

Nō. 13

toa zine

MAGAZINE FOR &
FROM WINE LOVERS



Talking to: Henrik Holst



Henrik Holst is the master commander of the eponymous Holst Wines importing company in Norway's Fornebu close to Oslo. He has been building and establishing since 2010 a great portfolio encompassing authentic wine estates (both "classic" and "natural") with a focus on Austria but has also made himself a name with craft beer and the Austrian Zalto glass brand. We are happy to share Henrik's insights on the current developments in one of the most dynamic markets!

How did you get into the wine industry and how did Holst Wines come into being?

Originally, I was working in a completely different line of business, a little by chance. After school and military, I was figuring out what to do and I eventually got a full position in an IT-company, in sales and marketing. Years passed by and it was actually fun since I was part of the big .com bubble back in the days at the end of the 90's. At some point, however, I started asking myself whether that job was my real passion. When I went to bed, I didn't read IT magazines, I read wine magazines. The work was fun but I needed something that would "nourish" me, working with products of essence. So gradually I shifted over to the wine business. My brother was Norway's managing director for Diageo and as he had some contacts, I got my first job at a wine importing company in 2002.

This company was really well run, we grew a lot and performed well. Eventually, it was bought by a bigger group around 2008. I continued working there for a couple of years and for sure, it was a good school but as a person, I felt that that company was a bit more driven by the commercial side of wine, let's say 20% wine and 80% business. I wanted for me more of a balance between passion for wine and the business part. So I started Holst Wines in 2010. The timing was perfect for me, since the government had announced that taxes on alcohol would increase quite a lot the following year. I understood that the increased taxes would lead the consumers over, and expose them to the price levels I wanted to operate in. It gave a better market for "quality wines" in Norway! And as I wanted to work more with family driven wineries, people and origin; the building blocks for Holst Wines was there! I think it's important that the life is balanced out and you enjoy the work and the people you work with, and not only run for the money.

How would you describe Holst Wines' focus in terms of wine styles and origins?

Right now and also as seen from the past, we are being recognized as an importer who specializes in Austrian wine in Norway. We are covering most of the Austrian regions, Burgenland, Kamptal, Kremstal, Wachau, you name it. After 13 years in business, we kind of have this position and a lot of restaurants are contacting us when they want to have Austrian wines on the lists but also the Monopoly for tastings, etc. In terms of our profile, we have one solid foot in the - let's say - classically made wines and also a solid foot in the natural wine movement but many styles in between as well. Our approach is not to follow just one line. For us it's important that we like the wines, that we see the potential and that we like the people and the story behind them. As long as we can "tick off" most of these boxes, the quality is stable and my team feels it will be exciting to work with, then it could be a classic producer or a natural producer. Us being the exclusive importer of Zalto glasses is for sure also a great benefit for us which emphasizes the focus on Austria. But we also have a pillar in the craft beer segment (following our same criteria).

Do you see trends or changes in the last couple of years in the perception among consumers when it comes to low-intervention wines?

I would compare it with the craft beer scene which we have been a big part of. A few years ago, it was this huge hype (and I'm not saying that natural wines are a "hype", not at all) but after a certain time, the consumers will go for a certain level of stability, quality and expectation, a kind of "natural selection of survival". First, the consumers will try absolutely anything, as far out as possible but now, they have an understanding of what they're buying, they are more educated now. The number of companies importing "natural" wines has grown a lot in the last years and many wines they bring in are good, while some are not. Our background of being there from the start and having a "classic" education as well helps us identifying the vibrant wines in this segment which also deliver on high, stable quality, wines we can offer restaurants year after year. The consumers and sommeliers are sort of taking a step back and are not buying natural wines just for the sake of it but for their inherent qualities. I think this maturing of the whole business is a good thing!

Talking to: Henrik Holst

Any trends towards specific wine styles?

At least in Norway, I'd say that one trend we see for sure is light reds. In terms of skin fermented whites, I think the focus has shifted somehow – some of them require a lot from you as a drinker and people will drink them from time to time but they don't want to be “challenged” all the time. With juicy, light (summer) reds however, it obviously works really well and the style also matches our cuisine with its dishes like white fish for example. One change we see also in the Monopoly is that they're now more focused on putting in place cooling facilities for those wines, also in the shops. This helps with keeping the wines stable and also in terms of drinkability so the consumer can buy them chilled and enjoy right away. We still have our challenges but the awareness of how to store and present those wines has changed. To sum it up, we have seen a flood of new products in the market in the last years, for instance Pet Nats, but then again, the consumers and somms are more educated now and have more depth and knowledge in their decision making.

In the light of the current “dynamic” times, which kind of challenges or opportunities do you see?

In my point of view, it's definitely a lot tougher for the average consumer in Norway than it used to be. We've had and still have quite high electricity bills in Norway, something that we're not used to. We have inflation and high interest rates for loans, just like everywhere else. So yes, it's not hallelujah and people are changing their buying patterns. I'd see more of a challenge for the restaurants as they need to keep their staff and service and the customers leave less money on the table. People will not stop enjoying themselves but they'll maybe rather buy 1-2 more expensive bottles at the monopoly and make a nice dinner at home. As our company is well exposed in both the Monopoly and the restaurants, these kind of shifts are ok. I also believe that people are a bit more optimistic now – the salaries will be raised and interest rates should not go any higher. Norway is a strong economy and as there are so many markets which are suffering much more, we as a wine importing country now have the advantage of perhaps getting more allocations. We are actually positive, also thanks to our diversified portfolio of classic and low-intervention wines, glasses and beer.

Last but not least, what do you like about Austrian wines, in general and specifically?

The absolutely best part of it is the Austrian people. The mentality, the personality and the way of how the Austrians are, in terms of values and also when it comes to doing business together. It's very different than say doing business with a winery from the South of Italy. We kind of have a common language, we say some words and understand each other or we have a nice talk over several hours. But when timing doesn't allow it, we can be super precise. This cultural understanding really works very well between us. From the start of my career, I have valued the wines of Austria for their quality, regardless of the price range and style - you don't really get a bad wine even if it's in the lower segment. Both for the classic wines and the natural wines, I think there's such a high degree of craftsmanship when it comes from Austria – they're down to the details and super precise, and they're clearly taking their decisions for a reason. Whether it's from the South, the North or the middle, there's always something that hits me. Quality and culture and fun, the mix is great!



INTO THE LIGHT

The trend towards wines boasting lower alcohol level has been around for a couple of years already and it seems unbroken. As usual, a great mix of factors is responsible for this: more and more consumers are focusing on a more healthy lifestyle (plant-based nutrition, organic products, more sports, less calories, etc.) and high alcohol levels seem to be as passé as heavy bottles. Furthermore, wine is seen as a companion to lighter dishes and joyful conversations - to put it bluntly, people don't want to get drunk anymore. They seem to prefer refreshing and fruit-driven over tiring and heavy-bodied drinks: drinkability and moderation are key as are organic and/or biodynamic production approaches.

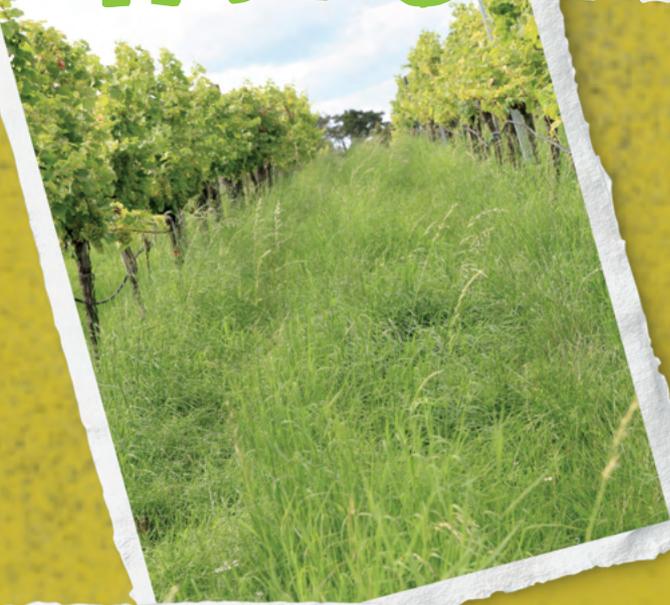
Another, more seasonal topic which (at first glance) seems to be closely tied to the low-alcohol trend is the ubiquitous thirst for what many call "summer" or "terrace" wines, be it white, red, sparkling or frankly any style one can think of. In the common understanding, "summer wines" equal light-footed easy-drinking albeit in a very general sense that often doesn't take into account how the wines were produced or how they actually taste. Style over approach as it seems.

Recipes for Style?

It's no secret anymore that organic/biodynamic producers usually have a great deal of wines which meet the demand for fresh and vibrant wines. Thanks to their cultivation approach, earlier (as compared to conventional growers) harvest is possible at sufficient phenolic and aromatic ripeness parameters. Let it be said that this early picking is not only beneficial for having lower alcohol levels (usually around 10 - 11,5% vol), good acidity and less risks in terms of erratic weather later in autumn but also for low pH levels. These are crucial for clean and quick fermentations thus enabling fewer manipulation during vinification.

Now, there might be a problem with so-called summer wines. They are more often than not mainly about freshness and less about actual taste. Acidity is important, for sure, but so is depth in taste, let's call it personality. The wines should represent something, a sense of place or a sense of style and both of those combined in the best case. Achieving an expressive yet balanced taste, this is where the magic lies within, no matter the color or grapes.

So how do they do it? To little surprise, there's no "recipe" which could be applied to every grape or region and the individual approaches and opinions can differ quite a lot. As often, it's a mix of measures and constant adaptations to climate conditions based on each grower's philosophy. The goal is a common one: producing wines of character which are fun to drink. Let's check out what our growers have to say!



**What do you think of terms such as “summer wines” or “terrace wines”?
How do you see the trend towards wines low(er) in alcohol?**

Claus Preisinger - Gols, Northern Burgenland

For me, these terms are stupid or let's say they are not applicable to my way of working and producing wines. I don't make wines for a particular season, my wines are meant for the whole year. Also, this topic usually focused on young and white wines, so in my portfolio, the “Pusztalibre” was meant as an alternative concept in this regard with its “serve chilled” fruit-driven and light character. Why not drink a chilled red wine when it's hot? But then again, why not drink it the whole year? In my concept of values, a wine has to offer great drinkability, regardless of summer or winter.

Thomas Straka Rechnitz, Südburgenland

I actually think this concept is nice - I see it in my winebar (I open my winery at times as a bistro/wine bar) now the weather is getting warm. The people are sitting outside and enjoying my red Amphore or the Grünschiefer Blaufränkisch but of course also Stratos white or the Pet Nat. These are wines which focus on fruit, freshness and drinkability and thus pretty perfect for this season. You can obviously drink them the whole year but the summer time is a great fit, no doubt.

Johannes Trapl - Stixneusiedl, Carnuntum

I believe the trend is still unbroken, just look at the segment of no-alcohol wines which seems to be growing steadily. Maybe it has not become common practice yet on the market, as when I look at so-called summer wines, many of them are boasting 12,5% on the label and with the level of tolerance, they might easily have above 13% in reality. However, I think that many growers (like those in the TOA group) have understood how to handle the challenges in producing wines with a moderate alcohol level.

Erwin Tinhof - Eisenstadt, Leithaberg

I wouldn't necessarily call those wines “summer” or “terrace” wines, I'd prefer terms such as “light-footed” or “uncomplicated”. I believe it's not vital to dig deep into each and every wine, to decant it and to rack one's brain. There must be wines simply for drinking as well. Pour me a nice glass of whichever grape, something good to eat and where I don't have to reflect on the varieties, the soil or whatever. That's not to say that a “great” wine can't be uncomplicated as well and for sure, you can drink high-end wines in summer as well and obviously fresh white in winter, why not! It's just that people usually associate summer temperatures to light fresh whites.

Julie Hoch - Hollenburg, Kremstal

I believe that this trend is very strong, absolutely! The people do not need that much alcohol, they don't want that much of it - they want to share time, enjoy high-quality beverages and have fun without getting drunk. This has to do with the desire for living a healthy life, for nourishing the body in a healthy way, especially in the younger generation, I believe. Alcohol means calories, after all. Another challenging aspect is sweetness, sugar. As we know, there are plenty of fermented projects and products now, such as kombucha or tea-based cocktails which, however, tend to be pretty sweet, by residual or added sugar. Sugar and health, they don't fit too well. The same goes for many ciders, in my view and I personally don't like that sweetness. In the world of gastronomy I prefer to be around (light, Nordic or Asian dishes), those products do not match the cuisines neither.

For my approach with Pure Joy Botanicals, their “marriage” of herbs, flowers & wine, the challenge was to offer spontaneously fermented products without any additives, and which would be completely dry, so kind of a niche within a niche. Obviously, there are limitations as you'll end up inevitably with a certain degree of alcohol - so the outcome can't be no-alcohol but low-alcohol. Maybe people could see a paradox here as my products are “light” but for sure the result of a complex creative process: the fermentation is super sensitive, all the raw materials have to be extremely healthy and pure, there is the drying process, the handling of the teas, etc. But in the end, their purpose is to be drunk, to be enjoyed, being a contribution to having a good time.



**Claus Preisinger
Pusztalibre!**



**Claus Preisinger
Ancestral**



**Pure Joy Botanicals
roseblossom**



**Pure Joy Botanicals
elderflower**

Is there a „recipe“ in the vineyard and cellar in order to produce wines with lower alcohol? Which challenges do you see in your region, given the natural conditions?

Ewald Gruber - Röschitz, Weinviertel

In general, it's not always easy to produce so-called "summer wines", as was the case in 2023 for instance with its sunny and warm weather during harvest. Consequently, this has resulted in quite intense wines and the window for picking at the right parameters for fruit-expression and freshness was pretty narrow. The alcohol levels were actually higher than what we expected when looking at the must weight but luckily, acidity was very good and the wines are developing very well! I'm aware of the fact that consumers are looking for lighter wines, in regard to the trend towards a healthier life style, however, I'm convinced that low alcohol is not the only thing to look after, the wines should taste good as well. It doesn't make sense to go for high yields because the wines would turn out green, you'd have to eventually reduce acidity, etc. We farm a significant proportion of our vineyards using the minimal pruning method and this absolutely helps us achieving tasty wines with lower alcohol. The berries are smaller this way, thus the skin-juice ratio is different and this gives us more structure at lower sugar levels and higher acidity. Another important factor is that these vineyards cope better with dry conditions – a great plus especially with our main variety, the Grüner Veltliner. We have much more canopy already at an early stage and way more shading, also for the soil. When speaking of cool reds, we value a lot our regional Sankt Laurent variety. It is a rewarding grape as it reaches ripeness at relatively low sugar levels so you rarely exceed 12,5% alc. in the wines. Also, it boasts a wonderful acidity and beautiful color. We remove its leaves in the grape zone pretty early and this way, the grapes get used to sun exposure without suffering, it's almost like with humans. For us, Sankt Laurent is virtually the perfect variety for cool-style reds!



Christoph Hoch
Rot



Christoph Hoch
Kalkspitz



Gruber-Röschitz
Grüner Veltliner
Weinviertel DAC



Gruber-Röschitz
Sankt Laurent
Ried Galgenberg



Thomas Straka
Stratos weiss



Thomas Straka
Amphore rot

Christoph Hoch - Hollenburg, Kremstal

In my opinion, it's not enough to harvest early in order to achieve more light-footed wines with low sugars, low alc. and higher acidity. It is crucial to have at the time of harvest a solid, let's say basic ripeness in order not to have "green" wines or "green" tannins. An archetypal example for this would be my "Rot" which is incredibly light but ripe at the same time, with ripe tannins and acidity – actually, we do not pick its grapes early at all, they simply grow in very cool sites. When it comes to retaining freshness in hot years, I must stress that our region is per se cooler than other Austrian areas so we do not experience these hot extremes to such a degree. Thus, the challenges in this regard are not as huge in our estate. What contributes and supports this is obviously our biodynamic farming which lays the groundwork (no systemic plant protection which would delay ripeness, our lower yields, etc.) so our grapes can be picked ripe at an earlier point in the season. I also do not like the often-used term "physiological ripeness", to be honest. Who defines the moment it occurs? I think that many vineyards are actually picked overripe as interpreted by many "classic" Austrian winegrowers. French growers, for instance in Burgundy, would pick earlier. In Austria, historical reasons come into play as ripeness used to be the Holy Grail years back, when the climate was cooler, yields higher and ripeness more difficult to achieve. The motto "the riper, the better" should not be the focus anymore, I believe.

Thomas Straka

I believe that in terms of varietal choice, Welschriesling and Blaufränkisch are really great when it comes to producing wines with a lot of expression and not necessarily high alcohol or full bodies. Unless the grower completely forgets to pick them, they do not tend to reach high alcohol levels anyway. Blaufränkisch for instance, reaches an optimum ripeness at already 18 ° KMW (which would equal to roughly 12,5% or 13% at most). And Welschriesling at 12-12,5% is equally "cool". Our region is cooler and this naturally helps to retain a good degree of acidity. I think that the interaction between good acidity, fine tannins (due to shorter skin contact) and the light alcohol is a guarantee that those wines, white or red, are perfectly digestible also in summer time. Also, our soils provide for great minerality and a "salty" note – this is a great advantage when compared to heavy or deep clay soils, for example. In the cellar, I ferment my reds at slightly cooler temperatures so not to extract too many tannins. It's a big difference between macerating at 30°C or 23°C! Smaller fermentation vats are ideal as they do not build up that much of a heat. Last but not least, age the reds in oak so we'll have micro-oxidation which softens and smoothens the wines without depriving them of their

Erich Machherndl - Wösendorf, Wachau

My wines in general are rarely high in alcohol and I believe that all of them provide for good drinkability. Why is that? To be honest, some things are just the way they are and I can't explain why. I do not harvest "green" wines, that's a fact. I don't like that, it's not in my blood and I don't favor malic acid. We always pick when the grapes are ripe and for some reason, the resulting alcohol is lower than what the must weight would indicate. I don't know why but obviously, it doesn't bother me. How do we manage to keep the freshness in our wines? Well, there is a bunch of various thesis and they are often contradictory! Some suggest to shade the vines by increasing the canopy height, others say that's crap and we should keep canopies lower in order to have less assimilation. However, I cannot re-educate my vineyards as fast as the opinions are changing. I tend to have higher canopies so I can cut the top shoots as late as possible – this way the I grapes are more loose-berried and less prone to rot.

Other than that I go for high cover crops which help me regulate the temperature. Yes, I'll have more competition for water but an open soil won't retain water neither – you see, there are many views and smarter people than myself are having discussions all the time... I chose the time to harvest according to how the grapes taste and not according to the refractometer. I feel that my Rieslings are reaching ripeness earlier every time, in fact, we now pick the Smaragd wines before the Federspiel ones. When speaking of my Pulp red, which is Syrah and boasts around 11% vol./alc. I can't really explain its low alcohol either – we pick it ripe at according to must weight, it should potentially have 12,5%. Regardless the low alcohol, it tastes good,



**Erich Machherndl
Grüner Veltliner Federspiel
Kollmütz**



**Erich Machherndl
Pulp Fiction Pink**

Johannes Trapl - Stixneusiedl, Carnuntum

We have to react to the given climatic circumstances, for sure. The biggest challenge is to produce wines with lower alcohol but a lot of taste. For the white varieties, my approach for instance, is to make use of their tannins instead of trying to eradicate errors caused by wrong canopy management or deficiencies in the cellar work. I'm talking good, fresh tannins, not those resulting from sun burn and a moderate dose of skin maceration. In terms of a recipe, I try to do as little as possible and still have an "umbrella" shading every grape. We keep the grape zone aerated by defoliating by hand and only the 2 or 3 leaves beneath the grape for all varieties – all the remaining leaves opposite the grape and above it work as a shading umbrella. Some grapes are more prone to excessive sun, such as St. Laurent, some less, such as Blaufränkisch.

Excessive sun thickens the skins which protect themselves by building up (bitter and rather coarse) tannins and anthocyanins – a kind of sunscreen if you want. We strive to have thin skins with less and finer tannins. And we want to delay ripeness for as long as possible: the crucial thing is to achieve aromatic ripeness at a stage when sugar levels are still low. Low yields are another important factor and we achieve those by thoroughly removing excessive shoots, through high cover crops and by wrapping the shoots instead of cutting them. Biodynamic farming obviously helps a lot. We have set up this approach in 2005/06 and have been adapting it little by little. Right now, we are able to harvest our wines at low-alcohol levels and I believe



**BIO Peter & Paul
Riesling**



**BIO Peter & Paul
On Skins**



**Johannes Trapl
Weissburgunder**



**Johannes Trapl
Zweigelt**



Martin Obenaus
Unchained Roter Veltliner



Martin Obenaus
Unchained rot



Erwin Tinhof
Leithaberg Neuburger



Erwin Tinhof
Leithaberg Kalk

Martin Obenaus - Glaubendorf, Weinviertel

My wines are not heavy anyway. They are expressive and do have some “body” if you want but they have nothing to do with those “classic” summer wines. I for myself rather drink a light red wine in the summer or a white with a little tannin. I feel that one can drink my wines also when they're bit warmer – they don't need to be cooled down to freezing cold in order to enjoy them. It's not always automatic to have wines chilled down so that's a nice advantage, I believe. My MO:Weiss for example, it doesn't need to have 10 or 12 degrees, you can easily drink it at 15 C° as well.

In the vineyard, canopy is crucial in this regard. Do not take away too many leaves in the hot parts of the season and avoid excessive sun. Also, more canopy will result in slightly lower sugar levels and a different structure of aromas (a bit more citrusy notes). My main red is Zweigelt and I think it doesn't show well when it's too ripe in my part of the Weinviertel. As for my “recipe”, well, I only reduce yield at pruning and I do not defoliate the grape zone too much neither. This requires careful plant protection but I have less issues with grape wilt (a frequent disease for Zweigelt that makes its berries wilt and shrivel). Manipulating less in the vineyard has shown good results in terms of diseases and rot in the last 10 years or so. Looks a bit wild from the outside but it's actually pretty well aerated. When it comes to harvest, I pick my Zweigelt grapes early, even before the riper batches of Grüner Veltliner. I'll have 12 – 12,5 % alc. for Zweigelt and for me, this is just about perfect!

Erwin Tinhof - Eisenstadt, Leithaberg

I think that lower alcohol will be in the future also a topic for premium wines, not only for those fresh-fruity-easy-going ones. When speaking about how to tackle this in the vineyard, I believe that the timing of harvest is not the only aspect the grower has to take care of, it's sufficient physiological ripeness. Pushing a good degree of ripeness to a later point of time can also be achieved by working with higher yields – not for the sake of picking more fruit but in order for the grapes to reach ripeness a bit later. When I only leave 8 grapes per vine and the vintage is a hot one (nor uncommon these days), those 8 grapes will build higher alcohol levels a lot quicker and lacking in ripeness of taste. I can also leave more canopy on the morning side, for instance and thus have more natural shading.

Higher yields will also result in higher acidity which will provide for additional freshness. This was the case in the 2022 vintage, for instance. In Burgenland, the growers usually have to find a compromise between sugar and acidity. Untypically, in 2022, the acidity levels had fallen very slowly and on the other hand, sugars were building up very slowly as well. As a result, we could leave the grapes hanging for a longer time. Thus, vintage does play a role as well as do the various grape varieties (and their proneness to fungal pressure): for earlier varieties such as Weissburgunder, we can leave more grapes, somewhat less for Neuburger which is prone to botrytis and even less for Blaufränkisch which ripens a lot later. I can end up with the same yield, roughly 1 kg per vine but it will be spread differently. Obviously, tannin ripeness is extremely important for the reds!

Wabi Sabi Wines - Danube Region

The founding idea behind Wabi Sabi is in principle to produce wines with minimal intervention. In order to do so, we need raw materials with low pH levels at the time of harvest. This already limits the sugar, thus alcohol levels and results in "light"-style wines. Then again, in order to provide a lighter wine with expression, mouth feel and recognition, we have to reduce the yields. This means using permanent cover crops or, in a year with a higher fruit onset, taking away shoots at an early stage. We strive to steer the energy of the vine in those few remaining grapes. I believe that it's at least challenging to have an expressive low-intervention, bone dry wine with 10000 kg per hectare. Working the way we do of course requires a great deal of manual work and costs so the question is - how low do the yields need to be in order to make happen my idea of these wines also in the cellar. Competition due to cover crops means less availability of nitrogen and I need a sound nutrition level for the yeast to ferment my musts quickly - and quick fermentations are vital so the wines come out pure and display primary fruit. Another factor is lees which protect against oxidation but at the same time reduce the fruit and aromatic expression.

On the other hand, a grower normally does produce a wine for the consumers, for the market, not just because he likes what he's doing. Consequently, the more "funky" a wine, the smaller the potential group of buyers. You always have to differentiate in regard to your target market, also when it comes to "summer" wines or similar stylistic classifications. I for myself prefer lean, acidity-driven wines and this also applies to reds - actually I love to drink a cool, "acidic" red (without noticeable oak!) when it's hot, like the current blouge. When the weather is cooler, I'll grab a different wine. So, for sure, it's an individual choice but I'm not against the idea of wines for specific occasions or seasons.

Johannes Zillinger - Vem-Götzendorf, Weinviertel

As for the challenges posed by the climate in our region, we have been focusing since the last 8 years on "coming into ripeness" as soon as possible. We do this by reducing the shoots/canes early (not the grapes by green harvest which is complete nonsense in my view as you only lose energy the vine had put into the grapes for 2 months). Reducing the shoots as early as when they have 2 leaves makes the vine put its energy in the remaining shoots and into fewer grapes. Depending on density and age of the vine, I will end up with 6-9 shoots per vine. This way, the grapes will reach ripeness up to 3 or even 4 weeks earlier and I can pick Grüner Veltliner in the first couple of September weeks, for instance. My region's conditions are such that it tends to be very warm during harvest and also the nights are getting considerably warmer. 25 years ago, it was perhaps perfect to harvest Veltliner at the end of September or early October but right now, the grape would have lost its acidity. I sacrifice yield for ripeness accepting a potentially big risk: late frosts which might bring about great damage.

Another aspect of providing cool, fresh wines is our Parcellaire approach. We do not pick every vineyard passing through 3-4 times anymore. We pick the warmer plots early and some 7-10 days later, we pick the cooler sites exposed to the North-East and North as well as the hill tops. Also, in the cellar we make use of the various batches: the early selected plots we press in whole bunches and for those coming in with riper skins, I can have them macerated or start the fermentation on the skins in order to get more grip. This will yield wines with no more than 11.5 - 12 % and yet with structure, length and ripe aromas.



**You can taste wines from TOA growers at
the following events**

Karakterre, Eisenstadt, Austria

22.5.-23.5.2024

www.karakterre.com

VieVinum, Vienna, Austria

25.5.-27.5.2024

www.vievinum.at

Raw Wine Fair, Copenhagen, Denmark

9.6.-10.6.2024

www.rawwine.com/fairs

Christoph Hoch



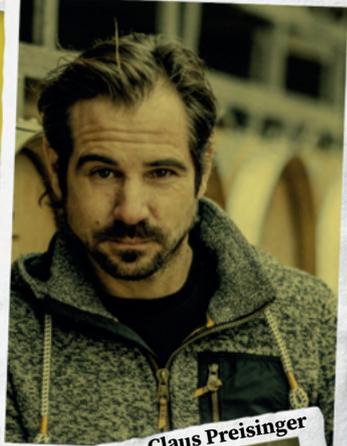
Karl Fritsch



Gruber-Röschitz



Johannes Trapl



Johannes Zillinger



Franz Hofstätter



Claus Preisinger



Erwin Tinhof



Thomas Straka



Julie Hoch



Martin Obenaus



Erich Machherndl

