



Challenges still exist. Moving to Portugal has been a spectacular adventure, without regrets and mostly a lot of good times. Our handful of tours these past five months have felt like working vacations and were very well attended in 2022. Unusual for us, most guests joined us for their very first time, while we still saw a bunch of our frequent fliers return too. Heading back to Porto *after* tours rather than extraordinarily arduous treks back to the Seattle area, was painless. I'm currently heading to North America for the first since arriving in PT in June, and I am really looking forward to upcoming vinous activities with my friends.

The first in a series of events takes me to Los Angeles, for another **Don Schliff** Port extravaganza, as a guest speaker. This one includes every release of Quinta do Noval Nacional vintages, something I've been looking forward to since it was first in the planning stage. There will be nearly a dozen FTLOP friends in attendance and we'll be the largest bloc of Port enthusiasts in the room, for the two days.

Next up is FOR THE LOVE OF PORT's 17th anniversary party, moved from July-November to accommodate my ability to attend. My friends *Glenn "Dr. Tawny" Elliott* and *Stewart Todd* have taken charge of the task of organizing this year's weekend gala, which is greatly appreciated! A horizontal of 1970 Vintage Ports followed by an evening of even older Colheitas. I can't wait to see some of my best friends from across America who will be joining us again. Then on to other wine related events in Edmonton, Alberta where my buddy Richard Beeken will be hosting his 70th birthday party in an extended weekend of food & wine: with great Burgs, braised moose loin, a deep vertical of Ch. Musar, and loads of Ports and Madeira.

Lastly, after some other quick events, Colorado for some serious relaxation with my brother's family during the Thanksgiving holiday, always our family's time to be together. It will also be my first chance to spend a week with my daughter, as it has been nearly eight months since I last spent time with Taylor.

As for my becoming a resident in Portugal, last year I joined a fantastic company, **Global In Pulsar**, based in the UK and with a major business branch in Porto. It is an investment firm that puts buyers and sellers together in more areas of global trade than I could ever detail. I will be involved in several projects with them, but my primary focus will be helping Portuguese wine companies gain traction with importers and distribution networks in No. America and beyond. I am very grateful to In Pulsar for believing in me, to pursue this wonderful opportunity. I'm excited to expand their business into the wine sector for the 1st time, while helping to increase the footprint and importance of *Portuguese wine* in key target markets.

Thanks for your supPORT!

Roy

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PORT PERSONALITIES

IN FOCUS

FTLOP series, Port Personalities In Focus, has become vital in our mission to introduce readers to members of the Port, and Portuguese wine trade. Therefore, In Focus will be included in nearly every newsletter, concentrating on bridging the gap by promoting people who are not usually in the media's spotlight, with some license to occasionally "interview" someone who is. In Focus brings you candid comments, personal perspectives, and a better understanding of the people inside the Portuguese wine trade: from sales and marketing professionals, master blenders, winemakers vineyard managers, distributors and importers, owners and managing directors. In Focus, will introduce you to individuals who work at small family-owned operations to the largest wine companies in Portugal. We hope you'll benefit from meeting the people on these pages.

FTLOP is proud to introduce you to: Duarte Alegre



1. Please share some information about your life and how you wound up working in the Port and Douro wine trade and at what age?

My blessed life, I still don't know exactly by whom, started in the Douro Valley, more precisely at Quinta da Furada, in Ervedosa do Douro, where I grew up in the very close and strong presence of my beloved grandparents. Despite being a person of few words, my grandfather left a deep and emotional impression on me, and he was my best friend until he was 92 years old, when he passed away. Throughout his life he transmitted to me a peace and security that remains difficult to explain, repeating to me several times and with great pride, that he had been born in the houses of Quinta da Furada in 1919. So when you ask me since when I have been involved in the world of Port wine, I would answer 3 years old?! Yes, I have a memory and as if it were today at the Quinta's Port wine warehouse, my grandfather let me taste small glasses of old Tawnies that he had received from his parents, always asking me first to make sure my grandmother was not nearby. 🍷 I've always retained that memory of the aroma, sweet taste and amber color that shimmered in the sun from those family Ports as if my most distant ancestors came to say hello to me. I think that's the main reason I still love them today. Old Tawnies are authentic hymns to the Douro Valley and its long history of creating fabulous wines. Since then I just wanted to stay in the Douro, remain at Quinta da Furada, not leave there for any reason, I love that silence, the brutal summer heat, the sound of the leaves dancing on the vines with the sweet smelling wind that comes from Pinhão, the icy cold of winter, walking unbalanced on that schist soil, unique in the world to me. Responding directly to the question: since I was a child, my dream was to be connected to the worlds of Douro and Port wines, this one particularly and for me, the king of wines.

2. What is your favorite style of Port to drink at home, and can you name two or three of the greatest Ports you have ever tried?

Until I reached adolescence, Port wine was synonymous with Tawnies or old family whites. Only as an adult did I begin to realize that there were other styles, such as the famous Vintage and more recently the White Ports, and even the Rosé Ports, which we have made at Quinta da Furada that have had the best customer reactions and comments which has surprised me a lot. I think they are a world to discover and possess a lot of future potential. Undoubtedly, the world is becoming more civilized, sensitive, and feminine, which is good.

For this very reason more delicate wines, once again like White and Rosé Ports, will have an important say, which is good for the diversity of Port wines, for the curiosity and greater informality of young people, without ever forgetting the great classics from the history of Port wine. Despite having already tasted dozens, I would even say hundreds of great Port wines, especially in the company of the generous Dirk Niepoort, I will highlight some of those that most surprised and delighted me, even without knowing anyone connected with this first producer, for instance:

1) In 2007, while waiting for a table to have dinner at the Le Boeuf Sur Le Toit Restaurant, in Paris, I commented at the bar in Portuguese that a Port wine would taste good to me, to which the waiter replied, also in Portuguese, that he was going to open one for me ... a bottle that I was going to enjoy: Porto Andresen Colheita 1991. It was something fabulous, a flavor and aroma that I loved and still sometimes remember. It was a great wine, but most likely also because of the refined atmosphere of this restaurant on the Rue du Colisé, in the French capital.

2) Porto Niepoort Colheita 1900, Niepoort Vintage 1945 and Niepoort Vintage 1977, among many other delicious references from this Dutch house managed with a generosity and kindness that is difficult to find in the world of Port wines today. Between some dinners in the personal house of Dirk Niepoort in the city of Porto, but especially at dozens of lunches, dinners and get-togethers at the Quinta de Nápoles winery, I visited paradise several times, memorable wines from a serious, honest and rigorous house, which excels in humanism and love of the Douro Valley.

There have been many long nights in this Adega during which we conjectured who the people would have been who picked the grapes in those distant years, who would have trodden them, and how theoretically we did not have access to the science and analyses that we have today, and how they were able to create perfect Port wines that fill us with pleasure so many years later.

3) Ramos Pinto Vintage 1982 Port Wine - this was a very recent tasting, at a wine event in the city of Porto and it touched me mainly because of the emotional part. During the long history of Quinta da Furada, my great-grandfather and also my grandfather made many Port wines from our grapes for several decades for this house. So, I only have a memory of them selling the grapes from our vineyards. During my long stays with my grandparents at Quinta da Furada, I did not miss a trip with my grandfather to Quinta do Bom Retiro, in Sarzedinho, transporting the Quinta's grapes for the Ramos Pinto Port wines, not forgetting the kind and considerate air with which Mr. José Rosas welcomed us, and with little pats on my face like a 5-6 year old, perhaps, he always said to me: so this is the heir... words and a smile that I still carry in my heart. Having been born in 1977 and tasting this 1982 Port, all those memories came flooding back and I confess I got emotional... Yes, because wine is made of grapes, but a lot of affection too.



3. Besides Ports from your own company, what other producers do you most enjoy drinking?

I am an unconditional fan of Port wines, but companies with which my family has already been connected, such as the nearly 7 decades that united my great-grandfather and grandfather to Casa Adriano Ramos-Pinto, always make me appreciate their wines, especially the oldest ones. After this house was sold to the Champagne firm of Louis Roederer, my grandfather and my mother also, started to sell not wine, but grapes to the former Norwegian Port shipper, Wiese & Krohn, which made me aware of another reality. The Colheita Port wines that I came to appreciate a lot, as well as the connection to the Falcão Carneiro family which lasted about 25 years, especially with Iolanda Carneiro, with whom I still maintain contact nowadays and, until this family business Krohn was bought by Taylor's. So, we started then supplying this English house for around 7 years, and in a contemporary way there was also a happy meeting with Niepoort, with whom we established a very strong and friendly relationship.

I must say that they are brands that mark me and that I greatly appreciate knowing that our grapes from Quinta da Furada exist in their Port wines. And it was like that until 2016, as from the following year, we started to vinify all the grapes from our Quinta, and continue today ... and we plan to do so in the future too, as the reaction has been absolutely great, and our happiness and enthusiasm keeps growing and surprising us both for Pata D'Urso Douro still wines, as well as our Furada Port wine bottlings.

4. What brings you the most joy in what you do within the Port and Douro wine trade?

Definitely the recognition! I become truly happy when I see the reactions of our visitors in Quinta da Furada, both Portuguese and English, American, German, Czech, Swiss, Brazilian, Canadian, etc... They fill my heart, the enthusiasm with which our visits see and photograph the recovery we have made of our old lodges, ancient winepress still being used every year, our viewpoints, our secular vineyards, the wine tasting in the cellar or in the vineyard where the grapes for that wine came from, thanking them, we do it often and people are truly impressed and pleased, I would even humbly say, 'in love ...'

I never forget 2 extremely strong episodes for me:

1) A German blogger who cried last year when tasting our Family Tawny Port wine from the barrel, and that we just recently bottled as Family Furada Port wine, and very distressed, apologized to me.

2) The sommelier of a fine restaurant in Lisbon, (Restaurante Tágide) who called the mobile phone number from our website: www.furada.pt which is my personal number, asking if he could buy a certain Pata D'Urso 2017 red wine – from ancient vines – for his restaurant because he had tasted it on the weekend and for the first time in his life, a wine had made him get emotional.

Offering to taste, smell and making others feel what our magical vines are able to produce, is something that honours and motivates me a lot. And yet there are always unexpected reactions that surprise and fill my heart, which is why we keep our very old vines, strains over 150 years old, because we believe that these are the magic dusts that make our wines different and so appreciated. It's magical to be able to transport the wines to each person's home and in this way touch their souls, communicating without words, through our wines that undergo long ageing in our cellars, as described on our back labels: only bottled when they reach perfection. Only this year we launched, for example, our Douro Red wine Pata D'Urso 2018.



5. Would you please share one piece of unique trivia or historical information about your current company that would be new to FTLOP readers?

Yes, we're creating a new space for tasting wines on comfortable sofas at the Quinta, carrying out various experiments to be bottled soon: late harvest and a Douro Rosé sweet wine, a real but tasty danger for starters or as digestives. Additionally, we're going to recover the 18th century house at Quinta da Furada where my ancestors lived, now uninhabited, respecting all the history, woods, original colours and traditions of this fabulous construction that has survived to this day - just like the wooden ceilings of our ancient mills, will be a work of clockwork. In the medium term, we will have 8 small old houses (cardenhos) inside the Quinta recovered to receive friends and clients, which resulted from the purchase that my great-grandfather made in the post-phylloxera era from two dozen neighbours, having luckily united all the areas, leaving the Farm with an impressive area and some small, scattered houses where families have lived in the past and which urgently needs restoration.

Another project, already under way, is that all our wines are bottled only in part, there's always a considerable amount left for ultra-aging in cask, another 5-7 years, we'll see. In the future, we'll launch the Furada Douro wines, using the same name we have for our current and beloved Ports, (Furada Family Tawny Port, Furada Family White Port, Furada Pink Port and Furada White Port).

6. Which individual has been your greatest mentor and how have they inspired you?

Undoubtedly, my grandfather had a great impact on me, as well as the stories I heard from my great-grandfather, despite the fact that the Quinta came from my great-grandmother, his being widowed very early on and living in the Quinta. He was very dedicated to the cause and with an entrepreneurial spirit and vision for investments, for sure only thinking about future generations, he invested in land and always in improving the Quinta. I admire him a lot for that.

My grandfather was a conservative person, but my great-grandfather was a born investor and entrepreneur. I always remember a story that has been told to me countless times, that while I was still a baby in arms, next to the stairs of the old house, (which is now going to be restored) and where he lived, he came out of the door and my uncle asked him if he recognized his great-grandson, that it was me; in a cold and distant way as was his deed, instead of a caress, he took a 100 escudos note from his suit inner vest and brought it to me, I was in my mother's lap, and I held it as my grandmother's story, for hours, without anyone being able to take it out of my hand. All these stories come to mind as I walk through Quinta da Furada, each corner has a memory.

More recently, without a doubt, it was Dirk Niepoort who introduced me in a profound and romantic way to Douro and Port wines, which is why he's influenced me greatly and continues to do so. Two episodes about Dirk:

1) the first time I had dinner at Dirk's house in Porto, he insisted on opening his first wine - Robustus - of which he had very few bottles, a gesture and generosity that left an amazing impression on me and I will not forget!

2) Thanks to his friendship, he vinified my first 2 red wines at his Adega de Nápoles. We tasted them, always with several guests making the best reviews, so after a year I asked him when should we bottle it? I saw that he was bothered by my question, so he asked me if I wanted to make a wine for fun or more seriously? I understood the scope of his response, and I told him that I wanted to make serious wines, so about a year later, Dirk called me to say that if I wanted to, the wine was ready to be bottled.

With Dirk you always learn, in the smallest gesture, in the shortest word or sentence – so lesson learned: wine needs time to evolve and improve, no doubt.

7. What is the greatest challenge facing the Port trade today? What about Douro wine trade?

The Port wine world has an amazing past and history. so it will have a great future as well, no doubt about it. There is too much quality and arguments on it. About the Douro wines, there is a fantastic and new reality to discover. I think that there is still a lot to seek in Douro table wines, something that the world still doesn't yet know in depth. Yet I believe that in time, DOC Douro wines will earn as much or more serious discussion, fame, and fine reputation than Ports. I foresee a very promising future for Douro wines as well.



8. Can you share one new project or improvement that your company is currently involved with?

Yes, we have something different going on and it is proving to be very challenging. Just as we produce our own olive oil, honey, dried figs and olives, as well, which we also sell in various gourmet spaces in Portugal and abroad, we are going to take a step soon, which follows on from seeing Quinta da Furada as a whole and not just a set of vineyards. So in addition to our olive groves with centenary olive trees, several fruit trees, our nearly 20 wild hectares and untouched area, which serves as a pasture for our dear bees that make a fabulous and much appreciated honey, especially from cistus, but also from rosemary and Douro flowers, we are clearing areas of almost abandoned bush, putting dozens of cork oak trees in view, and cleaning the area with a great purpose, to use cork stoppers from our own oak cork trees, for our Pata D'Urso Douro wines and Furada Ports. We are very excited about this project, and it seems that the company that usually supplies us with corks since the beginning of our project is even more excited than we are, much to our happiness. The corks will then have writing on the same *corks made from our own cork trees – Quinta da Furada*.



9. What can the industry do to improve the promotion and education of Port wine and grow market share in the ever-evolving global beverage marketplace?

I would say there's a need to improve the quality of the most well-known Port wine labels that are produced in large quantities. The Douro Valley is great, but it must undoubtedly be associated with quality, giving the will to go to explore it like a precious wine producing region. We have our own shop in Porto, in the Ribeira – Loja Pata D'Urso – where we present and sell all of our products. It often happens, that clients who buy or taste our wines, (and other products) then don't want to leave Portugal to return to their countries, without first getting to know and by visiting our vineyards where it all comes from. Not just the wine and honey, but even our real fine olive oil that was already purchased in quantity, to be used by a minister of the Portuguese government, to provide for giving Christmas gifts to all the other ministers in the government at the time. I think if the quality of our wines and other items are great, and the hospitality provided is outstanding, people will enjoy, consume our products, and come visit!

10. What non-wine activities do you enjoy?

I love family life, so I am addicted to spending time with my wife Paula, who gives me invaluable support for the last 10 years, as well as our 2 daughters, Mariana, 8, and Inês, 5 years old, who already have their own Port wines aging in our warehouses, as well as their own stone houses (cardenhos) which they always force me to show to visitors, in addition to the somewhat wild tree house installed in a large almond tree in front of the farmhouses. I confess I really enjoy spending the weekend wherever we are, as long as we're all together, it's very good for the head and soul. **It is in Paula, Mariana and Inês that I currently project all my dreams.**



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