for that!

Now Sam and Mandy's sons, Jack and Ben, are increasingly involved in the estate, and have started making a new range of wines, 'Natural State' under the Churton umbrella. These wines are made in a low intervention style - fruit forward and aromatic, using natural yeasts, minimal fining and filtration, and low sulphite levels.

Pinot Noir	2019 12.5% Cork	Serious Pinot, with intense earthy, savoury and spicy aromas. Strawberry and raspberry fruit, underscored by flavours from time in oak - vanilla, cloves and toast.	£18.00
Natural State <i>Field Blend</i>	2021 13.5% Screw cap	Opulently ripe tropical fruit aromas to this just off-dry co-fermentation of Sauvignon Blanc, Viognier and Petit Manseng. Mango, guava, Canteloupe Melon and lime. Ideal with spicy food - think chilli or coconut milk.	£14.25
Natural State Pinot Noir	2020 13% Screw cap	A fruit-driven, easy-drinking and unoaked expression of Pinot. Bright raspberry and cherry fruit, impressive persistence on the palate.	£14.25



Trade terms

We ask for payment upfront for all first orders.

If you wish to open a credit account for subsequent orders, please request our credit account application form, where we can offer credit dependent on your trade references.

Ordering & prices

Minimum order 12 bottles

We charge £15 delivery for orders below 60 bottles.

We offer free shipping on orders of 60 bottles and above.

You can order single bottles, but please note we charge 25p per bottle for splitting cases, so we encourage you to order in multiples of 6.

Please note: ***All prices listed in this document are ex VAT.***

Tasting our wines

We would welcome the opportunity to meet you and taste wines with you, either at our trade tastings, in person at your venue or over Zoom.

Please note that we are a micro business, dealing with premium products made in small volumes. We are happy to send sample bottles to genuinely interested potential new customers; we ask in return that ***you pay for postage and packaging.***

We regret that we are unable to offer multiple sample bottles of the same wine.

Thank you for reading this trade list, and for supporting small independent business.

Kind regards,

Benjamin & Tom Loudon

