

✎ EDITORIAL | ISSUE NO. 3!

Lots has happened in the last 2 months. And as most Balinese businesses, Hatten Wines tries to cope with the present world crisis with the best of intentions and the utmost care for Bali's human resources. A series of training sessions in restaurants and hotels was launched in October and November, trying to train the F&B staff of the island while the businesses are quiet. The dedicated sales staff of Hatten Wines have turned into trainers, passing their knowledge and experience to a younger generation.

Also, November has brought us a new hope and opening of horizons with the departure of Christine Galle our international market development officer and representative in Thailand. She embarks on a great adventure, opening the Thai market for Hatten Wines and preparing agreements with distributors around the world for our wine accessories lines.

We're on a roll!!!

✎ WINE FEATURE | AGA RED

This light red wine was chosen to represent Hatten Wines' philosophy: to be unique, different. Delicious chilled therefore suiting Bali's climate, the young-light red wine is made from the local Alphonse-Lavallée grapes.

A medium bodied wine as often associated with the genre of Beaujolais Nouveau, AGA Red takes its name from the word authentic or asli in Balinese language.

Often showing the texture of white wines, light to medium bodied red wines, as AGA Red, should be served slightly chilled (12 C). Very enjoyable before meals, AGA Red's medium weight and astringency are best suited for spicy dishes, make for a memorable match with grilled meats like the local satay and are a smooth pleasurable novelty in the perpetual summer of Bali.

Gaining more and more popularity as it approaches the taste we are looking for, AGA Red is available in bottles or 2 liter casks at the shop.



✎ DROPS | IT'S HAPPENING

Hatten Wines was featured by a main Fukuoka television station on November 5th. The owner of Hatten Wines, IB Rai Budarsa was interviewed at the winery a few weeks before. We are currently waiting for the tape, which will make a great addition in our collection!

✎ DROPS

Note our new fax number... We finally have enough phone lines to answer your calls properly. Finally...

✎ DROPS

Hatten Wines has a new staff: Wulandari. You might have spoken to her or seen her smile at the shop ... a new member of our family, officially this month. Welcome Wulan!



READ IT HERE ✎

Editorial	1
Feature: Wine	1
Industry News	2
Feature: Shop	2
Being Green	2
Drops	all

GET IN TOUCH ✎

Address:
Kompleks Dewa Ruci #3
Jl. Bypass Ngurah Rai
Simpang Siur
Phone.Fax:
[0361] 767 422
Web:
www.hattenwines.com

ABSOLUTELY BALI

Proud member of Absolutely Bali,
The Bali you've been looking for at
www.absolutelybali.com

FROM ALL THE HATTEN WINES FAMILY

Wishing you 'Selamat Hari Raya Idul Fitri',
a Merry Christmas and a Great Year 2002



📌 SHOP FEATURE | X-MAS PROMOTIONS AND GIFT PACKAGES

The Cellardoor is always full of surprises for you. For this Christmas season, we offer again a wide range of gift ideas and special season packages. Not only we have prepared the packaging for free, ready to offer friends or family, we also have prepared some special Christmas hampers on show at the shop.

The great wine gift bags packages now includes a rapid ice pack and a bottle of Rosé for only 150 000Rp. The ice bucket, champagne glasses and Jepun bottle package is only 199 000Rp. The now famous car set is offered at only 99 000Rp. And check-out our new silver stoppers...

Offers ending December 31st! Be quick, some are limited in quantity!!!

📌 DROPS

Hatten Wines is opening a second Cellardoor, in Jakarta. Ready to operate mid-december, the smaller version of Bali's shop will be part of a complex housing "today's Bali lifestyle" businesses: Kalaspa office, Shahinaz Collection, Azuro jewelry, organic foods and a fashion designer. Come and visit us at: Umah Singaraja, Jl. Ciasem, Kebayoran Baru, Jakarta.

📌 DROPS

Jack Daniels & Malcom Scott recently gave birth to the Bali MICE Guide 2002 in a beautiful event at Rumah Bali. For an issue, call Discovery Tours: 286-283.

📌 INDUSTRY NEWS | BALI NOW HAS 2 RELAIS & CHATEAUX

Relais & Chateaux is an Association of properties "full of character, offering charming, upscale setting, customized service and a very high level of comfort along with high culinary standards. To become a member of this elite Hotelier's Association, one has to prove it offers Charm, Courtesy, Character, Calm and Cuisine, which are at the base of the quality charter of Relais & Chateaux. For 452 members in 47 countries, the standards of quality they have showed and maintained, gained them the privilege to join the group and now Bali has been granted the honor of housing two new members, Matahari Beach Resort in Pemuteran and Tugu Villas in Canggu.

Unlike the 'Leading Hotels of The World' Association, Relais & Chateaux does not only have a yearly membership fee for its members but also a code of ethics and the obligation of maintaining the high standards allowing them to become members. Having had five "spy guests" visits before entering the group, the 2 Bali new members will have to expect a lot more during their participation in the group and also remain of small scale as all members have a 30 room average per Hotel.

For more information, communicate with the General Managers of the Relais & Chateaux of Bali: Tugu Hotel & Villas, Mr. Stephane Junca: 731-701, Matahari Beach Resort, Mr. Jani-Michel Fourre: 0362-92312.



📌 DROPS

Absolutely Bali has new members!!! SOBEK, Puri Nirwana villas and Abadi Bali tour and the bale hotel have just joined the group and will be featured in the new brochure, shortly available at the Cellardoor.

📌 BEING GREEN | IT'S NOT ABOUT TALKING, IT'S ABOUT DOING IT

Sometimes doing it is not easy, even with the best of intention. Most of us are confronted one day or another with a environmentally unfriendly practice, old habit or negligence that is hard to stop or control. It is the case of the use of chemical fertilizers in the vineyards of North Bali. The Owner of Hatten Wines and his brother IB Oka Kresna have been trying to convince the farmers of the Seririt area in North Bali, that natural fertilizers are not only cheaper but do marvels on the environment as well as keeping the quality of the grapes to the high standards they have reached in the last few years.

The long process of educating and convincing has started and it's only a matter of time before the petani agree and stop the nitrogen based chemical fertilizers.

NEXT ISSUE | JANUARY 2002

