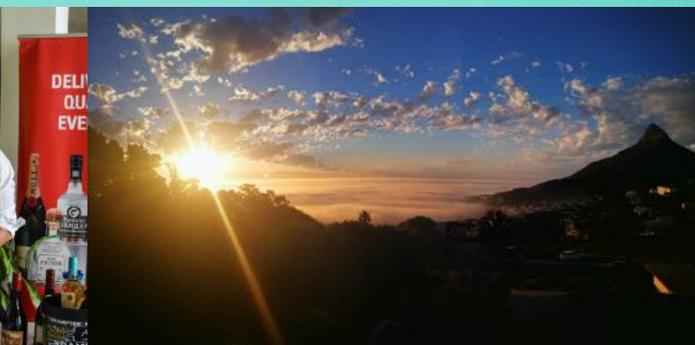




*Quarterly Newsletter*

*Inside this Issue - Our New Releases*



## SIP & SWIRL

We recently enjoyed our annual Sip & Swirl Event, showcasing our new wines. With over 30 wines available, it was our biggest ever! Find out more on p. 02

## MARKET VISIT

In order to make sure that our team is always up to date with what is happening in the wine industry, we took a trip to South Africa's biggest wine regions. Learn more on p. 03

## NEW PRODUCTS

We have lots of new products on our portfolio, and as they start to land in Zanzibar we are excited to launch this new range of products. Read More on p. 04

## A NOTE FROM ZMMI

This year got off to a shaky start. Due to new regulations in the port, ZMMI experienced various delays and as a result, we had Out Of Stock Issues. We would like to take a second to thank all of our customers for your patience during this time and would like to reassure you, that the issues have been dealt with, and we are ready to support your needs going forward. With that said, we are very excited for the next season, grateful to have been a part of Zanzibar for 10 years and looking forward to supporting you going forward.

CONTACT ZMMI FOR OUR NEW PORTFOLIO  
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## SEASONAL COCKTAIL TRAINING

The Beginning of July marks the beginning of Zanzibar's biggest season and the perfect time for our Seasonal Cocktail Trainings.

There were five training sessions, over three days, with more than 70 bartenders in attendance.

Our resident cocktail specialist, Brendon Bisset, not only focused on teaching the bartenders his latest range of incredible cocktails, but also on the importance of preparation, presentation and punctuality.

Overall the cocktail training was a resounding success, with many properties already incorporating some of the new cocktails!

## SIP & SWIRL

Sip & Swirl is the biggest wine tasting event on the island and the perfect platform for us to showcase all of our exciting new products, as well as some of our regular favorites. The attendance was higher than ever, and with more tasting options than in previous years, and an overall success.

The afternoon started with a private tasting for our on-trade clients, with discussions on tasting notes, history and story. This gave us the opportunity to share the excitement we feel regarding some of our new products.

The evening session, in which we were joined by all of our retail clients and friends, was less formal, but just as informative. We managed to taste through the wines, and we saw many smiling faces.

This event is one of the highlights in our Calendar and we cannot wait for the next one, but in the meantime, head over to our store, or have a look at our new portfolio, to see our full range of wines and spirits.

## KEN FORRESTER VISIT

Ken Forrester Wines are popular throughout the island, with many properties stocking either the Petit, Reserve or Icon Range.

As part of our amazing relationship with this winery, which is situated in Stellenbosch, South Africa, we were lucky enough to be visited by two of their team members.

Alette and Adri spent five days on the island, getting to know and understand the Zanzibar trade, training staff on the Ken Forrester wines, and hosting wine tasting's on some of their wines.

The visit was both insightful and enjoyable, and allowed our team some quality time with the two ladies to learn more about what is happening at Ken Forrester Wines.





## FRANSCHHOEK

Breathtaking scenery, warm hospitality, South Africa's Gourmet Capital, fine wines, distinctive artists, and a small village atmosphere. These are the hallmarks of the picturesque Franschhoek Wine Valley, situated in the heart of the Cape Winelands. (<https://franschhoek.org.za>)

We were fortunate enough to spend two days of our trip in the beautiful village of Franschhoek.

Our first day consisted of a team building workshop, in which we cycled through the vineyards, did some problem solving exercises, a few wine tastings and rounded it all off with a team wine blending exercise.

Our second day included Boschendal, which is always incredible, and the Old Road Wine Company.

## MARKET VISIT: CONSTANTIA

The Constantia wine route is the home of wine in South Africa, and is a city escape into magnificent mountain countryside, producing a wide range of iconic, premium wines of world-class quality, only 15 minutes from Cape Town city center.

It feels as if you are in the heart of nature, even though you are actually in the hustle and bustle of the city. We were fortunate enough to escape to Klein Constantia, one of the oldest and most famous wineries in all of South Africa.

They are most famous for their Vin de Constance, a dessert wine that was famous all around the world before phylloxera nearly wiped it out. After many years of painstaking dedication, Klein Constantia has reproduced this luscious wine and it is now once again gaining traction with wine connoisseurs, the world over. We are very excited to announce that Klein Constantia will be joining our portfolio in early 2020!

## STELLENBOSCH

Stellenbosch holds the honour of being the most well-known town in South Africa. History, culture, natural beauty, sport, education and wine has made the name 'Stellenbosch' resonate around the globe as one of South Africa's premier tourist, wine, business and education attractions.

Our Trip to Stellenbosch would not have been complete without a trip to the Ken Forrester winery, where we were spoiled with a private tasting, and even a barrel tasting. Our team was able to learn so much through this experience, including the importance of viticulture and vine management, as well as blending, barrel aging and other viniculture practices.

This came after an incredible morning at Waterkloof, where we were treated to a farm tour in which we were able to fully comprehend what it means for a vineyard and cellar to be Biodynamic. The entire farm is intricately entwined and each process has a knock on effect, thus creating a truly Circle of Life.

Between wine tastings and cellar tours, farm tours and picnic lunches, we were able to learn more about the passion and love that goes in to making each bottle of wine.



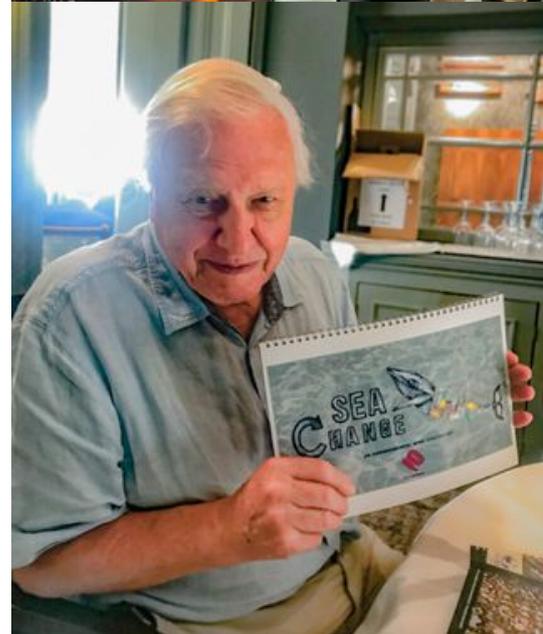
# SEA CHANGE

Sea Change is a range of ethically sourced, environmentally conscious wines that support ocean conservation through direct partnerships with key ocean and marine-focused charities. The support is by way of a monetary donation from every bottle of Sea Change sold going directly to the chosen charity partners.

The range has been designed with minimal packaging in mind to reduce potential waste and to maximize its environmental credentials. This includes the use of 'Grape Touch' labels, which consist of 15% recycled grape waste with the remaining raw materials coming from FSC certified forests ensuring environmental and social benefits.

As well as using corks that are Carbon Neutral, made from renewable plant-based materials using 100% renewable energy and are fully recyclable. No capsule covers are used on the wine with a view to minimizing unnecessary packaging and to enhance the ease of recycling.

This environmental wine also happens to be a high-quality wine from the Languedoc region in France. (<https://www.seachangewine.com/>)



## VAN LOVEREN

The Retief family has been making wine since they bought the farm in 1937, warmly welcoming visitors to the farmhouse and tasting rondavel. In those years, they made sweet wines and wine for brandy. Jean Retief, a traditionalist, persuaded her husband, Hennie Sr., to name their farm Van Loveren because of her ancestral connection.

In the 60s, Wynand and Nico Retief, the sons of Hennie Sr. and Jean Retief, started making wine for wholesale. It was around this time that other farmers in the Robertson valley started bottling their own wine. This led the Retief family to start bottling their own wine. A major milestone was reached in 1980, with the birth of the Van Loveren brand.

Built on three generations of proudly South African entrepreneurial spirit and genuine hospitality, Van Loveren has become South Africa's foremost family-owned and operated wine business with an incredible variety of quality offerings. The family farm has become a world-class wine tourism destination. And we're excited to announce it's arrival in Zanzibar! (<https://www.vanloveren.co.za/about>)



# NEDERBURG

Nederburg's reputation as South Africa's most awarded name in wine is no cause for complacency. A shared sentiment among our wine masters is that "Curiosity is key to forever discovering new ways of doing things better".

Nederburg offers a range of award-winning wines – from limited-edition cuvées sold exclusively on the prestigious annual Nederburg Auction to the flagship Ingenuity blends. Our wine masters reiterate; "the secret lies in the details; from the location of vineyards and the liaison with the network of growers across the Cape to the harvesting schedules, the handling of the fruit, and the way it is vinified in the cellars".

Nederburg's never-ending quest to produce South Africa's most prestigious wine is driven by a keen spirit of curiosity. Through ongoing viticultural research, best practice, and continual improvement in cellar techniques; Nederburg continues to create exceptional wines all with the love of discovery at heart.

We are excited to add this wide range of products to our portfolio, which brings diversity, complexity and allows us to keep our portfolio modern and up to date, changing with the world's current wine trends and tastes.

(<https://nederburg.com>)



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# SAVANNA

This South African cider is created from crushed apples, harvested from the Elgin Valley in the Western Cape of South Africa. It is South Africa's biggest cider export and one of the most well-known ciders around the world. The distinctive bottle shape is known all around the world and has gained popularity in recent years.

The Savanna Dry is perfect for the hot African sun and works well on warm, sun-filled days on the beach or at the pool. It is best served cold, with a slice of lime and is refreshing, and cool, while not having too much alcohol in it.

ZMMI has started bringing in Savanna directly from South Africa! This means that not only have our prices decreased, but we are also better able to guarantee continuous stock availability.

Contact your KAM as soon as possible to see how you can benefit from our new portfolio.

