



NEW ZEALAND WINE  
PURE DISCOVERY

## NEW ZEALAND WINE FAIR: GERMANY 2010





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## NEW ZEALAND WINE FAIR: BERLIN

6th October 2010

I am delighted to welcome you to today's trade tasting at the Stilwerk-Forum. This is the first time New Zealand Winegrowers have held a formal trade tasting in Berlin and our presence here demonstrates the desire for New Zealand wine producers to broaden the availability of their fine wines in the German marketplace.

At the tasting today you will see a strong representation from all of New Zealand's major winegrowing regions and many of the key varieties. The room has been arranged where possible by region and this catalogue is indexed by both region and variety so that you can experience the true diversity of the wines now being exported. As well as examples of the newly bottled 2010 vintage white wines (which many believe to even surpass the quality of the great 2009 vintage) there will be a broad range of red and white wines from older vintages on show.

Genuine commitment to sustainability has been a guiding principal for the New Zealand wine industry for many years. Sustainable winegrowing is a central part of our grape growing and winemaking ethos and we have recently announced that 100% of New Zealand grapes and wine will be produced under independently audited sustainable schemes, or farmed organically, by vintage 2012. In order to demonstrate our commitment to this goal, all 2010 vintage wines must have already been certified by SWNZ (Sustainable Winegrowing New Zealand) in order to participate in this tasting.

New Zealand wine exports to all major markets around the world are growing at +22% (MAT July 2010) and, despite difficult recessionary conditions in many markets, wine consumers appear to understand and appreciate the very high quality / value relationship that exists with New Zealand wine and therefore the wines command above average retail prices. This is justified by continuing evidence that consumers appreciate the premium quality and the prestige that these wines offer.

Within the room you will notice two additional 'self-pour' themed tables. The first table is focused on the regional diversity of Pinot Noir and we encourage you to taste through this representative range and discover the elegance and finesse, but also the regional diversity of these wines. The second table is aimed at demonstrating the regional diversity of Sauvignon Blanc wines, not just from the Marlborough region. In fact, it must be noted that there are indeed some distinctive differences within the sub-regions of Marlborough itself. Members of my team will be on hand to answer any questions you may have on this or any other topic.

Finally, you will notice that many of the wineries exhibiting at this tasting are seeking distribution and representation. This clearly illustrates the desire within New Zealand to expand and showcase their fine wines in this important market. Thank you for coming and we hope you enjoy the tasting.

David Cox  
Director - Europe  
New Zealand Winegrowers

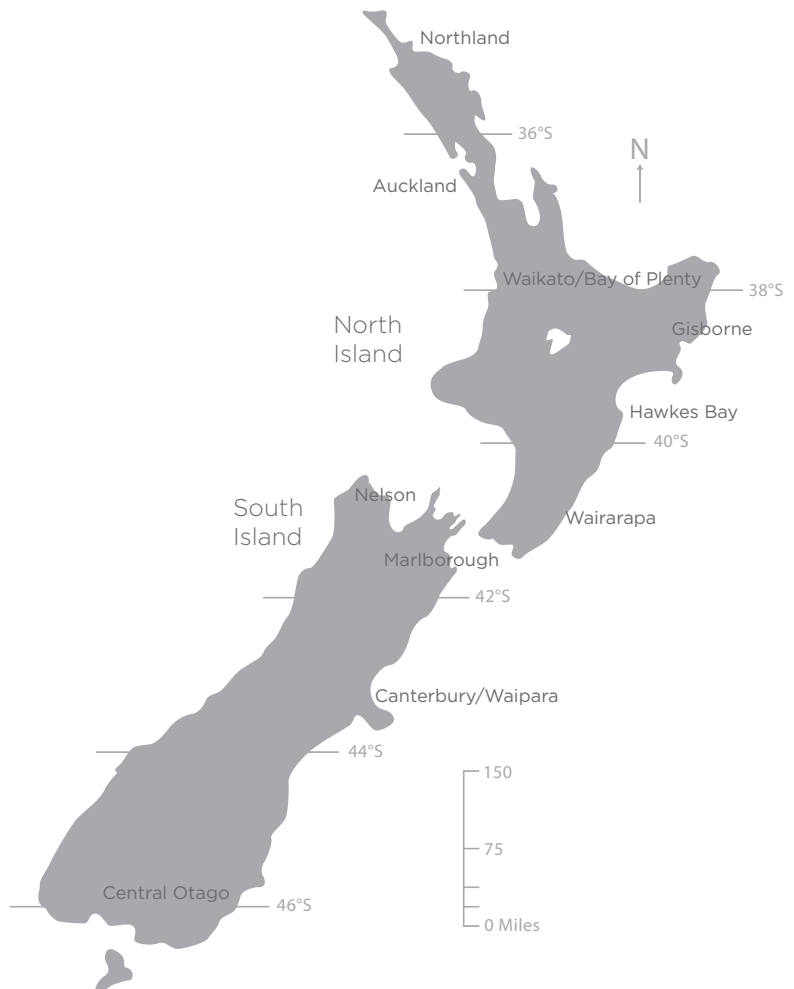
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  - The Many Faces of New Zealand Sauvignon Blanc
- Winery Tables

# AGENTS PRESENT AT STANDS

| AGENT                            | TABLE | PAGE |
|----------------------------------|-------|------|
| Bernard-Massard                  | 14    | 27   |
| Constellation Europe             | 8     | 19   |
| Coopers Creek Wine (Europe) Ltd. | 2     | 11   |
| Cornish Point Wines Ltd          | 19    | 33   |
| DIVA Deutschland KG              | 3     | 12   |
| Fruit Driven Wines Ltd           | 16    | 29   |
| Kiwi Weine                       | 15    | 28   |
| Max Piehl                        | 11    | 23   |
| Pacific Wine Company             | 13    | 25   |
| Schlumberger KG                  | 1     | 10   |
| Wines of NZ                      | 12    | 24   |
| Zeter - Die Weinagentur          | 10    | 22   |
| Zeter - Die Weinagentur          | 18    | 32   |

# REGIONAL MAP OF NEW ZEALAND



## PARTICIPATING WINERIES

| WINERY                         | TABLE | PAGE |
|--------------------------------|-------|------|
| Amisfield Wine Company         | 21    | 35   |
| Ara                            | 6     | 16   |
| Babich Wines                   | 1     | 10   |
| Coopers Creek Vineyard         | 2     | 11   |
| Craggy Range                   | 3     | 12   |
| Crossroads Winery              | 9     | 20   |
| Cypress Wines                  | 4     | 14   |
| Felton Road                    | 19    | 33   |
| Giesen Wines                   | 10    | 22   |
| Huia Vineyards                 | 11    | 23   |
| Johanneshof Cellars            | 21    | 36   |
| Kim Crawford                   | 8     | 18   |
| Lime Rock Wines                | 4     | 13   |
| Little Beauty                  | 21    | 37   |
| Marisco Vineyards              | 12    | 24   |
| Michelle Richardson            | 4     | 14   |
| Mud House Wines                | 13    | 26   |
| Nobilo                         | 8     | 19   |
| Saint Clair Family Estate      | 14    | 27   |
| Seifried                       | 5     | 15   |
| Southbank Estate               | 9     | 21   |
| Spy Valley Wines               | 15    | 28   |
| Staete Landt Vineyard          | 21    | 38   |
| Te Mara Estate                 | 20    | 34   |
| The Awatere River Wine Company | 7     | 17   |
| The Crossings                  | 9     | 21   |
| Two Rivers of Marlborough      | 4     | 13   |
| Vavasour Wines                 | 16    | 29   |
| Villa Maria Estate             | 17    | 31   |
| Waipara Hills                  | 13    | 25   |
| Wild Rock                      | 3     | 12   |
| Wither Hills Vineyards         | 18    | 32   |

## ATTENDING WINERY PRINCIPALS

| WINERY                         | PRINCIPAL               | TABLE |
|--------------------------------|-------------------------|-------|
| Ara                            | John Ratcliffe          | 6     |
| Ara                            | Julie Dawson            | 6     |
| Babich Wines                   | Martin Tutty            | 1     |
| Constellation New Zealand      | Tom Maling              | 8     |
| Coopers Creek Vineyard         | Andrew Hendry           | 2     |
| Craggy Range                   | Ash Ireland             | 3     |
| Craggy Range                   | Warren Adamson          | 3     |
| Crossroads Winery              | Kate Pritchard          | 9     |
| Giesen Wines                   | Doug Brown              | 10    |
| Huia Vineyards                 | Michael Allan           | 11    |
| New Zealand Wine Portfolio     | Peter Lorimer           | 4     |
| Seifried                       | Heidi Seifried-Houghton | 5     |
| Seifried                       | Mark Houghton           | 5     |
| Spy Valley Wines               | Peter Rawling           | 15    |
| Te Mara Estate                 | Janiene Bayliss         | 20    |
| The Awatere River Wine Company | Louis Vavasour          | 7     |
| Villa Maria Estate             | Bernard Budel           | 17    |
| Villa Maria Estate             | Gordon Russell          | 17    |
| Waipara Hills                  | Cathy Wansink           | 13    |
| Wither Hills Vineyards         | Matt Roberts            | 18    |
| Wither Hills Vineyards         | Zoe Davey               | 18    |

# VARIETAL AND REGIONAL CHART

## PARTICIPANTS

|                                | VARIETIES |            |                |                 |            |                          |                  |      |            |       |        |               |                              | REGIONS                   |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
|--------------------------------|-----------|------------|----------------|-----------------|------------|--------------------------|------------------|------|------------|-------|--------|---------------|------------------------------|---------------------------|-----------|--------------|----------------------------|----------|-------------|-------------------------|--------|-------------|---------------|--------------------|------------|--------------|-------------|--|
|                                | Riesling  | Pinot Gris | Gewürztraminer | Sauvignon Blanc | Chardonnay | Sauvignon Blanc/Riesling | Sauvignon/Merlot | Rosé | Pinot Noir | Syrah | Merlot | Merlot/Malbec | Merlot/Malbec/Cabernet Franc | Merlot/Cabernet Sauvignon | Red Blend | Dessert Wine | Auckland/Northland/Waiheke | Gisborne | Hawke's Bay | Martinborough/Wairarapa | Nelson | Marlborough | Central Otago | Waipara/Canterbury | East Coast | South Island | New Zealand |  |
| Amisfield Wine Company         |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Ara                            |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Babich Wines                   |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Coopers Creek Vineyard         |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Craggy Range                   |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Crossroads Winery              |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Cypress Wines                  |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Felton Road                    |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Giesen Wines                   |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Huia Vineyards                 |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Johanneshof Cellars            |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Kim Crawford                   |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Lime Rock Wines                |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Little Beauty                  |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Marisco Vineyards              |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Michelle Richardson            |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Mud House Wines                |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Nobilo                         |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Saint Clair Family Estate      |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Seifried                       |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Southbank Estate               |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Spy Valley Wines               |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Staete Landt Vineyard          |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Te Mara Estate                 |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| The Awatere River Wine Company |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| The Crossings                  |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Two Rivers of Marlborough      |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Vavasour Wines                 |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Villa Maria Estate             |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Waipara Hills                  |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Wild Rock                      |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |
| Wither Hills Vineyards         |           |            |                |                 |            |                          |                  |      |            |       |        |               |                              |                           |           |              |                            |          |             |                         |        |             |               |                    |            |              |             |  |



## NEW ZEALAND WINE – 100% SUSTAINABLE BY 2012

In June 2007 the New Zealand Wine Industry agreed to build on over a decades worth of commitment to sustainability by implementing a broad based and all encompassing sustainability policy.

**THE GOAL:** For all New Zealand Wineries and Vineyards to be operating in accordance with an independently audited sustainability programme by vintage 2012.

**THE METHOD:** To ensure achievement of this goal, New Zealand Winegrowers has introduced a number of pioneering initiatives, including:

- Industry funding into Carbon Calculator for winery greenhouse gas emissions
- Research and development of alternative organic fungicides
- Energy benchmarking study and establishments of industry benchmarks
- Requires that wines presented at NZW events from vintage 2010 onwards have been produced under an independently audited sustainability programme

**THE MEASURE:** New Zealand Winegrowers has selected a number of esteemed certification systems that are to be recognised by this policy:

- Sustainable Winegrowing New Zealand (SWNZ)
- Biogrow and CertNZ – Organic Certifications
- Demeter – Biodynamic Certification
- ISO 14001 Environmental Certification

**THE PROGRESS:** The industry is well on its way to achieving this goal, currently:

- Over 85% of New Zealand Wineries are operating under an independently audited sustainability programme
- Over 93% of New Zealand's wine production capacity is operating under an independently audited sustainability programme

## SUSTAINABLE WINEGROWING NEW ZEALAND (SWNZ)

Developed and managed by New Zealand Winegrowers, SWNZ is a viticultural and winemaking framework and accreditation process based on best practice policies for protecting the environment whilst remaining economically sustainable.

SWNZ was established in 1995, at which time it was focused on vineyard management, in 2002 this was extended to winery management policies. In the vineyard, SWNZ covers such aspects as use of fertilizers, control of pests and diseases, water and energy use and biodiversity. In the winery, SWNZ focuses on winery waste management and water and energy efficiency.

Today a total of over 100 New Zealand Wineries, approximately (75% of wine production) and 900 New Zealand vineyards (20,000Ha+ or 70%+ of producing area) are accredited by SWNZ.

*Sustainability is about meeting the needs of today, without adversely impacting on the needs of tomorrow.*



# A SELF-POUR WALK THROUGH 1.

## A REGIONAL TOUR OF PINOT NOIR

Continuing the theme of discovery, a regional tour of Pinot Noir shows the best and most diverse Pinot Noirs from the 2008 vintage with examples from Marlborough, Martinborough, Nelson, Central Otago and Waipara. Discover the difference between 'feminine' and 'masculine' styles and taste the effect terroir has on flavour profiles.

### MARTINBOROUGH

Martinborough Vineyards Te Tera Pinot Noir Martinborough 2008 € 16.50  
Contact: Martinborough Vineyards, T: +64 6 306 9955 E: winery@martinborough-vineyard.co.nz

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Borthwick Vineyard Pinot Noir Martinborough 2008 € 16.00  
Contact: Borthwick Vineyard, Paddy Borthwick, M: +64 (0274) 673 478, E: paddy@borthwick.co.nz

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### NELSON

Te Mania Pinot Noir Nelson 2008 € 14.99  
Contact: Te Mania Wines, Lars Jensen, T: +64 3 544 7585, E: info@temaniawines.co.nz

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Woollaston Pinot Noir Nelson 2008 € 23.95  
Contact: Woollaston Estate, Scott Ingram, T: +64 3 543 2817, E: scott@woollaston.co.nz

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### MARLBOROUGH

Villa Maria Cellar Selection Pinot Noir Marlborough 2008 € 16.99  
Contact: Wein Wolf, Julia Korona, T: +49 22 844 964 42, E: j.korona@weinwolf.de

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The Crossings Pinot Noir Marlborough 2008 € 19.99  
Contact: The Crossings, Kate Pritchard, T: +64 9 951 0283, E: kpritchard@agersectus.co.nz

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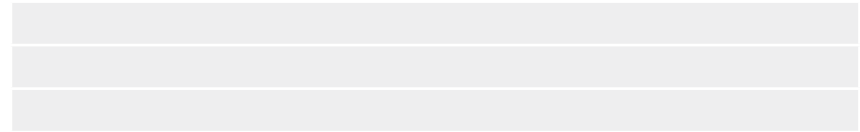
Continuing the theme of discovery, a regional tour of Pinot Noir shows the best and most diverse Pinot Noirs from the 2008 vintage with examples from Marlborough, Martinborough, Nelson, Central Otago and Waipara. Discover the difference between 'feminine' and 'masculine' styles and taste the effect terroir has on flavour profiles.

## A REGIONAL TOUR OF PINOT NOIR (CONTINUED)

### WAIPARA

Waipara Hills Soul of the South Pinot Noir Waipara 2008  
Contact: Pacific Wine Company, Martina Hartmann, T: +49 61 032 802 45  
E: [martina.hartmann@pacificwine.de](mailto:martina.hartmann@pacificwine.de)

€ 15.99



### Main Divide Pinot Noir Waipara 2008

Contact: Pegasus Bay, Lauren McGlone, T: +64 (3) 314 6869, E: [info@maindivide.com](mailto:info@maindivide.com)

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### CENTRAL OTAGO

Grasshopper Rock Pinot Noir Central Otago 2008

€ 29.00

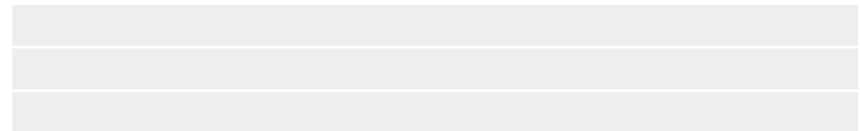
Contact: Grasshopper Rock, Phil Handford, T: +64 21 853 908, E: [phil@grasshopperrock.co.nz](mailto:phil@grasshopperrock.co.nz)



Felton Road Pinot Noir Central Otago 2008

€ 28.00

Contact: Cornish Point Wines UK Ltd, Nicola Greening, T: +44 208 351 2595  
E: [nicola@cornishpoint.com](mailto:nicola@cornishpoint.com)



\* Price on application



# A SELF-POUR WALK THROUGH 2.

## THE MANY FACES OF NEW ZEALAND SAUVIGNON BLANC

An exploration of Sauvignon Blanc produced in many regions around New Zealand including Nelson, Central Otago, Hawke's Bay and the three main sub-regions of Marlborough. Discover that all Sauvignon Blancs are not the same with flavour profiles ranging from tropical fruits, grapefruit and honey to nettles, grass, limes and capsicums.

### CENTRAL OTAGO

Mt Difficulty Sauvignon Blanc Central Otago 2009 € 19.00  
Contact: Mt Difficulty Wines, Michael Herrick, T: 03 445 3445 E: Michael.herrick@mtdifficulty.co.nz

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### NELSON

Seifried Sauvignon Blanc Nelson 2009 € 16.49  
Contact: Seifried Estate, Anna Seifried, T: +64 3 544 5599, E: anna@seifried.co.nz

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### HAWKE'S BAY

Elephant Hill Sauvignon Blanc Hawkes Bay 2009 € 10.00  
Contact: Elephant Hill, Magdalena VandenBerg, T: +64 6 873 0400, E: mx@elephanthill.co.nz

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### MARLBOROUGH

Mud House Swan Sauvignon Blanc Marlborough 2009 €20.00  
Contact: Pacific Wine Company, Martina Hartmann, T: +49 61 032 802 45  
E: martina.hartmann@pacificwine.de

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Spy Valley Sauvignon Blanc Marlborough 2009 \*  
Contact: Kiwi-Weine, Odin Grupe, T: +49 89 120 203 89, E: odin.grupe@kiwi-weine.de

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Villa Maria Private Bin Sauvignon Blanc Marlborough 2009 € 11.99  
Contact: Wein Wolf, Julia Korona, T: +49 22 844 964 42, E: j.korona@weinwolf.de

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\* Price on application



An exploration of Sauvignon Blanc produced in many regions around New Zealand including Nelson, Central Otago, Hawke's Bay and the three main sub-regions of Marlborough. Discover that all Sauvignon Blancs are not the same with flavour profiles ranging from tropical fruits, grapefruit and honey to nettles, grass, limes and capsicums.

## THE MANY FACES OF NEW ZEALAND SAUVIGNON BLANC (CONTINUED)

Stoneleigh Sauvignon Blanc Wairau Valley 2009 € 7.99  
Contact: Pernod Ricard, Deutschland GmbH, T: +49 221 43 09 090  
E: info@pernod-ricard-deutschland.com

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Babich Family Estate Vineyards Cowslip Valley € 9.99  
Sauvignon Blanc Wairau Valley 2009  
Contact: Schlumberger Vertriebsgesellschaft mbH & Co KG, Roderich Duehr, T: +49 22 259 250  
E: roderich.duehr@schlumberger.de

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Yealands Estate Sauvignon Blanc Marlborough 2009 € 11.99  
Contact: Yealands Estate Wines, Michael Wentworth, E: michael@yealands.co.nz

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Astrolabe Discovery Awatere Valley € 17.99  
Sauvignon Blanc Marlborough 2009  
Contact: Astrolabe Wines, Sophie McLernon, T: +64 3 577 6794, E: admin@astrolabewines.co.nz

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Hunter's Kaho Roa Sauvignon Blanc Marlborough 2006 € 16.00  
Contact: Hunter's Wines, Pania Duke, T: +64-3-5728589, E: pania@hunters.co.nz

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Te Mania Reserve Sauvignon Blanc Marlborough 2008 € 16.99  
Contact: Te Mania Wines, Lars Jensen, T: +64 3 544 7585, E: info@temaniawines.co.nz

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# TABLE 1. BABICH WINES



## BABICH WINES

Stylish, finely blended wines of a consistently outstanding quality are synonymous with Babich Wines. One of New Zealand's largest family-owned wine companies, Babich Wines was established in 1916 and has evolved as a major producer, now exporting to numerous markets around the world.

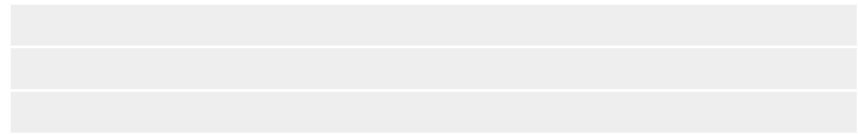
## WINERY CONTACT DETAILS

Martin Tutty  
 Babich Road, Henderson Valley,  
 Waitakere, 0614, Auckland, NZ  
 T: +64 9 833 7859 M: +64 21 599 589  
 F: +64 9 833 9929  
 E: martin@babichwines.co.nz  
 W: www.babichwines.co.nz

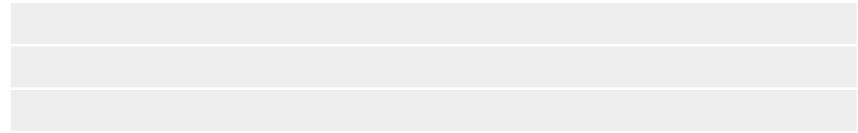
## AGENT/DISTRIBUTOR CONTACT DETAILS

Schlumberger Vertriebsgesellschaft  
 mbH & Co KG, Roderich Duehr  
 Busch Road 20, 53340 Meckenheim  
 T: (+49) 22 259 250  
 F: (+49) 22 259 251 51  
 E: roderich.duehr@schlumberger.de

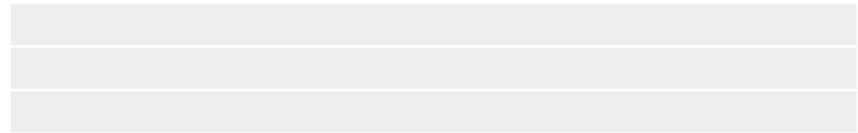
Babich Sauvignon Blanc Hawke's Bay 2009 €7.00



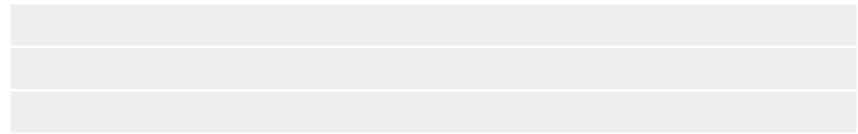
Babich Sauvignon Blanc Marlborough 2009 €7.20



Babich Black Label Sauvignon Blanc Marlborough 2009 €7.85



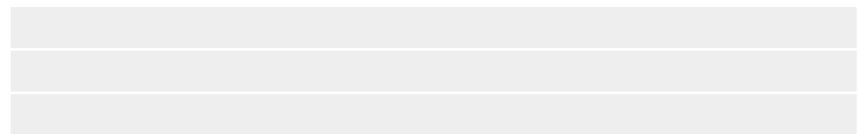
Babich Family Estate Vineyards Wakefield Organic Block  
 Sauvignon Blanc Marlborough 2009 €8.55



Babich Winemakers Reserve Pinot Noir Marlborough 2008 €12.90



Babich Cabernet Sauvignon/Merlot Hawke's Bay 2008 €12.90



## TABLE 2. COOPERS CREEK VINEYARD



### COOPERS CREEK VINEYARD

Coopers Creek Winery was established by the Hendry family in 1980 on a site in Huapai, 30 kms west of Auckland. The company's policy is to grow its grapes (Sauvignon Blanc, Riesling, Chardonnay, Pinot Gris, Viognier, Arneis, Pinot Noir, Syrah and Merlot) in the regions where they perform best; Marlborough, Hawke's Bay, Gisborne and Central Otago. The company has developed a reputation as one of the country's best performing, innovative, medium sized wineries. It produces a Classic range aimed at the broad retail market and a super, premium Select Vineyard range generally sold to the on-trade and smaller, fine wine stores.

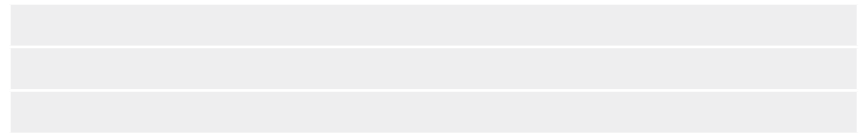
### WINERY CONTACT DETAILS

Andrew Hendry  
 PO Box 140, Kumeu, Auckland, NZ  
 T: +64 9 412 8560 F: +64 9 412 8375  
 E: andrew@cooperscreek.co.nz  
 W: www.cooperscreek.co.nz

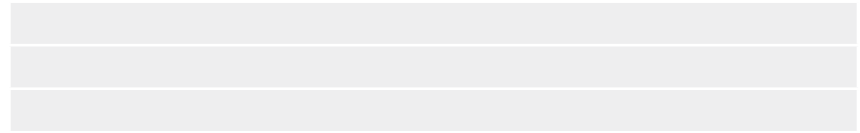
### AGENT/DISTRIBUTOR CONTACT DETAILS

Coopers Creek Wines (Europe) Ltd,  
 Steve O'Connor  
 Gut Rastorf Torhaus 1, 24211 Rastorf  
 M: (+49) 15 222 351 396  
 F: (+49) 43 078 109 38  
 E: steve@t-nzc.com

Coopers Creek Riesling Marlborough 2008 €11.90



Coopers Creek Sauvignon Blanc Marlborough 2009 €11.90



Coopers Creek Chardonnay Gisborne 2007 €11.90



Coopers Creek Pinot Noir Marlborough 2008 €13.90



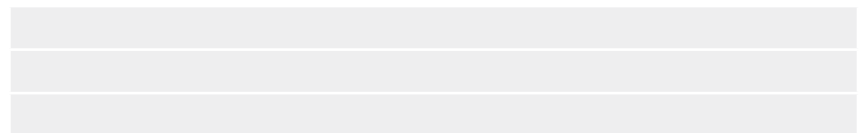
Coopers Creek Merlot Hawke's Bay 2007 €11.90



Coopers Creek SV Pinot Gris Marlborough 2008 €13.90



Coopers Creek SV Sauvignon Blanc Marlborough 2009 €13.90



Coopers Creek SV Chardonnay Hawke's Bay 2008 €13.90



Coopers Creek SV Pinot Noir Central Otago 2008 €18.90



## TABLE 3. CRAGGY RANGE AND WILD ROCK



### CRAGGY RANGE AND WILD ROCK

Craggy Range specialises in producing expressive Single Vineyard wines from the most prestigious winegrowing regions of New Zealand. Grapes are sourced from vineyards in the cooler climate areas of coastal Hawke's Bay, Martinborough, Marlborough and Central Otago as well as the much warmer Gimblett Gravels Winegrowing District in Hawke's Bay. Wild Rock Wine Company wines capture some of New Zealand's best wine regions in a bottle. The experienced Wild Rock team produce outstanding wines of exceptional value. All wines are produced with a preference for sustainability and a concern for our beautiful country.

### WINERY CONTACT DETAILS

Michael Henley MW  
 253 Waimarama Road, Havelock North,  
 Hawke's Bay, NZ  
 T: +64 6 873 7126 M: +64 27 595 2100  
 F: +64 6 873 7141  
 E: michael.henley@craggyrange.com  
 W: www.craggyrange.com

### AGENT/DISTRIBUTOR CONTACT DETAILS

Diva Deutschland KG, Olivier Brun  
 Rheinallee 50, 65347 Eltville am Rhein,  
 Hattenheim  
 T: (+49) 67 239 195 30  
 F: (+49) 67 239 195 33  
 E: olivier.brun@diva-deutschland.de

Craggy Range Te Muna Sauvignon Blanc Martinborough 2009 \*

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Craggy Range Kidnappers Chardonnay Hawke's Bay 2008 \*

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Craggy Range Te Muna Pinot Noir Martinborough 2008 \*

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Craggy Range Gimblett Gravels Syrah Hawke's Bay 2007 \*

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Craggy Range Gimblett Gravels Te Kahu Hawke's Bay 2006 \*

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Craggy Range Gimblett Gravels Sophia Hawke's Bay 2006 \*

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Wild Rock Elevation Sauvignon Blanc Marlborough 2009 \*

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Wild Rock Sur Lie Pinot Gris Hawke's Bay 2008 \*

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Wild Rock Cupids Arrow Pinot Noir Central Otago 2008 \*

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Wild Rock Gravel Pit Red Merlot/Malbec Hawke's Bay 2008 \*

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\* Please ask at stand for price indication

# TABLE 4. NEW ZEALAND WINE PORTFOLIO



## NEW ZEALAND WINE PORTFOLIO

The New Zealand Wine Portfolio is a family of like minded producers who deliver vibrant, pure wines that reflect the rich and diverse wine regions of New Zealand. Each wine is unique, crafted by New Zealand's most talented winemakers who demonstrate inspiration, passion and a genuine respect for nature. The wines offer a haunting expression of New Zealand's finest vineyards. Introducing... Cypress Wines of Hawke's Bay, Lime Rock of Central Hawke's Bay, Two Rivers of Marlborough, Michelle Richardson from Marlborough and Central Otago. To find out more about our exceptional producers and their very special wines please visit us - [www.nzwineportfolio.co.nz](http://www.nzwineportfolio.co.nz)

## WINERY CONTACT DETAILS

Peter Lorimer  
 PO Box 133102, Eastridge, Auckland, NZ  
 T: +64 21 0235 1352  
 E: [peter@nzwineportfolio.co.nz](mailto:peter@nzwineportfolio.co.nz)  
 W: [www.nzwineportfolio.co.nz](http://www.nzwineportfolio.co.nz)

New Zealand Wine Portfolio is currently seeking distribution in Germany

Black Cottage Sauvignon Blanc Marlborough 2010 \*

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Black Cottage Pinot Noir Central Otago 2009 \*

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Two Rivers Sauvignon Blanc Marlborough 2009 \*

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Two Rivers Pinot Noir Marlborough 2009 \*

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Lime Rock Wines Sauvignon Blanc Central Hawke's Bay 2010 \*

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Lime Rock Wines Pinot Gris Central Hawke's Bay 2010 \*

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Lime Rock Wines Pinot Noir Central Hawke's Bay 2007 \*

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\* Please ask at stand for price indication

## TABLE 4. NEW ZEALAND WINE PORTFOLIO (CONTINUED)



### NEW ZEALAND WINE PORTFOLIO

The New Zealand Wine Portfolio is a family of like minded producers who deliver vibrant, pure wines that reflect the rich and diverse wine regions of New Zealand. Each wine is unique, crafted by New Zealand's most talented winemakers who demonstrate inspiration, passion and a genuine respect for nature. The wines offer a haunting expression of New Zealand's finest vineyards. Introducing... Cypress Wines of Hawke's Bay, Lime Rock of Central Hawke's Bay, Two Rivers of Marlborough, Michelle Richardson from Marlborough and Central Otago. To find out more about our exceptional producers and their very special wines please visit us - [www.nzwineportfolio.co.nz](http://www.nzwineportfolio.co.nz)

### WINERY CONTACT DETAILS

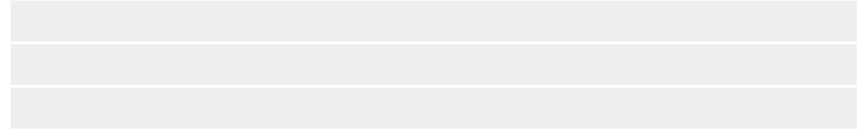
Peter Lorimer  
 PO Box 133102, Eastridge, Auckland, NZ  
 T: +64 21 0235 1352  
 E: [peter@nzwineportfolio.co.nz](mailto:peter@nzwineportfolio.co.nz)  
 W: [www.nzwineportfolio.co.nz](http://www.nzwineportfolio.co.nz)

New Zealand Wine Portfolio is currently seeking distribution in Germany

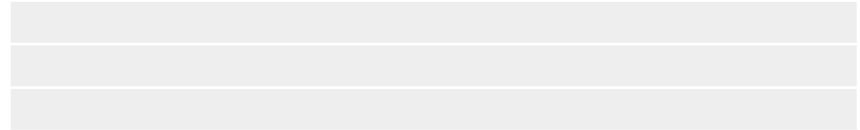
Michelle Richardson Sauvignon Blanc Marlborough 2009 \*



Michelle Richardson Pinot Noir Central Otago 2007 \*



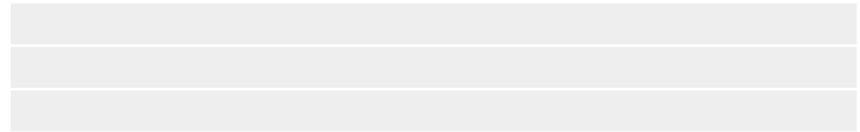
Cypress Wines Pinot Gris Hawke's Bay 2009 \*



Cypress Wines Syrah Hawke's Bay 2008 \*



Cypress Wines 'Terraces' Syrah Hawke's Bay 2007 \*



\* Please ask at stand for price indication

## TABLE 5. SEIFRIED



### SEIFRIED

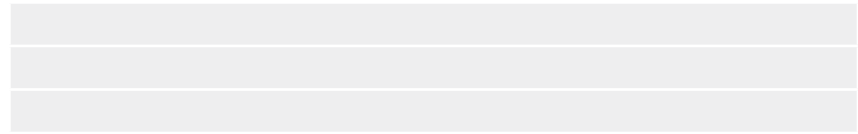
As the first accredited 'Sustainable Winegrowing' winery in Nelson, the focus for quality begins in the vineyard. Fruit drawn from six Estate grown vineyards around the Nelson region are blended to give distinctive, varietal characters to the wines. Proud to be the South Island's oldest family owned winery, experience in making quality food-friendly wine is undisputable, and now the passion has been passed to the next generation. With eldest daughter Heidi, and son Chris combining talents and experience to lead the winemaking team, and youngest daughter Anna working in the marketing side of the business, winemaking really is a family affair.

### WINERY CONTACT DETAILS

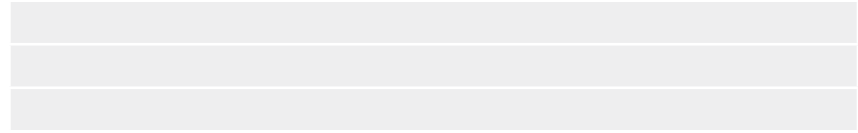
Seifried Estate, Anna Seifried  
 Redwood Road, Appleby, Nelson, NZ  
 T: +64 3 544 5599 F: +64 3 544 5522  
 E: wines@seifried.co.nz  
 W: www.seifried.co.nz

Seifried is currently seeking  
 distribution in Germany

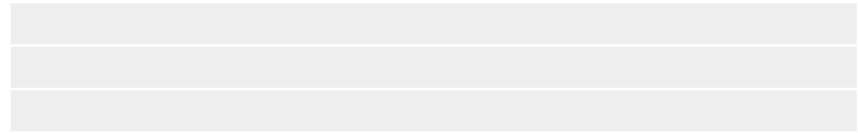
Seifried Sauvignon Blanc Nelson 2010 €16.50



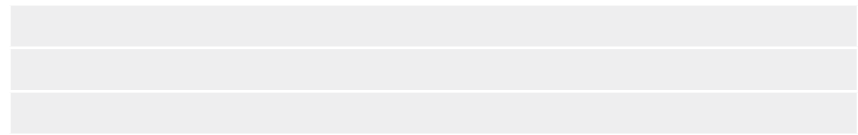
Seifried Pinot Gris Nelson 2010 €16.49



Seifried Chardonnay Nelson 2009 €19.99



Seifried Pinot Noir Nelson 2009 €19.99



Seifried Syrah Nelson 2008 €19.99



Seifried Winemakers Collection Sweet Agnes  
 Riesling Nelson 2009 €16.99



# TABLE 6. ARA



## ARA

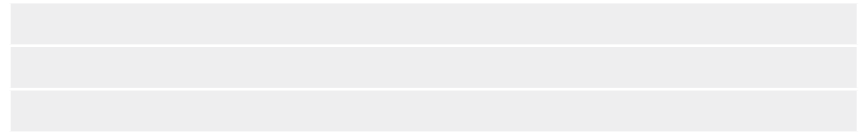
Ara is a family owned New Zealand company with a unique combination of stunning vineyard landscapes and passionate people with a focus on delivering a new wine experience. Ara's approach is to fuse the best of Old and New World philosophies and practices with high vine densities; a notable feature of our viticultural approach. Ara's philosophy is to reduce yields comparable to prestigious Old World wine appellations which puts us on the pathway to producing Marlborough's next generation wine.

## WINERY CONTACT DETAILS

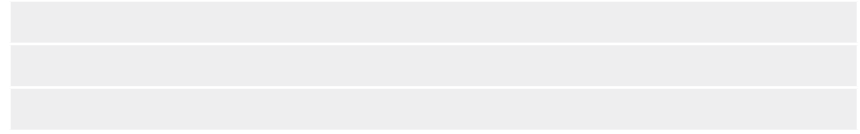
Julie Dawson  
 Suite 227 5, Charter House, Lord  
 Montgomery Way, Portsmouth,  
 PO1 2SN, UK  
 M: (+44) 7590 901 032  
 E: julie.dawson@ara.co.nz

Ara is currently seeking distribution in  
 Germany

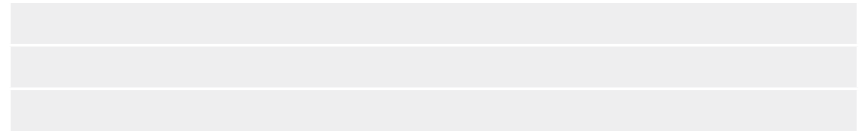
Ara Pathway Sauvignon Blanc Marlborough 2009 €9.99



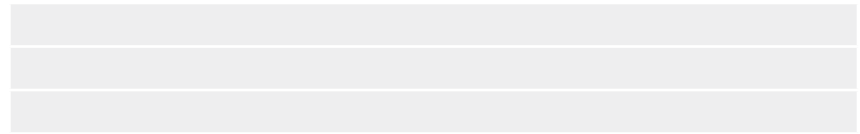
Ara Pathway Pinot Noir Marlborough 2009 €11.99



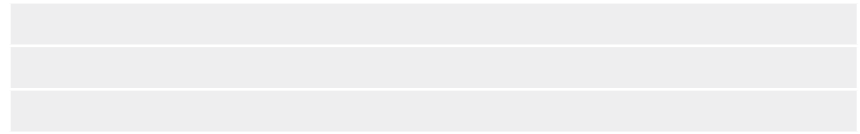
Ara Sauvignon Blanc Marlborough 2009 \*



Ara Pinot Noir Marlborough 2009 \*



Ara Composite Sauvignon Blanc Marlborough 2009 €11.99



Ara Composite Pinot Noir Marlborough 2008 €14.99



Ara Resolute Sauvignon Blanc Marlborough 2009 €17.99



Ara Resolute Pinot Noir Marlborough 2007 €21.99



\* Please ask at stand for price indication

# TABLE 7. THE AWATERE RIVER WINE COMPANY



## THE AWATERE RIVER WINE COMPANY

It was on this country that the Vavasour family settled in 1887 and planted their first vines nearly a century later in 1986. The Awatere River Wine Company consists of two labels. One is Awatere River by Louis Vavasour which is a collection of award winning, low yield, premium quality wines that reflect the distinctive terroir of the alluvial river flats on which they were grown. The other, Saveé Sea, embodies in name and spirit Marlborough's unique lifestyle and culture.

## WINERY CONTACT DETAILS

Louis Vavasour  
 150 Ugbrooke Road, Lower Dashwood,  
 Awatere Valley, Blenheim, 7274,  
 Marlborough, NZ  
 T: +64 3 575 7913, M: +64 275 100 715  
 F: +64 3 575 7914 E: louis@arwc.co.nz  
 W: www.arwc.co.nz

The Awatere River Wine Company is currently seeking distribution in Germany

Awatere River Sauvignon Blanc Marlborough 2009 \*

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Awatere River Pinot Gris Marlborough 2009 \*

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Awatere River Pinot Noir Marlborough 2008 \*

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Saveé Sea Sauvignon Blanc Marlborough 2009 \*

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Saveé Sea Pinot Gris East Coast 2008 \*

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Saveé Sea Chardonnay Waipara 2009 \*

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Saveé Sea Pinot Noir Waipara 2009 \*

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Saveé Sea Merlot Hawke's Bay 2008 \*

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\* Please ask at stand for price indication

## TABLE 8. CONSTELLATION NEW ZEALAND



**NOBILO**  
PURE NEW ZEALAND



### CONSTELLATION NEW ZEALAND

One of the largest wine producers in New Zealand, Constellation New Zealand is well known for its quality products, New Zealand history and exceptional winemaking team. Constellation New Zealand products include Nobilo, Monkey Bay, Drylands and the Kim Crawford portfolios.

### WINERY CONTACT DETAILS

Felicity Nelson  
Station Road, Huapai, Auckland, NZ  
T: +64 9 412 6666 F: +64 9 412 7124  
E: felicity.nelson@constellationnz.com

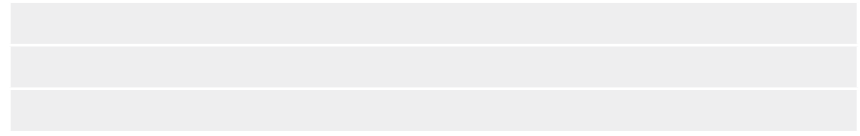
### AGENT/DISTRIBUTOR CONTACT DETAILS

Constellation Europe, Markus Eser  
Uhlandstr 5b, D-65189 Wiesbaden  
T: (+49) 61 113 569 88  
E: markus.eser@cbrands.eu.com

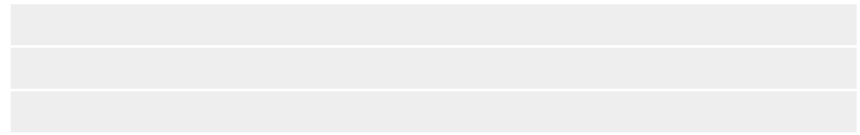
Kim Crawford Pinot Gris Marlborough 2009 €10.00



Kim Crawford Sauvignon Blanc Marlborough 2010 €10.00



Kim Crawford SP Spitfire Sauvignon Blanc Marlborough 2008 €14.00



Kim Crawford Chardonnay Marlborough 2009 €10.00



Kim Crawford Pansy Rosé East Coast 2009 €10.00



Kim Crawford SP Rise & Shine Pinot Noir Central Otago 2007 €10.00



## TABLE 8. CONSTELLATION NEW ZEALAND (CONTINUED)



### CONSTELLATION NEW ZEALAND

One of the largest wine producers in New Zealand, Constellation New Zealand is well known for its quality products, New Zealand history and exceptional winemaking team. Constellation New Zealand products include Nobilo, Monkey Bay, Drylands and the Kim Crawford portfolios.

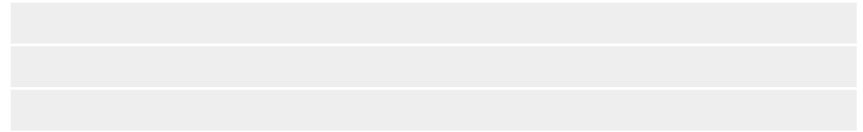
### WINERY CONTACT DETAILS

Felicity Nelson  
 Station Road, Huapai, Auckland, NZ  
 T: +64 9 412 6666 F: +64 9 412 7124  
 E: felicity.nelson@constellationnz.com

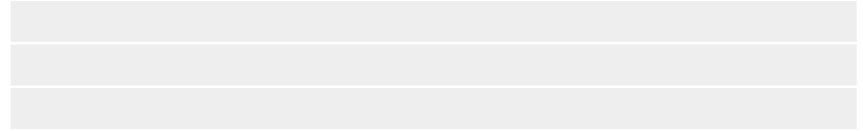
### AGENT/DISTRIBUTOR CONTACT DETAILS

Constellation Europe, Markus Eser  
 Uhlandstr 5b, D-65189 Wiesbaden  
 T: (+49) 61 113 569 88  
 E: markus.eser@cbrands.eu.com

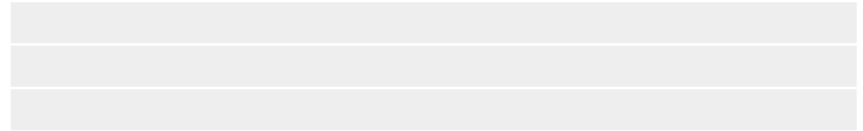
Kim Crawford Pinot Noir Marlborough 2008 €11.00



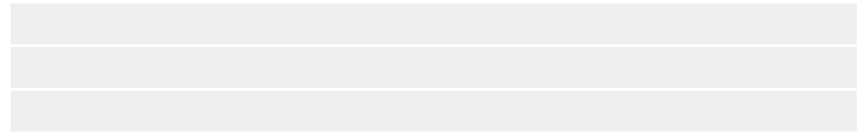
Nobilo Icon Sauvignon Blanc Marlborough 2009 €13.00



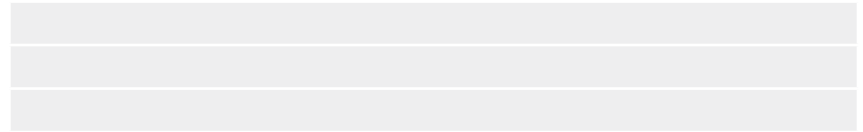
Nobilo Orca Bay Sauvignon Blanc New Zealand 2010 €7.00



Nobilo Icon Pinot Noir Marlborough 2009 €15.00



Nobilo Regional Collection Merlot Hawke's Bay 2008 €8.50



# TABLE 9. CROSSROADS WINERY AND THE CROSSINGS



## CROSSROADS WINERY

At Crossroads Winery, we make wine because we love it. Our story began in 1990 with the dream of making a boutique wine completely different to all others. Talisman is our flagship wine, a unique and long kept secret blend of six noble red wine grape varieties. Talisman is named for the lucky object supposed to possess magical powers. The Crossroads Winery and vineyards in Hawkes Bay and Marlborough are family owned; we stand by our long held belief that our wines are the culmination of a lot of knowledge, hard work, clear thought and a little luck.

## THE CROSSINGS

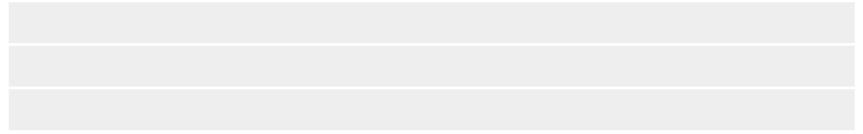
With vineyards established in 1996, The Crossings is one of a group of pioneering Awatere Valley winegrowers. The Awatere Valley's low vigour soils and dry climate produce grapes with intense fruit flavours and a delightful minerality. The Awatere River forms a pristine southern boundary to our vineyards. We take our inspiration from the outstanding natural beauty of the land and have an abiding commitment to sustainability, which infuses every aspect of our craft.

## WINERY CONTACT DETAILS

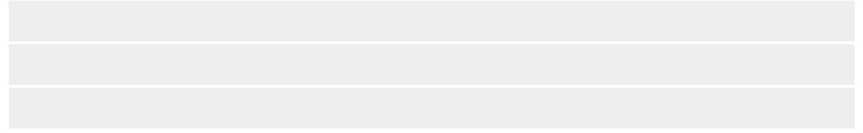
Kate Pritchard  
 395 Awatere Valley, RD 4 Blenheim,  
 Marlborough, 7274, NZ  
 T: +64 9 951 0283 M: +64 21 594 891  
 F: +64 9 951 0281  
 E: kpritchard@agersectus.co.nz  
 W: www.crossroadswinery.co.nz  
 W: www.thecrossings.co.nz  
 W: www.southbankestate.com

Crossroads Winery and The Crossings are currently seeking distribution in Germany

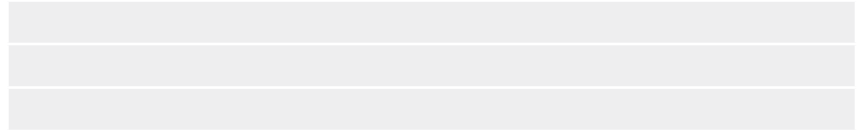
Crossroads Winery Sauvignon Blanc Marlborough 2010 \*



Crossroads Winery Sauvignon Blanc Pink Marlborough 2010 \*



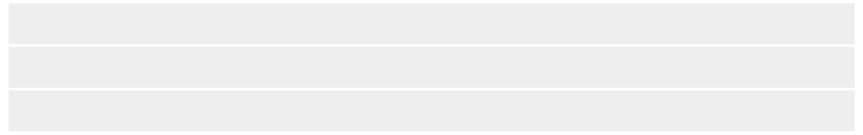
Crossroads Winery Pinot Gris Hawke's Bay 2009 \*



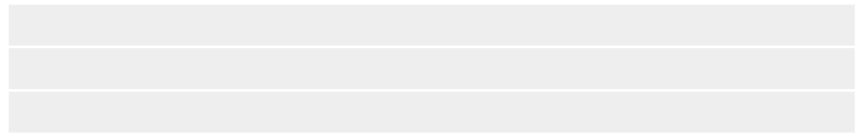
Crossroads Winery Gewürztraminer Hawke's Bay 2007 \*



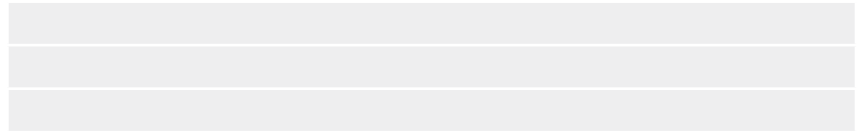
Crossroads Winery Chardonnay Hawke's Bay 2009 \*



Crossroads Winery Pinot Noir Marlborough 2008 \*



Crossroads Winery Merlot Hawke's Bay 2009 \*



\* Please ask at stand for price indication

## TABLE 9. CROSSROADS WINERY AND THE CROSSINGS (CONTINUED)



### CROSSROADS WINERY

At Crossroads Winery, we make wine because we love it. Our story began in 1990 with the dream of making a boutique wine completely different to all others. Talisman is our flagship wine, a unique and long kept secret blend of six noble red wine grape varieties. Talisman is named for the lucky object supposed to possess magical powers. The Crossroads Winery and vineyards in Hawkes Bay and Marlborough are family owned; we stand by our long held belief that our wines are the culmination of a lot of knowledge, hard work, clear thought and a little luck.

### THE CROSSINGS

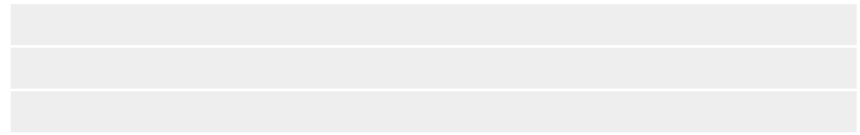
With vineyards established in 1996, The Crossings is one of a group of pioneering Awatere Valley winegrowers. The Awatere Valley's low vigour soils and dry climate produce grapes with intense fruit flavours and a delightful minerality. The Awatere River forms a pristine southern boundary to our vineyards. We take our inspiration from the outstanding natural beauty of the land and have an abiding commitment to sustainability, which infuses every aspect of our craft.

### WINERY CONTACT DETAILS

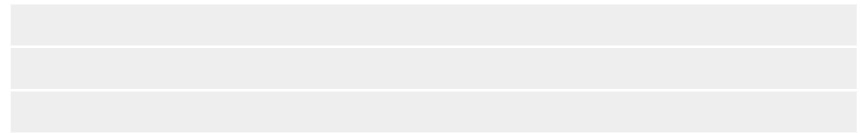
Kate Pritchard  
395 Awatere Valley, RD 4 Blenheim,  
Marlborough, 7274, NZ  
T: +64 9 951 0283 M: +64 21 594 891  
F: +64 9 951 0281  
E: kpritchard@agersectus.co.nz  
W: www.crossroadswinery.co.nz  
W: www.thecrossings.co.nz  
W: www.southbankestate.com

Crossroads Winery and The Crossings  
are currently seeking distribution in  
Germany

Crossroads Winery Syrah Hawke's Bay 2009 \*



Crossroads Winery Talisman Hawke's Bay 2008 \*



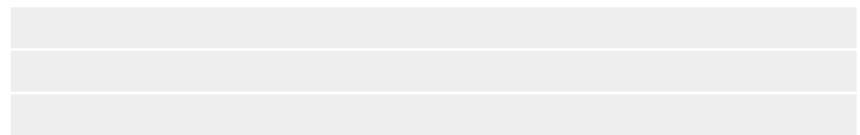
The Crossings Sauvignon Blanc Awatere Valley Marlborough 2009 \*



The Crossings Unoaked Chardonnay Awatere Valley Marlborough 2009 \*



The Crossings Pinot Noir Awatere Valley Marlborough 2009 \*



Southbank Estate Sauvignon Blanc Marlborough 2010 \*



\* Please ask at stand for price indication

## TABLE 10. GIESEN WINES



### GIESEN WINES

Giesen Wines is a family affair with the three Giesen brothers, Theo, Alex and Marcel owning the winery that has grown into an internationally renowned wine business. First established in 1984, Giesens clear goal is to be recognised as a leading producer of Marlborough Sauvignon Blanc and other varieties.

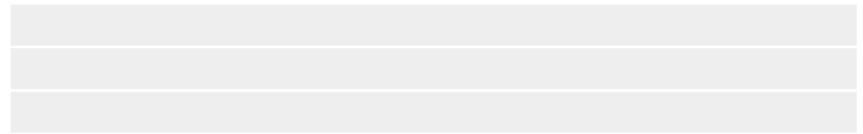
### WINERY CONTACT DETAILS

Jim Veitch  
 272 Main South Road, Sockburn,  
 Christchurch, Canterbury, NZ  
 T: +64 3 344 6270 F: +64 3 344 6278  
 E: info@giesen.co.nz  
 W: www.giesen.co.nz

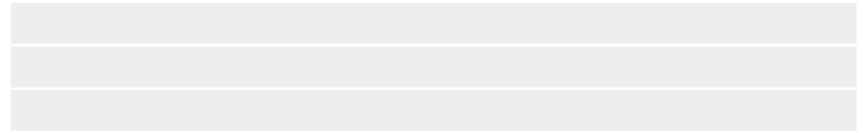
### AGENT/DISTRIBUTOR CONTACT DETAILS

Zeter - Die Weinagentur, Oliver Zeter  
 GmbH&Co.KG, Le Quartier-Hornbach  
 15, D-67433 Neustadt  
 T: (+49) 63 213 956 56  
 E: oliver@zeter-wein.de

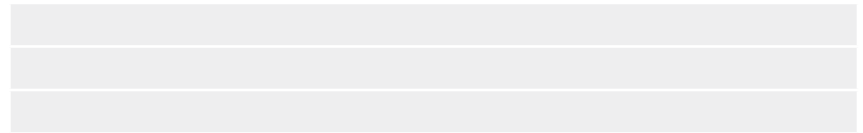
Giesen Dillon's Point Sauvignon Blanc Marlborough 2009 €9.99



Giesen Dillon's Point Chardonnay Marlborough 2009 €9.99



Giesen The Brothers Sauvignon Blanc Marlborough 2008 €12.99



Giesen The Brothers Chardonnay Marlborough 2008 €12.99



Giesen The Brothers Pinot Noir Marlborough 2008 €15.99



# TABLE 11. HUIA VINEYARDS



## HUIA VINEYARDS

Winemakers Claire and Mike Allan established the Huia winery and vineyards in Marlborough's Wairau Valley during the 1990's. This family owned wine company is committed to the production of premium and classical Marlborough wines. Innovative and traditional wine making techniques produce wines expressing the richness of Marlborough grapes from the vineyard through to the bottle. Huia has CarboNZero certification and is accredited Sustainable in the vineyards and winery. Huia's vineyards and winery are in the certification process to Biodynamics.

## WINERY CONTACT DETAILS

Mike & Claire Allan  
 22 Boyces Road RD 2, Blenheim,  
 Marlborough, NZ  
 T: +64 3 572 8326 F: +64 3 572 8331  
 E: wine@huia.net.nz W: www.huia.net.nz

## AGENT/DISTRIBUTOR CONTACT DETAILS

Max Piehl  
 Hardenstrasse 51, 20539 Hamburg  
 T: (+49) 40 780 482 20

Hunky Dory Sauvignon Blanc Marlborough 2010 \*

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Hunky Dory The Tangle Marlborough 2009 \*

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Hunky Dory Pinot Noir Marlborough 2009 \*

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Huia Sauvignon Blanc Marlborough 2009 \*

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Huia Chardonnay Marlborough 2009 \*

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Huia Pinot Noir Marlborough 2009 \*

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\* Please ask at stand for price indication

## TABLE 12. MARISCO VINEYARDS



### MARISCO VINEYARDS

The Marisco Vineyards property, home of The Ned & The Kings Series, is located in the Waihopai Valley of Marlborough New Zealand - a location which provides a near perfect environment for producing fruit of startling character. A truly cool maritime climate, underpinned by low vigour soil; clay, ancient river beds and ash; are the basis for wines with finesse and substance. Owned and operated by Brent Marris (Chief Winemaker) and Rosemary Marris - we are a progressive wine company committed to building brands and taking the unique Marlborough, New Zealand story of wine to the world.

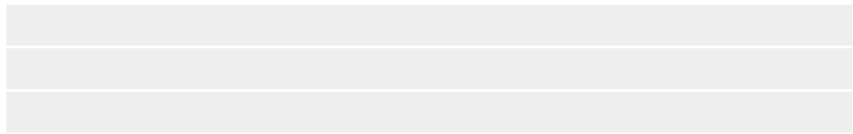
### WINERY CONTACT DETAILS

Siobhan Wilson  
 26 Arney Crescent, Remuera,  
 Auckland, NZ  
 T: +64 9 522 9684 M: +64 21 778 103  
 F: +64 9 522 9685  
 E: siobhan@marisco.co.nz  
 W: www.marisco.co.nz

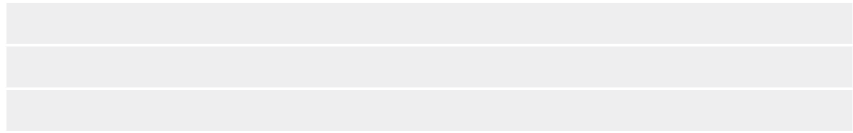
### AGENT/DISTRIBUTOR CONTACT DETAILS

Wines of NZ, Christian Bonfert  
 Königsbergerstrasse 22,  
 D-97072 Würzburg  
 E: c.bonfert@nz-wine.de

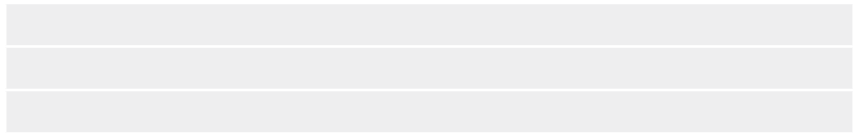
The Ned Sauvignon Blanc Marlborough 2010 \*



The Ned Pinot Gris Marlborough 2010 \*



The Ned Pinot Noir Marlborough 2008 \*



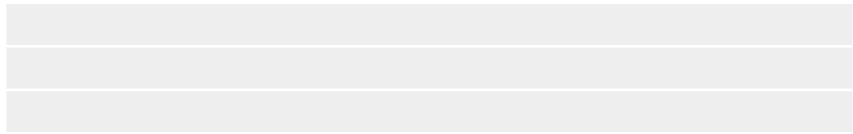
The Kings Favour Sauvignon Blanc Marlborough 2010 \*



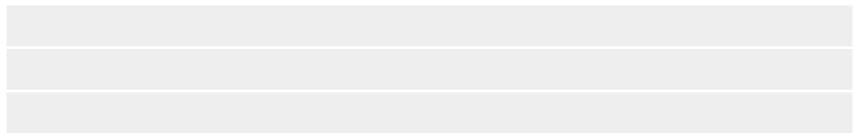
The Kings Thorn Pinot Gris Marlborough 2010 \*



The Kings Bastard Chardonnay Marlborough 2009 \*



The Kings Wrath Pinot Noir Marlborough 2009 \*



\* Please ask at stand for price indication

## TABLE 13. WAIPARA HILLS AND MUD HOUSE WINES



### WAIPARA HILLS

The South Island of New Zealand is known for its rugged beauty and wild weather where producing superb wine is both a challenge and a joy. The result is unashamedly aromatic yet elegant and sophisticated. Waipara Hills wines encapsulate the Soul of the South.  
www.waiparahills.co.nz

### MUD HOUSE WINES

Sauvignon Blanc that says "zing!". Pinot Noir that seductively whispers "spice". Full flavoured "frisky" Pinot Gris that plays on the tip of your tongue. That's what we live for. When a glass is raised for the first time, it's a moment full of promise. If the first sip makes a good impression, we've done our job right. If it fails to amuse your palate, we go outside and flog ourselves with vine clippings. Take our word for it, we go to extraordinary lengths to make amazing wine every time.  
www.mudhouse.co.nz

### WINERY CONTACT DETAILS

Cathy Wansink  
30 Maxwell Road, Blenheim,  
Marlborough, NZ  
T: +64 3 520 6011 M: +64 21 921 272  
F: +64 3 578 1765  
E: cathy@mudhouse.co.nz

### AGENT/DISTRIBUTOR CONTACT DETAILS

Pacific Wine Company GmbH,  
Martina Hartmann  
Ampèrestrasse 3-5, D-63225 Langen  
T: (+49) 61 032 802 45  
F: (+49) 61 032 802 46  
E: martina.hartmann@pacificwine.de

Waipara Hills Riesling Waipara 2009 €15.99



Waipara Hills Pinot Gris Waipara 2008 €15.99



Waipara Hills Sauvignon Blanc Marlborough 2009 €15.99



Waipara Hills Chardonnay Waipara 2008 €15.99



Waipara Hills Pinot Noir Waipara 2009 €15.99



Waipara Hills Pinot Noir Central Otago 2008 €16.99



## TABLE 13. WAIPARA HILLS AND MUD HOUSE WINES (CONTINUED)



### WAIPARA HILLS

The South Island of New Zealand is known for its rugged beauty and wild weather where producing superb wine is both a challenge and a joy. The result is unashamedly aromatic yet elegant and sophisticated. Waipara Hills wines encapsulate the Soul of the South.  
www.waiparahills.co.nz

### MUD HOUSE WINES

Sauvignon Blanc that says "zing!". Pinot Noir that seductively whispers "spice". Full flavoured "frisky" Pinot Gris that plays on the tip of your tongue. That's what we live for. When a glass is raised for the first time, it's a moment full of promise. If the first sip makes a good impression, we've done our job right. If it fails to amuse your palate, we go outside and flog ourselves with vine clippings. Take our word for it, we go to extraordinary lengths to make amazing wine every time.  
www.mudhouse.co.nz

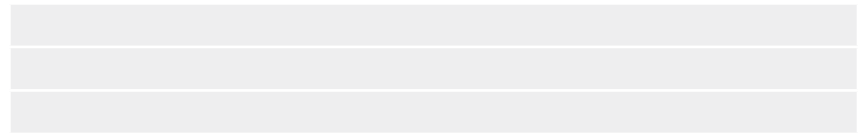
### WINERY CONTACT DETAILS

Cathy Wansink  
30 Maxwell Road, Blenheim,  
Marlborough, NZ  
T: +64 3 520 6011 M: +64 21 921 272  
F: +64 3 578 1765  
E: cathy@mudhouse.co.nz

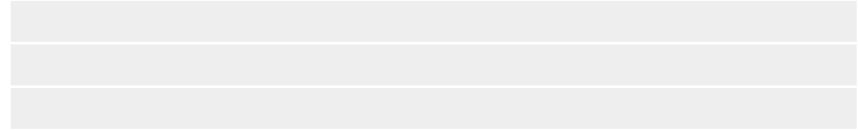
### AGENT/DISTRIBUTOR CONTACT DETAILS

Pacific Wine Company GmbH,  
Martina Hartmann  
Ampèrestrasse 3-5, D-63225 Langen  
T: (+49) 61 032 802 45  
F: (+49) 61 032 802 46  
E: martina.hartmann@pacificwine.de

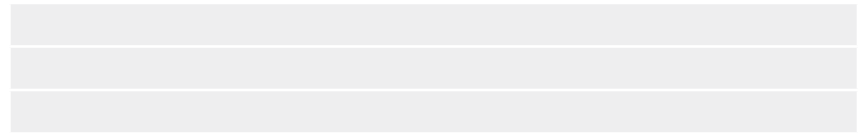
Mud House Pinot Gris South Island 2009 €17.99



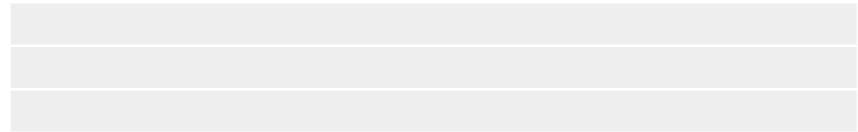
Mud House Sauvignon Blanc Marlborough 2010 €17.99



Mud House Swan Sauvignon Blanc Marlborough 2009 €22.00



Mud House Pinot Noir Central Otago 2009 €19.50



Mud House Swan Pinot Noir Central Otago 2009 €24.00



\* Please ask at stand for price indication

# TABLE 14. SAINT CLAIR FAMILY ESTATE



## SAINT CLAIR FAMILY ESTATE

Saint Clair Family Estate is a family-owned winery founded in 1994. The company's mission is to create world-class wines that exceed their customers' expectations. Neal Ibbotson combines 30 years of viticulture knowledge, Marlborough's unique terroir and a highly experienced and talented winemaking team, lead by Matt Thomson, to produce some of New Zealand's finest wines. Saint Clair's positioning, 'A growing reputation' encompasses their commitment to viticulture as a critical part of the winemaking process as well as the rapidly growing brand profile they are enjoying in over 40 markets around the world.

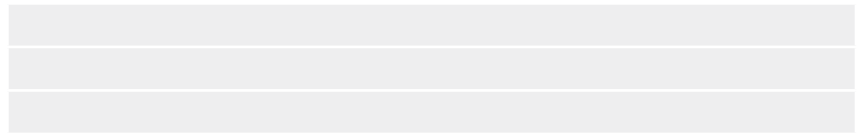
## WINERY CONTACT DETAILS

Sarah Lissaman  
 32 Liverpool Street, Riverlands Industrial Estate, Blenheim 7274, Marlborough, NZ  
 T: +64 3 578 8695 F: +64 3 578 8696  
 E: sarah@saintclair.co.nz  
 W: www.saintclair.co.nz

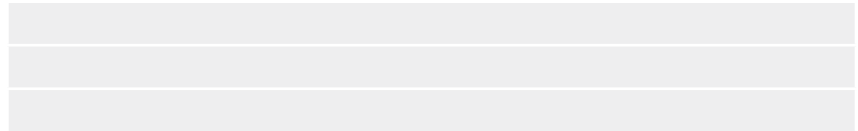
## AGENT/DISTRIBUTOR CONTACT DETAILS

Bernard-Massard  
 Jakobstrasse 8, 54290 Trier  
 T: (+49) 65 171 960 00  
 E: wein@bernard-massard.de

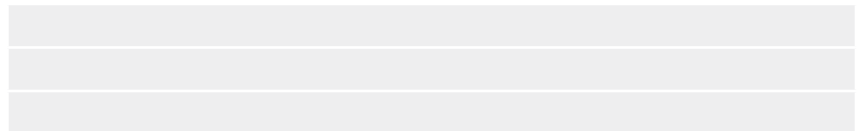
Saint Clair Sauvignon Blanc Marlborough 2009 €10.00



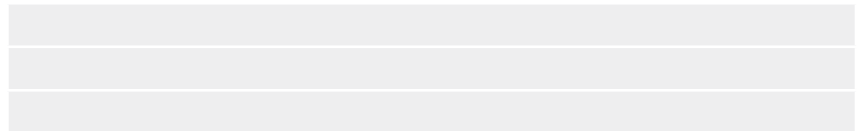
Saint Clair Pioneer Block 19 Bird Block Sauvignon Blanc Marlborough 2010 €16.00



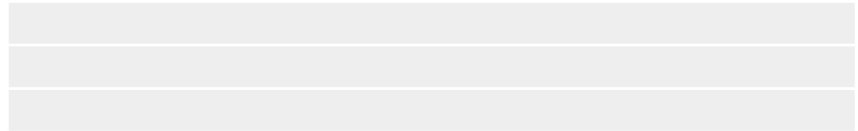
Saint Clair Wairau Reserve Sauvignon Blanc Marlborough 2010 €25.00



Saint Clair Chardonnay Marlborough 2009 €10.00



Saint Clair Merlot Marlborough 2008 €10.00



Saint Clair Pinot Noir Marlborough 2008 €11.50



## TABLE 15. SPY VALLEY WINES



### SPY VALLEY WINES

The brand name Spy Valley is derived from the presence of a satellite communications monitoring base within a few kilometres of the winery. Nestled on the terraces of the Omaka River within the Waihopai Valley in Marlborough are the vineyards of Johnson Estate. Eight varieties of grapes over 135 hectares produce premium quality fruit for Spy Valley Wines. Youthful, exuberant wines bursting with fruit flavour and aroma are crafted using modern winemaking techniques by winemaker Paul Bourgeois and his team.

### WINERY CONTACT DETAILS

Blair Gibbs  
 37 Lake Timara Road, RD 6, Blenheim,  
 Marlborough, NZ  
 T: +64 3 572 9840 F: +64 3 572 9830  
 E: info@spyvalley.co.nz  
 W: www.spyvalleywine.co.nz

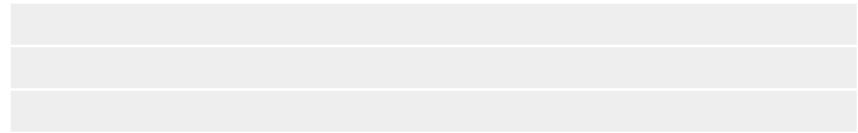
### AGENT/DISTRIBUTOR CONTACT DETAILS

Kiwi-Weine, Odin Grupe  
 Maierhofstr. 24, 81241 Munich  
 T: (+49) 89 120 203 89  
 F: (+49) 89 120 203 90  
 E: odin.grupe@kiwi-weine.de

Spy Valley Sauvignon Blanc Marlborough 2010 €14.90



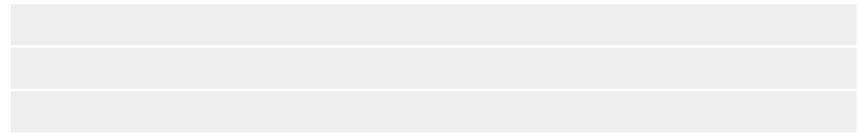
Spy Valley Riesling Marlborough 2009 €17.90



Spy Valley Pinot Gris Marlborough 2010 €17.90



Spy Valley Gewürztraminer Marlborough 2009 €17.90



Spy Valley Pinot Noir Marlborough 2009 €24.90



Spy Valley Envoy Pinot Noir Marlborough 2008 €49.90

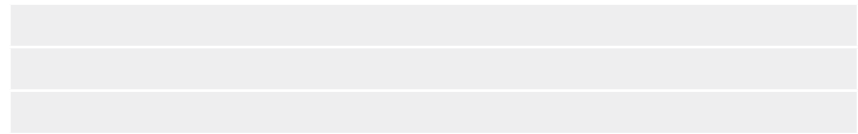


TABLE 16. VAVASOUR WINES



VAVASOUR WINES

Vavasour Wines pioneered grape growing in the Awatere Valley of Marlborough, an area now regarded as one of the premium grape growing regions of New Zealand. Each year our Vavasour wines are crafted from the best Awatere Valley fruit we harvest and are made to accentuate the best wine characteristics from this important region. The Goldwater Sauvignon Blanc is our Wairau Valley marquee wine and shows all the elegance and finesse of this unique terroir. Classically styled Clifford Bay & Pebble Row wines are made from fruit sourced from both the Awatere and Wairau Valleys.

WINERY CONTACT DETAILS

Darryll Puddy  
 26 Rapaura Road, Blenheim, Renwick  
 7243, Marlborough, NZ  
 T: +64 3 575 7481 M: +64 27 282 4433  
 F: +64 3 575 7240  
 E: darryll@fruitdrivenwines.com  
 W: www.vavasour.com

AGENT/DISTRIBUTOR CONTACT DETAILS

Fruit Driven Wines, Darryll Puddy  
 The Bylet Cound, Near Shrewsbury,  
 Shropshire, SY5 6AP, UK  
 T: (+44) 1488 681 685  
 M: (+44) 7884 470 315  
 F: (+44) 1488 681 008

Clifford Bay Sauvignon Blanc Marlborough 2009 €9.75

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Clifford Bay Pinot Noir Marlborough 2009 €14.75

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Dashwood Sauvignon Blanc Marlborough 2009 €7.49

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Dashwood Pinot Noir Marlborough 2009 €9.75

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Goldwater Sauvignon Blanc Marlborough 2010 €9.00

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Goldwater Chardonnay Marlborough 2008 €9.49

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Goldwater Pinot Noir Marlborough 2008 €14.75

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TABLE 16. VAVASOUR WINES (CONTINUED)



VAVASOUR WINES

Vavasour Wines pioneered grape growing in the Awatere Valley of Marlborough, an area now regarded as one of the premium grape growing regions of New Zealand. Each year our Vavasour wines are crafted from the best Awatere Valley fruit we harvest and are made to accentuate the best wine characteristics from this important region. The Goldwater Sauvignon Blanc is our Wairau Valley marquee wine and shows all the elegance and finesse of this unique terroir. Classically styled Clifford Bay & Pebble Row wines are made from fruit sourced from both the Awatere and Wairau Valleys.

WINERY CONTACT DETAILS

Darryll Puddy  
 26 Rapaura Road, Blenheim, Renwick  
 7243, Marlborough, NZ  
 T: +64 3 575 7481 M: +64 27 282 4433  
 F: +64 3 575 7240  
 E: darryll@fruitdrivenwines.com  
 W: www.vavasour.com

AGENT/DISTRIBUTOR CONTACT DETAILS

Fruit Driven Wines, Darryll Puddy  
 The Bylet Cound, Near Shrewsbury,  
 Shropshire, SY5 6AP, UK  
 T: (+44) 1488 681 685  
 M: (+44) 7884 470 315  
 F: (+44) 1488 681 008

Pebble Row Sauvignon Blanc/Riesling Marlborough 2009 €7.00

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Pebble Row Merlot/Malbec/Cabernet Franc East Coast 2009 €7.49

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Vavasour Pinot Gris Marlborough 2009 €9.75

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Vavasour Sauvignon Blanc Marlborough 2010 €10.99

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Vavasour Chardonnay Marlborough 2009 €10.99

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Vavasour Pinot Noir Marlborough 2009 €14.75

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# TABLE 17. VILLA MARIA ESTATE



## VILLA MARIA ESTATE

100% New Zealand owned, Villa Maria is the home of New Zealand's most awarded wines. Established in 1961 by owner and Managing Director George Fistonich, Villa Maria is dedicated to the pursuit of making quality New Zealand wine, enjoyed by wine drinkers around the world.

## WINERY CONTACT DETAILS

Jolanda Bossers  
 PO Box 43046, Mangere, Auckland, NZ  
 T: +64 9 255 0660 F: +64 9 255 0661  
 E: jolandab@villamaria.co.nz  
 W: www.villamaria.co.nz

## AGENT/DISTRIBUTOR CONTACT DETAILS

Wein Wolf, Julia Korona  
 Wein Wolf Import GmbH & Co.  
 Vertriebs, Koenigswinterer Str.  
 552, 53227 Bonn  
 T: (+49) 22 844 964 42  
 E: j.korona@weinwolf.de

Esk Valley Chardonnay Hawke's Bay 2009 €16.90

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Villa Maria Silverlake Sauvignon Blanc Marlborough 2009 €8.90

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Villa Maria Private Bin Sauvignon Blanc Marlborough 2010 €9.90

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Villa Maria Cellar Selection Sauvignon Blanc Marlborough 2009 €16.90

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Villa Maria Reserve Sauvignon Blanc Marlborough 2008 €19.90

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Villa Maria Private Bin Chardonnay East Coast 2009 €9.90

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Villa Maria Private Bin Pinot Noir Marlborough 2009 €16.90

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Villa Maria Cellar Selection Pinot Noir Marlborough 2008 €17.80

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Villa Maria Private Bin Merlot/Cabernet Sauvignon Hawke's Bay 2008 €13.70

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Villa Maria Reserve Merlot/Cabernet Sauvignon Hawke's Bay 2005 €29.99

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## TABLE 18. WITHER HILLS VINEYARDS



### WITHER HILLS VINEYARDS

Established in 1994, with vineyards strategically sited throughout Marlborough's Wairau Valley, Wither Hills has always been dedicated to the philosophy that exceptional wines are 'created in the vineyard'. Named after the southern landmark range of Wither Hills that borders our vineyards, our focused, hands on approach to winegrowing allows us to make a range of wines that reflect our passion for the 'place where we stand'.

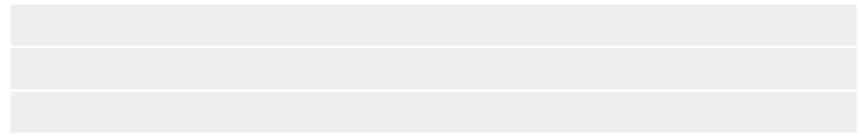
### WINERY CONTACT DETAILS

Maxine Haywood  
211 New Renwick Road, RD 2, Blenheim,  
Marlborough, NZ  
T: +64 3 578 4036 F: +64 3 578 4037  
E: maxine.haywood@witherhills.co.nz  
W: www.witherhills.co.nz

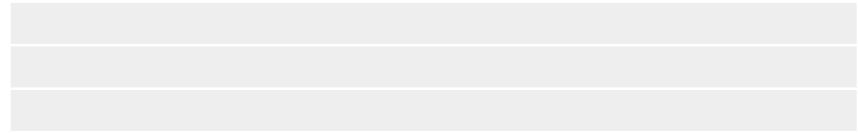
### AGENT/DISTRIBUTOR CONTACT DETAILS

Zeter - Die Weinagentur, Oliver Zeter &  
Gerald Niederberger  
GmbH&Co.KG, Le Quartier-Hornbach  
15, D-67433 Neustadt  
T: (+49) 63 213 956 56  
E: oliver@zeter-wein.de

Wither Hills Sauvignon Blanc Marlborough 2010 €12.50



Wither Hills Single Vineyard Rarangi Sauvignon Blanc Marlborough 2009 €12.50



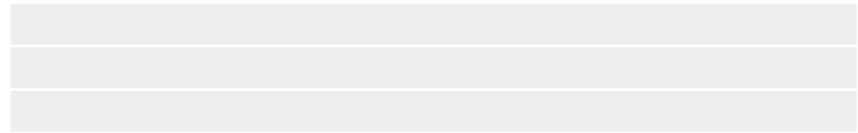
Wither Hills Pinot Gris Marlborough 2010 €12.50



Wither Hills Chardonnay Marlborough 2009 €14.00



Wither Hills Pinot Noir Marlborough 2008 €19.00



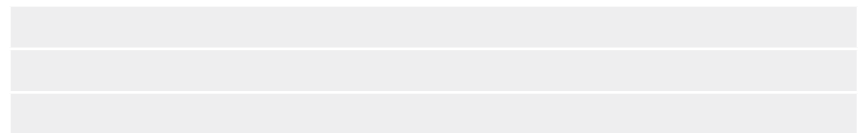
Two Tracks Sauvignon Blanc Marlborough 2009 €12.00



Two Tracks Pinot Gris Marlborough 2009 €12.00



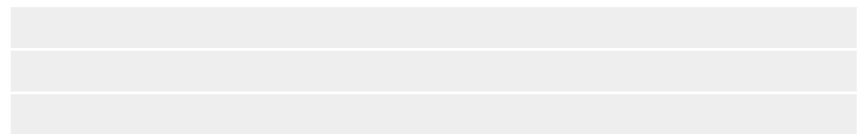
Two Tracks Chardonnay Marlborough 2008 €12.00



Two Tracks Pinot Noir Marlborough 2008 €13.00



Two Tracks Bag in Box Sauvignon Blanc Marlborough 2009 \*



\* Please ask at stand for price indication

## TABLE 19. FELTON ROAD



Felton Road Chardonnay Central Otago 2009 €20.00

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Felton Road Pinot Noir Central Otago 2009 €28.00

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### FELTON ROAD

Felton Road Wines is situated on warm, north facing slopes of glacial loess soils close to Bannockburn township in the heart of Central Otago. The gravity fed winery receives 100% Estate grown fruit from three vineyards with a diverse range of clones and rootstocks. Minimal intervention in winemaking allows the unique vineyard characters to express their considerable personality. Since the first vintage in 1997, Felton Road has acquired a formidable worldwide reputation for Chardonnay, Riesling and Pinot Noir which combines the region's reputation for vibrant fruit with the complexity only the finest vineyard sites can offer.

### WINERY CONTACT DETAILS

Tracy Thomson  
 Bannockburn, RD 2, Central Otago, NZ  
 T: +64 3 445 0885 F: +64 3 445 0881  
 E: tracy@feltonroad.com  
 W: www.feltonroad.com

### AGENT/DISTRIBUTOR CONTACT DETAILS

Cornish Point Wines UK Ltd,  
 Nicola Greening  
 204 Winchmore Hill Road, Winchmore Hill, London, N21 1QR, UK  
 T: (+44) 208 351 2595  
 M: (+44) 7785 397 127  
 F: (+44) 208 351 1846  
 E: nicola@cornishpoint.com

## TABLE 20. TE MARA ESTATE



### TE MARA ESTATE

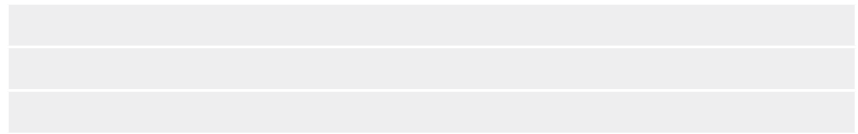
Te Mara Estate ('The Garden') Central Otago, is a fully sustainable vineyard, and practices minimal intervention in the growing process. When you combine quality grape growing with handpicked grapes and minimal time from vineyard to winery you get a winning formulae. We produce elegant and appealing wines from one of the most well known regions in New Zealand. All major vintages have won Decanter awards showing consistency of wine. Te Mara Estate is a family owned 20 hectare vineyard. Wines include Pinot Noir, Pinot Gris, Riesling, with Sauvignon Blanc and Chardonnay from Nelson.

### WINERY CONTACT DETAILS

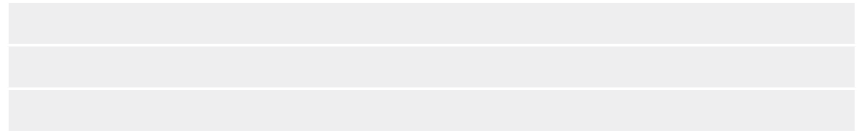
Janiene Bayliss  
 78 Dukes Wood Drive, Gerrards Cross,  
 Buckinghamshire, SL9 7LF, UK  
 T: (+44) 7931 586 537  
 E: jbayliss@temaraestate.com  
 W: www.temaraestate.com

Te Mara Estate is currently seeking  
 distribution in Germany

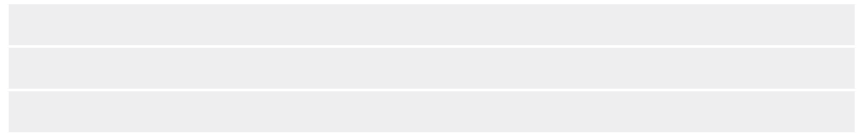
Te Mara Estate Pinot Gris Central Otago 2009 \*



Te Mara Estate Riesling Central Otago 2009 \*



Te Mara Estate Sauvignon Blanc Nelson 2009 \*



Te Mara Estate Pinot Noir Central Otago 2008 \*



\* Please ask at stand for price indication

## TABLE 21.



NEW ZEALAND WINE  
PURE DISCOVERY

## NEW ZEALAND WINEGROWERS GENERIC TABLE

New Zealand is a land like no other. New Zealand wine is an experience like no other. Our special combination of soil, climate and water, our innovative pioneering spirit and our commitment to quality all come together to deliver pure, intense, diverse experiences. In every glass of New Zealand wine is a world of pure discovery.

New Zealand Winegrowers is responsible for the generic promotion of New Zealand wines. For general information on New Zealand wine and to find out about the latest developments in the New Zealand wine industry, please visit our generic table.

Throughout the tasting New Zealand Winegrowers will be pouring a selection of New Zealand wine on this table for those wineries who could not be present today. Their contact details are shown below should you want to get in touch with either the winery or agent. Alternatively you can leave your contact details with the New Zealand Winegrowers representative pouring the wines on this table.

New Zealand Winegrowers  
5th Floor, New Zealand House,  
80 Haymarket, London, SW1Y 4TE, UK  
T: +44 207 973 8079  
E: admin@nzwine.com

### AMISFIELD WINE COMPANY

Amisfield is a specialist producer of fine wines made with grapes sourced from the Amisfield vineyard in Lowburn, Central Otago, New Zealand. Plantings consist of Pinot Noir, Pinot Gris, Riesling and Sauvignon Blanc with yields being kept low to provide concentrated fruit flavour and complexity derived from the range of sites within the vineyard. Our single vineyard, estate grown wines reflect Amisfield's philosophy that great wines are 'Grown Not Made' by focusing on our accredited sustainable management practices we ensure that our environmental impact is minimised while producing a faithful expression of 'terroir'.

### WINERY CONTACT DETAILS

Fleur Caulton  
10 Lake Hayes Road, RD 1, Queenstown, Central Otago  
T: +64 3 442 0556 F: +64 3 442 0553  
E: fleur@amisfield.co.nz W: www.amisfield.co.nz

Amisfield Wine Company is currently seeking distribution in Germany

Amisfield Pinot Noir Pinot Noir Otago 2008 €20.00

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\* Please ask at stand for price indication

TABLE 21.



NEW ZEALAND WINE  
PURE DISCOVERY

## NEW ZEALAND WINEGROWERS GENERIC TABLE

### JOHANNESHOF CELLARS

Johanneshof Cellars is a Boutique Winery established in 1991 by German born, fifth generation winemaker Edel Everling and New Zealander Warwick Foley. Johanneshof has topped Cuisine Magazine's Aromatics Wine Tasting three times. "Decanter World Wine Awards" in London Sept. 2005 awarded 'Johanneshof Cellars Marlborough Gewurztraminer 2004' the only Gold Medal in the Aromatics Category, the "Regional New Zealand Aromatic White Wine Trophy" and the "International Aromatic White Wine Trophy". In July 2006, Johanneshof Cellars Sauvignon Blanc 2005 was awarded "Gold" and "Best in Class" in the International Wine & Spirit Competition, London. Johanneshof Cellars boasts New Zealand's first Underground Rock Cellar.

### WINERY CONTACT DETAILS

Edel Everling  
State Highway 1, Koromiko, RD 3, Blenheim, 7372, Marlborough, NZ  
T: +64 3 573 7035 F: +64 3 573 7034  
E: wines@johanneshof.co.nz W: www.johanneshof.co.nz

Johanneshof Cellars is currently seeking distribution in Germany

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| Johanneshof Cellars Gewürztraminer Marlborough 2009 | €16.00 |
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TABLE 21.



NEW ZEALAND WINE  
PURE DISCOVERY

## NEW ZEALAND WINEGROWERS GENERIC TABLE

### LITTLE BEAUTY

Hello. I'm Little Beauty. Pleased to meet you. I'm a Limited Edition, privately owned range of wines from the unique and elemental Waihopai Valley, Marlborough. I'm sustainably produced and today I'm proudly presenting wines with authenticity, individuality and style. My 41ha vineyard offers varied soil profiles on undulating river terraces with mineral rich aquifers. There's clonal diversity, various planting and pruning regimes which add complexity. My portfolio includes; Sauvignon Blanc, Dry Riesling, Pinot Gris, Gewürztraminer and Pinot Noir. I advocate support for my partnerships and as such, I offer marketing and premium point of sale materials as added value. I'm proudly Kiwi and I'm a Little Beauty.

### WINERY CONTACT DETAILS

Fleur McCree and Hemi Duns, Winemaker: Eveline Fraser  
T: +44 7887 953 373 E: info@vinultra.com  
W: www.littlebeauty.co.nz

Little Beauty is currently seeking distribution in Germany

Little Beauty Limited Edition Sauvignon Blanc  
Waihopai Valley Marlborough 2009

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Little Beauty Limited Edition Pinot Gris  
Waihopai Valley Marlborough 2009

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Little Beauty Limited Edition Pinot Noir  
Waihopai Valley Marlborough 2009

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\* Please ask at stand for price indication

TABLE 21.



NEW ZEALAND WINE  
PURE DISCOVERY

## NEW ZEALAND WINEGROWERS GENERIC TABLE

### STAETE LANDT VINEYARD

Staete Landt Vineyard is a family owned boutique wine company situated on the renowned riverbed soils in the Rapaura region in Marlborough. All wines are grown and produced from the 52-acre single vineyard. The vineyard is designed in various smaller blocks with different combinations of rootstock and clones per variety. This results in complex wines with elegance and finesse that truly express the unique terroir of our land.

Marlborough Wines of Integrity and Perseverance  
Family • Dreams • The Land  
The Journey is the Reward

### WINERY CONTACT DETAILS

Dorien Vermaas  
275 Rapaura Road, RD 3, Blenheim, Marlborough, NZ  
T: +64 3 572 9886 M: +64 21 645 471 F: +64 3 572 9887  
E: wine@staetelandt.co.nz W: www.staetelandt.co.nz

Staete Landt Vineyard is currently seeking distribution in Germany

Staete Landt Estate Grown Sauvignon Blanc Marlborough 2009 € 13.95

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Staete Landt Estate Grown Pinot Noir Marlborough 2008 € 22.95

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Map Maker Sauvignon Blanc Marlborough 2009 €10.00

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Map Maker Pinot Noir Otago 2008 €16.00

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# NOTES

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NEW ZEALAND WINE  
PURE DISCOVERY

Thank you for supporting New Zealand Wine.

## NEW ZEALAND WINE REGIONS

