

New York



*Masterclass:
Madeira — Terroir, Tradition, and Elegance*





Of all the wines created over the past five hundred years, there is none that lays greater claim to being a wine of its time and place than Madeira wine.

It is a wine of nearly magical complexity, whose powerful aromas can fill a house. (*Mannie Berk, Madeira, The Island Vineyard 2011*)

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*900 km from Lisbon / Portugal
700 km from African Coast*

Total area: 741Km²

Madeira Wine _ Location

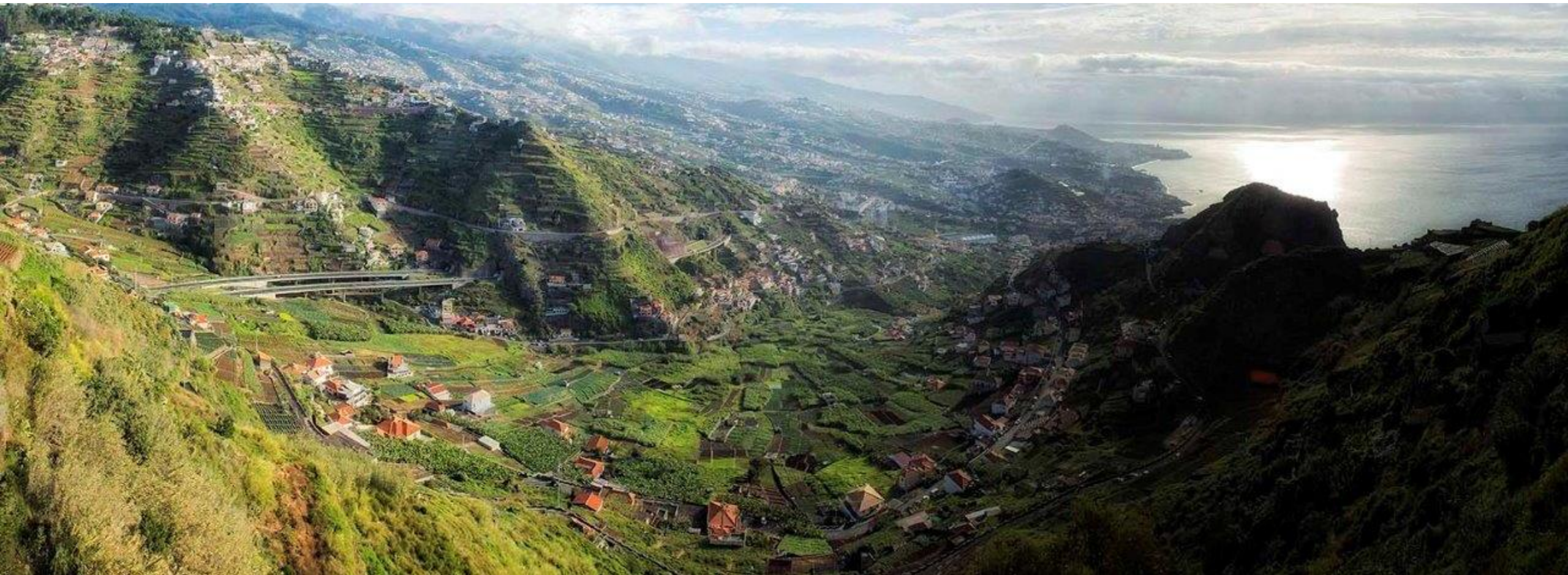
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Total area: 741 Km²

Madeira Wine The Island

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Madeira Wine The Island

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Madeira Wine The Island

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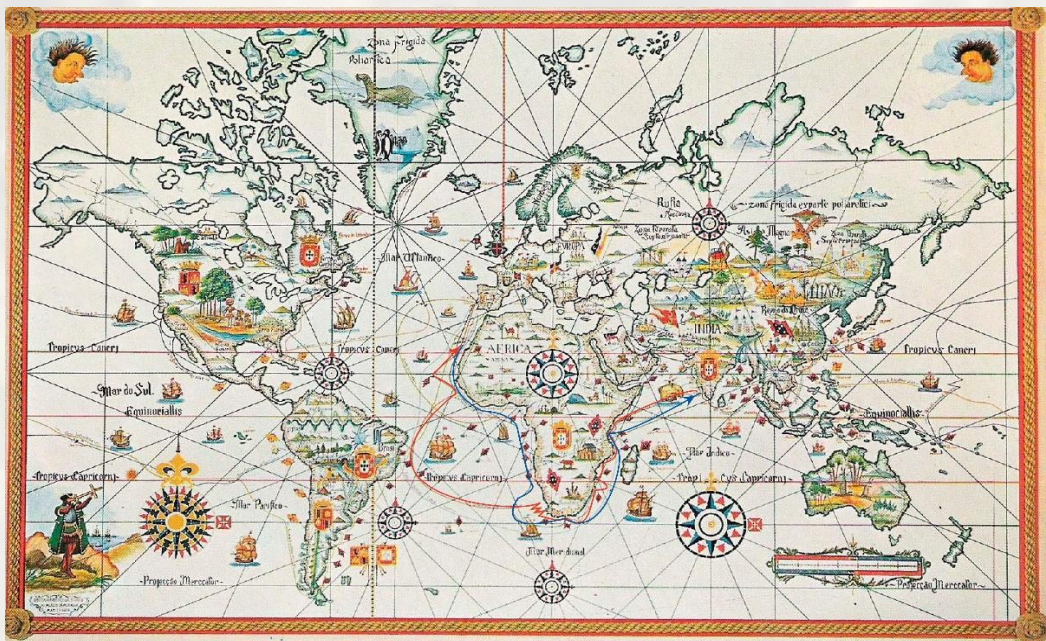


Madeira Wine The Island

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Madeira Wine The Island



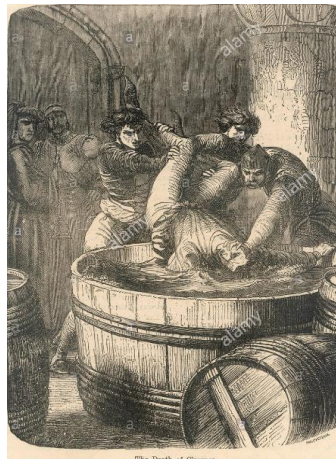
> 25 years after the beginning of the island's colonization, the export of Madeira Wine had already begun!

> A wine that exists for more than 6 centuries

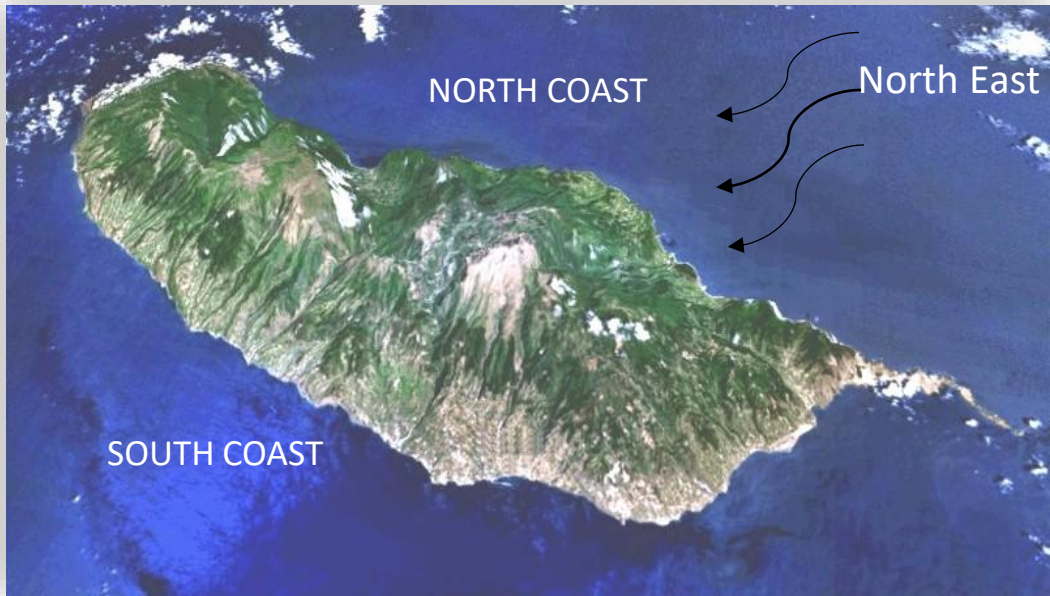
> Historical commercial relations with markets inside and outside Europe .

➤ Discovered by accident - "Vinho da Roda".

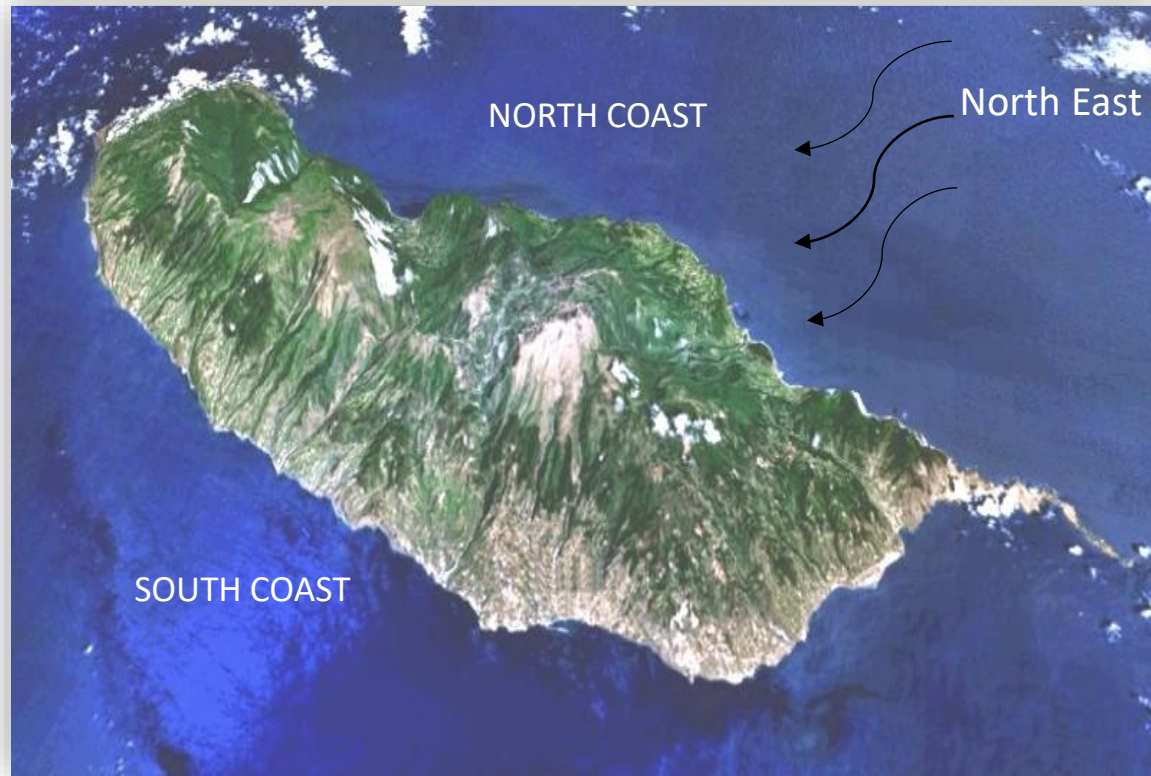
> Port of call - Dutch East Indies Company.



- *Appreciated in European courts, from Russia to England;*
- *Celebrated the United States of America Independence;*
- *Loved by poets;*
- *Appreciated by explorers and adventurers;*
- *Inspired artists;*
- *Made history around the world.*



- *High central mountain range;*
- *North – moderate climate;*
- *South – subtropical climate dry or moderate with Atlantic influence;*
- *Tropical winds (northeast to west direction);*
- *Microclimates (every 100mt up the mountain, the temperature drops 1°C);*
- *Hot summers, mild winters, high humidity.*



- *Soils: Volcanic soils (mainly basaltic)*
- *Rich in organic matter and minerals (rich in magnesium and iron)*
- *Acidic to very acidic*



47% of the island's total area are mountains and forests. Most of the agricultural area is found in slopes between 0/700 ft in some areas up to 2300 ft.

Landscape: Poios or socalcos

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*Total area of vineyards – Vitis Vinifera ~ 400 hectares
1600 Winegrowers*

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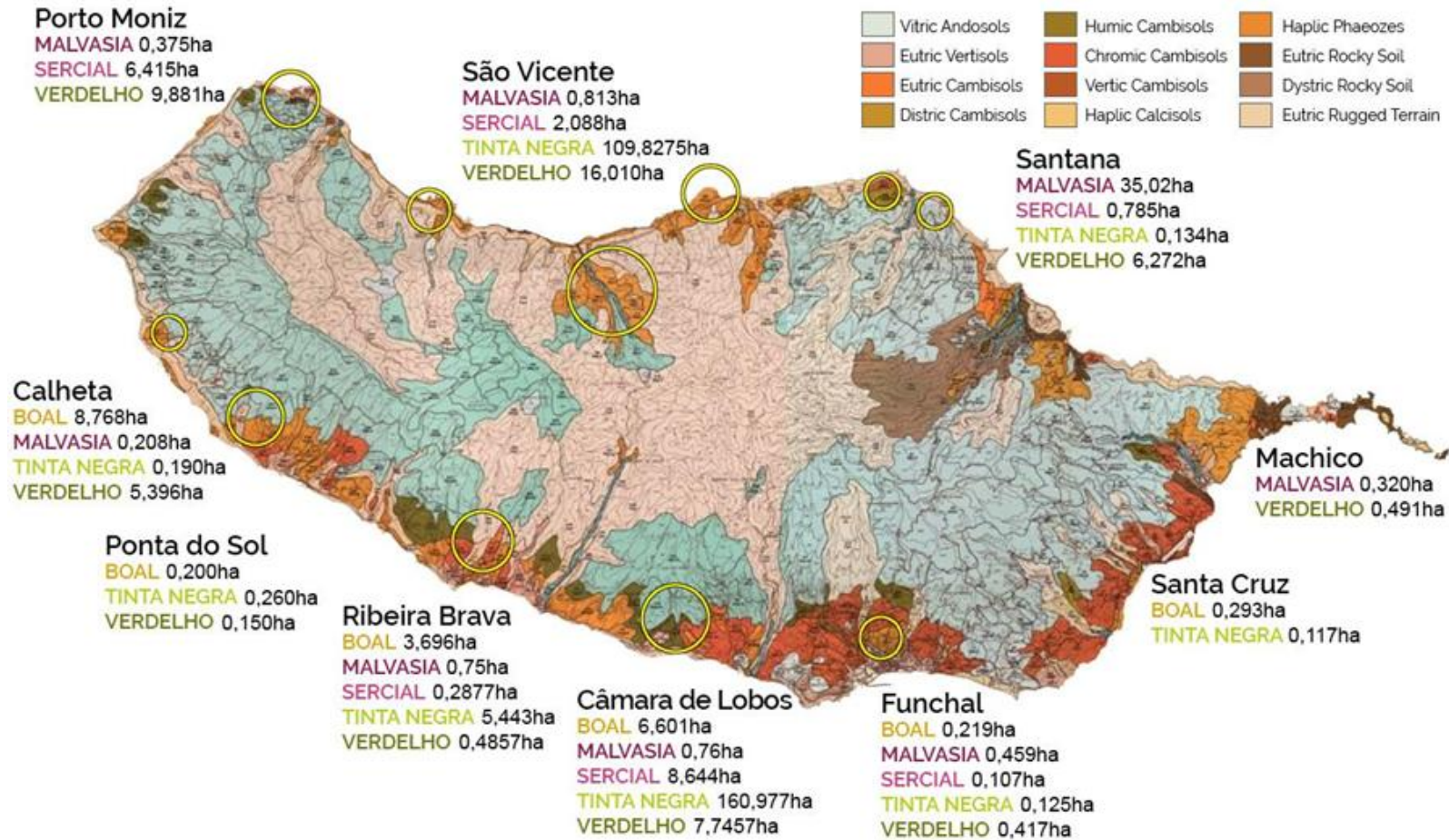


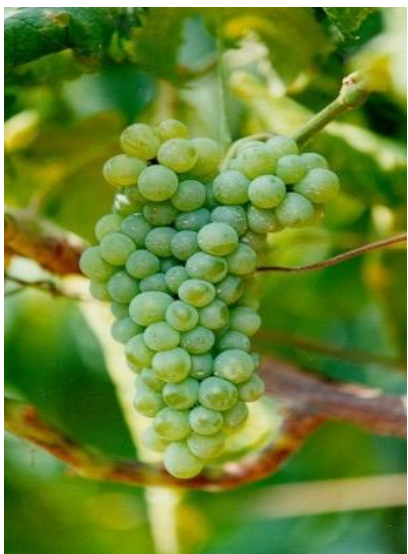
“Latada”



“Espaladeira”







SERCIAL

- dry
- Pale
- extremely fresh
- crispy level of acidity



VERDELHO

- medium dry
- golden color, extremely elegant
- tropical and exotic character



BOAL

- medium sweet
- amber color, medium bodied
- rich in flavors



MALVASIA

- sweet
- full-bodied, medium dark to dark wines
- bouquet reveals honey and spice



TINTA NEGRA

- from dry to sweet versatile grape that produces all kinds of Madeira



TERRANTEZ

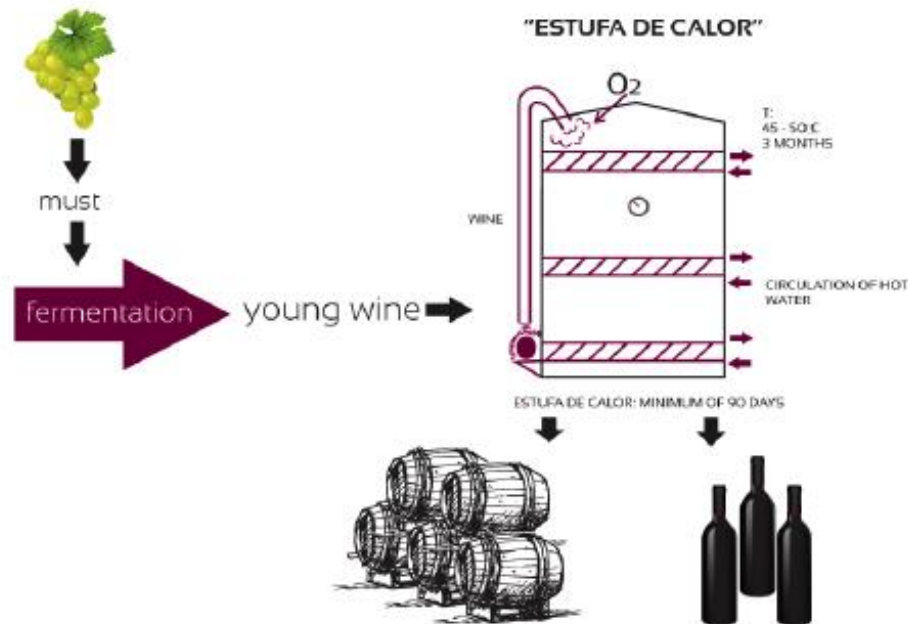
- medium dry or medium sweet, from pale and topaz to amber color
- exuberant bouquet
- Very balanced. Long persistent and pleasant aftertaste



Fermentation stops by the addition of neutral grape spirits at 96% vol.

<i>Madeira wines</i>	<i>Baumé scale (°Bé)</i>	<i>Sugars (g/l)</i>
<i>Extra dry</i>	$< 0,5$	$\leq 49,1$
<i>Dry</i>	$< 1,5$	$\leq 59,3$
<i>Medium dry</i>	$1,0 \leq ^\circ\text{Bé} < 2,5$	$54,2 \leq \text{Sugars(g/l)} \leq 78,1$
<i>Medium sweet</i>	$2,5 \leq ^\circ\text{Bé} \leq 3,5$	$78,1 \leq \text{Sugars(g/l)} \leq 100,04$
<i>Sweet</i>	$> 3,5$	$\geq 100,04$

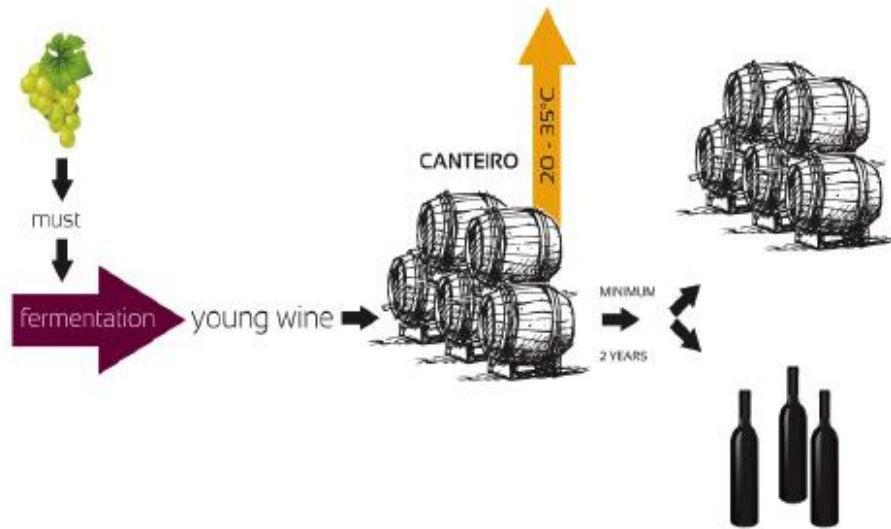
Fortified Wine – 17-22% vol. alcohol content



Color evolution

*Pronounced oxidation of the wine
due to higher temperatures*

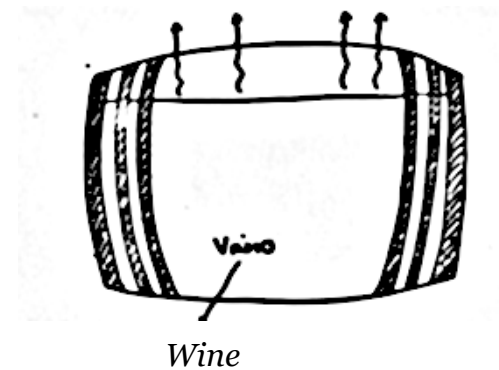
*Chemical reactions (aromas of
dried fruits, apple, ...)*



- *CANTEIRO*: wooden support beams
- Aged in casks
- Top floors of wine cellars (warmer temperatures)

Water evaporation $T: 25-35^{\circ}\text{C}$
70-75 % HR

H_2O H_2O H_2O H_2O



Color evolution

Wine concentration :

↑ extract, acids, sugars, alcohol content
Slow chemical reactions



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Minimum of 3 years old

No indication of age or grape variety: dry to sweet.

Blends

*With indication of age:
5, 10, 15, 20, 30, 40, 50, >50
years old; with or without
grape variety.*

Harvest year

*Colheita: min. 5y; indication of
harvest year; with or without
grape variety.*

*Solera: min. 5y by Canteiro
system; indication of harvest
year; with grape variety.*

*Frasqueira: min. 20y by
Canteiro system; with grape
variety.*

With grape variety: Sercial, Verdelho, Boal, Malvasia, Tinta Negra, Terrantez, Bastardo;

Without grape variety: extra dry, dry, medium dry, medium sweet and sweet.

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One of the oldest in Portugal and its future passes through a continuous commitment to quality.

Madeira Wine is subjected to a rigorous quality control conducted by IVBAM

Quality is the result of the joint commitment of public and private sectors, in a certification system.

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Madeira Wine _ Unique characteristics

New York



Apple

Pine

Burnt sugar

Eucalyptus

Dried Fruits (raisins, figs)

Nuts (almond, hazelnuts)

Chocolate

Cinnamon

Orange zest



Varnish

Coffee

Tobacco

Cocoa

Caramel

Tea

Honey

Brown sugar

*Madeira Wine _ Unique characteristics- Aromas and
flavours*

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It is one of longest-lived wine in the world, that can remain vibrant, complex and exciting after a century or more.

Madeira Wine _ Unique characteristics - Longevity

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*AN
INDESTRUCTIBLE
WINE*

*Can be stored in
any position*

*EFFICIENT
&
RESISTANT*

*BY
THE GLASS*





Vinhos Barbeito entered the wine business in 1946, during a particularly dark time for Madeira. During World War II, production and sales had ground to a virtual halt. As a result, far more companies were leaving the business than were joining. But Mario Barbeito had faith in the future. He also believed that the value of great Madeira could only go up as it became older and production of young vintages declined. He wisely built the business in the early years around more modest Madeiras.

Made in tiny lots, their astonishingly graceful style has prompted British wine critic Jancis Robinson to call Barbeito the “Lafite of Madeira”.

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BARBEITO

2017 Vinha da Laje Sercial



Alcohol: 18.90%
Total sugar: 36 g/l
Volatile acidity: 0.48
Total acidity: 8.4
pH: 3.16



Pereira D' Oliveira (Vinhos), Lda. is an independent and family-owned company, dedicated to the production, marketing and export of Madeira wine, which has been run since the beginning of the 70's by three brothers who are direct descendants of the Founder João Pereira D' Oliveira.

This wine company represents five generations of vast knowledge and experience dedicated to the production of the fortified wines of Madeira, and is currently run by Luís D 'Oliveira, and by Filipe D'Oliveira.

The oenologist has always been a family member, who, from a very young age has been acquiring knowledge and experience from the previous generation, to ensure the continuity of the house that guarantees its secular identity.

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D'OLIVEIRAS
1995 Tinta Negra



Alcohol: 19.87%
Volatile acidity g/1: 1.00
Total sugar: g/1: 79



COSSART GORDON

Established in 1745, Cossart Gordon & Co. represents the oldest company in the Madeira trade. It was originally founded by Scotsmen, G. Newton and W. Gordon who were later joined by W. Cossart, in 1808. The company established a reputation as suppliers of the finest of Madeira mainly due to their trade relationship with America.

MILES MADEIRA

Established in 1814, Miles Madeira is synonymous with excellent Madeira wine and is one of the best known and most respected brands in the world. Today, Miles Madeira has become a Tinta Negra grape specialist, producing versatile wines perfect for cocktails or food pairing.

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MILES & COSSART MADEIRA

Cossart Gordon Bual 2013



Alcohol: 20%

Total acidity: 6.45 g/l

Volatile acidity: 0.40 g/l

Total sugars: 80 g/l



The history of Henriques & Henriques goes back to 1850 when the company was founded by João Gonçalves Henrique. After his death in 1912, his sons, João Joaquim and Francisco Eduardo Henriques, formed a partnership from which the name “Henriques & Henriques” originated. The last of the Henriques died in 1968 and the company passed on to his closest collaborators and friends.

H&H is the only company to have continuously owned vineyards, resulting in the production of extremely high-quality grapes, namely Verdelho and Terrantez,. It also acquires grapes from various wine growers with whom it has a close and long-standing relationship. The company prides itself in maintaining the family tradition of almost 200 years in the production of the best Madeira wines.

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HENRIQUES & HENRIQUES
Boal Single Harvest 2000



Alcohol: 20 %
Volatile Acidity: 0.97 g/l
Total Acidity: 7.16 g/l
Total sugar: 97.3 g/l



Justino's, Madeira Wines, S.A. was established in Madeira Island in 1870 and is one of the ancient producers and exporters of Madeira wine which always had an outstanding position on the market, for its certified good quality wines.

In 1993, an association was formed with one of the largest French groups of wine and spirit distribution, building a new winery for the purpose of improving the conditions in which its wines are made, in particular the process of vinification, production and aging. This large, modern and functional winery has been equipped to combine traditional methods with the most advanced technology available.

Today, Justino's Madeira Wines, S.A. holds one of the largest stocks of Madeira Wine on the Island. Over the years, it has become one of the leading producers and exporters of Madeira Wine thanks to the quality of its wines and the substantial increase in its production capacity.

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Justino's Madeira Wines
Broadbent Madeira Colheita 1999



Alcohol: 19% vol.
Total Acidity: 5.45 g/l
Total Sugar: 121.3 g/l



BLANDY'S MADEIRA

The Blandy family is unique in being the only family of all the original founders of the Madeira wine trade that still own and manage their own original wine company, nowadays managed by Chris Blandy – 7th generation. Throughout its long history on the island the family has played a leading role in the development of Madeira wine and members of the family continue to live in Madeira maintaining a tradition that goes back to 1811.

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BLANDY's

Blandy's Colheita 2010 Malmsey



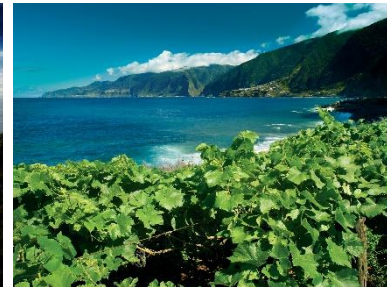
Alcohol: 20% vol.

Total acidity: 7.0 g/L

Volatile Acidity: 0.60 g/L

Total sugars: 112 g/L

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*Masterclass:
Flavors in Balance
The Versatility of Madeira Wine*





*Madeira Wine can be paired with a vast repertoire of
gastronomic combinations varying according to the wine's
degree of sweetness.*

The associations are delicious and infinite!

New York



complexity
exuberant bouquet
acidity/freshness
great longevity

Madeira Wine _ Unique characteristics

New York



Apple

Pine

Burnt sugar

Eucalyptus

Dried Fruits (raisins, figs)

Nuts (almond, hazelnuts)

Chocolate

Cinnamon

Orange zest



Varnish

Coffee

Tobacco

Cocoa

Caramel

Tea

Honey

Brown sugar

*Madeira Wine _ Unique characteristics- Aromas and
flavours*



Madeira Wine can be paired with a vast repertoire of gastronomic combinations varying according to the wine's degree of sweetness. The associations are delicious and infinite.



MADEIRA WINE DRY/SERIAL	MADEIRA WINE MEDIUM DRY VERDELHO	MADEIRA WINE MEDIUM SWEET/BOAL	MADEIRA WINE SWEET/MALVASIA (MALMSEY)
<ul style="list-style-type: none">• olives• roasted almonds• caviar canapés• smoked salmon• hors-d'oeuvre with mayonnaise• smoked fish (salmon, sword fish, tuna, black scabbard)• shellfish• sushi• fish mousses• fresh goat or sheep cheeses	<ul style="list-style-type: none">• olives• roasted almonds• dried fruits• serrano ham• smoked game• game terrine• curd cheese• mushrooms with garlic or stuffed• duck or goose foie-gras pate	<ul style="list-style-type: none">• fresh tropical fruits• dried fruits• fruit cakes and pies• soft cheeses• matured cheeses• cheese soufflés• wild fruits soufflés• milk chocolate• pralines• petit-fours• fresh cream cakes• sugar-cane honey cake - "bolo de mel" <p>Old boal is also perfect to associate with pipe tobacco and with cigars.</p>	<ul style="list-style-type: none">• tropical fruits• dried fruits (nuts and hazelnuts)• dried fruit cakes• fruit pies• sugar-cane honey cake - "bolo de mel"• shortcake• dark chocolate• milk chocolate• pralines• petit-fours• cheeses (serra, serpa, azeitão, rabaçal, ilha)• blue cheeses (danish blue, roquefort, stilton, gorgonzola) <p>The sweet "frasqueiras" are exceptional with havana cigars</p>

*Combinations of
food with
Madeira wine
are endless.*

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*AN
INDESTRUCTIBLE
WINE*

*Can be stored in
any position*

*EFFICIENT
&
RESISTANT*

*FOOD
PAIRINGS*



New York



BLANDY'S
EST. 1811
MADEIRA

Est. 1878
MILES

COSSART GORDON
THE OLDEST SHIPPERS OF MADEIRA WINE ESTABLISHED 1745
MADEIRA

BLANDY'S MADEIRA

The Blandy family is unique in being the only family of all the original founders of the Madeira wine trade that still own and manage their own original wine company, nowadays managed by Chris Blandy – 7th generation. Throughout its long history on the island the family has played a leading role in the development of Madeira wine and members of the family continue to live in Madeira maintaining a tradition that goes back to 1811.

** Miles and Cossart are both historical Madeira wine brands, now part of the Madeira Wine Company, which is owned by the Blandy family.*



BLANDY's

Blandy's 10 YO Sercial

Tasting Notes

Bouquet of dried fruits macerated in brandy, dried and bitter almonds, candied citrus fruits, and spices. The attack is dry with a pleasant sensation of citrus freshness and dried fruits such as hazelnuts, with a long finish leaving notes of spices and exotic wood.

Food Pairing

Polvo/Octopus ~ tender grilled Octopus served with Vesuvio tomatoes and red pepper sauce



Grape variety: Sercial

Soil Type: Different types of soils of volcanic nature, derived mainly from basalt and tufa.

Alcohol – 19%

Total acidity – 6.80 g/l

Volatil acidity – 0.42 g/l

Residual Sugars – 55 g/l



Pereira D' Oliveira (Vinhos), Lda. is an independent and family-owned company, dedicated to the production, marketing and export of Madeira wine, which has been run since the beginning of the 70's by three brothers, direct descendants of the Founder. This wine company represents five generations of vast knowledge and experience dedicated to the production of the fortified wines of Madeira.

The oenologist has always been a family member, who, from a very young age has gradually been acquiring knowledge and experience from the previous generation, in order to ensure the continuity of the house that guarantees its secular identity.

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D'OLIVEIRAS

1990 Sercial

Tasting Notes

A complex wine with aromas of caramel, toffee and hints of old cellar wood, with nutty flavors balanced by a tangy, sharp acidity. Medium body and a medium-long finish.

Food Pairing

Polvo/Octopus ~ tender grilled Octopus served with Vesuvio tomatoes and red pepper sauce



Alcohol %Vol. 20%: 20,51

Total sugar g/l: 62 g/l

Volatile acidity: 1.08



Vinhos Barbeito entered the wine business in 1946, during a particularly dark time for Madeira. During World War II, production and sales had ground to a virtual halt. As a result, far more companies were leaving the business than were joining. But Mario Barbeito had faith in the future. He also believed that the value of great Madeira could only go up as it became older and production of young vintages declined. But while Barbeito saw those vintage wines as a nest egg for the future, he was content to let the wines age. He wisely built the business in the early years around more modest Madeiras.

Made in tiny lots, their astonishingly graceful style has prompted British wine critic Jancis Robinson to call Barbeito the “Lafite of Madeira”.

BARBEITO

Savannah Verdelho Special Reserve

Tasting Notes

Bouquet exuding a wonderful freshness with hints of burnt orange, milk chocolate, nuts, wood, herbs and green tobacco. Bitter marmalade layered with ginger flavors. Crispy acidity with a spicy finish.

Food Pairing

Potato Pave – “Queijo Serra da Estrela”, oyster mushrooms.



Grape varieties: 85% Verdelho (over 10 years old) - 15% Tinta Negra (40-60 years old).

Lot: from old French oak casks by the traditional Canteiro method.

Alcohol: 19.49% Vol.

Total sugar: 72 g/l

Volatile acidity: 0.71

Total acidity: 8

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BLANDY'S
EST. 1811
MADEIRA

Est. 1878
MILES

COSSART GORDON
THE OLDEST SHIPPERS OF MADEIRA WINE ESTABLISHED 1745
MADEIRA

COSSART GORDON

Established in 1745, Cossart Gordon & Co. represents the oldest company in the Madeira trade. It was originally founded by Scotsmen, G. Newton and W. Gordon who were later joined by W. Cossart, in 1808. The company established a reputation as suppliers of the finest of Madeiras mainly due to their trade relationship with America. The firm today enjoys an unrivalled reputation as one of the finest producers of Madeira Wine.

MILES MADEIRA

Established in 1814, Miles Madeira is synonymous with excellent Madeira wine and is one of the best known and most respected brands in the world. Today, Miles Madeira has become a Tinta Negra grape specialist, producing versatile wines perfect for cocktails or food pairing.

MILES & COSSART MADEIRA

Cossart Gordon Verdelho 10 YO

Tasting Notes

Complex and intense aromas of resin, dried fruits, wood and spice. Medium dry, concentrated and fresh.

Food Pairing

Potato Pave – “Queijo Serra da Estrela”, oyster mushrooms.



Alcohol: 19%

Residual Sugar: 62 g/l

Total Acidity: 6.08 g/l



The history of Henriques & Henriques goes back to 1850 when the company was founded by João Gonçalves Henriques. After his death in 1912, his sons, João Joaquim and Francisco Eduardo Henriques, formed a partnership from which the name “Henriques & Henriques” originated. The last of the Henriques died in 1968 and the company passed on to his closest collaborators and friends.

The transmission of knowledge and tradition in the making of fine Madeira continues to the present day. H&H is the only company to have continuously owned vineyards, resulting in the production of extremely high-quality grapes, namely Verdelho and Terrantez, which allows for a better control of production.

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HENRIQUES & HENRIQUES

Boal 15 Years Old

Tasting Notes

A deep and intense aroma of dried fruits, revealing its aging. Medium sweet taste of dried fruits, full-bodied and complex with a good balance of acidity and sweetness with a long finish.

Food Pairing

*Carne de Porco Iberico.
Cabecero Iberico (pork collar), honey-mustard clams, chorizo, pickled cauliflower, clam and linguica broth.*



Alcohol: 20%
Volatile Acidity: 1.11 g/l
Total Acidity: 7.63 g/l
Total sugar: 95 g/l



Justino's, Madeira Wines, S.A. was established in 1870 and is one of the ancient producers and exporters of Madeira wine and always had an outstanding position on the market, for its certified good quality wines. Till 1953 it was a familiar enterprise, in 1993, partnered with one of the largest French groups of wine and spirit distribution, building a new winery for the purpose of improving the conditions in which its wines are made, in particular the process of vinification, production and aging.

Over the years, Justino's, Madeira Wines, S.A. has become one of the leading producers and exporters of Madeira Wine thanks to the acknowledged quality of its wines and the substantial increase in its production capacity.

Justino's Madeira Wines *Malvasia 10 Years Old*

Tasting Notes

Caramel, dark chocolate and toffee are the main notes in this sweet Madeira. Delicious and complex bouquet. Sweet, soft and richly textured with a mellow but strong character. Long and sweet aftertaste.

Food Pairing

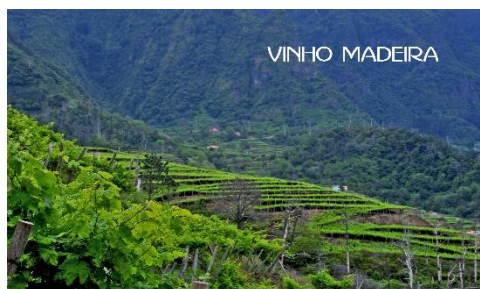
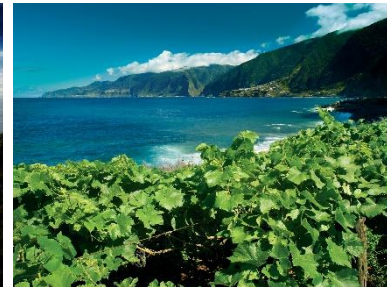
Fig Tart - crispy pastry, fig jam and fresh figs.



** Aged in American and French oak cask in the traditional “Canteiro” system.*

- Alcohol: 19% vol.*
- Total Acidity: 6.58 g/l*
- Total Sugar: 107 g/l*

New York





IVBAM
Instituto do Vinho, do Bordado e do Artesanato da Madeira

*Rua do Visconde de Anadia 44,
9050-020 Funchal
Tel.: +351 291 211 600*

www.vinhomadeira.com



Secretaria Regional
de Agricultura e Pescas

