



War on Wastage

TOM GLENWRIGHT FROM MANLY WINE GIVES HIS TOP TIPS ON WINE PRESERVATION

INTERVIEW BY SIMON MCGORAM

It's no secret that poorly managed wine offerings resulting in wastage can lead to huge losses for your bar business. *Bartender* magazine has decided to declare war on wastage and the general we've enlisted for the cause is Tom Glenwright, the GM of Manly Wine by Gazebo in Manly, Sydney. Here's what he had to say:

What is the primary cause of wine wastage in a bar/restaurant?

"Oxidation most definitely. Sparkling wine and Champagne losing their fizz as well if they're not fitted with the correct closure. In a lot of cases venues quite simply chose the wrong wines or price points which will inevitably lead to wastage."

Could you explain to us what the term oxidation means?

"Quite simply it is the degrading action of oxygen on wine. The structure of the wine will change progressively with the wine's contact to oxygen."

How long does it take wine to oxidise?

"As soon as you open the wine it will start to oxidise. It all depends on the ratio of oxygen to wine. If you pour one glass of wine out of the bottle it won't deteriorate as quickly if you have poured four glasses of wine. Typically you have about three days before you can really start noticing the difference, however the wine won't necessarily start to go rancid – it will just start to lose its qualities."

Are Vermouths, Sherries and Ports immune to oxidation?

"They are definitely not immune to oxidation; however, they will keep for longer than a wine. Refrigeration will keep them going even longer. Australian producers are taking leaps and bounds in

this kind of wine production, so expect to see the standard and expectations continually grow here."

Are there ways to minimise wastage due to oxidation?

"There are. As I said a wine is good for a couple of days purely under a cork or screw cap, so most bars and restaurants are usually good to get through it in that

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time. Otherwise you can pour the wine into a smaller vessel to minimise the wines contact with oxygen."

What wine preservation systems have you used before?

"The Gazebo's all have state of the art

enomatic wine systems. A wine will stand up for up to three weeks before it even starts to look tired. Fortunately in most cases a bottle doesn't even last five minutes around here. It does enable us to pour Grange by the glass though. Cost price too I might add.

There is a system that is placed somewhat in the middle called 'Le Verre du Vin'. It's the same as a hand pump however automated. These are great for Champagne or sparkling storage."

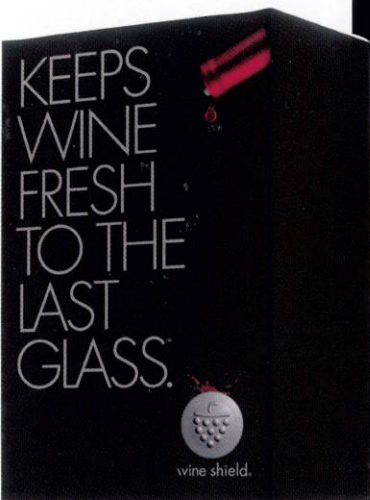
Do they make a big difference?

"The most common practice in a winery is to keep tanks and barrels completely topped up, so if you can put these commercial practices into use in bars and restaurants it's a good start (i.e. marry up your bottles). The enomatic systems are unbelievable though. They look great and work great, but, as with most things of high quality, you certainly pay for it."

How do you choose the right system for your venue?

"The first thing you need to do is choose the right wine for your venue. If you are selling enough wine you don't need to invest in much of a system at all. We carry 50 wines by the glass, so a state of the art system is most definitely required. Get the right wines on your list at the right price, get enough people through the door and your nearly there."

Simple procedures in place, like dating the wine when you open it, helps you keep track of some of the more slow moving or premium wines on the list. That will give you the indication of when to start pushing that wine."Y



RECOMMENDED PRODUCT

Wine Shield by Wine Preserva

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Wine Shield is a new, patented product which preserves the nose and taste of the wine 'at restaurant quality' for up to five days. It is a disk system which, when inserted in an opened bottle of wine, acts as a lid on the surface of the wine. It is significantly less costly than alternative products and is simple and easy to use.