

The New York Times

Front Burner

FLORENCE FABRICANT



TO EXPLORE

Can't Find Orange Wine? Here's a Little Help

▲ For those who lack a GPS device when it comes to picking out newly trendy orange wines, getting some of them to try on a regular basis is enlightening and convenient. Orange Glou, a service started by Doreen Winkler, a sommelier and consultant specializing in natural and orange wines, takes a two-pronged approach: There's a three- or six-bottle monthly subscription



and a series of pop-up tastings and dinners around the city. A recent three-bottle assortment held a tartly citric pét-nat from Italy, a richer tramin orange from the Czech Republic that had notes of tropical fruit, and a slightly spicy and funky orange example from the Languedoc-Roussillon region of France: *Orange Glou*, \$105 for three bottles, \$195 for six, orangeglou.com.

Wine & Spirits

FINED & FILTERED

The Goods from W&S February 2020

by W&S Staff •  

February 11, 2020



If you're in need of a last-minute gift for your wine-loving Valentine—or if you're in need of something nice yourself—here are a few ideas taken from our February 2020 issue.



Mail Order Amber

Sommelier Doreen Winkler has been greening NYC's wine lists for years, honing the sustainable focus at [Aska](#), [Aldea](#), [Bar Glory](#), [Lupulo](#), [Sel Rose](#) and [Urban Uncorked](#). Now she's launched Orange Glou, a mail-order subscription service devoted entirely to skin-contact amber wines. Her selection is far-ranging, from [Bloomer Creek](#) in NY's Finger Lakes to Joe Swick's [Oregon wines](#) and Christian Binner's [Alsace bottlings](#); each arrives with extensive notes on vinification as well as food-pairing suggestions. The three-bottle subscription runs \$105 a month; a half-case costs \$195 at orangeglou.com. —Tara Q. Thomas

This feature appears in the print edition of [February 2020](#).

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This Company Wants To Ship You Small-Batch Orange Wine



Bridget Shirvell Contributor

Food & Drink

I cover food, technology and the environment.

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Now there's a wine subscription service dedicated to orange wines. PHOTO: ORANGE GLOU

Orange wine is having a moment. The ancient, once obscure wines have been popping up everywhere from wine bars to supermarket aisles over the past few years and now there's a wine subscription service dedicated to orange wines.

Natural wine sommelier, Doreen Winkler, recently launched [Orange Glou](#), a NYC pop up wine bar devoted solely to orange wines, and monthly wine subscription service available nationwide to customers in states that allow wine shipments (excludes Alabama, Alaska, Arkansas, Hawaii, Illinois, Iowa, Kentucky, Maryland, Michigan, Mississippi, Montana, New Hampshire, North Dakota, South Dakota, Tennessee, Texas, Utah and Virginia). Priced at \$105 per month (3-bottle subscription) or \$195 per month (6-bottle subscription), the Orange Glou wine club seeks to set itself apart from the already crowded wine subscription market but offering a curated selection of new, rare and natural orange wines.



Natural wine sommelier, Doreen Winkler, recently launched Orange Glou, a NYC pop up wine bar devoted ... [+]
PHOTO: CLAY WILLIAMS FOR ORANGE GLOU

LIFESTYLE • WINE

Orange and natural wines shine in this new subscription service

BY STEPHAN LEE
PHOTOGRAPH BY MICHAEL LEE



Piero Sabatino Team, Orange Glou
PHOTOGRAPH BY MICHAEL LEE

Natural wine sommelier Doreen Winkler wants you to drink orange wine. That's why she launched the first subscription service dedicated to orange and natural wines, *Orange Glou*, while also hosting pop-up bars showcasing orange wines across the United States. "Some are still, some are sparkling, some are perfect to drink on their own, others are best laid away for later," says Winkler. "But they're all natural, all orange, and all delicious."

Orange—otherwise known as skin-contact—wines are definitely a niche style. Made with white grapes, the style puts traditionally white wine grapes through the process of red wine: the grape skins are left in contact with the juice for a period of time during fermentation. That can range from a few hours to a few weeks. Red wine grapes will leave the red color, which is why the wines range in hues from pale purple to deep garnet and tawny. For white grapes, this turns the juice an orange-ish hue, resulting in the term "orange wines." Some wines are extremely vibrant copper tones while others just look a bit more golden than your traditional white. Further, they are typically made in a natural wine style, meaning minimal intervention in the vineyard and winery.

"The wines may seem novel, but they have been made this way for millennia in [the country of] Georgia, while modern winemakers in France, Italy, and the U.S. have only recently embraced the style," Winkler notes.



Orange Glou founder Doreen Winkler
PHOTOGRAPH BY MICHAEL LEE

Many wine fans, especially those familiar with the natural wine movement, have known about orange wines for years. But the growing popularity of low-intervention winemaking and natural and biodynamic techniques have catapulted orange wines into the mainstream. Winkler, a self-proclaimed lover of the style, has long been advocating for them to friends and family. It was only recently, though, that she saw the demand rise in the restaurants where she consults. The knowledge of and interest in orange wines have become so great that Winkler felt she could build and sustain an entire company dedicated to the style.

"Orange wine is niche, but I think that has more to do with accessibility than it does the desirability of the product," she explains. "So many people I've talked to want to try orange wine, but their local store only carries a limited selection or none at all."

Her focus at *Orange Glou* is to not only help people find orange wines, but to find the best ones. Winkler says she has tasted more than 1,000 different bottlings to curate a collection that is lively, unique, and highly drinkable. Because the style is so experimental, she respects the attempts, but knows they aren't always a success. That's why Winkler is so adamant about experiencing everything before she commits. Beyond tasting objectively good, wines can only be included in the *Glou* portfolio if they follow a strict set of guidelines that Winkler put together—including no added yeasts, acids, stabilizers, or sugars; no filtration or fining; and little or no added sulfur. And they must all be hand-picked grapes from organic or biodynamic farms.



The natural wine lineup from Orange Glou.
PHOTOGRAPH BY MICHAEL LEE

Producers range from her longtime loves, like Donkey and Goat in California, to recent discoveries, such as Vifaligo from the Canary Islands. *Orange Glou* features wines that are hard to find, like Radikon, a winery on the border of Italy and Slovenia. Its Ribolla Gialla from Friuli has an extremely limited allocation, and Winkler is always on the hunt for a case. ("The aromas of toasted hazelnut, apricot, honeyuckle, mineral—a dream," she describes.) Similarly, the brand also picks up Dukat Gröfky, a Czech Republic-based winery that only makes 1,200 bottles a year. Winkler is a huge fan of De Alha Rooden's Gewürztraminer and its aromas of lychee, rose water, and nectarine.

"Most wine subscriptions today are built from bulk bargain-discounted bottles that wouldn't sell at retail," Winkler says. "With *Orange Glou*, you aren't paying for a few bottles of leftover wine. You're signing up for access to quality products I have spent my lifetime developing the connections and resources to acquire."

Winkler may not be a household name, but she does come with an accomplished resume. She got her first sommelier job at age 22, and went on to develop the wine program at several New York City restaurants (including Aka (two Michelin stars), Alder (one Michelin star), and Sel Rocce over the course of a decade). Winkler has worked in wine regions across Europe as well as Australia, and is a frequent attendee at major natural wine events.



A 12-month subscription box from Orange Glou.
PHOTOGRAPH BY MICHAEL LEE

The subscription program works like any other wine club. Members receive shipments of three or six bottles each month, costing \$105 or \$195, respectively, plus tax and shipping. Each bottle comes with a tasting sheet of notes by Winkler as to how the wine was made, when you should drink it, and with what as well as tasting notes. One particular detail duly noted: How long the skins were left in contact with the juice during fermentation.

"Orange wines are for explorers at heart," she adds. "There's a huge range of colors, flavors, textures, and styles of orange wine out there. There's a certain wildness that comes when you let the grapes do the work."

FOOD & WINE

New Subscription Service Delivers Orange Wine Right to Your Door

Orange Glou was founded by natural wine sommelier Doreen Winkler.

By [Bridget Hallinan](#) | November 05, 2019



PHOTO: COURTESY ORANGE GLOU

Although [orange wine](#)—made from white grapes that are fermented with their skins—has history dating back some thousands of years to the country of [Georgia](#), it's only recently become super-trendy in the U.S. As such, it can be a bit harder to find at liquor stores or on restaurant wine lists.

[Natural wine](#) sommelier Doreen Winkler wants to make it more accessible with her new subscription service, Orange Glou, which launched nationally on November 4. The orange wine club, touted as the first-ever wine subscription service entirely devoted to [skin-contact wines](#), sends customers different bottles to try every month.

Orange Glou offers the choice of a three-bottle or six-bottle monthly subscription, which cost \$105 and \$195, respectively. Each box will include both still and sparkling orange wines hand-selected by Winkler, alongside an explainer of the tasting notes, suggestions for [food pairings](#), recommendations on the wine's age-ability, and vinification notes, too.

Some bottles will be new, others rare and highly allocated. While selections will change monthly, Orange Glou will include bottles from producers including Radikon, Swick, Bloomer Creek, Matassa, Valentina Passalacqua, Christian Binner, Cantina Giardino, Donkey & Goat, Cirelli, AmByth, Nevio Scala, and End of Nowhere.

Booze & Brews

WITH BECCA



Becca Glasser-Baker considers herself an adopted New Yorker. Although she studied culinary arts in New Jersey, she credits her passion for cocktails to exploring New York City. When she's not writing, she's probably baking, hanging out with friends, blasting Taylor Swift or petting dogs. When she's not sipping on a cocktail, she's busy indulging in exotic teas. Email her at Rebecca.glasser@metro.us with tips, trends, favorite spots and cocktail ideas.

ORANGE WINE IS THE NEW ROSÉ

Orange wine is the latest trend taking over the world of wine.

If you love rosé, I think you're going to fall in love with orange wine. I spoke to orange wine expert and natural wine sommelier Doreen Winkler, who loves orange wine so much that she

started the first ever wine subscription service dedicated to skin-contact or orange wines, Orange Glou.

I spoke to Winkler about all things orange wine and why you should be drinking it. Winkler explained to me that orange wine is essentially "white wine in simple form, made like red wine."

To expand further, it's when the skin and seeds are kept after crushing. This helps give the wine its wonderful variety of orange shades. You can get orange wine from anywhere in the world; it is non-specific to any particular region. However, there are some hot spots, and Winkler informed me that the Czech Republic has a lot of good orange wine. Another famous spot for orange wine is Georgia, where orange wine has been made for a millennium.

Although orange wine looks orange, it doesn't taste orange-flavored. I can't exactly generalize the flavors, since each wine tastes different, but to be clear: it's wine, not orange soda. For my fellow sparkling wine lovers out there, there are even sparkling varieties



Doreen Winkler, the founder of Orange Glou. ALL PHOTOS ORANGE GLOU

of the vibrant drink.

When it comes to drinking orange wine, you can pair it with whatever you like. In fact, Winkler told me that "fall is the perfect season for orange wine." She added that orange wine pairs best with chicken dishes, sweet potatoes, pumpkin dishes or other fall dishes. She suggested that although seafood pairings can work, these are not ideal for orange wine. She also mentioned that she loves to pair a glass of sparkling orange wine with spicy food.

For a taste of orange wine curated by Winkler in the city, you can check out Sel Rose, a restaurant and cocktail bar with twelve orange wines on the wine list.

If you want to really familiarize yourself with orange wine, you can check out Orange Glou, the subscription box. Orange Glou delivers a curated selection of three or six orange wines to your doorstep each month. Each bottle will have a list of tasting notes, recommendations on the wine's age-ability, vinification notes, and of course, food pairings. If you're looking for a great gift for the wine lover in your life, this is a great option. For more information about the service go to orangeglou.com.

Orange Glou will be hosting a bubbly orange wine party on Dec. 16. It will take place at Fig.19 from 6 p.m. to 10 p.m. You can purchase your tickets at eventbrite.com.





‘I’ll Have What She’s Having’

Raising the Bar with Custom Drinkware

A simple glass can create a mood, cause a stir, raise eyebrows, and inspire second rounds. What does your glassware do?

By Liz Barrett Foster

The Moscow Mule is one of the world’s most recognized cocktails because of its distinctive copper mug. Martinis and margaritas are equally recognizable when served in their traditional glassware.

Distinctive beverageware can make a big impact on consumers, whether they’re sitting at the bar, ordering at the table, or dining al fresco. When a beautiful and unique drink passes by, guests sit up and take notice.

The glassware you choose to carry in your restaurant can affect cost, profit, taste, branding, drink reorders, marketing and so much more. So, what has your glassware done for you lately?

Presentation and Taste

Presentation is incredibly important to cocktail perception, according to Leandro DiMonriva, the bar manager at Cole’s French Dip in Los Angeles, and host of The Educated Barfly

on YouTube. “If you take a mediocre cocktail, but it looks like a million bucks, it will be far more pleasing than a perfectly balanced cocktail that looks like crap,” he says.

At Brass Tacks in Denver, owner Stephen Julia says that the restaurant stocks 25 to 30 different types of glasses in order to make a unique statement to its guests. “We can make hundreds of different cocktails,” he says. “One thing we do differently is that we offer different sizes; so, if you want a double Manhattan, I can do that.” It’s because of this offering, Julia says, his concept needed to double the amount of glassware it carries to accommodate double pours. The restaurant also offers small, medium and large beers, and one-, two- and three-ounce liquor pours.

In addition to boosting ticket averages, offering doubles also alleviates some of the strain on the bar during busier times, since it takes customers longer to drink, but it doesn’t

— Wine & Spirits —

Wine Subscriptions Services That Make Great Holiday Gifts



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There's nothing classier than giving someone a great bottle of wine.

By Betsy Andrews on December 13, 2019

It's polite to [bring a bottle to a holiday party](#) as a host gift. But when you're celebrating a deeper relationship, why not [make the wine last](#)? This year for the holidays, there are more clubs and collections than ever, for which the pros source [exceptional wines](#)—for regular shipments throughout the year or one big, splashy delivery. From vintage Burgundies to the latest orange wines, we've rounded up wine services for every palate.

Orange Glou Wine Club



Courtesy Orange Glou

Sommelier Doreen Winkler thinks here's nothing sexier than skin contact—in wine. A veteran of restaurants including Aska to Aldea, Winkler specializes in new, rare, and highly allocated orange wines from natural, organic, and biodynamic producers the world over. Now she's launched a club to bring a mix of three or six bottles from hot-shot wineries like Friuli's Radikon and the Bay Area's Donkey & Goat to the doorstep of your choice on a monthly basis.

To buy: \$105–195; orangeglou.com



Like Orange Wine? You'll Love Orange Glou

By [Ren Moreau](#) | December 12, 2019

Natural wine sommelier Doreen Winkler launches her new subscription service for exciting, hard-to-find bottles.



Pouring orange wine at one of the company's events. Photo courtesy Orange Glou.

If you've been anywhere near a wine bar this year, you've probably realized orange wine isn't necessarily orange. The wines are made by fermenting white grapes with their skins, like reds, and depending on the grapes' color and how long their juices stay "on the skins," the results range from tangerine to amber, gold, peach and beyond. Flavor varies as much as color: The wines can be light and floral, yeasty and punchy like sour beer or kombucha, or mellow and sweet with berry notes—the list goes on. If all that sounds bewildering, award-winning sommelier and wine expert Doreen Winkler is here to guide you to your new favorite orange wines with [Orange Glou](#), a monthly subscription box and event series.

For years, Winkler worked internationally as a sommelier, after developing a passion for wine while studying hospitality in her native Germany. She transitioned to natural and skin-contact wines when Brooklyn's Michelin-starred Aska commissioned her to create an all-natural wine list—back in 2012 when natural was still niche. "I really fell in love with the wines; they were lighter, they were livelier, they were just exciting," she says. With Orange Glou, Winkler wants to showcase the specialness of orange wines, which are produced in low quantities by small-scale producers. Her focus isn't on rarity alone, but on finding the highest quality, most unusual new wines.

According to Winkler, skin-contact and natural wines aren't just another trend. She credits increased levels of wine education with drinkers' newfound curiosity about what goes into their glass. And, as she explains, organic and biodynamic wines take a long time to develop—it takes 15 years for a vineyard to go fully biodynamic. Winkler's drawn to these wines for the connection they represent between people and a region—one Swiss winemaker she buys from turned his vineyard into a habitat for 200 species of native butterflies. All her favorite winemakers make use of indigenous grape varietals and low-impact production methods. Natural wine isn't just an industry to them; it's a way of living.

If you're orange wine curious, Winkler recommends getting friendly with your local wine natural wine shop or winery, (she loves [Bloomer Creek](#)). Or simply come along to one of her Orange Glou tasting [events](#): She hopes to build a community of people interested in the endlessly variable world of skin-contact wine.

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This Company Wants To Ship You Small-Batch Orange Wine

Bridget Shirvell Contributor
Food & Drink
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Now there's a wine subscription service dedicated to orange wines. PHOTO: ORANGE GLOU

Orange wine is having a moment. The ancient, once obscure wines have been popping up everywhere from wine bars to supermarket aisles over the past few years and now there's a wine subscription service dedicated to orange wines.

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Natural wine sommelier, Doreen Winkler, recently launched Orange Glou, a NYC pop up wine bar devoted ... [4] PHOTO: CLAU WILLIAMS FOR ORANGE GLOU

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"Orange wine is very versatile, so many colors and textures. Some can be enjoyed now, some you lay away," Winkler said. "Some are lighter, some are richer. It's a great food-pairing wine that has many layers."

A sommelier working with conventional wines at places throughout the U.S., Europe and Australia, Winkler fell in love with natural and orange wines when she joined forces with Chef Fredrik Berselius of Aska to build an all natural wine program back in 2013.

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Also known as skin contact wines, orange wines are made from white grapes but in a way typical for reds where the wines ferment with the grape skins for a period of time that can range from mere hours to weeks or more. They can vary in hue from pale to golden to very dark orange. While the style has only recently caught on among winemakers in Europe and the U.S., in Georgia, vintners have made wine that way for millennia.

According to Winkler, all of the wines she selects with either be biodynamic or organic and boxes will contain various expressions of orange wine including sparkling.



Orange Glou is founder Doreen Winkler's way of sharing her passion for small-batch orange wines with ... [4] PHOTO: CLAU WILLIAMS FOR ORANGE GLOU

"I put in a lot of work into tasting and discovering new wines," Winkler said. All I am really looking for is that it tastes good and that I'm always featuring different countries and styles in every subscription box. Lately, I've been impressed with beautiful wines from Czech Republic, Italy and Greece, but there are so many great winemakers producing orange wine all over the world, so you can expect a great variety in every box."

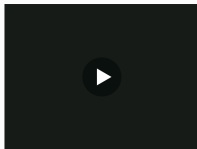
Orange Glou is Winkler's way of sharing her passion for small-batch orange, natural wines with others while making it easier to sip a glass of a hard-to-find wine.

Bridget Shirvell [Follow](#)

I'm a NY-based freelance writer covering food, technology and the environment. My work has appeared in Martha Stewart Living, CNET, Eats, PBS Newshour and more. As the ... [Read More](#)

PHOTO: CLAU WILLIAMS FOR ORANGE GLOU

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