

Fratelli On The Move

A major producer of Indian wines, Fratelli has been in the news for several good reasons. The house wine of the prestigious St James' Court Hotel in London (part of the Taj Group of Hotels) was created by Fratelli. Named Compagnon de St James or Companion of St James, the wine is a delicate blend of Cabernet Sauvignon and Sangiovese, carefully selected by chief winemaker Piero Masi from Fratelli's 240-acre estate in Akluj near Pune. Aged for up to 13 months in French oak barrels, Compagnon de St James is an exemplary wine with aromas of vanilla and violets and a subtle palate of pepper and dark plum.

The Fratelli winery is situated in Motewadi (which is one of Fratelli's three vineyard sites) with an installed capacity of around 600,000 litres. Equipped with multi-capacity Italian tanks, the winery is close enough to the vineyards for the grapes to be processed in prime condition within an hour of being picked. For optimum results, the wines are tested in a high-tech laboratory at every stage of vinification. It's no wonder then that the wines are well known for their quality.

As Kapil Sekhri, director, Fratelli Wines, notes the quality of their wines justifies their faith in India's ability to produce world class wines. "Our wines are recognised and appreciated

for their quality and taste on national and international levels," he says.

Most recently, Fratelli hit the headlines by overshooting its target of crossing the one million mark in sales even before the end of the 2015-16 financial year. Fratelli, however, is a player for the long-term and not interested in a sales race. At present, Kapil Sekhri's oft-repeated aim is to produce the best possible wine at every level for the Indian consumer and not on exports. Their objective in taking part in international wine shows is to benchmark their wine and improve quality. Almost three-quarters of production is premium and super premium wine for the Indian market.

Fratelli may be snapping

at the heels of the second largest Indian wine producer, but it is not chasing rainbows. Instead, it is on the move in a measured way.

The fact that Fratelli have created an import division alongside their domestic wines is good news for wine lovers across India. The import division's goal is to source wines from some of the world's most iconic producers and regions at sensible Indian prices. A difficult balancing act, perhaps, but one that the Fratelli team is embracing with a clear and focussed outcome in sight.



INTERNATIONAL NEWS

VINEYARD WATCH

Camas wines from the South of France

Towards the end of last year, Sommelier India was invited to taste French wines paired with Indian cuisine at Baluchi, the Northwest Indian restaurant at The Lalit, hosted by Amit Goel of Rad Elan Distributors in conjunction with Jean-Yves Laporte, former winemaker

and head of Exports for Camas wines.

The food was delicious, as was to be expected. The surprise was Camas. The wines paired beautifully with the meal and exceeded all expectations in their value for money and quality. Laporte introduced the wines and explained how modern

technology was employed in the cultivation of the grapes and winemaking.

Camas wines are part of the Cave Anne de Joyeuse portfolio and have been recognised since 1994 with the "Protect Planet" logo for sustainable agriculture and the promotion of biodiversity.



Camas Sauvignon Blanc