



### **Grover Vineyards- A Background**

In 1988, the Grover family took on the tedious task of reviving wine drinking in India. *Mr. Kanwal Grover*, founder of Grover Vineyards and father of the current owner *Mr. Kapil Grover*, together with *Mr. Georges Vesselle*, the then Technical Director of the famed Champagne House accepted the immense challenge of growing for the first time French varieties of grapes suitable for wine production in India. Bangalore, with its ideal temperature climate, was finally selected over six other places as the most suitable site to grow quality wine combination of rich, well drained soil, warm sunny days, cool nights and grapes. Thirty-five important varieties used in France for making wine were planted. In the next five years there was an invasion of French oenologists to study their adaptability to Indian conditions, as well as to assess the quality of wine they would ultimately produce.

Over twenty years back, Grover Vineyards was established on 40 acres of land at the foothills of the Nandi Hills in the surroundings of Bangalore. Here nine varieties that responded well to Indian conditions were planted.

Wine making has become a passionate business for the three generations of the Grover family. Kanwal Grover's son Kapil Grover has been a part of the company since its inception and has been hugely responsible for the company's success. Karishma Grover, Kapil Grover's eldest daughter has just completed a prestigious wine making degree from the acclaimed University of California Davis. Having recently joined her family business, Karishma has taken upon the responsibility of Marketing & Communications for Grover Vineyards.

Grover Vineyards, is also the country's only winery which has Michel Rolland – the internationally acclaimed French winemaker as its consultant. Popularly known as the "flying wine maker" this famous wine consultant lends his expertise to top wineries across 12 countries. Michel Rolland's

and Grover's common belief and passion of using technological developments in viticulture and winemaking to raise the quality of wine, led to Grover's introducing a breakthrough invention in wine bottling – the Stelvin Cap (S-Cap). This cap seal, is not just the traditional cork seal but a perfect sterile seal, which cuts off any bacterial contact with the alcohol content of the wine and thus ensures that the wine is devoid of a musty wet odour.

In 2001, Grover Vineyards accomplished an extraordinary feat that was once next to impossible; it started selling wine to France the kingdom of wine making! From humble beginnings then, Grover Vineyards has also started exporting wines to highly critical markets like UK and USA. Grover wines have been greatly appreciated by the trade and consumers alike in foreign markets.

Today, Grover Vineyards, is spread over 400 acres, and has 8 wines in the collection- the La Réserve-, which is their flagship wine, followed by an Art Collection, comprising of- Cabernet-Shiraz, Shiraz, Shiraz-Rosé, Sauvignon Blanc, Blanc de Blancs, Viognier and the Chenin Blanc.

Unlike other wine makers in India, Grover Vineyards is the only company that shuns ordinary table grapes, while exclusively using only French wine grapes, selected from the original thirty-five varieties of the *Vitis Vinifera* species.

In keeping with their tradition of bringing more and more Indians closer to wine and reinforcing their dedication to research and development, in 2006 Grover Vineyards presented Santè, a friendly, fruity, young and trendy range composed of two wines: Santè Chenin Blanc (white wine) and Santè Shiraz (red wine) priced affordably. Santè is made at the Grover Vineyards winery at Nandi Hills (Outskirts of Bangalore) from the finest quality wine grapes sourced from vineyards in Maharashtra.

In 2005, *Decanter Magazine*, the world's most prestigious wine magazine conferred the distinction of "Best New World Red Wine" to the La Réserve from Grover Vineyards. This honor positions India and Grover Vineyards firmly in the league of New World wine producers. Adjudged by *Mr. Steven Spurrier*, Consultant Editor of *Decanter Magazine* and one of the world's most influential authorities on wine, Grover's La Réserve stood out amongst stiff competition from countries like Australia, Chile, New Zealand and Argentina.

*Le Monde*, one of France's leading news publications has listed Mr. Kanwal Grover as the fifth most influential Indian.

In 2008, Grover Vineyards unveiled the renovated winery. Situated near Nandi hills, the winery is about 30 minutes away from Grover vineyards.

The renovated winery has a crushing room where the grapes are crushed, a barrel room, an ageing room equipped with huge tanks that allows the grapes to age, a state-of-the art barrel room, bottling unit, labelling unit, storage room where the wine bottles are stored, wine-tasting room, and a fully operational office.

The new winery has international standards of storing wines, which plays a crucial role in quality wine making. The storage capacity of the barrel room has observed an addition in the number and has added 200 more barrels for the production of La Reserve. The total storage capacity of each barrel is 225 litres and these barrels have been made from French oak.

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