

MENTELLE NOTES

THE NEWSLETTER OF CLOUDY BAY AND CAPE MENTELLE

Weather Report

Prominent Australian viticulturist Dr Richard Smart believes climate change is impacting vines and wines. He explains...

We all love Cloudy Bay wine. But why? Is it due to the unique skills of the winemaking and viticultural teams? Maybe, but certainly not totally. In fact, Marlborough's unique climate must take most of the credit.

The Cape Mentelle team, that initially invested in Marlborough fully realised this. I recall sitting beside founder David Hohnen on an internal flight in New Zealand and discussing the merits of early Marlborough sauvignon blancs. He went and investigated, and, as they say, the rest is history.

When David established Cloudy Bay in the mid-1980s, I was retained as the company's vineyard consultant. I recall working with contract growers and the newly planted Cloudy Bay vineyards, advising on canopy management and grafting to overcome phylloxera.

The early sauvignon blanc wines fulfilled expectations, and in fact became iconic, helping to consolidate and extend the reputation of sauvignon blanc in Marlborough. This region has now grown to be the biggest in New Zealand, with arguably the reputation for the best sauvignon blanc in the world.

Why has this growth occurred? Simply, because of the unique flavours and aromas of the region's sauvignon blanc. The climate in Marlborough, and especially the temperature, is optimal for the formation of specific flavour and aroma compounds in the sauvignon blanc berries.



Kevin Judd (left) & Dr Richard Smart, Cloudy Bay, 1989.

In warmer places, like Hawkes Bay or the majority of Australian and Californian regions, the same intense flavours are not formed. Marlborough currently has a natural advantage, to be challenged only by a few places like Southern Chile and Tasmania.

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But, sadly, experts predict that temperatures will change, due primarily to man's impact on the climate through greenhouse gases. They predict that by 2050 we may see temperature increases of around 2°C. Right now, the difference in the mean January temperature is 1.1°C between Marlborough and Hawkes Bay – 17.7 and 18.7°C respectively.

The implications are obvious. The style of Marlborough wines will gradually change. So too, will the style of wines from Margaret River, the Barossa Valley, and California's Napa Valley.

Some will change more than others. Some models predict that the wine regions of New Zealand and Tasmania will be less affected than any others in the world. Certainly those of the Southern Hemisphere will be affected less than those of the Northern Hemisphere.

What to do...? The world's wine regions will move where they can – up mountains and towards the Poles. New Zealand's Central Otago or Dunedin may in the distant future adopt Marlborough's present crown.

I can imagine that winemakers all over the world will be in denial, and fight tenaciously for their old reputation. But, eventually, they will admit that new varieties are better suited.

Pity the current hot regions, because they have limited options to cope with future climate changes. Very few varieties are well adapted to long hot days and nights that don't cool down.

The world's wine sector will be an easy-to-understand indicator of how our children's and grandchildren's future will evolve.

Perhaps you will be moved to become politically active on this important issue. What is the CO₂ output of your car? Your home? Your business? Your country?

There is no doubt climate change will be constant, and the best we can do will be to try to slow it.

Dr Richard Smart refers to himself as the flying vine-doctor and lives in cool Launceston, Tasmania.

New Releases

Vintage Report

The 2006 vintage, the 22nd at Cloudy Bay, was a beauty and the earliest ever. Kevin Judd reports.

The season got off to a relatively warm, frost-free start with budburst occurring almost three weeks earlier than normal. Ideal growing conditions prevailed throughout the spring, but December brought wet and windy weather. The unsettled conditions affected the flowering period, resulting in an incomplete berry set and consequently low crop levels.

The warmth returned early in the New Year and conditions during the remainder of the summer were idyllic. The combination of an early spring, low crops, and warm sunny weather brought on the ripening and – for the first time ever – harvesting commenced at the end of February.

Fruit quality was superb and picking was hurried as all vineyards ripened rapidly. The super streamlined fruit receival facility came into its own this year!

Two dumps of rain in late March slowed things down and prompted some apprehension. However, fine weather with low humidity followed the rain, leaving the fruit unscathed, so picking resumed in earnest.

Despite average heat summation readings, the harvest was completed by 10 April – the earliest date on record, which meant that for the first time the Cloudy Bay team experienced Easter without their gumboots on.



Vintage 2006 in action.

The palate has exceptional richness, with ripe gooseberry flavours and a hint of fresh fennel leading to a powerful, crisp finish.'

CLOUDY BAY GEWURZTRAMINER 2004

'Aromas of dried pear and citrus peel intertwine with hazelnuts and white chocolate to add depth to this wine's exotic musky fragrance. The Cloudy Bay Gewurztraminer 2004 has a voluptuous palate with a crème caramel richness, beautifully counter-balanced by a chalky minerality, finishing with impressive length and concentration.'

CLOUDY BAY RIESLING 2003

'Like opening a bag of old-fashioned boiled sweets, the Cloudy Bay Riesling 2003 has aromas of mandarins, limes, and lemon drops with beeswax overtones and a flinty, mineral complexity. The luscious palate has flavours of grapefruit and melon with an aniseed twist... the balance is crisp and youthful with a sherbert-like freshness, finishing with a delicious hint of sweetness.'

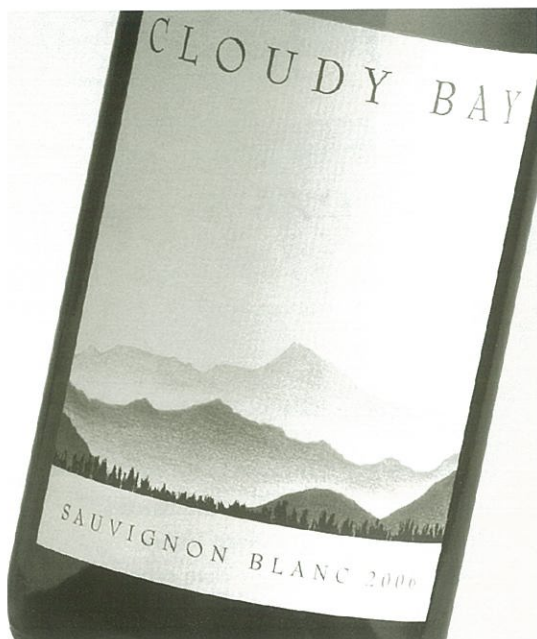
A Makeover

Visitors to Cloudy Bay will notice renovations are in progress – the creation of the new Cellar Door. So please excuse the temporary slight state of undress. And come back soon to admire the brand new outfit, due to open pre-Christmas.

Musts

FLOWERS WITH FIONNA HILL
Thursday 2 November at 6.30pm
Cloudy Bay Winery
Pelorus, canapés & festive floral design
Tickets: \$45.00
Details: info@cloudybay.co.nz

WINE MARLBOROUGH FESTIVAL
Saturday 10 February, 2007
Brancott Estate, Blenheim
PH: (03) 577 9299
www.wine-marlborough-festival.co.nz



Cloudy Bay Sauvignon Blanc 2006.

All the recent talk about the impact of global warming is enough to make one dream of a White Christmas – but not necessarily one covered in snow.

All these wines will however require a bit of a chill before you enjoy them – a quartet that offers the choice of classy bubbles, a zingy sauvignon blanc and two exotic limited release Alsatian-inspired aromatics from Marlborough.

They will definitely make the summertime easy...

PELORUS VINTAGE 2002

'Has sumptuous aromas that invoke thoughts of a baker's kitchen... warm brioche and almond flan with lashings of strawberries and cream. The palate is powerful yet elegant with buttery shortbread flavours, a delicate orange tang and the merest hint of white mushroom – leading seamlessly into a very fine finish.'

CLOUDY BAY SAUVIGNON BLANC 2006

'Mouth-watering aromas of passionfruit and lemongrass meld with the spiciness of just-picked tomatoes tossed with fresh basil. The wide diversity of many small parcels of fruit, ripened under ideal Marlborough conditions, brings layers of complexity to the Cloudy Bay Sauvignon Blanc 2006.'

Carnival of the Animals

Morris Gleitzman takes a close look at the critter craze that has struck the Australian wine industry.

Winemakers from Margaret River to Mudgee are popping their Stelvins with excitement. At last, a sure-fire strategy for absorbing the wine surplus and achieving serious exports. And so much more effective than recent government initiatives, much as we appreciate their attempts to open up the Iraqi market.

Bung an animal on the label, that's the go. Yellowtail's wallaby has led the charge, and last year 7.5 million Americans chose the critter over the *appellation contrôlée*.

I was a little surprised as I always thought yellowtail was a complaint marsupials suffered after eating too much curry. But the mighty US market has spoken, perhaps grateful for a clue that Casella's fresh fruity wines go well with spicy food.

In hot pursuit is a stampede of emus, penguins, frogs, eagles, cockatoos, fish, turkeys, dogs, seahorses, chooks, magpies, cows, snakes, butterflies, unicorns, ducks, seagulls and deer. The average Californian bottle shop these days looks like the fleeing-the-forest-fire scene from *Bambi*.

Far be it from me to question an export triumph, but I am a little concerned about possible misunderstandings. David Attenborough probably won't consume more than about 0.0000001% of our vinifauna output, and the rest of our customers might not know quite as much as him about animals, or come to that, wine.

What, for example, if they think the animal on the label was actually involved in the production of the wine?

OK, it's well known that a healthy wallaby can crush four tonnes of merlot in a shift, but what about a butterfly? Are Angoves about to be targeted by US animal rights activists, outraged at the prospect of Australian insects suffering leg cramps?

Worse, what if naïve OS consumers think that drinking an animal wine will bestow upon them the qualities of the creature on the label? (Don't laugh, look at low-fat milk cartons and laxative boxes.)



The future will look very rosy for Wolf Blass and all the other eagle/lion/snow leopard brands, and Fox Creek will probably go gangbusters in Washington, but Turkey Flat might as well pack it in now, and I can't see Capel Vale doing much business with their duck, except in the US military.

We need some new animal wine brands that don't risk our credibility on the global tasting table.

What I suggest we need are some new animal wine brands that don't risk our credibility on the global tasting table. Cane Toad Cabernet, for example. Cane toads will have sex with anything that moves, and marketing experts claim there's no better branding image than one that demonstrates a primary effect of the product. Ditto Newt Chardonnay, and if there's a non-human mammal that has to get up for a pee at 3am most nights, that would be good too.

There is another area of concern. Until now, the French wine industry has lagged behind our Antipodean animal initiatives, but the giant is stirring. In a bold move that threatens confusion and chaos in our export markets, several major French distributors have started putting farmyard animals on their labels to show which meat the wine should be drunk with if you don't want to be laughed at by a French person.

What if that idea catches on in the US? Little Penguin is building sales very nicely, but are we destined to see large numbers of American tourists standing around barbecues on Phillip Island, chewing miserably and muttering about switching back to burgers and bourbon?

We need to take action, and fast.

Vasse Felix should make it very clear that the flying bird on their label is a quail, or a family-sized tub of KFC. Pikes Clare Valley Riesling need to add fries to their label. And all you idiots with seahorses. What were you thinking? They're prawns, OK?

Look, I'm going to stick my neck out here and say I think we should all be using the same animal on our labels. It's the only one that's going to truly work long term. It's synonymous with Australia (and New Zealand) and its great strength is that everywhere in the world, people buying a bottle of animal label wine will instantly see themselves reflected in it.

Baaa.

Morris Gleitzman is a regular contributor to Mentelle Notes. His 25th children's book Doubling Thomas (Penguin) has just been released – and it contains no animals.

Editor's Note: Cloudy Bay's in-house animal Pelorus dates back to 1987. See page 5.

On the Food Trail

Regional food and the notion of 'paddock-to-plate' took on a whole new meaning during Forage at Cloudy Bay.



On the Forage route – River Terrace Farm...

...and artisan cheesemaker, Roger Frazer.

Whether it's the advent of farmers' markets, greater awareness of sustainable farming or rising fuel prices, the issue of local and regional food is taking far more prominence on the nation's dinner tables.

The sense of both 'region' and provenance – the knowledge that ties food to its source and links consumers more vitally into the food chain, is no longer just a feel-good factor. Increasingly, we care about the origins of what we eat, and wish to support the folk who farm, grow or craft the produce we buy. The notion of 'place' is an acknowledged and powerful marketing tool, one that delivers understanding, connection and loyalty.

Marlborough is arguably New Zealand's most prominent wine region, but less is known about the area's produce. Viticulture has overtaken horticulture, pip fruit has succumbed to grapes. But there are numerous artisan food producers in the district, hardworking folk who were showcased in a recent Cloudy Bay promotion called Forage, a hands-on celebration of Marlborough produce – both food and wine.

Trade and media guests on the first Forage expedition were treated to a

three-day exploration of Marlborough's specialist seasonal foods, matched of course with Cloudy Bay wines.

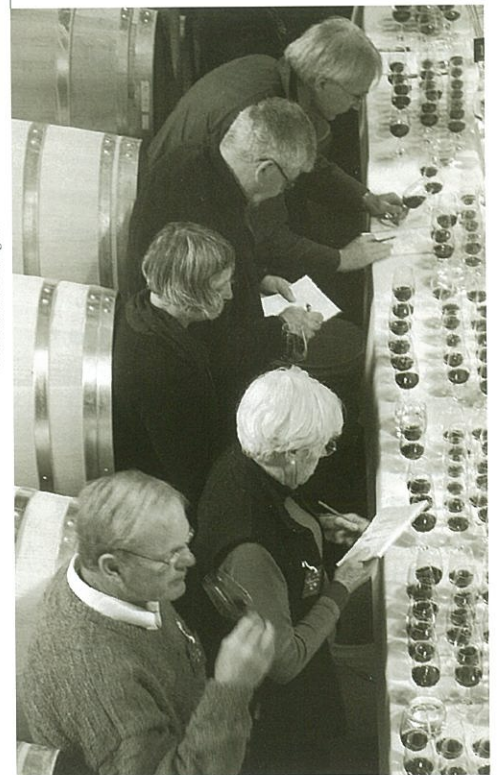
The gastro-itinerary, led by local chef and farmers' market founder Chris Fortune, showcased several of the region's artisan producers including Ormond Aquaculture, an organic freshwater salmon farm; River Terrace Farm, makers of fresh and aged sheep cheese; the Nutt Ranch, a hazelnut grower; Arcadia Park fig orchard, and de Brood Bakkers renowned for their wild yeast sourdough bread.

The farm visits were interspersed with relaxed meals featuring the foraged regional produce, including a trip to the The Store in Kekerengu for crayfish and Cloudy Bay Sauvignon Blanc. Another memorable match was the organic salmon smoked in an old Cloudy Bay chardonnay barrel, a dish that not only celebrates local food but highlights the fact that recycling can taste good. Organic barrique-smoked Marlborough salmon – the perfect match with the chardonnay that was once fermented in it.

Other Forage-style events are planned for the future, all destined to grow understanding of Marlborough's riches.

Pinot Code

Italian scientists at the Agrarian Institute in Trento, northern Italy have cracked the genetic code or genome of pinot noir. Head of the team who decoded the DNA sequences, Riccardo Velasco, claims the discovery is the agricultural equivalent of walking on the moon. When you sip your next glass of pinot just consider this... It comprises 12 chromosomes and 500 million bases of DNA. No wonder it's known as a fickle, seductive variety!



Getting down to serious pinot business at Pinot at Cloudy Bay, 2006.

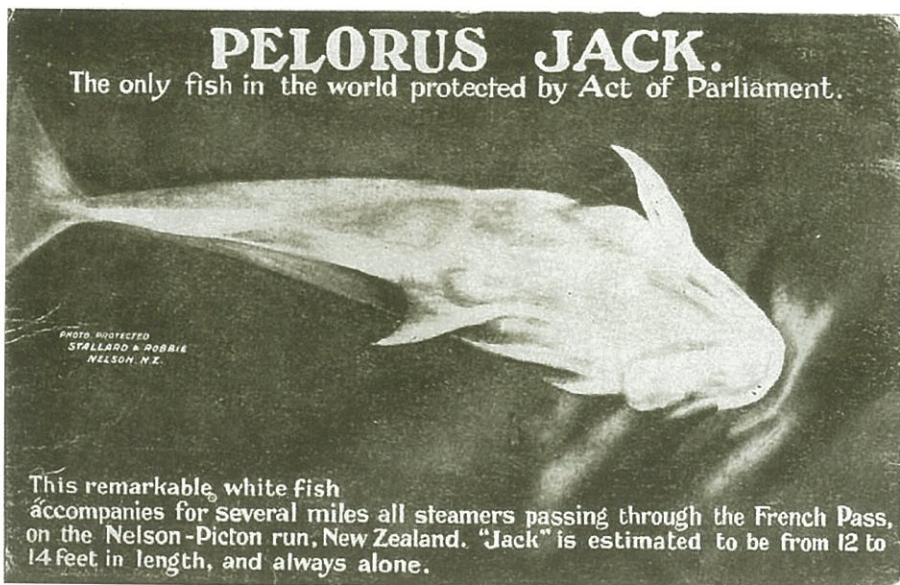
Northern Front

A recent Bloomberg wire service report suggests that Richard Smart's climate concerns are already troubling Northern Hemisphere winemakers. According to the story, global warming is a real threat in southern Spain and forcing grape growers to move to the cooler, higher elevation of the Pyrenees.

Professor Moreno of the University of Castilla La Mancha believes temperatures may rise seven degrees celsius by the end of the century. It's no wonder the Spaniards are undertaking research into shading mechanisms and heat resistant crops, and buying higher altitude vine blocks.

Jack or Jill?

New Zealand's icon dolphin *Pelorus Jack* continues to confound historians.



This Stallard and Robbie Pelorus Jack postcard is dated 3 June, 1915.

Pic: William Main Collection.

The next time you pop a sparkling Pelorus cork you may care to toast its namesake – Pelorus Jack – the only marine animal in the world to be protected by an Act of Parliament, and certainly one of the very few to be immortalised by a bottle of bubbly.

Maritime tale-tellers recount the exploits of this loyal unusually pale-coloured dolphin that routinely piloted vessels sailing through the French Pass in the Marlborough Sounds in the early 1900s. Pelorus Jack made the cover of the *London Illustrated News* and images

were captured on numerous, now highly collectable postcards.

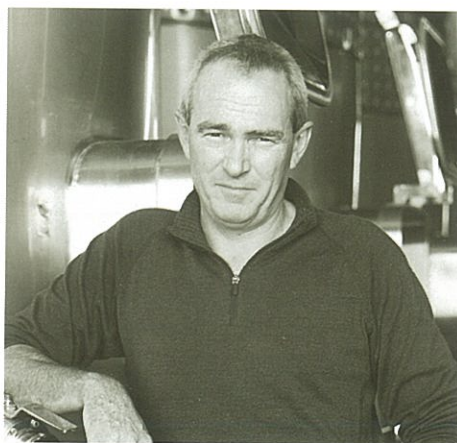
According to Maori legend, Pelorus Jack was sent by the ocean god Tangaroa to watch over Kupe the renowned Polynesian explorer and other seafarers. The last sighting was in 1912 and it is thought, despite various stories that Pelorus Jack died of old age.

Some maritime historians even suggested at the time that Jack may have been a female Risso's dolphin. But sexing a dolphin is no easy matter, so Jack has never officially been declared a Jill.

Pinot Weekend Registrations for **Pinot at Cloudy Bay 2007** will open in March 2007. A booking form will be included in the March 07 issue of *Mentelle Notes*. If you have pinot-loving friends who would like to know about this calendar event, send an email to pinot@cloudybay.co.nz with their name and postal address and we will send details.

Judd Decanted

Kevin Judd's job at Cloudy Bay started 21 years ago. Over those two decades he has featured in global despatches that have charted the history of Cloudy Bay, a phenomenon that has intrigued countless wine writers. But rarely has Kevin sought the limelight. Last month however, he found himself standing in it – in the international wine magazine *Decanter* that chose to profile Kevin's quietly successful career. Take a bow, Kev!



Kevin Judd, 2006.

Caps Raised

The adoption of screwcaps by Kiwi and Australian winemakers continues unabated. The appetite for these closures has been a bonanza for innovative companies like Alvis in New Zealand and Alcan in Adelaide. Alvis claim they recently produced their 10 millionth screwcap, a sure sign that Kiwi ingenuity and improved twist-top printing technology is appreciated by many wine companies.

Savvy Shortage

The world's insatiable thirst for Marlborough sauvignon blanc is causing some headaches, especially for nurseries in New Zealand.

The *Marlborough Express* reports severe shortages of grafted sauvignon blanc vines. One nursery had a waiting list for 250,000 sauvignon blanc plants, and confirmed orders for 750,000 more in 2007. Another sold 600,000 vines this season.

Over 2,000 more hectares of the magic Marlborough grape are expected to be planted in Marlborough in 2007 – so it looks like a case of first in, or draw a blanc.

Mentelle Noted

Avid and regular readers may be aware that *Mentelle Notes* has been published in New Zealand continuously since 1988, and in Australia since 1983. Occasionally the editor (on the case since 1988) gets a brickbat, but thanks to the loyal readership most correspondence over the years has taken the form of bouquets.

However, MN's editor, Jane Adams, was a finalist in the 2006 Australian Wine Communicator of the Year Award along with James Halliday and freelance wine writer Campbell Mattinson. MN considers it a privilege to rate up there with Halliday's 600-plus-page *Australian Wine Companion*, which won him the award. Of course, 18 years' worth of *Mentelle Notes* does add up to more than 600 pages, a tome if you have saved your copies.

Green Fingers

Cape Mentelle's environmentally conscious viticulture is setting new standards in Western Australia.

Global warming is not the only issue facing viticulturists. Sustainable and environmentally responsible viticulture is an equally important concern, and one that the team at Cape Mentelle takes very seriously.

The vineyard crew, led by Steve Meckiff the viticulturist, subscribes to a strict regime that is as close to organic principles as possible.

'We aim to limit the environmental impact of all our operations. The philosophy starts in the vineyard, and prevails in the winery, and waste management practices,' explained Steve.

Cape Mentelle moved away from synthetic fertilisers 10 years ago, opting to use fish-based foliar products. Cover-crops are planted between the vine rows and are selected for their ability to

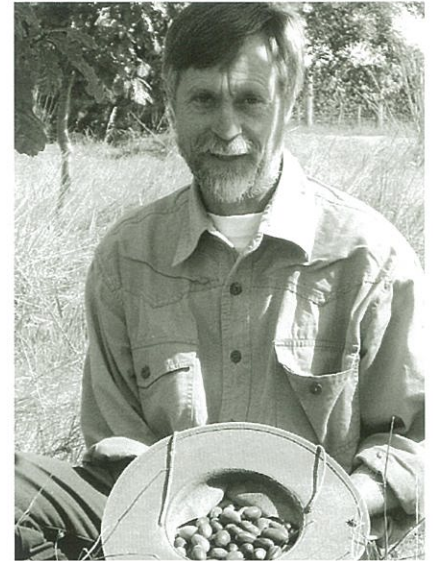
produce nitrogen and organic matter. Other sustainable 'weapons' include the flock of free-range guinea fowl that are excellent weevil catchers.

No insecticides are used, and the nutrient and trace element program ensures optimum vine health. All the winery waste and grape marc is composted on the estate and reused on the vineyards as fertiliser.

The winery doesn't export wastewater either. It is treated naturally in a series of reed beds that effectively filter the water to a condition suitable for irrigation.

The retention and treatment of wastewater is intended to protect aquifers and wetlands and supports the Margaret River Wine Association's sustainable viticulture platform.

From little Acorns...



Project Manager PB Foreman with a hatful of acorns that may roll out many barrels...

Eagle-eyed arborists travelling through Margaret River may notice some young oak trees, although most people can't pick an English from an American or a French oak.

Until recently that wasn't a problem anyway because Australia had no French oaks, those stately 100-year-old (and often older) trees that are ultimately felled to make barrel staves that French coopers transform into expensive wine barriques.

Well, come a new century, the French may not have it on their own.

Cape Mentelle has nurtured its own *Quercus petraea* aka 'French oak' plantation, the first source of French barrel oak in the Southern Hemisphere.

The seed acorns were imported by the company's founder David Hohnen from the French government forestry department in 1999. After a stint in quarantine, the surviving acorns were germinated in the nursery. The total imported weight tallied 50 to 60 kilos over three separate shipments.

The first batch was planted out from 2000 in the best possible soils, especially along creek lines. For the first year they were irrigated. Now the young oaks are four to five metres tall and have had their first home-grown Australian acorn crop.

Over 100 healthy French oak trees can be found strategically planted in several vineyard locations. The intention is to keep planting the trees to create an important resource for the Australian wine industry.



Steve's dog Baci checks out the cover-crop...

Hohnen Hung

New Zealand's wine industry recognises Cloudy Bay's founder...



David Hohnen.

History was made earlier this year when the first-ever Australian was admitted to the New Zealand Hall of Wine Fame. The Wine Institute of New Zealand voted David Hohnen into its hallowed hall for his contribution to their wine industry.

David isn't the sort of chap to beat his chest about such accolades, but his role in the internationalisation of New Zealand wine is undisputed. His vision and counter-cyclical confidence in Marlborough sauvignon blanc put both the region and Cloudy Bay on the world wine map. The Cloudy Bay phenomenon is well charted, a brand that has captured wine drinkers the world over to become New Zealand's most recognised and well-travelled wine ambassador.

When asked about being hung in the Hall of Fame, David said he was both delighted and honoured to hang with the Kiwis. The other recipients were the late Mate Brajkovich of Kumeu River, Alex Corban and Montana's Frank Yukich.

Glass Darkly

Having the right glass for the right occasion and the right wine has become somewhat of a new science, one that can probably be attributed to Austria's Riedel family.

Wine judges have traditionally used a glass called XL5 for their assessments. But Australian show chairman, James Halliday, has decided enough is enough.

'Looking back over 20 years and the 100,000 or so wines I have professionally tasted, I cannot imagine why I did not abandon the XL5 much earlier.'

Halliday advocates a larger bowl, finer-rimmed glass for show judging, and for home use. His recommendation has to date been heeded by the Air New Zealand Wine Awards and the Easter Show. Halliday is convinced these glasses will deliver more reliable results.



The Other Day

Occasional correspondent

Bruce Lees has a story to share...

Coincidence can be an amazing thing. Psychotherapists, clinical psychologists, physicists and my neurological colleagues have all at different times probed into instances of inexplicable and remarkable concurrence.

You know the sort of thing I have in mind – your wife spends a motza on a new designer dress, and bingo there she is at the daughter's debutante ball standing next to another svelte mother in an identical (and just as pricey) outfit.

Or you spend the afternoon reminiscing about that wonderful holiday on Ibiza in 1994...the Indian summer nights when you drank copious quantities of vino verde with Charles St Pierre – and next morning the phone rings. It's Charles, saying, 'Golly, it's been awhile old chap, so I thought...'

You get my drift I am sure. Your own strange coincidental moments begin to resurface...Well, here's a story that will get you going...about two winemakers.

Not just any winemakers, mind you. But Kevin Judd from Cloudy Bay, and Robert Mann from Cape Mentelle. Two stalwart chaps who globetrot a bit.

I'm told it's all to do with the cult of the winemaker. Apparently, wine drinkers and wine sellers like to meet their makers, need to put a face to their favourite bottles. A sort of vinous equivalent of psychoanalytical transference.

Well, both were recently on the job. Different days, different countries. Robert was in Hong Kong, Kevin in San Francisco. Robert got locked out of his room, clad only in his boxers.

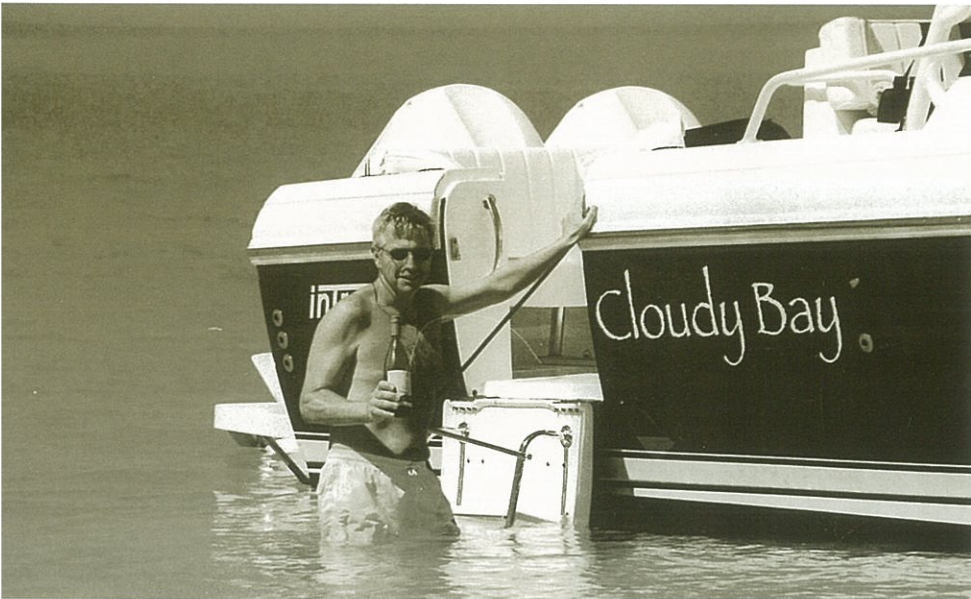
That's embarrassing for any man, let alone a gun winemaker. He coyly resorted to using the emergency phone in the lift to report his plight. And later that day purchased a flasher pair of jocks.

Three weeks later, Kevin Judd rose at 5am in Honkers for his morning ablutions. And headed straight through the auto-close door...into the hotel corridor...stark naked. Apparently his modesty was partially salvaged by a room service tray napkin and a handy phone in the downstairs lift lobby.

Now if that isn't coincidence, what is? And it is a true story. Trust me, I am a brain surgeon.

Bruce Lees

One for the Bay



Nautical smiles from John Chuhinko.

Most successful Mentelle Ambassadors limit their representation efforts to bottles of wine purchased in or carried to far-flung places. Upon arrival at the chosen destination the intrepid ambassadors and their bottles are photographed, then invariably the cargo is drunk with new or old friends.

But some people are willing to stretch the limits. Like John Chuhinko from Newton, New Jersey in the USA, who has christened his luxury cruiser *Cloudy Bay*. He assures MN that the galley bar is always well stocked with his favourite Kiwi tippie, the ideal companion for a spot of successful fishing, provided he has a BBQ aboard.

Go Well, Go Te Koko

Have you ever wondered how major infrastructure development projects (or police enquiries) get their code names?

Well, at Shell it seems the practice can be inspired by wine. MN recently unearthed the Te Koko development financing project for the Pohokura gas field off the coast of New Plymouth. Tale tells one of the key players is a keen Kiwi wine buff with a soft spot for Cloudy Bay. His London colleagues weren't arguing with his latest moniker, because on the project's completion they received a celebration case of Te Koko.

You too can be part of Cloudy Bay's export effort. It's easy. Next time you are far from home and spot a bottle of Cloudy Bay – at a fish café in Oslo, a karaoke bar in the Ginza or the duty-free shop in Kiev – buy (or borrow it) and take a photo. Digital images need to be at least 5-mega-pixels if you wish to be in the running. Then send it to the Editor, Mentelle Notes. Email entries: info@cloudybay.co.nz

Taking a bottle with you is also commended and encouraged. MN will publish the best and most alluring photo and the winning Mentelle Ambassador will receive a FREE mixed case of Cloudy Bay wine. All entrants receive a CB T-shirt.

Christmas Tidings

Here are a few stocking-stuffer suggestions for those hard-to-please wine-loving friends and family. Cloudy Bay's marketing department has put in a call to Santa who will be loading his sleigh with two special Christmas Cases. Spice up life with the **Aromatherapy Six-Pack** that includes two bottles each of the three Alsatian-style whites – Gewurztraminer, Riesling and the little Late Harvest Riesling. Alternatively, **Santa's Six-Pack** is an ideal Christmas dinner selection, from bubbles to a delish sticky match for the pudding.

Latest Drops

Pelorus Vintage 2001

'One of the Southern Hemisphere's best sparkling wines...'

Matt Skinner, THE JUICE (Hardie Grant)

Cloudy Bay Sauvignon Blanc 2005

'The wine that made SB a hit. The 2005 still has all the zest and raciness that's made this style of wine famous but there are hints of greater depth and richness creeping in.'

Ben Canaider, DELICIOUS (AUSTRALIA)

Cloudy Bay Te Koko 2003

'The turbo-charged version from Cloudy Bay: wild ferment in oak, lees stirring and aged for three years before release. It's no shrinking violet in the glass with heady aromas of jasmine, tropical fruit, straw and creamy vanillin oak.'

DIVINE ONLINE

Cloudy Bay Chardonnay 2004

'Burgundian-style chardonnay with restrained citrus and white peach flavours and plenty of mineral, sizzled butter, hazelnut, bread yeast lees and spicy oak. A stylish wine that continues a tradition of winning chardonnays.'

93 Points, Bob Campbell MW

GOURMET TRAVELLER WINE

'I often find Kiwi chardonnays can taste blowsy and fat... This brilliant example, by contrast, is all about fruit: exotic, peachy, exuberant fruit, balanced by zingy, powdery acidity and just a whisper of wafer biscuit.'

Max Allen, WEEKEND AUSTRALIAN

Cloudy Bay Gewurztraminer 2003

'Bright yellow, pure rose petal bouquet, classic Gewurztraminer, marzipan spice on palate, has very good length, structure and purity.'

18/20 + 4 Stars, Stephen Spurrier, DECANTER (UK)

Cloudy Bay Pinot Noir 2004

'Pungent red and black cherry flavours with great intensity, charm and complexity. Long and with a perfect balance of ripe tannins from oak and fruit.'

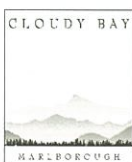
93 Points, Bob Campbell MW

GOURMET TRAVELLER WINE

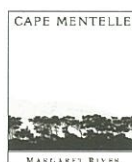
Cloudy Bay Late Harvest Riesling 2002

'Lemony gold, pure honey and floral bouquet, richly concentrated with riesling's steel girder to contain the sweetness, fabulous length, superb wine.'

19/20 + 5 Stars, Stephen Spurrier, DECANTER (UK)



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Pic: Amanda McLaughlan.

A View from the Vineyard

*'At the first sip a good drinker should recognise the vintage,
at the second the quality, and at the third the year.'*

ALEXANDRE DUMAS

CLOUDY BAY

MARLBOROUGH NEW ZEALAND

PRICE LIST & ORDER FORM

OCTOBER 2006

Selection	Description	Case Price	Bottle Price	Quantity Ordered	Total Cost
CLOUDY BAY					
PELORUS NV 6-PACK	Add some sparkle to your life! A Marlborough classic.	\$197.40	\$32.90		
PELORUS VINTAGE 2002 6-PACK	A baker's delight – savour the brioche, strawberries and cream. Powerful, elegant and seamless. A beautiful bubbly!	\$234.00	\$39.00		
CLOUDY BAY SAUVIGNON BLANC 2006	Complex, rich, ripe and crisp. A great year for this zingy Kiwi ambassador.	\$322.80	\$26.90		
CLOUDY BAY RIESLING 2003	Citrus, beeswax and minerality coalesce into this luscious riesling framed by a hint of sweetness.	N/A	\$29.60		
CLOUDY BAY GEWURZTRAMINER 2004 6-PACK	Don't go past this exotic voluptuous siren, destined to win fans wherever she goes. Long and concentrated.	\$177.60	\$29.60		
CLOUDY BAY 2002 LATE HARVEST RIESLING 12x375ml	A favourite little sweetie. Citrus zing, luscious with a crisp finish.	\$355.20	\$29.60		
SANTA'S SIX-PACK	1 x Pelorus NV 1 x Pelorus 02 1 x CB Sauvignon Blanc 06 1 x CB Chardonnay 04 1 x CB Late Harvest Riesling 02 1 x CB Pinot Noir 04	\$199.20	N/A		
AROMATHERAPY SIX-PACK	2 x CB Gewurztraminer 04 2 x CB Riesling 03 2 x CB Late Harvest Riesling 02	\$177.60	N/A		
MARGARET RIVER MIX	2 x CM Shiraz 04 2 x CM Zinfandel 04 2 x CM Cabernet 01	\$244.40	N/A		
GIFTS					
CLOUDY BAY BLACK BIBBED APRON	Top up for the Festive Season BBQs. One size fits all.	N/A	\$25.00		

MAXIMUM PURCHASE
3 BOTTLES
MAXIMUM PURCHASE
6 BOTTLES

SPECIAL OFFER
BUY 3 CASES
AND RECEIVE A
CLOUDY BAY T-SHIRT
FREE!
SPECIAL OFFER

REMITTANCE DETAILS													
<input type="checkbox"/> I enclose a cheque made payable to CLOUDY BAY VINEYARDS	FOR NZ DELIVERY ADD \$7 PER CASE												
CHARGE MY CREDIT CARD	TOTAL NZ \$ INCLUDING GST												
<input type="checkbox"/> Visa <input type="checkbox"/> Mastercard <input type="checkbox"/> Amex <input type="checkbox"/> Diners Club													
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Signature _____													

CONTACT & DELIVERY DETAILS	
Name (Mr/Mrs/Ms) <i>First Name</i>	<i>Surname</i>
Postal Address	Postcode
Tel (Daytime) ()	(Evening) ()
Fax ()	Email
Delivery Address and Instructions	

- PLEASE NOTE
- 1) Feel free to make up your own mixed case using the bottle prices listed.
 - 2) All prices are GST inclusive
 - 3) Send order with payment to Cloudy Bay Vineyards Ltd, in the Free Post envelope provided or Facsimile (03) 520 9040
 - 4) Only persons aged 18 years or over may legally order wine.
 - 5) Deliveries can only made to a street address or RD number – not a PO Box.
 - 6) Please allow 10 days delivery.
 - 7) Send Em Mentelle in the UK regrettably no longer available.
 - 8) Order Form valid until March 2007 or while stocks available.



Cloudy Bay Vineyards Limited

P.O. Box 376, Blenheim, Marlborough, New Zealand. Tel (03) 520 9140 Fax (03) 520 9040 Email info@cloudybay.co.nz

www.cloudybay.co.nz