



**GLENGARRY**  
JOE'S UNDERGROUND WINE LETTER  
No 27 JULY 1989

**GLENGARRY**  
JOE'S UNDERGROUND WINE LETTER No 44 FEBRUARY 1991

**GLENGARRY**  
THE WINE EVENT OF THE YEAR

**GLENGARRY**  
WINE LETTER 105 DECEMBER 2005

**GLENGARRY**  
JOE'S UNDERGROUND WINE LETTER

**THE GLENGARRY TOP 50**

**GLENGARRY**  
JOE'S UNDERGROUND WINE LETTER

**GLENGARRY**  
JOE'S UNDERGROUND WINE LETTER

**GLENGARRY REDS**  
DOWN UNDER

**GLENGARRY**  
JOE'S UNDERGROUND WINE LETTER

**GLENGARRY**  
JOE'S UNDERGROUND WINE LETTER  
Small Winemakers

**GLENGARRY**  
THE ART OF WINE

**GLENGARRY**  
WINE LETTER 89

**GLENGARRY**  
WINE LETTER 89

**GLENGARRY**  
WINE LETTER 90

**GLENGARRY**  
WINE LETTER 106 DECEMBER 2005

**GLENGARRY**  
WINE LETTER 107  
QUEEN OF THE WHITES

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WINE LETTER 108

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WINE LETTER 112 AUGUST 2006

**GLENGARRY**  
Merlot  
WINE LETTER 111 SEPTEMBER 2006

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WINE LETTER 115 NOVEMBER 2006  
Chardonnay

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WINE LETTER 116 DECEMBER 2006  
GASH

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WINE LETTER 122 JULY 2007

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WINE LETTER 123 SEPTEMBER 2007  
SAUVIGNON BLANC 2007

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WINE LETTER 126  
NOVEMBER 2007  
New Zealand Pinot Gris 2007

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WINE LETTER 128  
FEBRUARY 2008

**GLENGARRY**  
Quality & Value  
Smart Sub \$20 Wines  
WINE LETTER 133 FEBRUARY 2008

**GLENGARRY**  
200

[WWW.GLENGARRY.CO.NZ](http://WWW.GLENGARRY.CO.NZ)

SEPTEMBER 2014



**GLENGARRY**  
WINE LETTER 134 MAY 2008  
The Heron Peninsula

**GLENGARRY**  
WINE LETTER 138 JULY 2010  
A TONNE OF FRANCE

**GLENGARRY**  
WINE LETTER 140 JULY 2010  
ITALY  
WATERSUN EARTH WINE

**GLENGARRY**  
WINE LETTER 141 AUGUST 2010  
Greatest Hits

**GLENGARRY**  
WINE LETTER 142 SEPTEMBER 2010  
Celebration Wines

**GLENGARRY**  
WINE LETTER 143 OCTOBER 2010

**GLENGARRY**

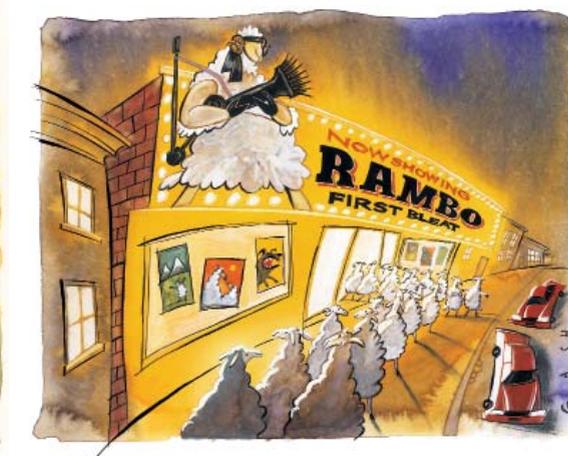
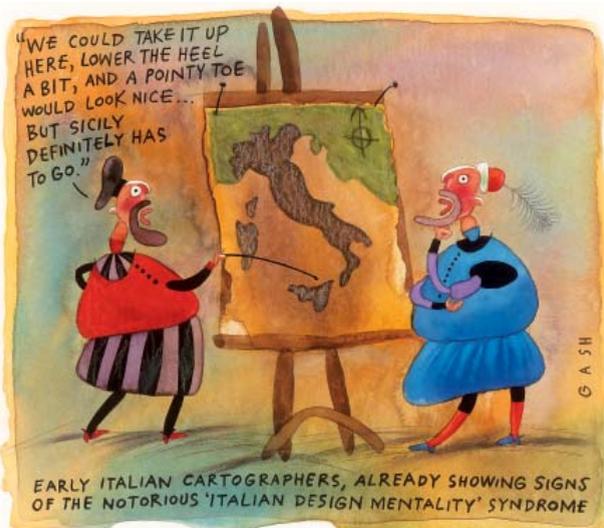
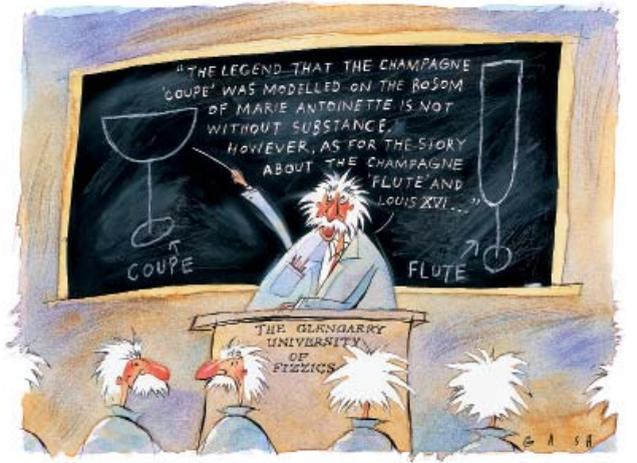
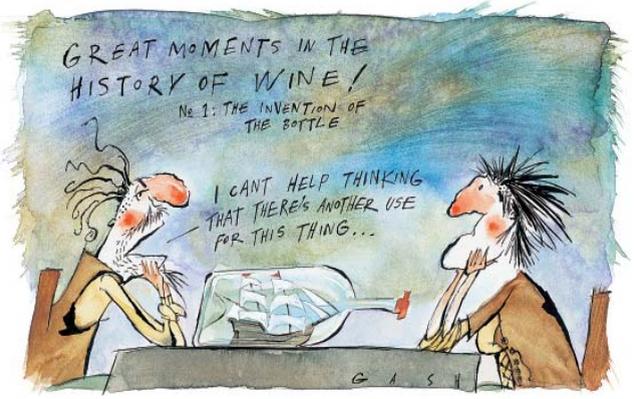
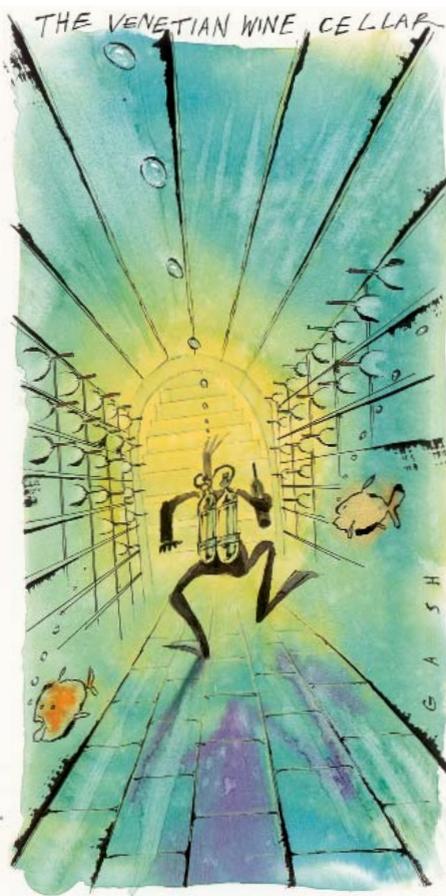
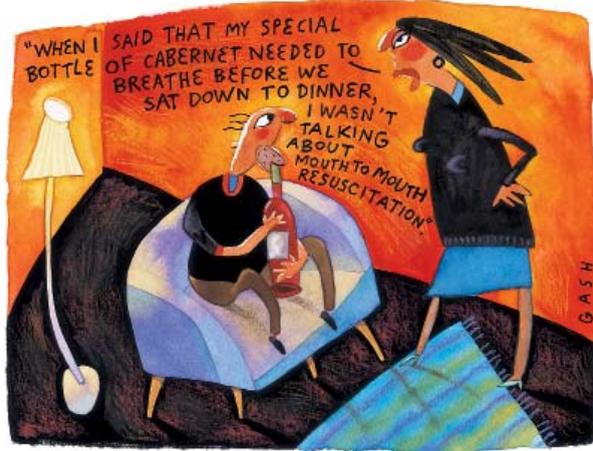
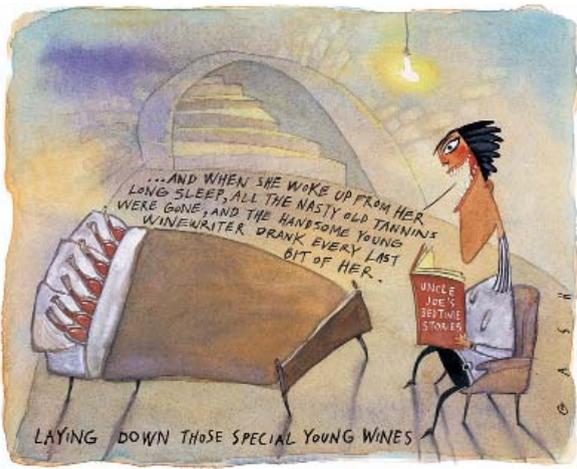
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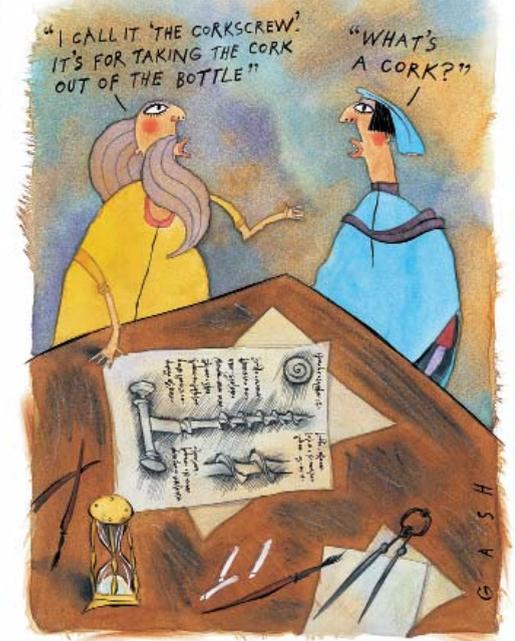
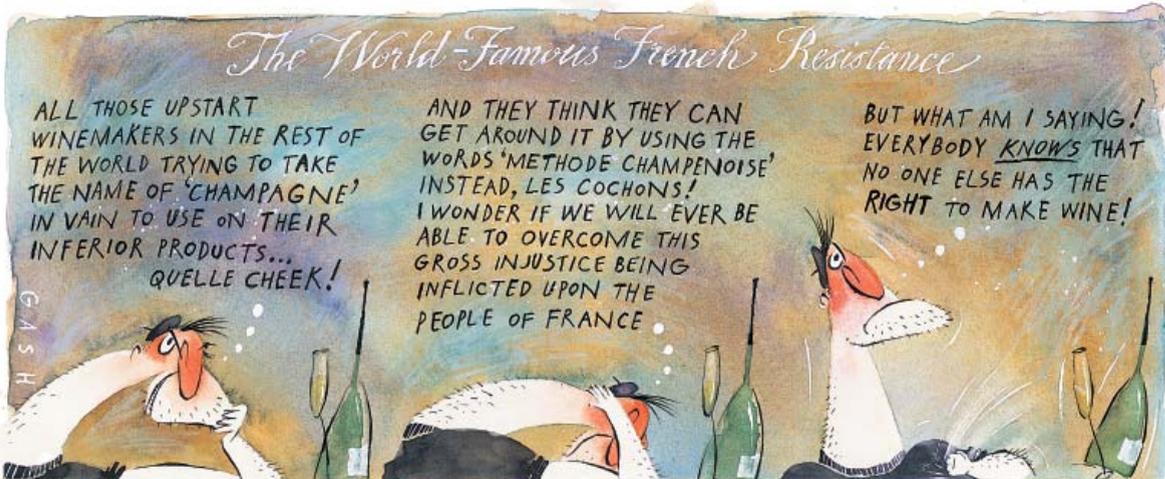
**GLENGARRY**

**GLENGARRY**  
CHRISTMAS

**GLENGARRY**



LEONARDO-BRILLIANT, BUT ULTIMATELY IMPRACTICAL



# We're 200, and not feeling a day over 199!

Aha! They've all gone out to lunch and left me with the editorial spot to play in, the fools. Don't they know I'll just use it for shameless self-promotion? *Wait... did I just think that, or did I say it out loud?* I'll begin again: My association with the Jakicevich family goes way back; to short pants and the classrooms of Oratia Primary in fact, just a brief tractor ride from Glengarry Rd where this whole juggernaut of an enterprise has its roots. Accompanied by the cicadas, Jak and I used to sit on opposite sides of the Oratia Valley, trading banjo riffs from our respective porches on warm indigo evenings, chewing on straw and drinking from 2-gallon flagons. Well that's how I choose to remember it anyway.

In fact, as a teenager in the 1970s I do recall painting Jak's entire truck in mad (possibly hippy) imagery, something I also did in later years to many of the interior walls of the Jakicevich family home in Glengarry Rd when I was living there (parents Tony and Monica having vacated long before). Thus the writing was on the wall, so to speak, and it was only a matter of time before the Brothers Jakicevich roped me into their burgeoning empire to ply my crayons in the more controlled environment of their then nascent Wineletter. I entered on issue 23, March 1989, lured in by Jak and his brother Martin, initially working only on the covers but eventually taking over the whole thing and assembling them, pre-computer, on Jak's kitchen table in Glengarry Rd. At the time I did have other plans for my life, but I can't quite remember what they were, now.

There are, of course, one or two other bright sparks worthy of mention. Michael Chappory, for instance, the man with impetuous Spanish blood in his veins, who wrote and assembled the historic Issue No. 1 (It's on the cover, if you look hard enough), brainstormed some of the initial humour with me and is still with us today, contributing some of the wine notes you'll find right here. And Michael Larsen, a person of prodigious talent and wit, who for many years contributed his acutely perceptive and grin-inducing words to the Wineletters, in the process inspiring me to pick up the baton when he departed and try, with moderate success, to match him.

Back in the day, the man calling the shots when it came to content was Jak's brother, Joe Jakicevich. Joe's Underground Wineletter, it used to be called. I have to say that one of the wonderful things about Joe and his brothers was the way they just let me go for it – completely off the leash, you might say. An echo, surely, of their fearless and innovative approach to establishing a mighty vinous empire. Finally though, they did make me use the same logo twice in a row – something about having an actual marketing strategy, I seem to recall.

When Joe eventually had to move on to more important things (but surely not more fun), he was replaced by a series of relatively short-lived product managers, until the world settled once again in the form of Liz Wheadon, now Glengarry GM, responsible over the last 15-odd years (channelling her massive enthusiasm for and extensive knowledge of all things vinous) for hunting down the shining stars, the quality and the intrigue, from within our shores and well beyond them.

Within this august edition (although it's actually September), you'll find a collection of 200 wines, one to commemorate each issue of the Wineletter and every one a gem, as they say. Dive in; summer's on its way and the water's going to be just fine.

**GASH**

Graeme Gash, Director of Crayons

Sales: **freephone** 0800 733 505 **freefax** 0800 106 162 **email** sales@glengarry.co.nz

## SERVICES

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on everything wine related  
monthly offers  
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fun and education  
we're known for it; it's fun!  
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it's so convenient; join us!

## LOCATIONS

### AUCKLAND

victoria park  
118 wellesley st west  
308 8346  
herne bay  
54 jervois rd  
378 8555  
ponsonby  
139 ponsonby rd  
378 8252  
parnell  
164 parnell rd  
358 1333  
newmarket  
22 morrow st  
524 5789  
bassett rd  
154 remuera rd  
524 6666  
remuera  
400 remuera rd  
523 1594  
mt eden  
250 dominion rd  
623 0811  
city  
cnr wellesley st & mayoral dr  
379 8416  
takapuna  
cnr hurstmere rd & killarney st  
486 1770  
devonport  
cnr clarence st & wynyard st  
445 2989  
kingsland  
420 new north rd  
815 9207  
westmere  
164 garnet rd  
360 4035  
ellerslie  
87 main highway  
571 2567  
grey lynn  
16 williamson ave  
360 0134

### WELLINGTON

thorndon  
232 thorndon quay  
472 7051  
kelburn  
85 upland rd  
475 7849  
courtenay place  
paramount cinema building  
27 courtenay place  
385 9600

### DIDA'S

dida's wine lounge & tapas  
HERNE BAY  
54 jervois rd 376 2813  
dida's wine lounge & tapas  
DEVONPORT  
54 victoria rd 445 1392  
dida's food store  
HERNE BAY  
54 jervois rd 361 6157

PRODUCTION: GRAEME GASH, LIZ WHEADON, MICHAEL CHAPPORY, HELENA KARLBOM. PRINTED BY IMAGE CENTRE



“ Pol Roger is a state of mind, a way of being. We are proud and delighted to have Glengarry as our distinguished ambassador for New Zealand. Thank you for considering our golden elixir as the soul of France. Cheers and congratulations!

CHRISTIAN POL-ROGER

Few champagne houses remain in family hands. The impressively-pedigreed Pol Roger is one of them. Residing in the heart of Epernay with cellars running below the Avenue de Champagne for over seven kilometres, they are highly-skilled vinous alchemists in possession of an exquisite collection of wines. Not one of the region's show ponies, Pol nonetheless lead the charge from the front.

The English obviously love them, with Pol Roger one of only eight houses to bear the English Royal Seal and the late Winston Churchill clutching Pol to his steely heart as a personal favourite. They gained what many would regard as the ultimate royal approval when handed the prized task of providing the wedding champagne for the Duke and Duchess of Cambridge.



CHRISTIAN POL-ROGER

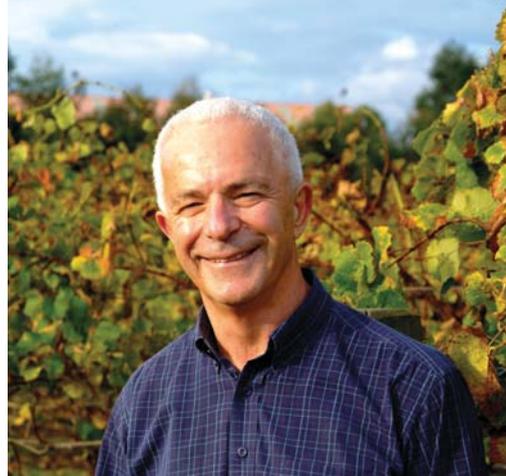


**POL ROGER**  
CHAMPAGNE BRUT RÉSERVE NV

◀ **\$69.99** 48210

**CASE OF 6 \$68.99 A BOTTLE**

This has enough personality to be a vintage champagne, say Wine Spectator, and its frothy vivacity makes the Pol non-vintage both widely respected and hugely popular. An aristocratic wine delivering layer upon layer of exquisitely balanced flavour and texture, the richly lush fruit and toast defined by precise, refreshing citrus and acid. Consistently outstanding.



SIR GEORGE FISTONICH

A true New Zealand original, Villa Maria Wine Estates, in celebrating their 50th b'day recently, proudly displayed the Glengarry Wineletters from the early days front and centre. You do have to appreciate what it has taken over the years to get this world-class, family-owned winery to its prestigious position, and you can put it down to the talent, attention to detail and sheer determination of its founder, Sir George Fistonich and his team. Consisting of Villa Maria itself, plus the Vidal, Esk Valley, Kidnapper Cliffs and Te Awa wineries, we tip our hats to the wonderful consistency of quality that exists across VM's entire portfolio.

“ The Glengarry Wineletters have been a great source of information on the world of wine and inspired consumers to make winning wine choices. Over the many years we have worked together, I have been delighted to see our wines featured and endorsed by this fine publication.

GEORGE FISTONICH, VILLA MARIA WINE ESTATES



**VILLA MARIA** HAWKES BAY  
CELLAR SELECTION VIOGNIER 2013

◀ **\$16.99** 19697

**CASE OF 6 \$15.99 A BOTTLE**

We think that this New Zealand's best Viognier. Fruit and flowers, dried apricots and cream. Mineral drives a wedge through the middle, a stony spike that adds extra dimension to the layers of ripe fruit. Beneath the rich textures, acid balances the natural alcohol heat and weight, with varietal tang and spice a gorgeous addition. At the finish, a delicious flick of something honeyed and exotic on the tail. Perfect.

48237 **POL ROGER** BLANC DE BLANCS 2002 **\$99.00**

48247 **POL ROGER**  
CUVÉE SIR WINSTON CHURCHILL 2000 **\$245.00**

19422 **VIDAL RESERVE SERIES**  
ORGANIC SAUVIGNON BLANC 2013 **\$14.99**

19072 **TE AWA** LEFT FIELD SYRAH 2013 **\$15.99**

12813 **ESK VALLEY**  
MERLOT CABERNET MALBEC 2013 **\$16.99**

# fearless BUYS



**FINCA FLICHMAN**  
MENDOZA ROBLE MALBEC 2013  
**\$11.99** 77101  
CASE OF 12 \$10.99 A BOTTLE

Argentina's beloved Malbec variety, fashioned to be enjoyed while still young and fresh. Spiced up plum and cherry notes caress the nose, backed by a slight hint of oak. Fruity and flavoursome with a soft, elegant finish.



**MORTON ESTATE** HAWKES BAY  
WHITE LABEL CHARDONNAY 2013  
**\$12.99** 15410  
CASE OF 6 \$11.99 A BOTTLE

Excellent Hawkes Bay fruit, partially fermented and lees aged in French barrels. It's a moderately complex wine, characterised by citrus-accented, tropical fruit flavours that are reinforced by mealy notes and a silky texture.



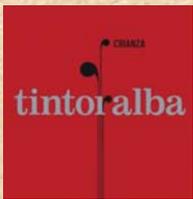
**TOREA**  
MARLBOROUGH PINOT NOIR 2013  
**\$16.99** 10683  
CASE OF 12 \$15.99 A BOTTLE

The Toreans make a delightful Pinot Noir for a grin-inducingly low financial outlay, jam-packed with intense aromas and flavours of spice-edged cherry, raspberry and strawberry and a mouthful of sultry textures.



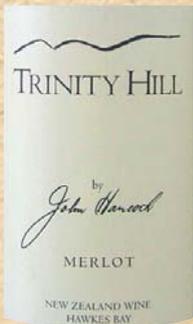
**TINTORALBA**  
SPAIN CRIANZA 2008  
**\$14.99** 85087  
CASE OF 12 \$13.50 A BOTTLE

Aged for 12 months in oak, this Grenache Syrah blend is wondrous value; bright red fruit, French oak adding richness and character, the length living on well past the price tag. A case seems only logical, Mr Spock.



**TRINITY HILL**  
HAWKES BAY MERLOT 2013  
**\$17.99** 19270  
CASE OF 12 \$16.99 A BOTTLE

Aromatics of plum, and blackberry take on a tinge of chocolate along with some spicy touches from time spent in oak. The palate is soft and smoothly Merlot-esque, fruit-forward yet complex. Eminently drinkable.



“ As a producer of wine that loves to pursue excellence from the cutting edge, we are always delighted to work alongside others with a similar outlook. For the last decade Glengarry has been championing the dynamic spirit of Spain through our wines, a relationship that means a great deal to us, and one we look forward to continuing.

ALVARO PALACIOS

Leading the pack of Spain's innovative wave of wine-makers is the charismatic and talented Alvaro Palacios, a perfectionist with a boundless energy for forging new vinous pathways and tipping tradition on its head in regions like Bierzo and Priorat. He replanted old vineyards and got working with Garnacha, a grape he considers 'the only variety that transforms heat and aridity into a beautiful, refreshing liquid.' His vision took off when in 1993 he brought the tiny L'Ermita vineyard and found himself producing a global smash. The Palacios portfolio is, without any doubt, the jewel in our Spanish collection.



ALVARO PALACIOS

**DESCENDIENTES DE J. PALACIOS**  
BIERZO PETALOS 2012

**\$24.99** 88056

CASE OF 12 \$23.99 A BOTTLE

The old vines here cling in small plots to the steeply sloping countryside. They produce an intense, beautiful nose of plums, blackberries and smoky blueberries. Starred with spangly spices which sliver like a river through the blueberry shortcake fruit, this is heady, vibrant, wickedly modern and dangerously seductive.



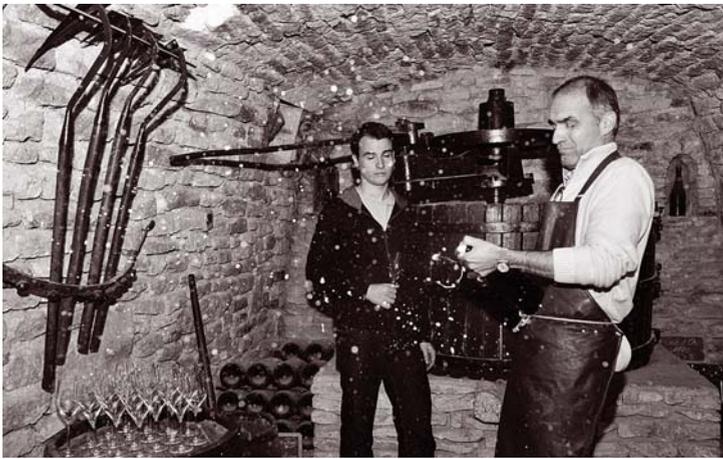
88060	<b>PALACIOS REMONDO LA VENDIMIA 2013</b>	<b>\$19.99</b>
88054	<b>PALACIOS REMONDO LA MONTESA 2011</b>	<b>\$24.99</b>
88033	<b>ALVARO PALACIOS CAMINS DEL PRIORAT 2013</b>	<b>\$29.99</b>
88085	<b>ALVARO PALACIOS DOFI 2007</b>	<b>\$89.00</b>

Everyday great value:  
[www.glengarry.co.nz/valueeveryday](http://www.glengarry.co.nz/valueeveryday)

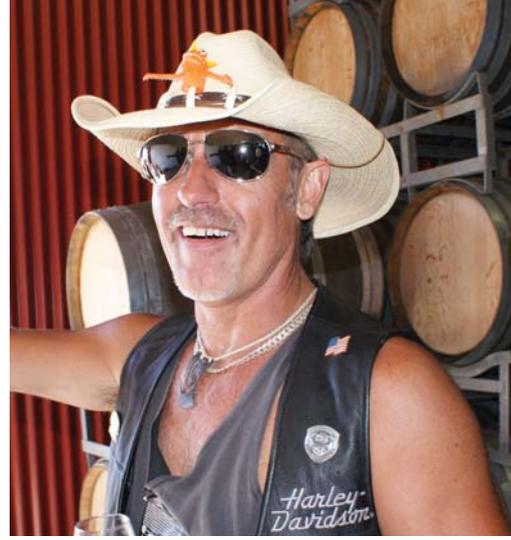
“ From opposite sides of the planet, the Drappier and Glengarry families share the same passion for wines with soul. The Glengarry team, with their sparkling sense of humour, are the finest ambassadors for Champagne Drappier we could hope to have in New Zealand.

MICHEL DRAPPIER, CHAMPAGNE DRAPPIER

The articulate and utterly charming Michel Drappier makes a very good champagne. Exponents of organic and traditional practices, the Drappiers aspire to a position of natural authenticity rather than overstated sophistication, employing minimal amounts of sulphur and a low dosage approach that provides a dry and aromatic elegance to their expressions. No shortage of history either, with Drappier's vaulted cellars tracing back to 1152. The pride of the house, the limestone rich vineyards themselves, were initially established by the Romans 2,000 years ago.



HUGO AND MICHEL DRAPPIER



CHRIS GAMBITSIS

Chris Gambitsis is endowed with enough laughter-inducing charisma to accommodate at least three people. To spend an evening with him sampling his product is to step off the edge into a skewed world of real-time theatre, where you're not so much engaged in a witty encounter as part of some gobsmacking performance. All this unbridled energy and exuberant flare had to go somewhere, and so has ended up neatly contained in a wine bottle and on our shelves. The relationship goes way back to when God was in short pants. Or at least that's how it feels. Long may it continue.

“ In an association that has blossomed between Lake Chalice and Glengarry for over twenty years, the Wineletter has always been a great read, informative and aimed at the novice and aficionado alike. Glengarry opens the door for us to a world of vinous interest, and above all, fun! Here's to the next 200.

CHRIS GAMBITSIS, LAKE CHALICE



**DRAPPIER 3 LITRE**  
CHAMPAGNE CARTE D'OR BRUT NV

◀ **\$399.00** 43509

Stonefruits abound, a hint of sweet briar, some complex minerality followed by a rush of lush richness that pushes the parameters in a most beguiling way. Low sulphur, low dosage. Why buy champagne in this size? Because you can, Silly! Drappier are the only ones to ferment these babies in bottle, with a quarter of them exploding in the process. So why does he do it? 'Because it's fun,' he says. Yes, Michel, we can see from the photo that you enjoy a good laugh. Ah, to be French...



**LAKE CHALICE**  
MARLBOROUGH PINOT GRIS 2014

◀ **\$16.99** 13662

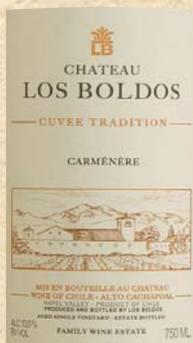
**CASE OF 12 \$14.99 A BOTTLE**

Spicy pear and mealy characters accompany the honeyed fruit flavours and mellow mouth-feel on a palate that is rich and complex, thanks to the expertly crafted fruit from a combination of vineyards in the Marlborough region. Bright and refreshing, this'd go very nicely with Asian-inspired crispy pork and vegetable rolls.

- 43500 **DRAPPIER CARTE BLANCHE NV 750ML \$39.99**
- 43501 **DRAPPIER CARTE D'OR NV 750ML \$43.99**
- 43502 **DRAPPIER VAL DES DEMOISELLES ROSÉ BRUT NV 750ML \$64.99**
- 43522 **DRAPPIER CARTE D'OR NV 1.5 LITRE \$95.00**

- 13653 **LAKE CHALICE DEB'S PINOT ROSE 2013 \$16.99**
- 13437 **LAKE CHALICE MARLBOROUGH PINOT NOIR 2012 \$16.99**
- 13665 **LAKE CHALICE THE RAPTOR MARLBOROUGH PINOT NOIR 2013 \$29.99**

# NEW Arrivals



**LOS BOLDOS**  
CHILE CARMENÈRE 2013  
**\$12.99** 77402  
CASE OF 12 \$11.99 A BOTTLE

Carménère thrives in Chile's phylloxera-free landscape. Rich, spicy black fruit aromas show notes of chocolate and cinnamon, while on the palate mature fruit flavours are nuanced with oak and ripe tannins. Superbly priced.



**MAS DE BAZÁN**  
UTIEL-REQUENA CRIANZA COUPAGE 2007  
**\$16.99** 81086  
CASE OF 12 \$15.99 A BOTTLE

A whole bunch of big red varieties. The native Bobal brings a flex of acid muscle to the mix, and Tempranillo, Grenache, Merlot and Syrah provide a fleshy, succulent balance with their plums, dark berries and spice.



**EMILIO MORO**  
RIBERA DEL DUERO FINCA RESALSO 2012  
**\$18.99** 87754  
CASE OF 12 \$17.99 A BOTTLE

Top-flight, estate grown Tinto Fino, delivering a surge of violet/mineral-tinged berryfruit and spice within a solid structure. From younger vines, with a few months in oak, this is to be enjoyed now. With a few tidy tapas.



**CEPA 21 HITO**  
RIBERA DEL DUERO 2010  
**\$19.99** 87752  
CASE OF 12 \$18.99 A BOTTLE

The 3rd generation of the Moro family have sidestepped the old world charm to be found in Emilio Moro's top cuvées and pushed the boundaries out to create a more modern style. Fruit-driven, silky, seductive.



**DOMAINE SÉGUINOT-BORDET**  
PETIT CHABLIS 2013  
**\$24.99** 40466  
CASE OF 12 \$23.99 A BOTTLE

The wines of 13th generation winemaker Jean-Francois Bordet are in high demand. His Petit Chablis is fresh, vibrant, richly flavoured, a refined palate distinguished by crisp flavours and fresh, tingling mineral notes.



“ To our dear friends at Glengarry, sincere congratulations on your 200th edition, a landmark worth celebrating! We hope the next 200 will be as memorable as the first ones! I read all of them and enjoy immensely seeing our wines featured.

DENNIS MURRAY, MONTES

One of South America's most highly-regarded producers. Wine Spectator refers to Montes as 'the best all-round winery in South America' while The Guardian's Tim Atkin declared them Winemaker of the Year in 2006, and the lofty Decanter described their Alpha Cabernet as 'one of the best for its price anywhere in the world.' Chairman and Head Winemaker Aurelio Montes takes all this in his globe-straddling stride. Together with the late Douglas Murray, Aurelio started the ball rolling in 1987 to showcase to the world Chile's hitherto untapped potential for premium winemaking, and Montes continues to set the benchmark.



DENNIS AND THE LATE DOUGLAS MURRAY



**MONTES**  
COLCHAGUA VALLEY PURPLE ANGEL 2011

**\$59.99** 90557

CASE OF 6 \$58.99 A BOTTLE

Once dubbed Chilean Personality of the Year at the Presidential Palace, Aurelio Montes is also angel-crazy, cherubs, and the winery looks like a stage set from the Vintner's Luck. But his wines are wondrous. Essentially this is Chile's signature variety, Carmenère, with a touch of Petit Verdot, a blend of elegance and power, scintillatingly spicy, with soft tannins swathing the rich dark fruit and chocolate characters.

90560	<b>MONTES CLASSIC MALBEC 2012</b>	<b>\$14.99</b>
90561	<b>MONTES CLASSIC CABERNET 2012</b>	<b>\$14.99</b>
90601	<b>MONTES CLASSIC MERLOT 2011</b>	<b>\$14.99</b>
90614	<b>MONTES LS CARMENÈRE 2011</b>	<b>\$16.99</b>
90588	<b>MONTES ALPHA CABERNET SAUVIGNON 2010</b>	<b>\$24.99</b>

Gift wrapping:  
[www.glengarry.co.nz/gifts](http://www.glengarry.co.nz/gifts)

“ This special connection is also a special friendship. We consider ourselves very lucky to have such a fine and longstanding retailer in a country that is famous for producing some of the world’s best wines.

CARLO PASQUA

They’re very cosmopolitan, the Brothers Pasqua, as far from the image of the peasant Italian winemaker as you could possibly imagine. In balance to their urbane air, the family have 80 years of experience working the Veneto land, and have been big drivers of the region’s success, ensuring wines like Soave and Valpolicella are known throughout the wine-drinking world. While they produce exceptional value entry-level wines, Pasqua also have a reputation for crafting beautiful top-end and Amarone-style expressions.



CARLO PASQUA

**PASQUA V**  
VALPOLICELLA DOC 2012

◀ **\$14.99** 62492

**CASE OF 6 \$13.99 A BOTTLE**

The predominantly Corvina fruit comes from top-rated, low-yield hillside vineyards that are considered to be among the best in Italy’s Valpolicella DOC. Clean, pure fragrances of wild cherries and plums accompany a dry, well-bodied palate, given further impetus by round tannins and a long, lingering finish.



- 66160 **PASQUA** LAPACCIO PRIMITIVO IGT 2013 **\$16.99**
- 66104 **PASQUA** LE COLLEZIONI  
**1.5 LITRE** SANGIOVESE 2013 **\$16.99**
- 66164 **PASQUA** LE COLLEZIONI  
**1.5 LITRE** MERLOT 2013 **\$16.99**
- 66201 **PASQUA** LE COLLEZIONI  
**1.5 LITRE** MONTEPULCIANO 2013 **\$16.99**
- 66090 **PASQUA** AMARONE  
DELLA VALPOLICELLA DOC 2010 **\$49.99**

# SPARKLING



**ARMAND DE CHAMBRAY**  
FRANCE BLANC DE BLANCS BRUT NV

**\$11.99** 47153

**CASE OF 6 \$10.00 A BOTTLE**

Great value French sparkler with a fresh floral nose and a clean, crisp taste. Persistent bubbles give the wine a lemon sorbet character that fills the mid-palate, while the bright citrus notes at the end leave you with a smile.



**MIONETTO**  
ITALY IL PROSECCO BRUT NV

**\$14.99** 54531

**CASE OF 6 \$13.99 A BOTTLE**

With its roots in Veneto back in 1887, this is a lightly sparkling-style Prosecco with a refreshing crispness; soft, gentle, but still lively, with hints of green apple and white peach dancing across the tongue. Superb value.



**PERELADA**  
SPAIN BRUT RESERVA CAVA NV

**\$14.99** 88051

**CASE OF 6 \$13.99 A BOTTLE**

A serious wine, the smoky minerality of the citrus fruit lending an aristocracy that many far more expensive sparklings seem unable to conjure up. Lively, zesty, slightly floral, deliciously dry, this is remarkable value.



**MORTON**  
PREMIUM BRUT NV

**\$16.99** 15424

**CASE OF 6 \$15.99 A BOTTLE**

Like unrolling a sheaf of silk, this is so creamy you’ll want to serve it next to a sticky wedge of cheesecake. The Morton is a reminder that something done well needs little tweaking. Complex, elegant, a local icon.



**NO.1 FAMILY ESTATE**  
MARLBOROUGH NO.1 CUVÉE NV

**\$29.99** 12167

**CASE OF 6 \$28.99 A BOTTLE**

Born in Épernay, Daniel le Brun has twelve generations of family champagne-making skills to draw on. He only does méthode and nothing else. This, the mainstay of his range, delivers a breathless balance between fruit and yeast, a mouthfilling richness spiced with citrus and a toasty, weighty palate.



CLAUDE GISSELBRECHT

The Alsations are renowned for their ability to extract extraordinary richness, elegance and complexity out of the aromatic wines, and Gisselbrecht are right up there with the best of them. They have a bit of an advantage, their family having made wine in Alsace since the 1600s – they know their 17 hectares intimately. Great Alsatian aromatic wines, like the ones produced by Gisselbrecht, tend to be thickly textured expressions of their respective grape varieties, a thrilling collision of honeyed richness and flinty minerality, the result of a unique terroir and an attention to detail that only centuries of tradition can deliver.

“ We have enjoyed a long and productive relationship with Glengarry, one that includes the memory of taking a boat trip to Waiheke Island and sharing a meal with your wonderful team. Long may you continue to champion our wines from the other side of the world!

CLAUDE GISSELBRECHT



**GISSELBRECHT** ALSACE  
TRADITION PINOT GRIS 2012

◀ **\$19.99** 47018

**CASE OF 12 \$18.99 A BOTTLE**

Our top-selling Gris, from what is arguably the variety's spiritual home; indeed, the Alsations do aromatics in general to perfection. Entry level this off-dry expression might be, but it still delivers superbly rich and spicy restraint and delicacy. If you want to find out why Alsace has such an elevated reputation, start with this.

“ A chance meeting in the mid-eighties between Brookfields and Glengarry has led to an association which spans nearly thirty years. Both parties share a passion for fine wine, so let's toast the next thirty years!

PETER ROBERTSON, BROOKFIELDS

Peter Robertson's Brookfields winery can lay claim to a breathtaking array of fine wines, thanks to his unfaltering pursuit of quality, along with an early realisation that terroir was the key. Peter's Gold Label Cabernet Merlot is now legendary, and his Bergman and Marshall Bank vineyards produce outstanding Chardonnay. Closing in on forty vintages engaged in a fearless hunt for excellence and originality, all the while executed with grace and humility, Peter Robertson is eminently entitled to take a bow.



PETER ROBERTSON



**BROOKFIELDS** HAWKES BAY  
BERGMAN CHARDONNAY 2012

◀ **\$17.99** 11461

**CASE OF 12 \$16.99 A BOTTLE**

The Bergman is consistently superb, and it comes at an enticingly affordable price. Rich, elegant, creamy, versatile, it works brilliantly with a host of foods. Barrel fermented it may be, but it is still very much a fruit-driven wine. Held in high esteem by many, it always flies out the door. No question, one of our best, and best value, Chardonnays.

41221	<b>GISSELBRECHT</b> PINOT BLANC 2012	<b>\$19.99</b>
47013	<b>GISSELBRECHT</b> GEWÜRZTRAMINER VENDANGES TARDIVES 2008	<b>\$69.00</b>

11433	<b>BROOKFIELDS</b> ROBERTSON HAWKES BAY PINOT GRIS 2013	<b>\$17.99</b>
11408	<b>BROOKFIELDS</b> BACK BLOCK HAWKES BAY SYRAH 2014	<b>\$17.99</b>
11483	<b>BROOKFIELDS</b> HILLSIDE SYRAH 2013	<b>\$39.99</b>
11484	<b>BROOKFIELDS</b> GOLD LABEL HAWKES BAY CABERNET MERLOT 2013	<b>\$56.99</b>



CESARE CECCHI

At the heart of this distinguished winery is the Cecchi family, who have been involving themselves with things vinous since the 1890s. Today, Cesare and Andrea Cecchi oversee a total of 300 hectares spread across four different areas in central Italy, their home-base nestled in among the Chianti vines in the heart of Tuscany. Their intensely flavoured Classico wines and stunning Riservas illustrate how Chianti can be as serious a contender as anything from the Rhône or Burgundy, when given the respect that this estate shows it.

“As a family company, relationships are very important to us, the solid base upon which to develop both business and friendship. Since it began many years ago, we have appreciated our association with Glengarry, your beautiful country, your people, your great enthusiasm.

CESARE CECCHI



**CECCHI VERNACCIA  
DI SAN GIMIGNANO DOCG 2013**

◀ **\$16.99** 62528

**CASE OF 6 \$15.99 A BOTTLE**

San Gimignano is one of those picturesque Tuscan villages that you see on postcards, and this Vernaccia comes from vineyards located around the base of the hill the village stands on. It is also where Cesare and his family live. A white wine with a delightfully perfumed and delicate nose, displaying just the right balance between crisp, clean fruit and acidity.

- 62523 **CECCHI CHIANTI DOCG 2013** **\$16.99**
- 62413 **CECCHI CHIANTI CLASSICO DOCG 2011** **\$19.99**
- 62408 **CECCHI CHIANTI IN RAFFIA BASKET 2012** **\$18.99**
- 62393 **CECCHI RISERVA DI FAMIGLIA  
CHIANTI CLASSICO DOCG 2010** **\$29.99**

“Our association goes back many years to the time of my father Mate Brajkovich. Glengarry are the pioneers and innovators when it comes to wine retail in New Zealand, with fresh ideas and quality always to the fore, keeping them ahead of the game for decades. We’re proud to be a part of it.

MICHAEL BRAJKOVICH MW, KUMEU RIVER

Winemaker Michael Brajkovich graduated top of his class at Roseworthy College, and in 1989 became our first Master of Wine, his well-respected winemaking family producing some of the finest expressions of Chardonnay in the country. He retains a special regard for the wines of Burgundy. Brother Milan is the vineyard director, while siblings Paul and Marijana look after sales and marketing. This quote from wine writer Neal Martin sums up the international regard for the Brajkovich family’s output: ‘If you have never tried these wines, then it’s time to see for yourself what New Zealand is capable of.’



MICHAEL BRAJKOVICH



**KUMEU RIVER KUMEU  
ESTATE CHARDONNAY 2011**

◀ **\$26.99** 18200

**CASE OF 12 \$25.99 A BOTTLE**

Fiercely Auckland-focused, a significant part of Kumeu River’s glowing global reputation is built on their wondrous ways with Chardonnay. There is a French air to the proceedings, a touch of minerality to the creamy peach and butter-scotch characters. Layered, rich, elegant, the Estate will keep on giving, yet provides hours of luscious pleasure right now.

- 18204 **KUMEU VILLAGE CHARDONNAY 2012** **\$14.99**
- 18215 **KUMEU VILLAGE PINOT GRIS 2013** **\$14.99**

# ROSÉ



## MR MICK

CLARE VALLEY ROSÉ 2013

**\$14.99** 23401

CASE OF 6 \$13.99 A BOTTLE

Australian winemaker Tim Adams created the Mr Mick range in tribute to his vinous mentor and Clare Valley pioneer, K. H. 'Mr Mick' Knappstein. The wines are fruit-forward and friendly, and this smart little rosé is no exception, popping with raspberry and strawberry notes overlaid with hints of lychee and white peach.



## MARQUÉS DE CÁCERES

RIOJA ROSADO 2013

**\$17.99** 87979

CASE OF 6 \$16.99 A BOTTLE

These guys have done wonders for Spain's wine rep; the quality's great, the value spot on. Here, Tempranillo and Grenache are blended to create a superbly aromatic, forward style of rosé with a bright appearance and an equally colourful personality.



## RUA

CENTRAL OTAGO ROSÉ 2014

**\$18.99** 12613

CASE OF 12 \$17.99 A BOTTLE

The latest addition to the Rua family is a cool little Rosé. Hot off the press and brightly pink, it's all lifted strawberry delights on the nose to go with the strawberries and cream palate and the zingingly fresh finish.



## ARA MARLBOROUGH

SINGLE ESTATE PINOT NOIR ROSÉ 2014

**\$19.99** 12936

CASE OF 6 \$18.99 A BOTTLE

This is Ara's first foray into rosé and they've got it spot on. The intense fruit aromas flow elegantly through to the palate and on to the dry, fruit-driven finish. One sniff and you'll know summer is on the way.



## AKARUA

CENTRAL OTAGO PINOT ROSÉ 2014

**\$23.99** 11648

CASE OF 12 \$22.99 A BOTTLE

The blue-sky days are on their way back, and so is rosé on the deck time. Central Pinot fruit, inviting strawberry and raspberry aromas embellished by a spicy edge and a lovely vibrant fruit character, all caressed by a creamy texture and enhanced by a fresh, tingling finish.

“ It is with a great deal of pleasure that I congratulate you on 200 Wineletters. It has been a pleasure working with you now for nearly ten years, and my only regret is that I have not yet visited the country of the All Blacks. Diana and I promise to do so in the next 18 months!

ALEX GAMBAL

American Alex Gambal visited Burgundy back in the 1990s, fell in love and never left; he has a deep and abiding respect for the terroir in which he operates. Not only are his wines extremely well made, they are exceptionally well-priced. He has established solid relationships with the local growers, and his philosophy revolves around a regard for the individual character of each appellation and vintage, along with a passionate belief that the quality of the grapes means everything.



ALEX GAMBAL

## ALEX GAMBAL BOURGOGNE CUVÉE LES DEUX PAPIS 2011

**\$34.99** 42282

CASE OF 12 \$33.99 A BOTTLE

Gambal's entry-level Pinot Noir is a blend of Volnay and Pommard fruit that was traditionally fermented and matured in oak and bottled without fining or filtering. The fruit punches forcefully, the tannins gracefully surround them, and the palate is a river of succulent delight. This is, in effect, a petit Volnay, softly textured and full of sensuous fruit flavours.



- |       |                                                            |                |
|-------|------------------------------------------------------------|----------------|
| 42312 | <b>ALEX GAMBAL SAVIGNY-LÈS-BEAUNE VIEILLES VIGNES 2006</b> | <b>\$49.00</b> |
| 42361 | <b>ALEX GAMBAL CHOREY-LÈS-BEAUNE 2011</b>                  | <b>\$54.00</b> |
| 42379 | <b>ALEX GAMBAL BEAUNE 1ER CRU LES GRÈVES 2010</b>          | <b>\$69.00</b> |

Click and collect? Yes we do:  
[www.glengarry.co.nz/services](http://www.glengarry.co.nz/services)

“ After my 35 year involvement in the New Zealand wine industry, the one exemplary constant in retail has been Glengarry. Always an excellent range of both local and imported wines, offered by knowledgeable, obliging and pleasant staff.

LARRY McKENNA, ESCARPMENT

Charming, knowledgeable and not short of an opinion, Pinot Noir legend Larry McKenna was lured from Adelaide by a job offer and a New Zealand wife to pioneer our then untapped obsession with the whimsical grape. His love affair with the Martinborough terroir (its rain shadow status providing lower humidity, more heat and thus better fruit) eventually blossomed into his own Escarpment label, the selection of wines reflecting Larry's passion for Pinot Noir. His favourite expressions? Burgundy, of course.



LARRY McKENNA



STEVE SMITH

In the 15-odd years since they released their first wine, Craggy Range have firmly established themselves as one of our vinous national treasures, thanks to their production, year after year, of consistently brilliant wines. Founders Terry Peabody and viticulturist Steve Smith MW made the bold decision to pursue a single vineyard philosophy, selecting the best sites in New Zealand and planting vines suited to the terroir. The portfolio of wines are New World classics, and this single-minded winery is producing some of the finest, best value wines in the world.

“ Glengarry and their iconic Wineletter have been a valuable part of our success story from the start. We love working with people who share a similar philosophy, one of family ownership and exceptional wines delivered expertly to a customer's glass, and that sums up Glengarry for us.

STEVE SMITH MW, CRAGGY RANGE



**ESCARPMENT**  
MARTINBOROUGH PINOT NOIR 2011

◀ **\$49.99** 10287

**CASE OF 6 \$48.99 A BOTTLE**

Like a non-vintage champagne, the Escarpment Pinot Noir is Larry McKenna's house style, the rich, earthy, savoury characters beautifully balanced and textured. It's lovely drinking right now, but will develop happily in your cellar for a good ten years. His other Pinot expressions are all single vineyard wines with an average vine age of 20-25 years.



**CRAGGY RANGE**  
GIMBLETT GRAVELS TE KAHU 2011

◀ **\$23.99** 11355

**CASE OF 12 \$22.99 A BOTTLE**

A Gimblett Gravels take on a French classic, done to perfection. A Merlot dominant blend of Bordeaux varieties, the rich, abundant black fruits dancing on your tongue are held in check by fine, seamlessly executed tannins. Elegant, balanced, buoyant, it's enhanced by mocha notes and a sustained savoury finish.

10469 **ESCARPMENT**  
MARTINBOROUGH CHARDONNAY 2011 **\$29.99**

10296 **ESCARPMENT TE REHUA**  
MARTINBOROUGH PINOT NOIR 2012 **\$64.00**

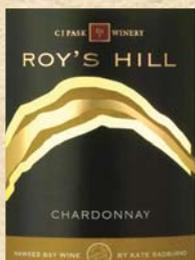
11339 **CRAGGY RANGE AVERY VINEYARD**  
MARBOROUGH SAUVIGNON BLANC 2013 **\$16.99**

11225 **CRAGGY RANGE KIDNAPPERS VINEYARD**  
HAWKES BAY CHARDONNAY 2012 **\$21.99**

11350 **CRAGGY RANGE GIMBLETT GRAVELS**  
HAWKES BAY MERLOT 2011 **\$25.99**

11219 **CRAGGY RANGE GIMBLETT GRAVELS**  
HAWKES BAY SYRAH 2011 **\$25.99**

# SPRING Whites



**PASK** HAWKES BAY  
ROY'S HILL CHARDONNAY 2013

**\$10.99** 10814

**CASE OF 12 \$9.99 A BOTTLE**

From the always onto it Kate Radburnd and her team, this is a lively, fruit-driven, easy-drinking Hawkes Bay Chard, crisp citrus and green apple flavours softened by a dash of fresh pineapple and some subtle oak.



**PASQUA**  
SOAVE CLASSICO DOC 2012

**\$14.99** 66096

**CASE OF 6 \$13.99 A BOTTLE**

One of Italy's most important white varieties, this fine expression is the native Garganega blended with 20% Trebbiano di Soave. Recalling golden apples and white peaches, it's crisp and fresh, a star with seafood.



**FRAMINGHAM**  
MARLBOROUGH CLASSIC RIESLING 2012

**\$19.99** 12692

**CASE OF 6 \$18.99 A BOTTLE**

With so many complex characters that your mouth can't keep up with your brain, this walks a gingery, spicy road swinging a bag of mandarins and peaches while brushing as many fresh flowers as it can. Zesty and mineral.

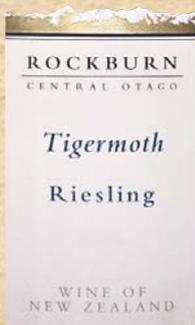


**ZIOS**  
RIAS BAIXAS ALBARIÑO 2013

**\$19.99** 88111

**CASE OF 12 \$18.99 A BOTTLE**

From northern Spain, a rich and expansive offering of stonefruit-tinged citrus and smoky minerality. Grown on old-style pergolas within its country of origin, this is fabulously fragrant and delightfully fruity.



**ROCKBURN** CENTRAL OTAGO  
TIGERMOTH RIESLING 2013

**\$24.99** 11495

**CASE OF 12 \$23.99 A BOTTLE**

Medium-sweet, with pears and mandarins on the nose. The palate overflows with lively notes of tangerine and lime, the beautifully balanced rich sweetness and fine acidity brought to fruition by a long, cleansing finish.

“ We never dreamt of finding a company at the antipodes geographically and on the same wave length qualitatively. There was just the one: Glengarry. We enjoy so much working with such an exceptional partner.

CHRISTIAN MOUEIX

When you taste a range of Moueix wines, you're left with a sense of precision, a character that emanates, too, from the charming Christian Moueix. Those who have watched Red Obsession will have seen him interviewed and understand that wine runs through his blood. Christian heads up his family négociant business JP Moueix, established by his father, Jean-Pierre, in 1937. As well as being a benchmark Bordeaux négociant, JP Moueix are distributors for and the owners of many highly significant châteaux, among them Magdelaine, Hosanna and the mighty Château Pétrus.



CHRISTIAN MOUEIX

**CHÂTEAU LA FLEUR-PÉTRUS**  
POMEROL 2011

**\$290.00** 42534

**CASE OF 6 \$245.00 A BOTTLE**

Lafleur-Pétrus is sited on the famous Pomerol Plateau, just across the road from Pétrus itself. Ushered into the Moueix stable in 1953, the 2011 vintage is one of the greatest produced by this château. Always a forward, floral, Merlot-driven wine, the 2011 is particularly expressive and offers great reward. While it will age gracefully for many years to come, it does offer the opportunity to enjoy it in its youth. Gorgeous.



44203	<b>CHÂTEAU PUY-BLANQUET</b> SAINT-ÉMILION GRAND CRU 2011	<b>\$34.99</b>
44212	<b>CHÂTEAU PLINCE</b> POMEROL 2011	<b>\$55.00</b>
44217	<b>CHÂTEAU BOURGNEUF</b> POMEROL 2011	<b>\$59.00</b>
42548	<b>CHÂTEAU LA SERRE</b> SAINT-ÉMILION GRAND CRU 2011	<b>\$79.00</b>
44310	<b>CHÂTEAU TROTANOY</b> POMEROL 2011	<b>\$260.00</b>

It's time for a change:  
[www.glengarry.co.nz/wearechanging](http://www.glengarry.co.nz/wearechanging)

“ We love the culture at Glengarry – great people with a fun approach to selling wine, both online and instore. As it should be! The Wineletter is always cool, with some great deals, often used by us, especially for our vintage supplies.

ROB HAY, CHARD FARM

In 1987, encouraged by the endeavours of Central Otago's early winemaking pioneers, Rob Hay planted out his newly acquired orchard in grapes, in the process neatly turning it into a vineyard. Perched on a hillside within a breathtaking southern landscape, the Hay family channel the classic cool climate varietals championed in great wine producing regions like Burgundy and Alsace to create some of Central Otago's finest vinous expressions.



ROB HAY

**CHARD FARM** CENTRAL OTAGO  
FINLA MOR PINOT NOIR 2013

**\$38.99** 11168

**CASE OF 12 \$36.99 A BOTTLE**

One of Central Otago's stars, unsurprisingly so considering how many vintages the Farm has turned out now. These pioneering Pinot people deliver a silky, supple, savoury delight, finely textured and richly adorned with notes of cherry and plum, subtly supported by spicy oak and tannins that know their place. Approachable, delight-inducing drinking.



11167	<b>RABBIT RANCH</b> PINOT NOIR 2012	<b>\$24.99</b>
11156	<b>CHARD FARM RIVER RUN</b> CENTRAL OTAGO PINOT NOIR 2012	<b>\$32.99</b>
11154	<b>CHARD FARM MATA AU</b> CENTRAL OTAGO PINOT NOIR 2012	<b>\$42.99</b>
11401	<b>CHARD FARM JUDGE &amp; JURY</b> CENTRAL OTAGO CHARDONNAY 2012	<b>\$39.99</b>

# CHAMPAGNE



**MUMM**  
CORDON ROUGE BRUT NV

**\$49.99** 46445

The Cordon Rouge is Mumm's flagship wine and one of the world's biggest-selling champagnes. Boasting a nose of citrus, peach and vanilla enhanced by trademark biscuity nuances, it has a silky mousse and a lovely fresh, lingering finish. Subtlety and finesse.



**TAITTINGER**  
BRUT RESERVE NV

**\$69.99** 49511  
**CASE OF 12 \$66.99 A BOTTLE**

A high proportion of Chardonnay in the blend lends this a finesse and elegance that balances its understated power. Aromatically expressive, with white flowers, stonefruit and biscuity notes enticingly interwoven, the crisp palate cascades with richness, perfect poise and a hint of honey. Everything a champagne should be.



**VEUVE CLICQUOT**  
BRUT NV

**\$69.99** 49810

Force meets finesse. A divine blend of white flowers, dried fruit, brioche and spice, with creamy Chardonnay-derived fruit flavours surging strongly at the finish. Like being locked in a sumptuous patisserie and having to drink your way out.



**MOËT & CHANDON**  
ROSÉ IMPÉRIAL NV

**\$74.99** 47206  
**CASE OF 6 \$69.99 A BOTTLE**

The Pinot-derived richness is clear even on the nose, where red fruits and spice are decadently unveiled. It dances, fresh, lively, yet layered and complex, the beautifully interwoven flavours expressed on a palate of sheer silk. Great gift idea for mums and girlfriends.

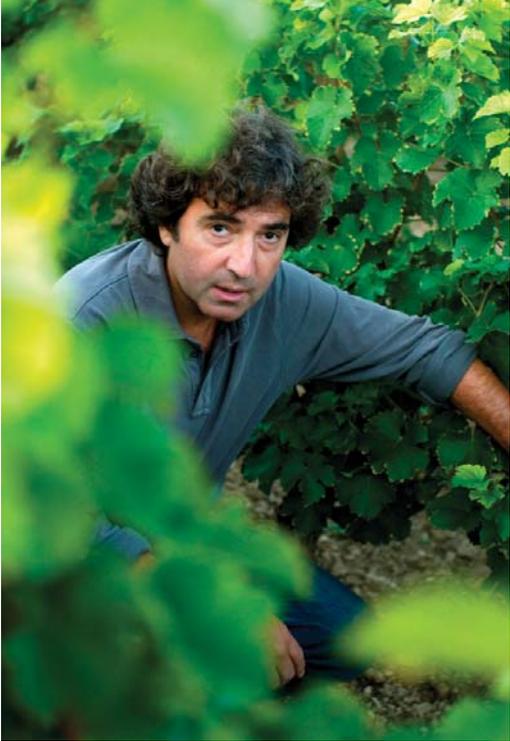


**CHARLES HEIDSIECK**  
BRUT RÉSERVE NV

**\$89.00** 41522  
**CASE OF 6 \$85.00 A BOTTLE**

Plump, fleshy and opulent, Charles is a triumph: Deeply golden with a complex and voluptuous nose, it dispenses its riches as warm rivers of sun-drenched fruits (mango, apricot, plum), nutty nuances of pistachio and almond, and layers of creamy texture. Tremendous.

NZ's widest range of champagne:  
[www.glengarry.co.nz/champagne](http://www.glengarry.co.nz/champagne)



PASCAL JOLIVET

The energetic, enthusiastic Pascal Jolivet is one of the new breed of winemakers in the Loire Valley, intent on making French Sauvignon – Pouilly-Fumé and Sancerre – sexy again through his powerful yet elegantly styled expressions. While there is no question that these follow a long tradition of great Loire Valley wines, with the accompanying finesse, balance and ‘gun-flint’ hints all a hallmark, take note that this is a man who calls one of his wines ‘Attitude’. He has made a huge impact, and he intends to keep it that way.

“ We are so grateful to Glengarry for our long term relationship. Congratulations and best wishes, from the old king of Sancerre to the new queen of Sauvignon Blanc!

PASCAL JOLIVET



**PASCAL JOLIVET**  
SANCERRE 2012

◀ **\$32.99** 40925

**CASE OF 12 \$31.99 A BOTTLE**

Sancerre is a village in the Loire producing restrained, elegant Sauvignon Blanc wines that can benefit from a little bottle time. The Jolivet expression displays the dry, flinty minerality that you find in the top French Sauvignons. Masterful wine from a master winemaker.

- 40923 **PASCAL JOLIVET ATTITUDE SAUVIGNON BLANC 2012** **\$24.99**
- 40924 **PASCAL JOLIVET POUILLY-FUMÉ 2012** **\$32.99**

“ My warmest congratulations on this milestone edition. Having our wines represented in store by a dedicated bunch of really great people, whose knowledge and enthusiasm is flawlessly impressive is always a comfort from a producer’s perspective. From one family business to another, we wish you continued success.

ALLAN SCOTT

A key component in the shaping of New Zealand’s wine industry, Allan Scott was the muscle behind the very first vines planted in Marlborough in 1973; his subsequent influence upon some of the region’s largest and most lauded producers has been significant. In 1990, Allan established his own company, a family affair where his wife Cathy and children, Josh, Victoria and Sara, are all involved. Their superbly-crafted wines reflect the deep well of talent, knowledge and experience at their fingertips.



ALLAN SCOTT

**ALLAN SCOTT** MARBOROUGH  
BLANC DE BLANCS BRUT NV

◀ **\$24.99** 17421

**CASE OF 6 \$16.50 A BOTTLE**

A fitting testament to the meticulous care the Scott family take with the production of their sparkling wines. Single vineyard, the elegance is 100% Chardonnay, with appealing citrus characters embellished by tropical and yeasty notes. A silky sparkler with engaging aromatics and a well-weighted, creamily textural palate.



- 17250 **ALLAN SCOTT** MARLBOROUGH SAUVIGNON BLANC 2013 **\$14.99**
- 17254 **ALLAN SCOTT** MARLBOROUGH PINOT NOIR 2013 **\$16.99**
- 17397 **ALLAN SCOTT CECILIA** MARLBOROUGH BRUT NV **\$19.99**
- 17422 **ALLAN SCOTT LES JOUES ROUGES** MARLBOROUGH ROSÉ BRUT NV **\$19.99**

“ I have known the Jakicevich family since 1979, when I first came to New Zealand. Glengarry have evolved incredibly since then to become New Zealand’s foremost fine wine retailer. Trinity Hill is very proud to have been part of the Glengarry community since 1997, when we released our first wines. The signature Wineletter has consistently been the leader in wine promotional publications for that whole period. I love it!

JOHN HANCOCK, TRINITY HILL

Trinity Hill was the vision of John Hancock, who had built a huge reputation in New Zealand with Delectat’s and Morton Estate. The first wines were released in 1997, and Trinity Hill went on to establish themselves as one of this country’s top producers. There can be no better example of the talent involved than when the company was named Winery of the Year in 2005 by the influential *Winestate* magazine. John Hancock’s put his philosophy thus: ‘Great wine is made in the vineyard, and the aim is to produce distinctive wines of elegance and power that reflect the character of each vineyard site.’



RUDI BAUER

Direct and to the point; loves to stir things up; adores vintage champagne; qualified viticulturist *and* winemaker; consummate creator when it comes to either Pinot Noir or méthode traditionnelle: these are all apt descriptors of Quartz Reef winemaker, Austrian-born Rudi Bauer. Rudi has completed 27 vintages in the region, and he won the first ever gold medal and trophy awarded to Central Otago. His philosophy: ‘The best wines in the world are those enjoyed with wonderful company and food.’



JOHN HANCOCK

“ When I first met Jak Jakicevich back in 1985 and we initiated our relationship with Glengarry, I had never imagined that one day Quartz Reef would be involved with such a wonderful retailer.

RUDI BAUER, QUARTZ REEF



## TRINITY HILL

HAWKES BAY PINOT GRIS 2013

◀ **\$15.99** 19256

**CASE OF 12 \$14.99 A BOTTLE**

The 2013 harvest was exceptional in the Bay, a dry and wonderfully endless summer, which goes some way towards explaining the richness of this expression. That and the use of cooler vineyard sites, which allowed the fruit to be left to hang a little longer and evolve all that gorgeous Gris ripeness. Seductive pear and spice aromatics are accompanied by a richly rounded palate and opulent textures. Clever.



## QUARTZ REEF

CENTRAL OTAGO PINOT NOIR 2013

◀ **\$39.99** 17231

**CASE OF 6 \$38.99 A BOTTLE**

Rudi Bauer combines Old World techniques with his intimate understanding of his New World terroir to create this very accomplished Pinot Noir. Burgundian in style, it unleashes robust charm and generous flavours, displaying an earthiness and an untamed quality that is really quite captivating.

19221	<b>TRINITY HILL</b> HAWKES BAY CHARDONNAY 2013	<b>\$15.99</b>
19226	<b>TRINITY HILL GIMBLETT GRAVELS</b> HAWKES BAY CHARDONNAY 2013	<b>\$29.99</b>

17234	<b>QUARTZ REEF PINOT GRIS 2013</b>	<b>\$24.99</b>
17230	<b>QUARTZ REEF</b> MÉTHODE TRADITIONNELLE NV	<b>\$28.99</b>

# cellar picks



## PENFOLDS BIN 150

MARANANGA SHIRAZ 2011

**\$63.99** 25490

**CASE OF 6 \$60.00 A BOTTLE**

Produced from vineyards in the Barossa's Marananga region. Juniper berry and black fruits mingle with notes of coffee and spicy oak. Elegantly balanced, with well-defined fruit, touches of chocolate and ripe tannins.

## AALTO

RIBERA DEL DUERO 2011

**\$69.00** 88090

**CASE OF 6 \$68.00 A BOTTLE**

The average vine age in Aalto's 42 hectares is 60-100 years. This is a sensational wine, made by two leading lights of the Spanish industry accessing the best sites and maximising their talent. Consistently exceptional.

## JABOULET

CÔTE-RÔTIE LES JUMELLES 2005

**\$79.00** 45391

**CASE OF 6 \$78.00 A BOTTLE**

Mature Syrah vines on one of the oldest vineyards in France. The nose is violets, cassis and floral notes, the palate long, soft and velvety, exuding a smoky elegance beneath the rich flavours. Robert Parker: 89/100.

## DOW'S

PORTUGAL VINTAGE PORT 2007

**\$160.00** 73461

**CASE OF 6 \$159.00 A BOTTLE**

One of the top-tier Port houses. The 2007 is vibrantly aromatic, the florals and dark fruits spicy and mineral-tinged. They introduce a full-bodied and textural palate that is expertly executed and not overtly rich. James Suckling: 'The greatest Dow ever made.'

## CHÂTEAU LYNCH-BAGES

PAUILLAC 2011

**\$199.00** 41952

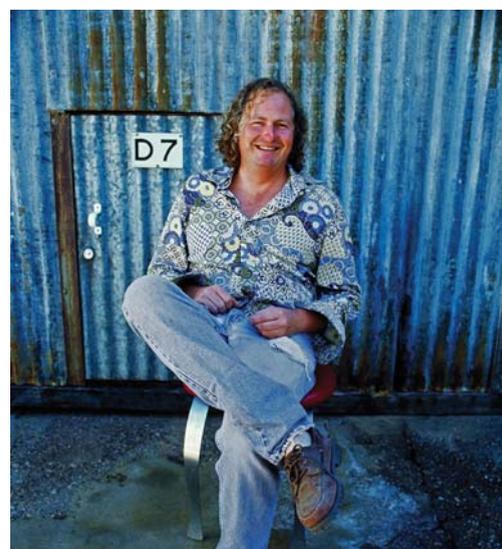
**CASE OF 6 \$180.00 A BOTTLE**

We've always been fond of Lynch-Bages, and clearly we backed a winner, the recent vintages beyond belief and this Pauillac gem standing tall against the big hitters. 2011 was an earlier drinking vintage, which will see this reach an ideal window in as little as four years' time.

“ We're delighted to continue our successful relationship with Glengarry, a family company like ours that shares a long history and loves to explore the world of quirkiness. Long may it continue.

CHESTER OSBORN, D'ARENBERG

d'Arenberg's catchcry is 'The art of being different', something that resonates very well with us. Established in 1912 by a teetotaler! There you go; that's different. Joseph Osborn may not have enjoyed a glass or two, but he learnt a fair bit while working at Thomas Hardy. d'Arenberg is one of McLaren Vale's top producers, and it remains in family hands (another thing we like), with Chester Osborn taking over the lead from his father d'Arry in recent years. Chester is a gifted winemaker, and namechecked by Robert Parker as one of the top 40 personalities in the wine industry. Their wines go from affordable everyday to the stuff of legend.



CHESTER OSBORN

TOP 10  
WINE

D'ARENBERG McLAREN VALE  
THE LOVEGRASS SHIRAZ 2011

**\$17.99** 20700

**CASE OF 6 \$16.99 A BOTTLE**

The delightfully eccentric Osborn family never fail to entertain as they combine outstanding vinous abilities with a refined sense of humour. The Love Grass grows wild in the vineyards, with its sticky flowers clinging assiduously to passing vineyard workers. Supremely hands-on, with small batch harvesting, foot treading and basket pressing. Savoury/spicy notes and a long mineral finish augment the sweet fruit.



- |       |                                                                            |                |
|-------|----------------------------------------------------------------------------|----------------|
| 20757 | <b>D'ARENBERG THE STUMP JUMP</b><br>McLAREN VALE GSM 2011                  | <b>\$11.99</b> |
| 20727 | <b>D'ARENBERG THE HIGH TRELLIS</b><br>McLAREN VALE CABERNET SAUVIGNON 2011 | <b>\$17.99</b> |
| 20900 | <b>D'ARENBERG THE DEAD ARM</b><br>McLAREN VALE SHIRAZ 2010                 | <b>\$59.99</b> |

Our online fine wine catalogue:  
[www.glengarry.co.nz/finewinecatalogue](http://www.glengarry.co.nz/finewinecatalogue)



BILL SPENCE

It can be argued that New Zealand's flagship varietal, Sauvignon Blanc, owes its worldwide pre-eminence to Matua Valley's pioneering of the variety in New Zealand back in 1974. Matua was created by brothers Ross and Bill Spence, who grew up in a winemaking family in West Auckland. In true Kiwi spirit, while holding down full-time jobs the brothers produced their initial wines at the weekends and in the evenings within a leased tin shed. This hardy endeavour included, in 1974, our first Sauvignon Blanc. Today, the winery with such humble beginnings is one of New Zealand's most respected and awarded producers.

“ When we started out, we needed all the help we could get, and it's fantastic that we had a company like Glengarry to call on when we started introducing New Zealand and the world to new varieties such as Sauvignon Blanc. Cheers, Glengarry, for all the support over the years. We look forward to more of the same.

BILL SPENCE, MATUA



**MATUA** LANDS & LEGENDS  
MARLBOROUGH SAUVIGNON BLANC 2013

◀ **\$21.99** 14074

**CASE OF 6 \$19.99 A BOTTLE**

In the 1970s, the Spence brothers channelled their West Auckland-forged pioneering spirit and grabbed the Sauvignon Blanc variety with both hands. None of us have looked back. With the weight of all that history and experience behind them, Matua have come up with another exceptional Sauvignon to add to their range, replete with bright tropical notes, crisp acidity and concentrated minerality.

- 14087 **MATUA** REGIONAL RANGE  
MARLBOROUGH PINOT GRIS 2013 **\$11.99**
- 14056 **MATUA** REGIONAL RANGE  
MARLBOROUGH PINOT NOIR 2013 **\$11.99**
- 14071 **MATUA** REGIONAL RANGE  
MARLBOROUGH SAUVIGNON BLANC 2014 **\$11.99**
- 14069 **MATUA** SINGLE VINEYARD  
AWATERE VALLEY SAUVIGNON BLANC 2014 **\$25.99**

“ The pioneering spirit is a quality which both our companies have shared since day one, and honest hard work and determination set the way for generations to come. We are honoured to have our wines featured in this 200th edition of the Wineletter. Congratulations Glengarry on an outstanding milestone.

DAVID BABICH

Babich sits with Villa Maria as one of New Zealand's largest family-owned wine companies, and with a great succession plan in place, this local institution looks set to remain in family hands for many years to come. The wide range of wines Babich produce come from all corners of New Zealand, but the majority are produced in Hawkes Bay, and it's from there that we find the names we've come to love over the years. The Irongate red and white are iconic New Zealand wines, a labour of love, with both expressions showing an impressive degree of complexity and character.



PETER, JOE AND DAVID BABICH



**BABICH**  
GIMBLETT GRAVELS IRONGATE  
CABERNET MERLOT FRANC 2013

◀ **\$29.99** 10661

**CASE OF 6 \$27.50 A BOTTLE**

A hand-picked Gimblett Gravels blend of 43% Cabernet Sauvignon, 42% Merlot, 15% Cabernet Franc, this is a savoury and spicy gem, smartly executed, with a good degree of complexity, ripe blackcurrant and plum flavours and fine tannins in support. Works beautifully partnered up with red meats, game and pasta dishes.

- 10670 **BABICH** IRONGATE  
GIMBLETT GRAVELS CHARDONNAY 2013 **\$29.99**

# NEW NZ Arrivals



## FARMERS MARKET

GISBORNE MERLOT MALBEC 2013

**\$14.99** 11516

CASE OF 12 \$13.99 A BOTTLE

Cerise tinged, crimson coloured, with forward blackberry and plum aromas supported by hints of chocolate and spice. Generously flavoured Gisborne fruit, with supple tannins and a smooth mouthfeel.

## ANT MOORE

MARLBOROUGH PINOT GRIS 2012

**\$19.99** 10562

CASE OF 12 \$18.99 A BOTTLE

Copper-tinged, estate grown Pinot Gris with an inviting bouquet of pear and stonefruit embellished by spicy notes. The palate has a fine textural mouthfeel that complements the ripe fruity flavours.

## JULES TAYLOR

MARLBOROUGH SAUVIGNON BLANC 2014

**\$19.99** 11582

CASE OF 12 \$18.99 A BOTTLE

Never fails to deliver. Vibrant aromas of passionfruit and citrus introduce an elegant, balanced, mineral-tinged palate edged by herbaceous notes, a sublimely textural mouthfeel and a sighingly long finish.

## DEVIL'S STAIRCASE

CENTRAL OTAGO PINOT GRIS 2014

**\$19.99** 14257

CASE OF 12 \$18.99 A BOTTLE

Hand harvested fruit in an off-dry style, with distinctive notes of pear, ginger and citrus to the fore. Fruity, supple, vibrant, the Gris seems to love the weather in Central, expressing its pleasure with pure, precise fruit.

## UNISON

HAWKES BAY ROCKY RED 2011

**\$22.99** 14201

CASE OF 12 \$21.99 A BOTTLE

A smart Merlot, Cabernet Sauvignon and Syrah blend with berry and plum aromas underscored by nuances of spice and pepper, the Gimblett Gravels fruit enhanced by a mellow texture and a fine, lingering aftertaste.

“Coopers Creek have been involved with Glengarry since the 1980s. My early memories are of the ‘negotiations’, usually late Friday afternoons, when the Jakicevich brothers played out the good cop, bad cop routine. Fortunately, the good cop triumphed and Glengarry have gone on to play a significant part in the success of our brand.

ANDREW HENDRY, COOPERS CREEK

With three decades of devoted toil and a cabinetful of awards under their belt, Coopers Creek have fashioned themselves a formidable reputation within the upper echelons of New Zealand winemaking. They have led the charge on many fronts, not least the development of a number of intriguing varieties that have responded favourably to our cooler climate. These are food-friendly wines, carefully crafted by award-winning winemaker Simon Nunns to evoke the essence of their respective terroirs as they inspire and excite your palate.



CYNTHIA AND ANDREW HENDRY

## COOPERS CREEK HAWKES BAY THE LIMEWORKS CHARDONNAY 2013

**\$19.99** 11537

CASE OF 6 \$18.99 A BOTTLE

This Coopers Creek single vineyard expression is exceptional value. Lovely aromas of peach and citrus caress the nose, nicely nuanced by some toasty American oak. The generous peach and apricot flavours are elegantly clad in buttery textures, while a twist of lime at the end signs things off beautifully.



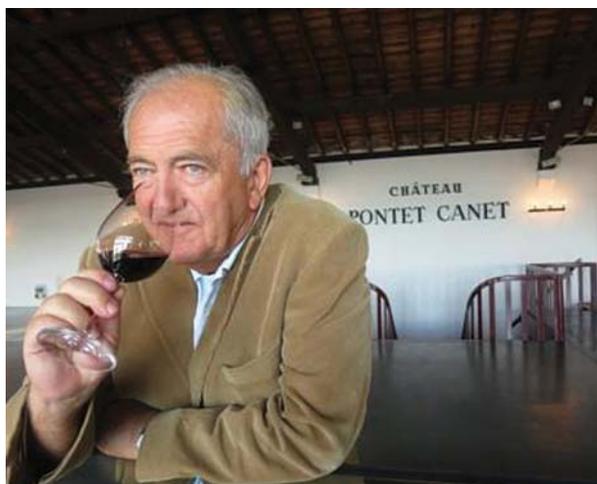
13773	<b>COOPERS CREEK</b> GISBORNE CHARDONNAY 2012	<b>\$13.99</b>
11871	<b>COOPERS CREEK BELL-RINGER</b> GISBORNE ALBARIÑO 2013	<b>\$19.99</b>
11543	<b>COOPERS CREEK GUIDO IN VELVET PANTS</b> HUAPAI MONTEPULCIANO 2012	<b>\$24.99</b>
11548	<b>COOPERS CREEK SWAMP RESERVE</b> HAWKES BAY CHARDONNAY 2013	<b>\$29.99</b>

It's time for a change:  
[www.glengarry.co.nz/wearechanging](http://www.glengarry.co.nz/wearechanging)

“ I had a very rewarding trip to New Zealand that included some wonderful organization by Glengarry, where I got to meet great wine lovers of Château Pontet-Canet. This leaves me with only one desire: to return. On behalf of my family and my team, congratulations, and we look forward to welcoming you at Château Pontet-Canet.

ALFRED TESSERON, CHÂTEAU PONTET-CANET

Ranked as Fifth Growth, Château Pontet-Canet has seen a meteoric rise in quality in recent years, and it is arguably the most popular wine in Pauillac. The Tesson family acquired it in 1975. Alfred Tesson took the reins in 1994, and under his guidance, the quality has risen to the point where they are producing wines at the level of the ‘Super Seconds’, and in some vintages, they are the equal of the First Growths, which is an amazing achievement. Alfred moved to sustainable farming techniques, and in 2004 began to introduce biodynamics, with everything done by hand.



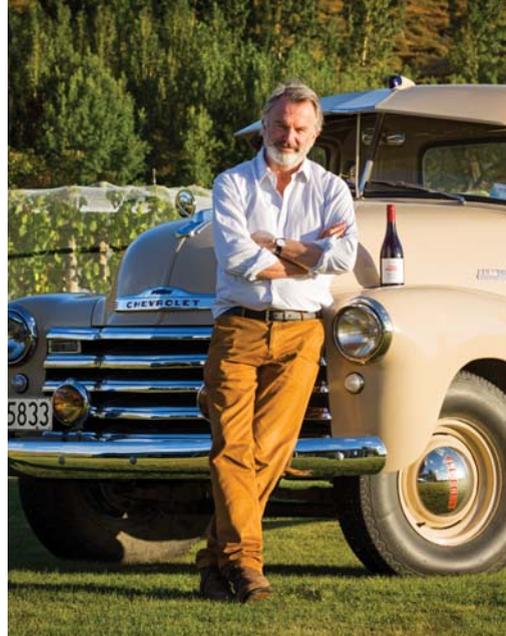
ALFRED TESSERON



CHÂTEAU PONTET-CANET  
PAUILLAC 2011

◀ **\$215.00** 44163

Swathed in dark purple hues, the Ponet-Canet exudes heady floral and cassis notes heralding an opulent and definitive Pauillac. The gentle but defined tannins attend a well-rounded and generous palate. Parker says this'll benefit from three to four years of cellaring, opines that it will age effortlessly for a good 15-20 years and scores it 93+/100. Brilliant.



SAM NEILL, TWO PADDOCKS

Does an A-list actor make A-list wines? In this case, yes. Central Otago's Two Paddocks winery is neither the oldest nor the largest in the region, but it seems that there is never enough of their product to satisfy the many aficionados. One senses immediately that this enterprise means more to its owner, Sam Neill, than just finding something to do during the Interval. What began merely as a mild urge to provide family and friends with a reasonably decent quaffer has evolved into an overriding desire to create the world's best Pinot Noir. Aim high, we say.

“ Well done Glengarry, on your 200th Wineletter; always a class act, from such great fine wine stores. It's support from premium establishments like yours that has allowed Central Otago Pinot Noir to completely take over my life – hurrah!

SAM NEILL, TWO PADDOCKS



PICNIC BY TWO PADDOCKS  
CENTRAL OTAGO PINOT NOIR 2013

◀ **\$29.00** 19311

**CASE OF 12 \$28.00 A BOTTLE**

No second-tier Pinot Noir this, rather a wine produced from younger vines that are most evocative of their Central Otago terroir. It's a vibrantly ruby-hued drop, flaunting a fragrant bouquet of cherry and plum deftly embellished by a touch of spicy oak. Beautifully crafted, charmingly approachable.

19312 **PICNIC BY TWO PADDOCKS**  
CENTRAL OTAGO RIESLING 2013

**\$22.99**

19318 **TWO PADDOCKS**  
CENTRAL OTAGO PINOT NOIR 2012

**\$49.00**

41723 **CHÂTEAU PONTET-CANET**  
PAUILLAC 2007

**\$140.00**

# CHAMPAGNE MAGNUMS

(THEY JUST TASTE BETTER)



**MOËT & CHANDON 1.5L**  
BRUT IMPÉRIAL NV MAGNUM  
**\$120.00** 47212

The giant-striding Moët & Chandon brand is a force to be reckoned with in the quality and consistency stakes. Their non-vintage model is broad and stylish, with a creamy texture and an elegant, zingy character.



**VEUVE CLICQUOT 1.5L**  
BRUT NV MAGNUM  
**\$160.00** 49811

Double the fun factor, which with Veuve is pretty high to begin with. The nose of white fruits with a whiff of raisins demands your attention, the Pinot Noir content provides the typical impressive Clicquot structure.



**MUMM 1.5L**  
CORDON ROUGE BRUT NV MAGNUM  
**\$160.00** 47309

Mumm's flagship wine comes magnum-size and larger than life. This is the champagne that the Tour de France victors spray so liberally over each other. After a ride like that, we'd probably want to drink it.



**RUINART 1.5L**  
BLANC DE BLANCS BRUT NV MAGNUM  
**\$199.00** 41500

Ruinart is the oldest house in Champagne, established in 1729 and possessing an astonishing history. This is made primarily from Premier Cru Chardonnay, intensely aromatic, the palate precise and radiantly clean.



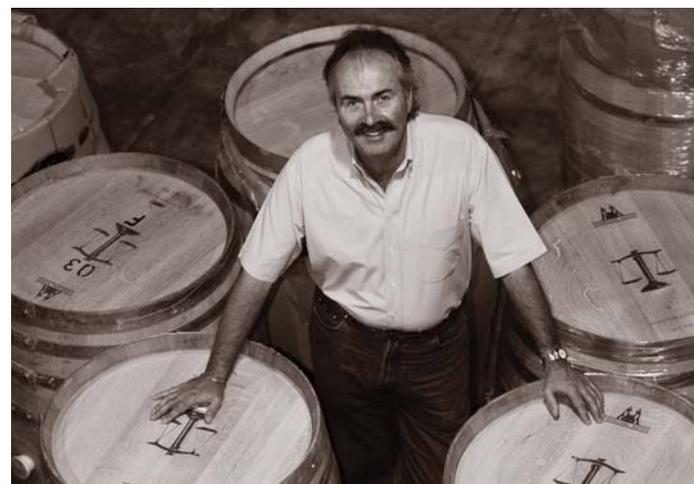
**BOLLINGER 1.5L**  
SPECIAL CUVÉE BRUT NV MAGNUM  
**\$225.00** 40830

Deliciously dry, with toasty flavours in the mouth, round and richly flavoured, with the perfect balance poised between firmness and freshness, a length to match and, natch, a beautifully fine and persistent bead.

“ Glengarry have stocked the Geoff Merrill wines since we started exporting in the late 1980s, so we go back a way. And it's nice to see a family company that's thriving and in it for the long haul. Congratulations, and all the best.

GEOFF MERRILL

James Halliday describes him as 'impish' and 'exuberant' even. One look at that fine set of moustaches and you'll gather Geoff Merrill is no wallflower. His eponymous label has been delivering vinous greatness since 1980. His brand's icon is the scales of justice, his motto 'the perfect balance' and the wines, through elegance and a subtle – rather than showy – delivery of flavour, show a harmony and, yes, balance that can only come from great fruit, great sites and, as the Jimmy Watson trophy would suggest, great winemaking.



GEOFF MERRILL

**GEOFF MERRILL** McLAREN VALE  
JACKO'S BLEND SHIRAZ 2010

**\$24.99** 22162

**CASE OF 12 \$23.99 A BOTTLE**

With a quintessential McLaren Vale nose of spice, liquorice, ripe berry fruits and savoury wood smoke, this is a seamless expression. Eighteen months in oak supports the rich, ripe blackberry, pepper and anise characters and the tightening rein of tannin, all integrated in a wondrous textural weave. Seduction by stealth.



22065	<b>GEOFF MERRILL</b> CABERNET SAUVIGNON 2008	<b>\$24.99</b>
22144	<b>GEOFF MERRILL</b> FLEURIEU CABERNET SHIRAZ 2009	<b>\$19.99</b>
22074	<b>GEOFF MERRILL</b> HENLEY SHIRAZ 2005	<b>\$125.00</b>

Function advice and rooms for hire:  
[www.glengarry.co.nz/functions](http://www.glengarry.co.nz/functions)

“ Congratulations to you, Glengarry, for the amazing work you have done over the years to promote the best wines in the world and the French Art de Vivre! I hope to come back soon and share some good wines with you all.

THIBAUT PONTALLIER, CHÂTEAU MARGAUX

One of the world's greatest wine estates, Margaux has a history dating back almost eight hundred years. Ranked as one of only four wines to achieve Premier Cru (First Growth) status in the 1855 Classification, it is also the only Bordeaux property to share the name of the appellation itself. Under the direction of the Pontalliers, the modern era for this estate is perhaps its finest ever, with even their second wine, Pavillion Rouge du Château Margaux, better than the Grand Vin itself was a few decades earlier.



THIBAUT PONTALLIER

CHÂTEAU MARGAUX  
MARGAUX 2011

◀ **\$999.00** 41966

Margaux is without a doubt one of the most beautiful expressions to come out of Bordeaux. This doesn't have the power of the 2009 and 2010 vintages, but they were the greatest in decades, and that fact doesn't detract from how good this is. The nose is floral and fragrant, the wine itself displays wonderful elegance, purity and finesse. Robert Parker gave it 93/100.



41961 **PAVILLION ROUGE DU CHÂTEAU MARGAUX**  
2011 **\$289.00**

22 43253 **CHÂTEAU MARGAUX** 2006 **\$999.00**

# chic CHENINS



ESK VALLEY

HAWKES BAY CHENIN BLANC 2013

**\$14.99** 12823

CASE OF 12 \$13.99 A BOTTLE

Smart single vineyard Chenin by pioneers of the Bay. Green apple, honey and quince characters show their mineral edge on a medium-weighted, balanced palate with good depth of fruit. Will continue to develop.



CRAZY BY NATURE GISBORNE

DRY FLINT CHENIN BLANC 2013

**\$17.99** 14695

CASE OF 6 \$16.99 A BOTTLE

One of NZ's original organic and biodynamic wineries, Millton have long mastered the wily Chenin Blanc, and augment their smart range with an accessible, ready-to-drink offering under the Crazy By Nature banner.



MATAWHERO GISBORNE

CHURCH HOUSE CHENIN BLANC 2013

**\$21.99** 10657

CASE OF 6 \$20.99 A BOTTLE

Matawhero have harnessed exciting clones from NZ's leading nursery, Riversun, including this fine Chenin, where citrus, orange and floral notes herald flavours of lime, stonefruit and honeysuckle with nice acidity.



BOURILLON-DORLÉANS

VOUVRAY SEC 2013

**\$24.99** 40977

CASE OF 12 \$23.99 A BOTTLE

Exclusively Chenin Blanc, this is a great alternative to Chardonnay, the honeyed palate weighty, with nuances of chalk and lime and a mouth-tingling texture, signed off with a stunningly long finish. Elegance and finesse.



MILLTON GISBORNE

TE ARAI VINEYARD CHENIN BLANC 2013

**\$26.99** 14697

CASE OF 6 \$25.99 A BOTTLE

Citrus and floral aromas lead the way to honeyed fruit flavours enhanced by kumquat and pear characters. Nicely textural, with a tingling aftertaste to the palate and an optimal level of sweetness.

It's time for a change:  
[www.glengarry.co.nz/wearechanging](http://www.glengarry.co.nz/wearechanging)



ROGER PARKINSON

One of the many great things about Nga Waka is that they've been around a while now, originally getting the ball rolling back in 1988; not only have Roger Parkinson and his team been able to carve a distinct niche as winemakers of quality and individuality, it means that you can wander onto the subject of old vines. 'I saw the difference on our Home Block vines at about fifteen years,' he says, 'where the varietal character of the fruit starts to become somewhat less important, but more interesting because of richness, balance and texture, all the things that are critical for food wines.' Nga Waka is an accredited member of Sustainable Wine Growing New Zealand.

“ Since 1995 Glengarry have promoted and sold Nga Waka's wines while informing and educating consumers along the way. It is a special relationship with a special bunch of wine lovers; we're already looking forward to the next 200 Wineletters, and then some.

ROGER PARKINSON, NGA WAKA

**NGA WAKA**  
MARTINBOROUGH PINOT NOIR 2012

◀ **\$24.99** 17583

**CASE OF 12 \$23.99 A BOTTLE**

Roger Parkinson produces a Pinot Noir that is rich and elegant, evoking beautifully the unique character of its Martinborough terroir. The nose exhibits cherry, spice and understated oak, the generously flavoured palate an excellent depth of fruit, a touch of earthiness and a fine tannin structure. Lovely drinking.



13770 **NGA WAKA**  
MARTINBOROUGH SAUVIGNON BLANC 2013 **\$16.99**

17580 **NGA WAKA**  
MARTINBOROUGH CHARDONNAY 2013 **\$19.99**

13694 **THREE PADDLES**  
MARTINBOROUGH PINOT NOIR 2012 **\$19.99**

“ The nice thing about coming over to NZ and doing the wine tastings with Glengarry? They lock up the shop, we open the bottles and folks drink those Barossa stories as I tell them. Why wouldn't you keep coming back?

JANE FERRARI, YALUMBA

Founded in 1849 at Angaston in the Barossa Valley by Samuel Smith, the ground-breaking and highly respected Yalumba has been run since 1985 by his fifth-generation descendent, Robert Hill Smith. Today, thanks to Robert's outward-looking global aspirations and future-oriented oversight, Yalumba find themselves at the very forefront of premium wine production and an established world leader. Behind their success is an innovative, progressive approach and a commitment to quality that permeates every level of the company's operations. Yalumba's smart wine portfolio is studded at every price-point with outstanding offerings.



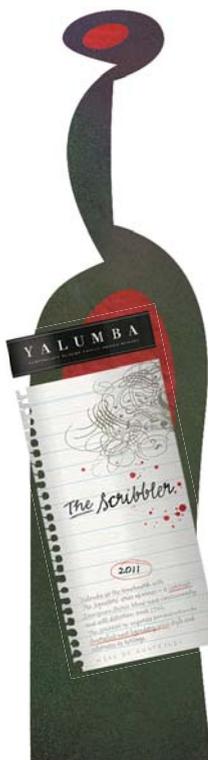
JANE FERRARI

**YALUMBA THE SCRIBBLER**  
CABERNET SHIRAZ 2011

◀ **\$18.99** 29869

**CASE OF 6 \$17.99 A BOTTLE**

Classic Barossa blend of Cabernet Sauvignon and Shiraz fruit that introduces itself via a bouquet of raspberry, liquorice, sweet spice and fresh herbs before segueing seamlessly into a polished palate of generously endowed flavours and well rounded tannins. Fab price.

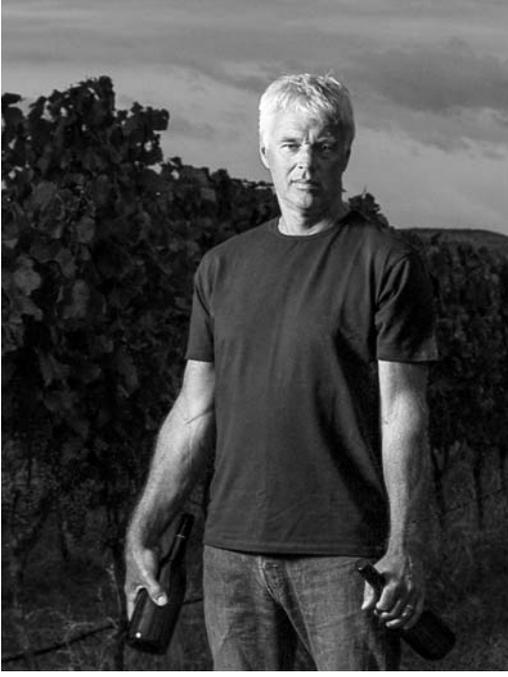


29879 **YALUMBA Y SERIES**  
SOUTH AUSTRALIA SHIRAZ VIOGNIER 2012 **\$11.99**

29842 **YALUMBA Y SERIES**  
SOUTH AUSTRALIA VIOGNIER 2013 **\$11.99**

29872 **YALUMBA Y SERIES**  
SOUTH AUSTRALIA CABERNET SAUVIGNON 2013 **\$11.99**

29866 **YALUMBA THE SIGNATURE**  
BAROSSA CABERNET SHIRAZ 2010 **\$49.99**



TONY BISH

The man who has helmed the winemaking duties that took Sacred Hill from a few vines in a field near Puketapu to a major player with markets, medals and hectares to burn has finally turned out a wine under his own label. About time, we say. Tony Bish is one of our pre-eminent craftsmen when it comes to Chardonnay, so it comes as no surprise that his initial outing champions the variety that has made him hugely respected by wine aficionados everywhere.

“ The Wineletter is the most unique, informative and engaging newsletter in the Southern hemisphere. I’ve had the privilege of working with the team at Glengarry since the beginning, so its awesome to see the 200th Wineletter go out. Brilliant artwork from Graeme Gash, quirky writing, stunning deals and unadulterated fun.

TONY BISH



**TONY BISH FAT N SASSY**  
HAWKES BAY CHARDONNAY 2013

◀ **\$21.99** 18073

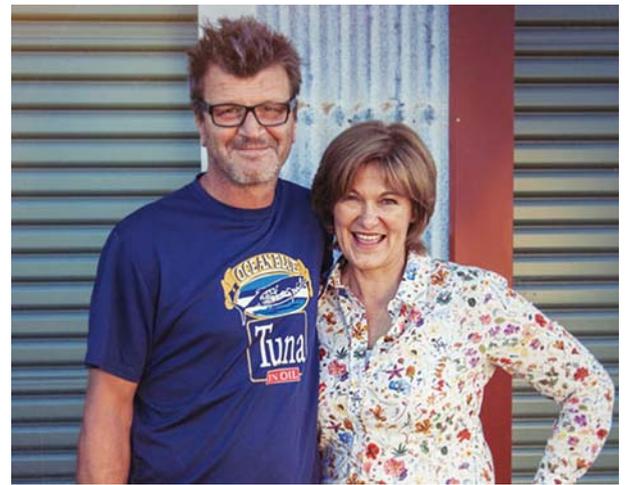
**CASE OF 6 \$19.99 A BOTTLE**

Tony Bish is certainly no slouch when it comes to Chardonnay, with a large portion of his celebrated reputation built on the variety. No disappointment here, for sure, the lush nose popping with stonefruit and melon notes, the creamy, opulent palate bolstered by excellent natural acidity and a lingering citrus finish. Over the next four years or so this’ll develop incredible richness, but if you can’t wait that long, just drink the damn thing – it’s up for it.

“ I have had a 25 year association with Glengarry, and they are now as they were then, the best premium wine retailer in New Zealand. I look forward to the next 25 years working with them on Erica’s new brand, Loveblock.

KIM CRAWFORD, LOVEBLOCK VINTNERS

An unrelenting passion for winemaking and a strong belief in ethical farming are the founding principles behind Loveblock, the latest vehicle for the immensely successful Kim and Erica Crawford. For the Crawfords, it’s all about evoking the essence of their terroir to the best of their ability while keeping their environment – a treasured and formidable 85-hectare landscape in Marlborough’s Awatere Valley – in the best of health.



KIM AND ERICA CRAWFORD



**LOVEBLOCK**

MARLBOROUGH SAUVIGNON BLANC 2013

◀ **\$21.99** 11435

**CASE OF 12 \$20.99 A BOTTLE**

Awatere Valley fruit in the hands of one of our most accomplished winemakers. The bouquet is impressively punchy and upfront, dispensing notes of tropical fruit and white peach underscored by touches of passionfruit and herb. The palate is vibrant and fresh, with a fleshy mouthfeel that complements beautifully the lush fruit flavours.

11434	<b>LOVEBLOCK</b> MARLBOROUGH PINOT GRIS 2012	<b>\$21.99</b>
10863	<b>LOVEBLOCK</b> MARLBOROUGH BONE DRY RIESLING 2011	<b>\$21.99</b>
10862	<b>LOVEBLOCK</b> MARLBOROUGH GEWÜRZTRAMINER 2011	<b>\$21.99</b>

# VINTAGE CHAMPAGNE



## PIPER-HEIDSIECK VINTAGE BRUT 2006

**\$89.00** 48141

**CASE OF 6 \$88.00 A BOTTLE**

Piper's Régis Camus was named International Wine Challenge's Top Winemaker in 2013. 7th year in a row. Opulent and spectacular, this is, with honeyed vanilla, apricot and citrus characters and an epic finish.



## VEUVE CLICQUOT VINTAGE 2004

**\$99.00** 49815

**CASE OF 6 \$98.00 A BOTTLE**

A richly concentrated and powerful wine, the 2004 walks a perfect balance between the edgy, fresh citrus notes and the rich sonic boom of the breadly bass drum. Intense and delicious. Like a surge of soft velvet.



## CHARLES HEIDSIECK BRUT VINTAGE 2000

**\$118.00** 41547

**CASE OF 6 \$99.00 A BOTTLE**

Always a class act, is Charles. The top-cru Pinot Noir fruit breathes out a heady fragrance before dispensing opulent flavours over rich textures. Lush, dark berries and candied chestnuts precede an endless finish.



## DOM PÉRIGNON VINTAGE 2004

**\$199.00** 47238

**CASE OF 6 \$198.00 A BOTTLE**

Subtlety, elegance and refinement mark this as much as its great depth of barely-restrained forceful flavours. The 2004 vintage displays classic Dom Pérignon characters. Racy and singular, it's a pure expression of terroir.



## KRUG VINTAGE 2000

**\$325.00** 45826

**CASE OF 6 \$324.00 A BOTTLE**

Krug specialise in prestige champagnes. They make no compromise in time or expense, and the brand is legendary. One of their most intense and dramatic vintages to date, the 2000 has fabulous aging potential.



“ As New Zealand's premier red wine producer we are very careful about how we are represented. Glengarry have proven themselves consistently over our thirty-year relationship. We are proud to be part of the most premium wine portfolio in New Zealand.

STEPHEN WHITE, STONYRIDGE

Stonyridge owner and winemaker Stephen White has created an atmosphere of unrestrained joie de vivre within his Waiheke slice of Heaven, a notion originally conceived under a Tuscan olive tree with the sun beating down and a glass of wine in hand. What followed was some serious apprenticing in Bordeaux and hard work on Waiheke, the result a now legendary New Zealand red; the Larose was one of our first premium wines to hit the international stage, a prestigious positioning Stephen has assiduously upheld to this day via his relentless dedication to excellence.



STEPHEN WHITE



## STONYRIDGE LUNA NEGRA WAIHEKE ISLAND HILLSIDE MALBEC 2010

**\$69.00** 10096

**CASE OF 12 \$64.00 A BOTTLE**

The 2010 is classic Luna Negra: an inky-black elixir of rich decadence. In the glass the wine appears coal-like, its deep blackness going to the very rim. The nose is an intense array of lush and smoky blackberry and blueberry notes. Fine tannins frame the opulent fruit, with juicy acidity adding a balancing touch. Long, brooding, accomplished.

NZ's widest range of champagne:  
[www.glengarry.co.nz/champagne](http://www.glengarry.co.nz/champagne)

10097 **STONYRIDGE PILGRIM**  
SYRAH MOURVÈDRE GRENACHE VIOGNIER 2011 **\$69.00** 25

“ From the original Jervois Road store in 1948 through to four generations and 18 outlets, the Jakicevich family’s Glengarry Wines has been instrumental in shaping the local wine industry we know today and setting a vision for quality New Zealand wine. Along the way, you’ve helped introduce generations of New Zealanders to an enjoyment and understanding of fine wine.

NICK BUCK, TE MATA

Established in the early 1890s, Te Mata is New Zealand’s oldest winery and like Villa Maria and Babich, proudly family owned. In the last thirty-odd years, Te Mata have established themselves as a leading force in New Zealand wine, with John Buck’s Te Mata Coleraine acknowledged globally as one of New Zealand’s finest red wines. While a family operated winery, it is the team at Te Mata that ensure this estate remains at the top of the game: You have John Buck’s vast experience and guiding hand, Peter Cowley’s exceptional winemaking skills and Nicholas Buck’s drive and dedication to the expansion of a proud legacy.



NICK BUCK

TE MATA HAWKES BAY  
ELSTON CHARDONNAY 2013

◀ **\$29.99** 19159

**CASE OF 12 \$28.99 A BOTTLE**

Widely regarded as one of New Zealand’s top Chardonnays, the Elston is crafted with uncompromising attention to detail and matured with care. The nose delivers inviting lime and grapefruit characters with underlying cashew and toasty notes. The impeccably balanced palate displays superb integration of fruit and oak, enhanced by a viscous, creamy texture and lingering tropical fruit and citrus flavours.



19132 **TE MATA ESTATE VINEYARDS**  
HAWKES BAY SYRAH 2013 **\$17.99**

19103 **TE MATA AWATEA**  
HAWKES BAY CABERNETS / MERLOT 2012 **\$29.99**

**\$60  
6 PACKS**



**DUSKY SOUNDS**  
WAIPARA VALLEY PINOT GRIS 2013  
**CASE OF 6 \$60.00** 19363

The Dusky crew do everyday, approachable drinking. Flavours of stonefruit with an edge of spiciness ride the soft mid-palate. The finish lingers nicely, with finely judged acidity and a touch of natural sweetness.



**TINTORALBA**  
SPAIN ROBLE 2013  
**CASE OF 6 \$60.00** 85086

The aromatic complexities of Syrah combine with the the soft freshness of Garnacha Tintorera, some time is spent in oak, and the result is a well rounded and easy drinking red with a pleasant aftertaste.



**ROOK'S LANE**  
VICTORIA CHARDONNAY 2012  
**CASE OF 6 \$60.00** 20405

Lovely Chardonnay characters, pear and custard apple, with some lifted citrus notes adding complexity. Rich and smooth, with ripe fruit flavours, this is a balanced wine that delivers the goods without being over the top.



**DE BORTOLI** FAMILY SELECTION  
AUSTRALIA SPARKLING BRUT NV  
**CASE OF 6 \$60.00** 20828

Appealing blend from Aussie giants De Bortoli, a gentle effervescence and an attractive nose of ripe fruit with lime and mineral nuances. Beautifully refreshing, with a silky mouthfeel and a clean, crisp finish.



**BAY AND BARNES** MARLBOROUGH  
BLOCK SAUVIGNON BLANC 2014  
**CASE OF 6 \$60.00** 12701

The fruit is from Marlborough’s Wairau Valley, where long, dry summer days and cool autumn nights garner intense flavours and aromatics. The vibrant gooseberry characters are complemented by a long, elegant finish.

**Brilliant case deals:**  
[www.glengarry.co.nz/casedeals](http://www.glengarry.co.nz/casedeals)



RICHARD RIDDIFORD

Palliser Estate is a little different to other family-owned wineries that grace the pages of this Wineletter. While they are a publicly listed company, as with all the great estates, there is a driving force, a personality behind the enterprise. That person is Richard Riddiford. Convinced of its potential, he was one of the first investors when the property was initially planted in 1984. He is, now, the Managing Director, with a firm hand on the tiller and a clear course in mind. All of this ensures that the Palliser wines continue to surpass, in quality, many of their peers.

“ Like all great businesses, it’s the people at Glengarry. They are passionate, knowledgeable and love what they do. They select their wines carefully, and as a result have an incredibly loyal customer base. Their breadth of offer is unmatched. All of us at Palliser are proud to be associated with such a unique retailer.

RICHARD RIDDIFORD, PALLISER ESTATE

“ As a winemaker I have the opportunity to visit many examples of fine wine retail outlets around the world, and we are very lucky to have Glengarry providing New Zealand’s wine lovers with an exceptional experience, via a wide range of quality wines, passionate and knowledgeable staff and, of course, invaluable wine education.

JEFF CLARKE, ARA WINES

Writing for The Observer in 2006, Tim Atkin described Jeff Clarke as one of his top six winemakers in the world. Yikes, that could be hard to live up to, but Melbournian Clarke has, on his CV, been responsible as chief winemaker for the entire portfolio of the vast Montana brand, and he has previously taken the title of International White Wine-maker of the Year in both London and Japan. These days his vision is more tightly focused as he helms his own boutique brand, Ara, turning out highly regarded wines from the elevated end of Marlborough’s Wairau Valley.



JEFF CLARKE



**PALLISER ESTATE**  
MARTINBOROUGH PINOT NOIR 2013

◀ **\$42.99** 16744

**CASE OF 12 \$41.99 A BOTTLE**

Palliser are Pinot pioneers in Martinborough, ergo in the country as a whole, planting with portent back in 1984, when shirts were cerise and mobile phones bigger than cinderblocks. Hence some of the fruit comes off old vines, so concentration, richness and intensity come as standard. Oozing class, and no small measure of intense cherry and plum flavours, bristling with vibrancy and brooding with intent.



**ARA SINGLE ESTATE**  
MARBOROUGH PINOT NOIR 2012

◀ **\$19.99** 13097

**CASE OF 6 \$18.99 A BOTTLE**

A classic expression of Marlborough Pinot Noir, but with the added complexity and rich texture that you can expect from Ara wines. Rich, brooding raspberry and boysenberry fruit flavours emerge from a soft and savoury wine, rounded out with elegant and refined tannins.

- 17044 **PENCARROW**  
MARTINBOROUGH SAUVIGNON BLANC 2013 **\$11.99**
- 17043 **PENCARROW**  
MARTINBOROUGH PINOT GRIS 2013 **\$15.99**
- 16754 **PALLISER ESTATE**  
MARTINBOROUGH SAUVIGNON BLANC 2013 **\$19.99**

- 13096 **ARA PATHWAY**  
MARBOROUGH PINOT NOIR 2012 **\$16.99**
- 13069 **ARA SELECT BLOCKS**  
MARBOROUGH PINOT NOIR 2012 **\$24.99**

