

MENTELLE NOTES

THE NEWSLETTER OF CLOUDY BAY AND CAPE MENTELLE

The Vintage Years

This year marks Margaret River's 25th anniversary. In this second part on the history of the district, David Hohnen charts the integral decade of one of Australia's great wine regions.

Margaret River came of age as a wine region in the Seventies, formative years dominated by five names - Vasse Felix, Moss Wood, Cullens, Cape Mentelle and Leeuwin Estate - vineyards that have each played a fundamental part in establishing Margaret River's worldwide reputation.

To make sure I achieved a balance in recalling this era of winemaking history I sought out principals and winemakers, and Terry Merchant, a chap not readily associated with Margaret River wines, but who in fact planted the first vines at Cullens and Cape Mentelle. A teacher by training and a wine enthusiast, Terry is typical of the early vigneron who, with one exception, had no winemaking or viticultural experience.

In talking about the early years it became obvious that lack of infrastructure was the most frustrating obstacle facing the early vigneron. Equipment and materials all had to come from the eastern states and supply problems were endemic. The first wineries were, with the exception of Leeuwin, small individual operations on tight budgets where innovation and adaptation, not expensive state-of-the-art equipment, ruled.

It was one such innovation that produced the first evidence of the deep colouration possible in Margaret River cabernet. Dr Tom Cullity, founder and owner of Vasse Felix was a medico and on more than one occasion adapted medical technology to winemaking devices. The entire 1970 vintage of Vasse Felix cabernet was fermented in an 18 gallon beer keg to which Cullity had attached an airlock fashioned from an intravenous drip. In due course a grape pip blocked the small passage and pressure from fermentation



Cape Mentelle's Planters (from left): John Hohnen, David Hohnen, David Paterson, David Sands, Giles Hohnen (feet only)

gases grew to astronomic levels. When the cap was removed, the entire contents sprayed onto a galvanised iron wall which retained the deep purple stain for months.

At Cullens one of the first wines made was a Rhine Riesling. Stainless steel, *de rigueur* these days, was very expensive and more often than not tanks were made from concrete culvert pipes coated internally with paraffin wax. Cullens needed a lid for their pipe fermenter, so one was fashioned from resinous pine boards which could be lowered by pulley to interface exactly with the fermenting wine.

The day arrived to sample the newly fermented riesling. Much fanfare, a pipette and...grimaces all round... Margaret River's first and possibly last retsina was poured into the Willyabrup Brook.

At Leeuwin Estate, the winery that deserves credit for 'internationalising' Margaret River, the first plantings commenced in 1974. The early involvement of California's Robert Mondavi combined with the financial resources of the Horgan brothers, Denis and John and the very experienced viticulturalist Stan Heritage, ensured nothing was left to chance. Stan hired an

army of the only available casual labour - surfies - and was soon to learn the significance of "off-shore" and "on-shore" winds. When it was "off" there were no workers, when it was "on" they straggled in for work red-eyed from salt water and all the dope they could smoke between beach and vineyard. Stan, a meticulous, mild and patient man, would occasionally lose his cool, especially when he came across vines planted upside down, their neatly trimmed roots drying in the noonday sun.

Hawks chooks and silver-eyes

Of all the hurdles that Margaret River has faced, none caused and continues to cause as much anguish as the western silver-eye. A tiny critter no bigger than a matchbox, it lives most of its life in the coastal scrub, following blossom from season to season. Unfortunately for the viticulturalists of the South West, when nature fails grapes become the staple diet of this little bird.

Vasse Felix's first vintages were decimated by silver-eyes. Byway of defence Tom Cullity spread netting over his vines but in time the grape-eaters found their way under it, safe from their only predator, the hawk.

Debut for Two

Wine & Spirit International, published in the UK and read worldwide, recently devoted eight pages to New Zealand wines - Britain's overnight sensation. Already Kiwi sauvignon blanc is a legend in its own lunchtime, and chardonnay staking serious claims for attention. With their success, the land of long white clouds ran the danger of being viewed as the Germany of the South Pacific, but increasingly, quality reds are pleasing the European palate and proving without doubt that there is life beyond sauvignon blanc.

Cloudy Bay's two new releases - the *Cloudy Bay Chardonnay 1991* described in *Decanter* as, "Deliciously complex...a beautifully made chardonnay with a Kiwi accent" and the *Cloudy Bay Cabernet Merlot 1991* - are cases in point. Both wines, crafted from maturing vines, are splendid examples of Marlborough's potential to produce world class wines.

While Kevin Judd was busy with his lens, oenologist James Healy found

time and inspiration to write the following descriptions:

Cloudy Bay Chardonnay 1991

"The Cloudy Bay Chardonnay 1991 brims with the aromas of autumn fruits - ripe figs, melons and valencia oranges entwined with typical developed chardonnay characters suggestive of hay and dried fruits. The palate is soft and creamy with fresh toasty flavours that finish long and clean, with a twist of hazelnut. A wine for all seasons and reasons."

Cloudy Bay Cabernet Merlot 1991

"The Cloudy Bay Cabernet Merlot 1991 has a good depth of colour with ruby red hues and purple tints. Aromas of ripe berry fruits combine with blackcurrant and a hint of black olives, overlaid with attractive dusty cedar-like oak. The medium bodied palate offers a fine balance of fruit and oak tannins; the ripe berries lingering to a warm plummy finish. A firm claret style to be enjoyed now or cellared confidently for five or more years."

Masters Work



The MW's tasting day at Cloudy Bay

Marlborough came under the magnifying glass recently, during the Masters of Wine tour of New Zealand. These top gun palates, the best of Britain's wine trade, spent five days in Blenheim, swilling, tasting and spitting sparklers, chardonnays and the benchmark sauvignon blancs, wines that have had such an impact in the U.K.

By all accounts, the impressions of this august and influential bunch were most favourable. One of their number was so taken with the *Cloudy Bay Cabernet Merlot 1991* (just released) he is reported to have scored it a healthy 19.5 out of a possible 20. Who said NZ can't make red?

HORSE PLAY

MN's UK racing correspondent reports the sparkling success of a fine gelding called *Pelorus*. This effervescent nag, a winner at England's Newmarket and Goodwood track, is apparently owned by a syndicate of hard-up racing writers, all of whom seem somewhat nonplussed by the recent performance of their racer.

Cape Mentelle's UK marketing man, Ed Berry is keeping his punter's eye on *Pelorus* - and a file of winning headlines: "Pelorus a pearl in the gathering gloom" - "The day Pelorus filled my dream" - "Press on Pelorus." They may just come in handy when the other *Pelorus* - Cloudy Bay's sparkling wine, is released in Britain later this year.

'ED LINES

European Marketing Manager, Ed Berry reports on the latest from the EC

These days we of old Blighty are fairly philosophical and calm about our mature (or some would say declining) economy, unflurried by the inevitable. That is, everyone except lovers of fine New Zealand wine, who show a propensity for strong anti-cyclical behaviour. The stimulus, that panacea of all ills - Cloudy Bay Sauvignon Blanc.

Soon after Easter the phone started to ring, by August it was running "warm" and by September it repeatedly uttered the incredulous, "What do you mean, it's all gone...where can I get it?" "Take the yacht, the holiday house in France, the Picasso...."

The UK's love affair with New Zealand wine is as passionate as ever (75% of all Kiwi wine exported is glugged by Brits) - and after seven years Cloudy Bay fever is still contagious. This year, despite the seemingly insatiable thirst for Kiwi sauvignon blanc, many more customers were able to secure small stocks of the counter-cyclical Marlborough medicine, a sip of which is guaranteed to keep the economy at bay.

THE EVENT THAT TRIGGERED ANNUM HORRIBILIS.



Across the Alps, in the land of schnitzel and sachertorte, Cape Mentelle appointed a new distributor - the family firm J.Kattus, founded in 1857, who will represent a broad range of Cloudy Bay and Cape Mentelle wines to appreciative Austrians. If the enthusiasm shown at the *Vinova* wine fair in Vienna is any indication, Cloudy Bay's baby-alp label will soon be seen atop real mountains; already skiers at Zurs can refresh with a sip of the Sauvignon Blanc 1992.

Another festival, *Wein 1992*, Germany's largest, was held in September in Mainz - a fitting forum for the introduction of the Cloudy Bay Cape Mentelle range. A few pioneering entrepreneurs have adopted premium wines from Down Under and are hoping to seduce the Hunnish palate. Watch this space...

Meanwhile, shoppers at Paris' *très chic* foodery Fauchon can now complement their purchases with a bottle of Cloudy Bay Chardonnay or Cape Mentelle Cabernet.

Next stop Reykjavik...!

A 'B' Line in Wine

by Clement Freud

Of all the sciences that have progressed in the second half of the century, none has galloped forward like the understanding of wine.

The Second World War had not only killed off most of those who knew a claret from a burgundy; it provided nearly a decade of such astonishingly mediocre tipples that anything tasting even slightly better than liquid boot-polish was greeted with joy and imbibed with pleasure.

In 1947 when I came back from five years of fighting - much of it behind public houses in the Glasgow area - I managed a London Club. There was not a great deal of choice in the way of wine: we listed a Chilean Chateauf, some Italian Chiantis, popular because one could make bed-side lamps out of the bottles, and Beaujolais which came from Algeria. (The French variety, by virtue of its scarcity, was not for export.) There was also that well-known German wine called Liebfraumilch - the criterion for which was that it had to come in a brown bottle. It was usually spelt 'Leibfraumilch'...but then Riesling is still spelt 'Reisling' on half the lists in London. I think the nastiest wine of that period was Tavel Rosé: there were three ways of producing this - mixing red and white, bleaching red or darkening white. Post-war Tavel put many people off wine for months.

Success, it must be remembered, is not absolute: in the wine trade it meant being slightly better than your competitors... and mine was better. My wine merchant allocated me a case of hard-to-get proprietary whisky for every five cases of runcible wine that I bought from him. They were called Botticino and Barolo, Barbera and Barbaresco and they all tasted the same, had probably come out of the same tin bath.

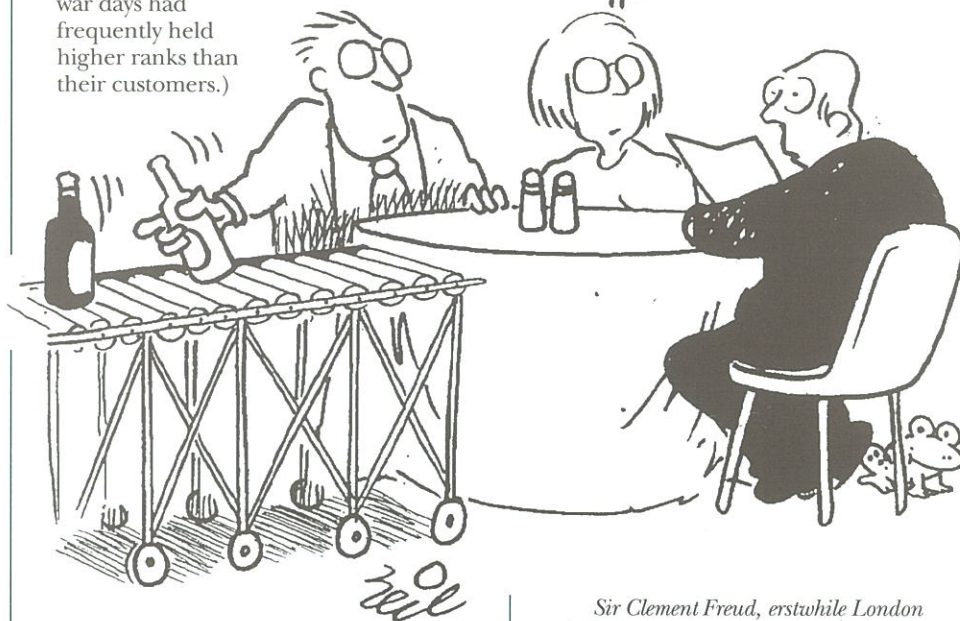
Nevertheless, we went through the formalities: he sent me a catalogue; I sent him an order. The merchant knew hardly anything about wine, we restaurateurs knew less but glory-be, our customers knew nothing at all.

To give an instance of the state of the industry, I recall that in 1949 I ordered some 1945 Chianti.... and was sent 1948 Chianti. I telephoned my merchant and told him he had made a mistake. "Soak off the 1948 labels," he said, "and I'll send over some 1945's."

This was the time when customers drank wine as a statement rather than for pleasure. You took a girl out to dinner and ordered a bottle to show you were that sort of man. The waiter brought it, showed you the label, opened it, poured a sip...and if you had any pride, you went into the routine:

Swirl the wine around your six-and-two-third ounce Paris goblet, sniff it, look puzzled, ask whether this is a new

shipment, sip again, wait, nod. As you had nothing with which to compare it - other than the hog-wash you had the night before, you sent every tenth bottle back. "No," you would say, "this is definitely not as it should be," and your woman gasped in admiration at your daring. (Wine butlers in those early post-war days had frequently held higher ranks than their customers.)



I had this theory, which I could not put to the test while I was working for others: I did not believe that anyone had the courage to send back TWO bottles... (Twenty years later I went out to dinner with Joseph Berkman and he sent back three.) When I acquired my own establishment, I practised it. I would watch someone prepare to complain, race over and say, "Sir, I can see you are less than happy with this wine and realise that you are a person of perspicacity; will you permit me to remove this bottle and bring you in its place one of my own choosing?"

"Soak off the 1948 labels . . . and I'll send over some 1945's."

The offer was steadily met with gratitude...and I replaced every bottle about which people complained with one I had taken from the last dissatisfied client. Sometimes when I replaced a Bardolino with a Boxbeutel (most of my wines began with 'B') people looked perplexed - especially when they noticed that the bottle I had brought was not full.

"I have taken the liberty of tasting a glass," I would say, adding that we would not want anyone to be unhappy twice in an evening.

Now and then I meet people who used to come to my night-club, who ask why I don't do it all over again. I tell them things have changed.

Sir Clement Freud, erstwhile London club-owner and MP, prolific writer, broadcaster, raconteur and gourmand, claims to be related to most other people called Freud and is a self-confessed Cloudy Bay man. MN trusts that these days he serves his guests full bottles....

MUSTS

Cape Mentelle Cabernet Tasting
Sunday 25th July,
Museum of Contemporary Art, Sydney
Enquiries: Sue Juniper
Tel: (6197) 57 3266 Fax: 57 3233

**ANZ Wellington
Wine & Food Festival**
2 & 3 October, 1993
Wellington Waterfront

**Marlborough
Wine & Food Festival**
Saturday 12 February 1994
Brancott Estate, Blenheim

"A good general rule is to state that the bouquet is better than the taste, and vice versa."

STEPHEN POTTER, One-Upmanship

Coyote Calls

Mark Miller, celebrated American chef restaurateur, populariser of Southwestern cooking (a post-modern desert-driven derivative of Californian cuisine), operator of the very successful Coyote Cafe in Santa Fe and the recently opened Red Sage in Washington, recently took a detour down Cloudy Bay way, after his successful guest chef stint at Auckland's Cin Cin restaurant.

Miller, an avowed Kiwi sauvignon blanc fan, lists Cloudy Bay at his

establishments. He thinks it's a great accompaniment to the char-grilled and chilli flavours that typify the cooking of Santa Fe.

But he also agreed it's a fair match for Marlborough's great produce which Blenheim caterer Debbie Baxter prepared for Miller's visit. On the menu - fritatta asparagus, Thai fish cakes, char-grilled scallops with ginger, Sounds' salmon in wine with hollandaise and newly dug spuds. By all accounts Miller left impressed.



Mark Miller in Marlborough

Vintage Years continued...

The preying hawk provided Cullity with an inspiration - a young brown falcon. Trained, the bird would circle the vineyard and scare away swarms of silver-eyes. So a fine home was built and on good advice the handsome falcon was fed day-old chicks, shipped from Perth for the fledgling warrior. When the day arrived to let the falcon stretch its wings, it did so with great style, spiralling and gaining height. Eventually it disappeared from sight forever - in the direction of the neighbour's chook house....To be immortalised on the stylish Vasse Felix label.

Another Vasse tale concerns the day Tom held a party for the shire councillors, a gesture of goodwill and a bit of old-fashioned politicking. Late one afternoon the local dignitaries arrived to a splendid repast and a trailer laden with crates of the newly bottled Vasse Felix 1972 Rhine Riesling. Inside Cullity had pulled the corks on the finest reds he could find, among them reputedly Margaux and Latour.

The local councillors, mostly farmers, were hard men with thumbs as thick as saplings who had cleared the land of huge trees with little more than

axes. Temperate, community-minded people who downed a few beers at the club after a stock sale but not men who'd ever experienced fine wine. By late evening these tough men, quite overcome, were seen departing prone on the back seats of their cars, pairs of size 14 shoes sticking out the windows.

Recognition at Last

Despite the trials and tribulations, recognition of the region's first quality wines was quick in coming. Success built on success and soon medals were won. The 1978 Vasse Felix Cabernet gained international acclaim, being judged number two (after Stags Leap) at the New York Wine Trade Fair, while Leeuwin's 1982 Chardonnay was judged top wine by *Decanter* in a tasting of the world's best. Soon after Cape Mentelle won successive Jimmy Watson trophies with their 1982 and 1983 Cabernets.

It was an exciting decade that provided Margaret River with the foundations of the substantial industry that exists today, one still dominated by small family operated wineries specialising in estate grown varietal wines.

Cape Mentelle's current release reds are available from your fine wine stockist

VINTAGE REPORT

Marlborough

Not a season to sing about...more one to test the skills of a lorry driver with a load of eggs for a faraway market down a long, rutted, water-logged, windy, dirt road. The sort of challenge that thrills rally drivers and makes basket cases of winemakers. However MN can report that the vintage lorry survived with half its load intact; the drivers are still recuperating.

Cold cloudy weather during flowering set the tone for the entire vintage. Summer was unseasonably cold and wet. Early on plans to fully ripen the red Bordeaux varieties were abandoned and the grapes were sold on the vine. This allowed concentration of resources on the whites, and though rot took some, the small crop was eventually harvested in good condition. Flavour and balance will ensure quality wines, albeit a much smaller quantity than the '92 vintage.

Margaret River

By contrast, as smooth as a Dean Martin love song. It started with a hiccup but then just rolled on, no high notes, no low notes and when it finished with a few tears, everybody felt good. The hiccup, hail at flowering in November, reduced crops by about 20% overall, but a super summer, relatively dry and quite cool, followed. All varieties ripened perfectly; the whites were harvested before the early autumn rains and good weather held for the reds. Little ol' wine drinker Deano would approve.

Pelorus

"Pick up a glass and it says, 'Drink me!' It's the most complex, characterful bubbly on the market."

Huon Hooke, GOURMET TRAVELLER

"Quite outstanding sparkling wine, a big Krug-like style:

not one to open before 5pm perhaps, but particularly good with food."

Chris Black, WINE TASTE

Cloudy Bay Chardonnay 1991

"Serious, complex wine indeed, but there's also a delicacy, a lightness of touch that makes a welcome change from boofy Australian chardonnays"

Huon Hooke, SYDNEY MORNING HERALD

Cloudy Bay Sauvignon Blanc 1992

"They say, 'See Naples and die.'

I say taste this and stay alive to drink much more of it - you'll want to!"

Stanley Harris,

NZ WINE & FOOD SOCIETY

"Cloudy Bay - boldly but never brashly - set the pace, and the latest vintage shows that it has not slackened off."

Joanna Simon,

SUNDAY TIMES, UK

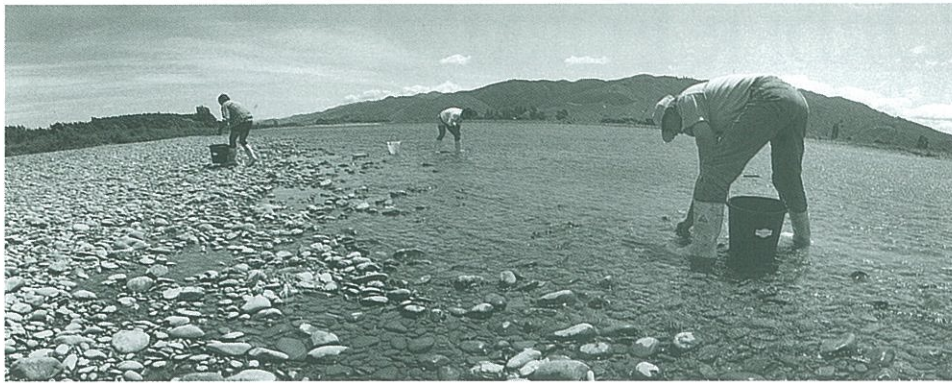
"Pungent complex and intense, with gooseberry and herbal fruit... it is the ultimate seafood wine."

James Halliday,

WEEKEND AUSTRALIAN

Latest Drops

Hard Rock



Some winemaker's will go to great lengths to equip their winery - even to the depths of the Wairau River....

Cloudy Bay's landscape architect's plan called for flat rocks for the winery's entrance, so the ever resourceful lateral thinking Kevin Judd despatched his cellar crew down river-to hand pick the flattest and best Greywacke river stones they could find. Check their selection next time you call at the winery. We're open seven days a week and look forward to welcoming you...

TWO VIEWS

It's said all to be in the eye of the beholder...

From Foubert's Diary, *Wine & Spirit International*:

"Apparently, one eminent member of the UK wine trade, a certain David Stevens Esq, was recently reported to have been in New Zealand* on an exploratory visit for MWs. These excursions must get lonely - on this occasion, the eminent MW had his wife in tow.

It was reportedly on a visit to that well-known winery, Cloudy Bay, and while being escorted around said winery by Kevin Judd, winemaker, that the classic phrase was uttered. While gazing at the scene from those now famous Cloudy Bay wine labels, Stevens' Missus, was distinctly heard to say, 'Oh, now I see where you get the inspiration for your dreary label.'

As to Judd's reply, that remains buried in the mists of time."

From Anthony Rose of the *London Independent*:

"Cloudy Bay, as much for its dreamy name and label as its fine wine, has drawn the world's attention to the outstanding quality of New Zealand sauvignon blanc in general and Marlborough in particular."

... Or is it perhaps, just a matter of consonants?

*Ed's Note: Verified Page 2

KIWI GOLD

It's not an Olympic year but the team at Cloudy Bay is in training and without even entering this year's New Zealand Royal Easter Wine Show they won gold. Some feat!

Confused? Well it goes something like this.... If a wine company doesn't submit their wines to the Kiwi Easter show the organisers may submit a bottle for you... and if on the day the judges approve the selection, they give it a gong. So it transpired that the *Cloudy Bay Sauvignon Blanc 1992* and *Cloudy Bay Chardonnay 1991* were each decorated with a bright shiny medal.

The Festival Pouring Team



MARLBOROUGH MAGIC

There's little dispute that Marlborough's annual wine and food frolic is the mother of all New Zealand wine festivals, and this year's was no exception. Blenheim's ever reliable sun powered down (does someone know the guy up there that turns it on?) upon 14,000 happy folk out to do Bacchus proud.

At the big Cloudy Bay tent revellers could at times have been forgiven for thinking they were walking on cloud nine, as puffy white fog billowed out from behind the stack of oak barrels. The cloud show, choreographed to specially selected festive rock music by performance artist and photographer Michael Sheffler, drew plenty of attention - to the 'cloud-cuckoo-land' stand.

MENTELLE AMBASSADORS ABROAD



Here's your chance to become part of the CMV export effort...

Next time you're in some far flung corner of the globe and spot a bottle of Cloudy Bay or Cape Mentelle - on a wine list in the Orkneys, on a sidewalk in St. Tropez or on a train en route Vancouver, or the QEII - buy it and take a photo. Of you, the bottle and the venue. The more exotic the spot the better.

Mentelle Notes will publish the most fetching and far-flung photo later this year and the lucky ambassadors will receive a FREE mixed dozen wines and a Cloudy Bay T-shirt. All dinky-di entrants (no cut-out backyard Mt Blancs please) will receive a T-shirt.

[Remember to enclose your address]

Mentelle ambassadors should note that Cloudy Bay and Cape Mentelle wines are now available in 23 countries, including Malta, Finland, Sweden, Fiji, Japan, South Africa, New Guinea, Ireland, Switzerland, the UK and USA, the Channel Islands and China.

THE WESTERN FRONT

This time last year *Mentelle Notes* offered a mixed case of Cape Mentelle reds, the best from the West, and we discovered there's a thirst out there for the Aussie drop. So to keep your cellars stocked here is another **Margaret River Mix** - four bottles each of the **Cape Mentelle Cabernet Merlot 1991** "Trinders Vineyard", the **Cape Mentelle Shiraz 1991** - "Another winner, steaming with Margaret River freshness" Andrew Jefford, LONDON EVENING STANDARD and the **Cape Mentelle Zinfandel 1991** - "A truly marvellous wine ... a meal in itself!" Paddy Kendler, HERALD SUN

Save yourself a trip across the Nullarbor with this great red box from the land of Oz! **Case price \$264.40**. The complete Cape Mentelle range is available from the winery.

Sign up - we'll send you Mentelle

If you or a friend within New Zealand would appreciate receiving a copy of *Mentelle Notes* please complete this coupon.
Send to: PO Box 376, Blenheim.

Name: (Mr/Mrs/Ms)
First

.....
Surname

Address:

.....

..... Postcode:

Tel: ()

Fax: ()



PRICE LIST & ORDER FORM

J U N E • 1 9 9 3



Wine	Description	Price per Case	Price per Bottle	Amount Ordered	Cost
Cloudy Bay Chardonnay 1991	Brimms with autumn fruits - figs, melons & oranges with toasty barrel characters. A wine for all seasons and reasons.	\$347.40	\$28.95		
Cloudy Bay Cabernet Merlot 1991	Ruby red with ripe berry aromas overlaid with dusty oak; Firm claret style with warm plummy finish. Enjoy now or cellar five or more years.	\$289.80	\$24.15		
Cloudy Bay Late Harvest Riesling 1991 (375ml)	Lime zest combined with apricots and figs. Luscious with a citrus zing - liquid marmalade.	\$261.00	\$21.75		
MARLBOROUGH MIX	4 x CB '91 Chardonnay 4 x CB '91 Cabernet Merlot 4 x CB '91 Late Harvest Riesling (375ml)	\$299.40	N/A		
MARGARET RIVER MIX	4 x CM '91 Shiraz 4 x CM '91 Zinfandel 4 x CM '91 Cabernet Merlot "Trinders Vineyard"	\$264.40	N/A		
T-SHIRT OFFER Black <input type="checkbox"/> White <input type="checkbox"/>	Small <input type="checkbox"/> Medium <input type="checkbox"/> Large <input type="checkbox"/> XL <input type="checkbox"/> XXL <input type="checkbox"/>	N/A	(inc. postage) \$25.00		
U.K. DELIVERY Cloudy Bay Cabernet Merlot 1991	Please indicate your requirements below for delivery to the U.K. and include price in your total order.	\$305.00	N/A		
			ADD FREIGHT COSTS (SEE BELOW)		
			TOTAL (INCLUDING GST)		



SEND THEM MENTELLE IN THE U.K.

If you would like to surprise family and friends why not send them a gift case of Cloudy Bay Cabernet Merlot.
(Prices include VAT and delivery within mainland U.K.)

Wine	Price per Case Delivered in U.K.	Amount Ordered
Cloudy Bay Cabernet Merlot 1991*	\$305	
* Subject to availability		Total

Address wines to be sent in U.K.
(Please print)

Name

Address

Tel: ()

Name: (Mr/Mrs/Ms)
First Surname

Postal Address:

.....Postcode

Tel: () (H) (W)

Fax: ()

Is this your first order of Cloudy Bay Wines? YES NO

Signature:

REMITTANCE DETAILS
 Cheque Bankcard Visacard Mastercard American Express Diners

Credit Card Number. Valid until

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DELIVERY ADDRESS & INSTRUCTIONS

Note any special delivery instructions below:

Delivery Address:

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DELIVERY

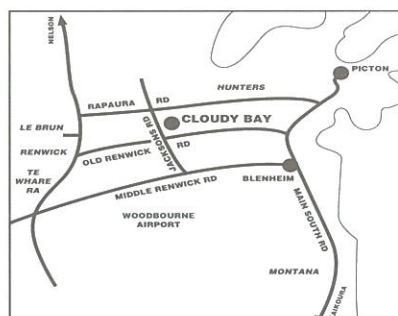
Freight Charges	Cost Per Case
Metropolitan, Auckland, Wellington, Christchurch, Nelson	\$6.50
Other Areas	\$10.00

PLEASE NOTE

- Orders must be in case lots.
- Feel free to make up your own mixed dozen using the bottle prices listed.
- All prices are G.S.T. inclusive
- This order form valid until publication of November '93 Mentelle Notes.
- Send order with payment to Cloudy Bay Vineyards Ltd, P.O. Box 376 Blenheim, New Zealand or Facsimile (03) 572 8065
- Only persons aged 20 years or over may legally order wine.
- Deliveries can only be made to a street address-not a PO Box or RD number.



Cloudy Bay Vineyards Limited
P. O. Box 376
Blenheim
New Zealand
Tel: (03) 572 8914
Fax: (03) 572 8065



Cellar Door Opening Times

CLOUDY BAY
Monday to Sunday
10:00am - 4:30pm

It would be appreciated if groups would make a prior appointment