

Evendan Drinking

Sacred Hill Barrel Fermented Hawkes Bay Chardonnay 2004

was \$19.95 now \$15.95

This is a New Zealand classic, produced with consistent perfection by the brothers Hill for well over a decade. Judicious use of French and American oak combined with full malo and some lees stirring means the ripe fruit floats in a silken texture so profoundly gorgeous that speaking in tongues is oft a result from a mere slipperful of this extraordinary elixir. More peach and melon layers than a fruit flan; more biscuity notes than a Griffin's sampler and an integration that ensures it's all there and nothing's out of place.



Pasqua Lapaccio Primitivo Salento 2003

was \$17.95 now \$14.95

From vineyards located around picturesque Manuria (which is only a vowel or two away from the stuff the politicians will be flicking at each other come election day). 14 days on skins means amazing colour; with only 50% of the wine barriqued for but a few months, the story here is fruit: cascading, ripe gushes of luscious berries, cherries and a charming aroma of expensive cologne. So it's a warm summer night in the orchard parked up in the Aston Martin; sounds like *molti paradiso* to me.

#### Saltram Next Chapter Barossa Shiraz 2002

was \$21.95 now \$15.95<sub>26838</sub>

The Barossa range of wines from Saltram pays tribute to this great Australian region. Moroccan curtain plush red in the glass, the aromas are fruit and spice - plums, cherries and cinnamon if you need a further layer of definition. Layers are what the palate is all about; wave upon wave of rich berries, ripe cherries with light supporting oak that whispers subtly but never shouts. At this price, it's a perfect match for anything at all, but does seem to go mighty well with an outdoor steak.



**Backyard** Te Kauwhata Gisborne Sauvignon Blanc **2004** 

was \$16.95 now \$11.95

What I did on my holidays: I went to Mahurangi where I saw the ultimate kiwi backyard.

A beautifully-tended cricket pitch shaved into the back lawn, complete with a small audience terrace made out of old ABC beer crates. No flowers or trees or paths of any nature whatsoever. Sit there, with a glass of this vibrant, tropical and bouncy little puppy in your goblet, perhaps a little plate of fresh fish, perhaps not, and you are bound to have a uniquely NZ, profound and moving summer experience. Cases, Warney, buy cases. Excellent.



A whole bunch of our customers are already enjoying the benefits of owning a Glengarry Card. If you too would like to avail yourself of exclusive pricing, regular offers, spot prizes, monthly incentives, invitations to wine tastings and much more, just contact us and we'll deliver you your own card, free of charge. 🜀 this month

Look out for the Glengarry Card 'G' Icon alongside products in this Wineletter. Buy any of those products instore or online using your Glengarry Card, and go in the draw to win one of five mega mixed cases of vino.

Holding a Glengarry Card entitles you to discount prices every time you shop at a Glengarry store, and is available to anyone over 18. **JOIN NOW!** To get your Glengarry Card, register online at www.glengarry.co.nz or fill out the back page of this publication and freefax it to 0800 106 162, or just call us on 0800 733 505. Simple, huh?



At Glengarry, we've been busy revamping the famous Glengarry Wineletter, a publication that has evolved continuously since its inception way back in 1987. To simplify and consolidate things somewhat, we decided to put all our monthly offers, savings, wine information and invitations together into this one, easy-toread format.

Each month you'll discover the following regular features: our take on great value wines for **Everyday Drinking**; an in-depth profile on a winemaker or winery of note; what's new, exciting and **Hot off the Press**; our **Fearless Buys** - that's a white and a red under a tenner, and a sparkly under twenty (guaranteeing that there is always a worthwhile value-plus wine or three for you to wave a note at).

You'll also find interesting write-ups on Champagne, Premium Spirits and Beers; our popular 7for 6 offer (buy 6 bottles and get the 7th free); gift ideas for that special occasion; a look at whats coming up on the Glengarry event calendar; informative articles on the world of Fine Wines; the Sleepers selections (our recommendations for your cellar) and last, but by no means least, the Glengarry Top10 - wines selected by the Glengarry Tasting Panel as being the standouts of the month.

For all you **Glengarry Card** holders, there'll be special monthly deals and prize draws, all available to you at the swipe of your Glengarry Card. We also invite you to join up to one of our case buying plans: the **Case Offers** come with many options to choose from, and bring real savings on top-quality, value-for-money brands that have been personally selected and guaranteed by the Glengarry Team. Join now online at www.glengarry.co.nz or send in the form on the back of this publication to register.

With Valentines Day looming, we've come up with gift ideas for both the boys and the girls; check out the 'champagne and twelve white roses delivered' offer on page 11 and tell me it won't make your sweetheart's heart beat just a little quicker.

Here at Glengarry, we've been wine retailing longer than anyone else in New Zealand (since 1942 to be precise), and we'd like to think that this breadth and depth of experience, together with our longstanding relationships with various producers and suppliers, enables us to continually seek out the best, the most interesting and greatest-value wines on the market at any given time. We now have a trusty vehicle into which we can communicate these wondrous offerings, and so direct you towards our stores which, incidentally, you have voted the Best Wine Retailing Experience for the last ten years in a row (Metro readers poll 1996-2005).

And as an extra treat, we bring you the much-awaited Glengarry website, which you'll find at www.glengarry.co.nz

So kick back in your lounger and weave your way through all that's good and great instore this month. You'll be pleased you did, trust us.





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Dean Hewitson, it would be fair to say, is Mr Passion himself when it comes to the revered craft that is winemaking. Like the greatest winemakers of the modern era - think Didier Dagueneau in the Loire, Michel Laroche in Chablis and his fellow Australian, the great Max Schubert, before him - Dean Hewitson has a unique vision, a cutting-edge approach that takes on board all that the modern winery has to offer while reaping the benefits of his country's long experience in fine-tuning varietals to fit its unique terroir. And like the true greats in any discipline, he is not one to trumpet his own achievements, but rather lets them speak for themselves. And these achievements are his fantastic collection of wines, both red and white, that have had the world sitting up and taking notice since their explosion onto the global stage a few years back.

Hewitson's is no ordinary winery. Firstly there is the not insignificant matter of the vineyard sites. Like certain maverick individuals in this country (Kim Crawford springs to mind) Dean Hewitson saw little value in owning vast, static amounts of vineyard, tracts of dirt that would tie him to specific expressions of terroir, straitjacket him into a certain style, certain varieties and of course leave him at the mercy of the ever-changeable weather that sweeps across this end of the planet.

He made it his life's work to get a unique marriage of the right varieties, in the right regions, planted in the right vineyards. Having kicked around the traps a bit, Dean has built up strong, longstanding relationships with what he considers to be the best growers on some of the best sites in the Barossa. This is no random nepotistic accident, though. The driving philosophy behind his search was a desire to hunt down the oldest vines he possibly could. Now we're not talking the 40-year-old vines whose benefits and glories we are used to seeing plastered all over the labels of South Australian Shiraz. Dear me, no; we're talking eighty plus years; we're talking, in some cases, pre-phylloxera vineyards. Indeed, the 'Old Garden' vineyard which informs Dean's straight

#### Hewitson L'Oizeau McLaren Vale Shiraz 2001

was \$36.95 now \$32.95<sub>21770</sub>

Complex as filleting quail, this is the flagship Hewitson wine and it is a marvel to behold. Super elegant, that concentrated palate is also a lesson in grace and restraint, oozing as it does with black fruits, bitter chocolate and a neat flicker of spice. The oak sits well back to allow the fruit to take centre stage; it all finishes with a graceful bow that lasts an immeasurable amount of time. Its positively Methuselan two years in the barrel has given it extraordinary ageing potential; cellar comfortably until 2016.





#### Hewitson Miss Harry Barossa GSM 2003



Sourced almost entirely from 80-year-old dry bush-grown vines; these wizened ole babies produce the most concentrated fruit imaginable, combined with a vintage that brought phenomenal concentration anyway. Ten months in oak frames the gorgeous fruit superbly; the structure is one of the most immediate charms. Full of licorice, dried herbs, violets and blackberries, the palate is equally enchanting, the solid core of fruit saturating every sense. Dense, supple and approachable, this is an extraordinary achievement of balance, poise and grace.

HEWITSON

#### Hewitson Old Garden Barossa Mourvèdre 2003

was \$48.95 now \$45.95<sub>21772</sub>

One wouldn't normally refer to Australians as masters of understatement, but said 'old' garden harbours vines that were planted in 1853. The deep sand into which they're inserted sifts over a bed of limestone: so much hard work for the vines, and hence they flourish. There is no irrigation and they are hand-pruned, the minimal fruit they give up being hand-harvested. Modern, mechanical wine making this is not. The fruit shines, all plum and blackberry. A subtle leather note adds complexity; 14.7% alcohol keeps the texture thick and rich.

varietal Mourvèdre was planted in 1853, and as such is likely to contain the oldest vines of that grape anywhere in the world. It is quite an experience, trust us, to taste wine from vines that were planted before our grandparents were even born. These have produced fruit vintage after vintage for well over a century now. Extraordinary.

And the point is? Unique expression is what it's all about. What sort of wine will really old, old vines produce, thought Dean one morning over a coffee. If you want to find out, check it out above.

OK, so you've got these unique grapes; what do you do to them in the winery? Not a lot, is the key. No point in mining the past if you're going to smear modernity all over it. 'Restraint' is a word used a great deal when the world's wine writers describe Dean Hewitson's product. And despite the hugely concentrated fruit

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

that these old vines produce, the wines are still approachable, seducing you with their charm and finesse rather than sheer power. The incredible fruit speaks for itself; Dean just helps it along the path of true expression. And this is where his winemaking - as opposed to his viticultural - philosophies come in. His experience has ensured a healthy respect for tradition, for old world winemaking practices as well as a commitment to modern new world practices. Best of both worlds is the aim.

And so we at Glengarry are more than a touch chuffed at being able to secure the distribution of Dean Hewitson's marvellous wines in New Zealand. They made their way through our highly critical panel and continually emerged to great acclaim. The outsides are fab, too - those of us with hidden shallows were well taken with the exterior aesthetics of Mr Hewitson's offer. So, we nailed 'em, all for us (and you). Now, as you can imagine, wines produced from such low-yielding vines matched to a philosophy as particular as Dean's means that volume is not a major consideration. Not a whole heap of these wines are produced, which is even greater reason to be excited about their first release onto the local market.

What do we have then, when we pull one of the magic Hewitson corks? Well, the wines are phenomenally concentrated, highly alcoholic, with all the depth and power of old vines and the added charm of ripe, ripe fruit. But these joys are not obscured in swathes of old oak, a sad practice that still mars some of the greatest Barolos and Bordeaux. No, the fruit shines bright, the oak works within the fruit milieu and the wines... well, pull a cork. The written word will not pay true homage to what this remarkable man has created. Yes, Parker, Halliday *et al* all rave, and so do we. But wine's a personal thing, remember. If you really want to see what the Barossa is capable of, look no further. Hewitson wines will open another door to you on what can be done with experience, talent, patience and a splash of genius.

# Hewitson Ned and Henry's Barossa Shiraz 2003 was \$27.95 now \$24.95 21773

Dean Hewitson set out to make a wine that fits all his criteria: old vines as a source, concentration and density of flavour as a result; yet he was also determined that it be a 'drink now' style. With generous brush strokes of pepper and spice (nutmegs and cloves, mainly), a solid heart of mysterious dark fruits and seamless oak integration (French of course), this is a mouthful of rich, strikingly ripe fruit, with all the structure and fine tannins one could wish for. 'Unforced complexity' one scribe said, which is bang on: it's brilliant without trying. Magnificent.

21774HewitsonEden Valley Riesling 200421775HewitsonMermaids Muscadelle Dry 2004

\$19.95 \$18.95

WITTON

1. Henry







This leading-edge wine guru vaults the competition with his great new eponymous range. The variety will be vintagedependent (i.e. whatever shows best each year), and this year's model is mostly Chard and Sav, with some Chasan for good measure. You'll be chasan some down (!) cos it's fresh, vivacious, creamily natty and just dang delightful to drink.

#### Georges Duboeuf New Generation Red 2003



With outsides this good the insides were always going to be fab, and this Syrah / Merlot blend is indeed one of quite extraordinary exquisiteness. The whole gig is as modern, bright and colourful as the flowery bottle, full of fruit, seductively-layered and with a concentration and finish that's already got them pogoing in the aisles instore. Join the party.

now\$14.95

#### GoldWater Boatshed Bay Merlot/Cabernet/Cabernet Franc 2003



Goldwater have taken a plunge into new territory with this fabbo mid-priced red. Handmade and barrel aged, Boatshed Bay is glitteringly bright and wonderfully flavoursome. Enticing plum and chocolate notes camp out on the nose while berry fruit and hints of oak pitch their tent on your palate. The finish is as long as Palm Beach; *all for less than 17 notes*.

now \$16.95



Having just been voted best rose in Australasia, we figured this must really be one out of the box. White pepper and aniseed vie with a salaciously seductive raspberry aroma to charm the Long Stubbies off you; the red cherry flavours and outstanding texture of the palate will come for the rest of your apparel. Be prepared for that long-promised summer.

**EXploring** 

New Zealand's widely dispersed vineyard regions stretch from Northland to Central Otago and are as far apart as the Rhine and North Africa. They are geographically, geologically and climatically diverse. The good news for local wine devotees is that New Zealand is perhaps the only country, outside of France, that offers such a remarkable variety of wine styles.

The downside is that the industry has been growing so fast that keeping up with an ever increasing phalanx of emerging wineries has become a daunting process. Do not despair. We have selected a clutch of superb New Zealand wines from throughout the country that you won't necessarily find in the aisles of your local food outlet. They are world-class and consistently outstanding.

GISBORNE/HAWKES BAY

The East Coast wine regions of Gisborne and Hawke's Bay are geographically only 200 kilometres apart, but geologically they are very different, and this is clearly expressed in the wine styles. The Gisborne vineyards, located on fertile alluvial plains, are renowned for white wine production. The Chardonnays can be seductively charming, fragrant and lush with ripe melon and tropical fruit flavours, rivalling the best in the country.

Hawke's Bay, with over a quarter of the country's vineyards, is our second largest wine region and one of the most important in terms of quality, volume and diversity. The region's climate is one of the sunniest in the country, influenced by its proximity to the Pacific Ocean and its shelter by the Kaweka and Ruahine Ranges from cold westerly winds; its viticultural potential has long been recognised and it boasts the longest commercial winemaking history in the country.

In more recent years vineyard expansion has grown rapidly. The terrain varies from coastal ranges and valleys to wide,



forever. It's mouthfilling and richly-flavoured, with

a honeyed, seductive smoothness that's

beautifully balanced by nicely-judged acidity.

Brookfields Ohiti Estate Hawkes Bay Cabernet Sauvignon 2004

was \$18.95 now \$14.95

The warm, shingle-laden Ohiti Estate west of Hastings consistently produces some of Hawke's Bay ripest Cabernet Sauvignon, and the 2004 vintage was a good one. The wine was traditionally fermented and matured for twelve months in French oak barriques. It's a deep, dark red, with lots of plum and blackberry muscling through a haze of vanilla oak. Complex, multi-layered and full of ripe fruit flavours, with hints of chocolate at the core. Supple, smooth and long on the finish. Worth cellaring.

14821	<b>Mission Estate</b>	Hawkes Bay Chardonnay 2004	\$13.95
11001	Brookfields	Bergman Hawkes Bay Chardonnay 2004	\$14.95
18090	Sacred Hill	White Cabernet 2004	\$15.95
18251	Sacred Hill	Basket Press Hawkes Bay Merlot Malbec 2003	\$15.95
19126	Te Mata	Woodthorpe Hawkes Bay Syrah Viognier 2003	\$23.95
11994	Kim Crawford	Tietjen Bryant Gisborne Chardonnay 2004	\$25.95

gravelly alluvial plains and river terraces. The soils differ markedly from site to site, and in addition experience many mesoclimates, giving each vineyard a distinctly different character.

These factors combine to produce the most diverse range of wine styles in the country; the problem is that with so much on offer, it is difficult to generalise about the wine styles. They range from powerfully-built, intense Chardonnays capable of aging gracefully through to dark, weighty, fruit-crammed Bordeaux-style blends the equal of anything that the rest of the wine world has to offer.

WAIZARAPA

Wairarapa is the driest wine region in the North Island. During summer, long hours of ripening sunshine and cool nights help produce its signature intensely-flavoured, fresh-tasting wines. The heart and soul of Wairarapa winemaking is centred on the small town of Martinborough. It was here that the region's reputation was forged two decades ago with the release of the stunning Pinot Noirs that propelled it to world prominence.

While Martinborough's prestige is based on Pinot Noir, the freedraining soils and dry, cool climate are also well-suited to a number of other varieties, particularly aromatics such as Riesling and Pinot Gris. Climatically, it resembles Marlborough, and produces exciting, boldly-styled Sauvignon Blancs.



#### Nga Waka Home Block Martinborough Chardonnay 2002

was \$34.95 now \$29.95

The 2002 season was a year of extreme climatic conditions that threatened to deliver one of the worst results on record. On the positive side, yields were small, and when the weather finally settled in late February it produced the best-balanced harvest for white varieties in years. The result is this grand, 100% barrel-fermented Chardonnay that displays superb varietal and regional character. Lees stirring and malolactic fermentation has given the wine a subtle buttery texture and mealy characters that add greater complexity to the rich, spicy citrus aromas and flavours that dominate.

## **3 Terraces** Pinot Gris **2004**

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was \$24.95 now \$19.95

The 3 Terraces vineyard was established in 1999 on the ancient riverbed, gravel-rich terraces of the Ruamahanga River located south of Masterton. The young vines, as this wine demonstrates, are performing exceedingly well. Hand-picked, the Pinot Gris were whole bunch pressed and cool fermented to give full expression to the variety. A gently aromatic wine evocative of honeysuckle and pear, edged by a touch of spice. Rich and slightly honeyed, it finishes on a refined, clean note.

Red wine production is dominated by Pinot Noir, but there are a number of excellent, elegantly-styled Merlot-based blends. The star turns though are the world-class Pinots; the best have the sturdiness and ability to age extremely gracefully. That other Burgundian variety, Chardonnay, not surprisingly produces fine, fruit-driven, complex styles that are less intense than those from the warmer Hawke's Bay, but display a deep-seated elegance.

Though Martinborough is the region's leading light, there are other districts and wineries emerging that are challenging its preeminence. Wairarapa accounts for only three per cent of New Zealand's total vineyard plantings, but contains 13 percent of its wineries. Its winemakers are passionate, quality-driven and handson; true boutique operators. A case, then, of small being beautiful.

17048	Pencarrow	Martinborough Sauvignon Blanc 2004	\$14.95
15771	Nga Waka	Martinborough Sauvignon Blanc 2003	\$19.95
16753	Palliser Estate	Martinborough Riesling 2004	\$19.95
19321	3 Terraces	Sauvignon Blanc 2004	\$19.95
19323	3 Terraces	Riesling 2004	\$19.95
16742	Palliser Estate	Martinborough Pinot Gris 2004	\$23.95

## WAIHEKE

Waiheke Island is the vinous jewel of the Hauraki Gulf. It is only a 30-minute ferry ride from downtown Auckland, but climatically, it's a world away. It has very little summer rain, the soils produce low crops and the Gulf delivers a balmy maritime climate giving it a warm, dry growing season, ideal for ripening the red varieties that are the backbone of the island's production.

The most successful wine styles are the Bordeaux-inspired reds; rich, complex and multi-layered, they will cellar magnificently. In recent years individual sites have proved to be well-suited to white varieties; the Chardonnays in particular can be extraordinarily fine, showing superb ripe varietal character and depth of flavour.

Today there are more than a dozen wineries. They are all small, boutique operations and production is tiny, but the quality is high.

## Goldwater zeii

Waiheke Island Chardonnay 2002

was \$29.95 now \$25.95



A complex, single vineyard Chardonnay made with consummate care to extract the best that the variety has to offer. The grapes were handharvested, whole bunch-pressed, fermented with indigenous yeasts in French oak, lees stirred and put through a partial malolactic fermentation. The bouquet has exotic peach, apricot aromas and a subtle whiff of toasty oak to round it out. Beautifully focused, with delicious rich fruit flavours and a creamy texture balanced by a long, lemony finish.

**Stony Batter Road Works** Waiheke Island Chardonnay **2003** 

was \$34:95 now \$29.95

The Stony Batter vineyards range over a number of sites that provide a diverse selection of soil types and micro-climates. The Chardonnay for this wine was hand-harvested off low-yielding vines from selected sites. The partial barrel and malolactic fermentation, lees stirring and a combination of fruit with different character profiles has produced a most complete wine. The complex bouquet sings of tangerine, pear and vanilla and leads to a fresh, crisp, elegant palate with buttery nuances and expansive notes on the finish.

13513Stony Batter13514Stony Batter13509Stony Batter12997Goldwater19043Stonyridge

Road Works Waiheke Island Merlot 2002\$29.95Road Works Waiheke Island Pinot Noir 2003\$29.95Gravestone Waiheke Sauvignon Blanc 2002\$32.95Waiheke Island Cabernet Merlot 2000\$64.95Waiheke Island Larose 2003\$115.00

IND WOR

Exploring ~

## MARLBOROUGH

It's hard to believe that it is less than 30 years since the first grapes were harvested in Marlborough. In just a generation, the sheep that foraged on the dusty plains bordering the market town of Blenheim have been ousted by vineyards, and the whole region has been transformed. Today, Marlborough is by far our largest wine region, with the biggest concentration of wineries in the country. Not only has its economy been transformed by viticulture, but it was the catalyst that focused global attention on New Zealand's wine.

The main body of Marlborough's wineries are located in the silty, gravel-strewn Wairau Valley districts of Renwick, Rapaura, Brancott, Hawkesbury and Waihope, and further south in the Awatere Valley. The soils, though similar in structure, are unevenly dispersed and vary from deep alluvial gravels to lighter, finer types, so that there can be significant differences in vigour. Marlborough has one of the driest climates in the country, with very reliable autumn weather. The daytime temperatures can be hot, but significantly, the nights are notably cool. It is this that gives Marlbourough's wines their distinctive flavours.

## G Jackson Estate

Marlborough Sauvignon Blanc 2004

was \$19.95 now \$16.95

From the superior 2004 Marlborough vintage, this is spectacularly drinkable. The grapes, the best in a number of seasons, were sourced from selected vineyards in the Wairau Valley. To extract maximum fruit characters the wine was cool fermented in stainless steel tanks for an extended period. The bouquet has typical Marlborough passionfruit, melon and gooseberry aromas with an underlying herbal quality. Snappy and lively, with vivid tropical fruit flavours artfully balanced with a herbaceous component and a lingering, zingy finish.

The Sauvignon Blancs, with their riotously intensive, deeplyscented aromas and piercingly fresh character are in a class of their own, contemporary classics without equal in the world. The Rieslings are superbly fragrant, with tropical fruit aromas and delicious, mouth-tingling flavours. The other aromatic showing tremendous potential is Pinot Gris, which is wonderfully scented and spicy, and displays the classic regional vitality. Marlborough's Chardonnays characteristically reflect cooler climate growing conditions.

#### Cloudy Bay Marlborough Chardonnay 2002

was \$36.95 now \$32.95

Cloudy Bay Sauvignon Blanc is revered throughout the world, but equally excellent is the company's premium Chardonnay. The wine is vinified entirely in French oak, lees-aged for 15 months with more than half put through a malolactic fermentation. It is somewhat Burgundian in style, exhibiting subtle complexity on the nose, with the aromas of fig and melon supported by mealy characters and a whiff of oak. The rich, complex, creamy palate is underscored by a mineral edge and nutty nuances, complemented by a long limey finish.



13226	Jackson Estate	\$12.95	
11072	Cairnbrae	The Stones Sauvignon Blanc 2004	\$14.95
12783	Fairhall Downs	Marlborough Pinot Gris 2004	\$19.95
11990	Kim Crawford	Marlborough Riesling 2004	\$19.95
19462	Vidal Estate	Marlborough Pinot Noir 2003	\$22.95
13328	Lake Chalice	Platinum Marlborough Merlot 2002	\$25.95

Marlborough has made its name on the back of consistently superb Sauvignon Blancs, but the wine world is only now discovering that it has a great deal more to offer, including a range of exciting Pinot Noirs and Merlots and some of the world's best-value Methodes.

## CENTRAL OTAGO

Central Otago has been a revelation. Only a decade ago, there were less than 40 hectares planted in vines; that has leapt to over 500, making it the fourth-largest wine region in New Zealand. This growth spurt is attributable to the impressive successes that the region has had with Pinot Noir, both in New Zealand and internationally.

Central Otago is the world's most southerly wine region, and is the only one in New Zealand with a continental climate. The extremes provide superb growing conditions for Pinot Noir and the aromatic varieties. The soils, too, are quite different to those of the country's other maritime wine regions. They consist largely of low-fertile mica and schists mixed with light silt loam soils. There are four sub-regions in Central Otago: Gibbston, Wanaka, Lake Hayes and Cromwell, which incorporates Bannockburn, Lowburn and Bendigo. Each district offers a diversity of growing conditions that varies from site to site, so that wines are distinctly

WCKSON ESTATS different in character. Pinot Noir accounts for almost 75 per cent of all vineyards. The styles, depending on where they have been grown, vary significantly. Central Otago is anything but a singlevariety region though, and the outpouring of other quality aromatic varietals such as Pinot Gris and Riesling reflects the diversity that it offers. The Sauvignon Blancs and Chardonnays grown in these cool climes tend to be fruit-driven and elegant.

The biggest problem facing New Zealanders is that Central Otago's wines are in such high demand, and sell so well internationally, that getting ones hands on its best can be quite a mission. Grab some while you can!



## Central Otago Pinot Noir 2003

was \$38.95 now \$35.95<sub>12314</sub>

Rockburn's Pinot Noir has an impressive pedigree; included among its many awards in 2004 was Winestate's Wine of the Year for Best Australasian Pinot Noir, a Gold Medal at the Easter Show and Wine Spectator Magazine scored it 90. The 2003 is a blend sourced from three Central Otago vineyards, traditionally fermented and matured in new and seasoned French oak. Ripe and glossy, the bouquet hints at mushroom and black cherry. It has a sensual texture with full, round, juicy caramel and cherry flavours supported by fine tannins at the finish.

#### Carrick Central Otago Chardonnay **2003**

was \$26.95 now \$19.95

This Chardonnay shows that site selection plays the decisive role in the finished wine. Carrick's Cairnmuir Road vineyard on the well-drained terraces at Bannockburn enjoys conditions that suit Chardonnay. The style of this, with its flinty elegance, is reminiscent of Chablis. The apricotinfluenced bouquet shows the benefit of barrel fermentation. The palate is dominated by stonefruit and citrus flavours and has the smooth buttery mouthfeel of malolactic fermentation and the mealy texture of prolonged lees contact. A subtle wine, with a dash of mineral notes and a lingering finish.

10172	Akarua	Central Otago Unoaked Chardonnay 2004	\$18.95
10162	Akarua	Central Otago Chardonnay 2002	\$21.95
18141	Sacred Hill	Central Otago Vineyards Pinot Noir 2003	\$25.95
11123	Carrick	Central Otago Pinot Noir 2002	\$33.95
10169	Akarua	Central Otago Pinot Noir 2003	\$35.95
11054	Bald Hills	Central Otago Pinot Noir 2002	\$38.95



#### De Bortoli First Block SE Australia Cabernet Merlot 2003

was \$12.95 now \$9.95

Vibrant red with violet highlights; sounds like the sort of thing Marilyn Manson might ask his barber for. Blackberries, red fruits and spicy merlot tones mingle singly with most appealing chocolate and vanilla notes, a result of the masterful oak work. The palate is fruit and spice (plenty of spice, as it happens) with some integrated oak tannin and a finish of depth and length that, for under a tenner will have you masticating upon your Stetson in wonder and delight.



Matua Valley Settler Series Sauvignon Blanc 2004

was \$15.95 now \$9.95

The Brothers Spence released NZ's first ever commercial Sauvignon, back when Saturday Night Fever was big and punk rock was a baby. Their experience cannot be overestimated, as this fine example of Marlby freshness well shows. The classic diurnal variations of warm days and cool nights ensures great ripeness of fruit and thus great balance in the end product. Vibrant, clean, precise fruit flavours with a richness and roundness that ensures all bases are covered.

#### Taltarni Brut Taché Methode **2002**

was \$22.95 now \$18.95

Taltarni have been making some of Australia's best sparklies for some time now, and this very elegant wine has long been a thoroughbred of the stable. Pale salmon in colour, the delicate aromas hint at strawberries and cherries, while a distinctive yeast note flits through the air in seductive magnificence. Very fruit-driven, the style is a stylish dry, the finish long and the balance perfect. Comes with the finesse you'd expect to pay 20 British Sterling for, rather than shelling out a meagre twenty Pacific pesos.

TAETARNI

## Girl's Best Friend \$19.95



If you want to win her heart over by displaying your distinguished taste, your sense of occasion and your understanding of what constitutes a Good Time, then this gift idea is right up your freeway. A bottle of the world's favourite sparkling wine in her favourite colour, rosé, and some delightfully appropriate euro heart-shaped chocolates, all arrayed with some verve in a beautiful display box.

## You Beudy! \$140.00<sub>65737</sub>

20/10

OK officially this is for the boys, to keep the Gender Commission happy, but we have witnessed the fairer sex swooning over the contents of this little treasure. Three fantastic wines from Howard's Country, two of each of them in a very sexy wooden box, all available for a sum vastly smaller than their collective retail prices would normally suggest. You got that? Half a dozen Aussie bottlers, beautifully packaged and good to go to your loved one. They'll be putty in your elegant fingers.

#### FREE DELIVERY FOR VALENTINE'S DAY



Grey Goose French Distilled Vodka 700ml



Judged 'the world's best tasting vodka' by the International Beverage Tasting Institute, the experts' opinion is soundly backed by the globe's consumers, who purchased over 1.5million cases in 2004. Distilled in the Cognac region of France, where they know a thing or two about making fine spirits, the final distil is blended with the pure artesian waters of the Central Massif. Meaning: Grey Goose is lush, smooth and rich, a rounded vodka of great finesse reflecting its noble heritage and catering to the tastes of the modern consumer. Climb aboard.



#### Chimay White Trappist Beer 330ml

was \$5.60 a bottle now \$4.95,91452

Living in a Belgian monastery would be a pretty austere existence, so it is no surprise that the monks started, some centuries ago, to brew a special type of ale suited to their palates and cuisine. Thus 'Trappist' beers were born: broad, deep exotic aromas and tastes that redefine what can be done with hops and water. This white ale is a treat and should be treated with the respect one would pay a fine Bordeaux. With its 8% alcohol it's not one to slug on the boat on a summery afternoon, but more to sip quietly as the sun lengthens the shadows on the back lawn.

?	What's On	(TAS)
february: tuesday 15	Fine wines to Drink Now Come along and join our first tasting for 2005 as we look into this complex, fun and intriguing subject matter. 7:00pm, Glengarry Victoria Park, Cnr Wellesley & Sales St 6:00pm, Glengarry Thorndon, 232 Thorndon Quay Cost: \$20.00	MAKE Y
tuesday <b>22</b>	The Best of NZ Chardonnay The heavyweights - do they justify the hype and the pricing? 7:00pm, Glengarry Victoria Park, Cnr Wellesley & Sales St 6:00pm, Glengarry Thorndon, 232 Thorndon Quay Cost: \$20.00	- - 
friday <b>25</b>	Friday in the Cellar Hewitson Barossa Valley Wines. We profile the wines that have encouraged critics like Robert Parker to get excited. 4pm-6pm, Glengarry Victoria Park Cnr Wellesley & Sales St 4pm-6pm, Glengarry Thorndon, 232 Thorndon Quay Cost: FREE No need to book	11 (S)
march: tuesday <b>8</b>	The Magic of Chablis One of the world's classic wine styles; we taste a sample of wines from Chablis that should leave you excited. 7:00pm, Glengarry Victoria Park, Cnr Wellesley & Sales St 6:00pm, Glengarry Thorndon, 232 Thorndon Quay Cost: \$25.00	
tuesday <b>22</b>	Goldwater 20th Anniversary Tasting Kim Goldwater and family, along with winemaker Nikolai St George, will present a special line-up with a complete vertical of their top wine - the Goldwater Waiheke Island Cabernet Merlot back to 1982. Be quick, this will sell out. 7:00pm, Glengarry Victoria Park, Cnr Wellesley & Sales St	SINGLE BO
	Cost: \$89.95	0

Go to www.glengarry.co.nz for more information



## Buy any 6 bottles and we'll give you the 7th!

## Rongopai

YOUR OWN 7 for 6 COMBO from these 3 wines



#### Gisborne Chardonnay 2002

A rush of melon and nectarine floods your senses upon opening her up; the firm yet integrated oak moves in on the palate as the rich, redolent fruit rides over the top. Gutsy yet refined; ready to go.

#### **Reserve Merlot 2002**

Blackberries dominate, with some savoury hints suggesting cellaring will open this wine up even further. Plenty of muscular structure to frame the silky merlot fruit; a delight.

#### Marlborough Sauvignon Blanc 2003

Upfront yet not overpowering capsicum and gooseberry notes carry through onto a palate that has a fabulous nettly component in amongst the herbaceousness. Zesty, racy and refreshing.

#### OTTLE PRICE \$15.95 normal retail \$18.95 OR BUY 7 for 6 equates to only

## POLZOCAE

Christian Pol Roger is a regular visitor to this part of the world, sharing his knowledge and time and infecting all those who meet him with his charm, urbane sophistication and down-to-earth humour. What distinguishes Pol from the rest of the Grand Margues is that it's family-owned, and proudly so. Their output is relatively low by Grande Marque standards - a mere 110,000 cases annually. Those bottles are still hand-riddled. Some of the labels are still pasted on by hand. Yet Pol Roger is Champagne that satisfies the modern palate. The wines have *personality*: this sets them apart. The care and attention that is lavished on each bottle is something that modern methods can't replace and yes, actually Sigmund, you can taste that. Personality, and an almost indescribable distinctive house character ensures that with each bottle of Pol Roger, be it Non Vintage, Vintage Rosé or the remarkable prestige cuvée Sir Winston Churchill, you are tasting some of the best wine the world has to offer.

**Pol Roger Brut Reserve** 

was \$79.95 now \$74.95

Invariably singled out in tastings as the most consistently brilliant of the Grand Margue 'house' wines Pol Roger Brut Reserve is all that is great about Champagne. Attention to detail sets it head and shoulders above the competition. It delivers a mouthful of cultured exuberance and is a wine of celebration and vivacity that is also complex and intriguing, a wine that is creamy as it is floral, delicately powerful and always beautifully and elegantly poised and balanced. Exquisite.

IN ine's

65741



POLROGER

Bowl your beau over with our fabulous Valentine's treat. A bottle of utterly impressive Pol Roger Brut Reserve and, check it, 12 white roses to accompany it. All beautifully packaged and carefully delivered for a mere \$125. Whether you're winning, retaining or melting hearts, the most frozen will succumb to this extraordinary gift. Wouldn't you say?

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

Jan



We've been fielding a lot of enquiries recently about our *en primeur* offers. While we have offered the en primeur facility to customers for well over a decade now, and have a steady stream of clients who purchase en primeur, there are evidently a great number of people still out there who are eager to know a little more. And so the launch of our broader and deeper Wineletter seemed to be the perfect opportunity to discuss the ins and outs of this method of securing rare and wonderful French wines, and for us to communicate to you exactly what it's all about.

In essence, the process of en primeur allows you to take advantage of the long term relationships Glengarry has built with some of the best châteaux, domaines and negoçiants in the key growing regions of France and thus secure, ahead of time, first and second growths, as well as some of the rarer and less available wines that these producers have to offer. By ordering the wines 'ahead' (they are always still in barrel when we commit to purchasing) you achieve two things: one, the product itself. And secondly, by securing volumes in advance, we are able to negotiate some very sharp prices, ensuring that you come out well ahead by the time the wines reach our shores.

The basic process goes something like this. We receive notification from our various producers when they are ready to offer their most recent vintage for sale. Having kept a close eye on what the vintage conditions have been like, and also having access to the opinions of some of the world's top wine experts, who regularly taste clarets and burgundies as soon as they are in barrel, we are able to make an accurate assessment of the wines' quality and therefore their 'market' price.

We collate a list of what wines are available and what their price will be, and offer these wines to our customers. At the end of the en primeur season, we then receive a part payment from you to ensure your commitment to the wines. *No further payment is required of you until the wines land in New Zealand.* 

And this is where the dividends are rich for those prepared to wait. While you have only paid part of the final price up front, the overall price will only change from any shifts in freight costs or exise exchange rates - usually minimal, if at all. As many of you will know when dealing with Bordeaux, once news of the quality of the vintage is made public, the prices start to soar. Add in inflation and other contributing monetary factors and you will find that the retail price of the wine you purchased is often up to double what you have paid for it en primeur.

On top of that, we are offering wines that often simply do not make it to the market. With the likes of Mouton Rothschild and Latour, we are sometimes able to secure tiny quantities of these, the world's greatest reds. Very few companies can access such prime product, let alone secure it at a reasonable price. The time that lapses between ordering and delivery is usually about eighteen months. Our wines are all shipped in secure



refrigerated containers by shipping agents with whom we have long been associated. Once the wines arrive and you have made your final payment, we can have them delivered to you or you can pick them up from our Victoria Park or Thorndon Quay stores. You simply sit back and wait for the wines. We generally offer en primeur between April and June, and give you plenty of forewarning so that you can make an informed decision about what you would like to order.

En primeur is a very quick process; as we are offered wines they are posted on our website, and we email you a link to the site each time it's updated (during the en primeur season this can be a daily event). To maximise the benefit to you, it's important that we get the information to you quickly, and email is the most efficient way of doing this. We also fax daily. It's advisable to register online now, so that as information on the vintage becomes available and the offers flood in, we can pass them on.

So, there is a sketch of how en primeur works. A huge number of our customers already take advantage of this fantastic system; if you, too, are interested, go to www.glengarry.co.nz for further information, or call Chris Williams or Marcus Pickens in Auckland on 09-379 3740 or Phil Rowe in Wellington on 04-472 7051. It's worth the wait.

## BORDEAUX

We'll be offering wines from the 2004 vintage this year. The 2001 wines offered in 2002 are here now; buy some while you deliberate on what to order from 2004! See our introductory price offer below.

#### 40530 Château Domeyne Cru Bourgeois Saint-Estèphe 2001

Our Normal Retail \$35.95 In 2001 en primeur total price \$25.14 While you wait, buy it now for \$30.95

#### 41798 Château Fourcas Hosten Listrac-Médoc 2001

Our Normal Retail \$35.95 In 2001 en primeur total price \$23.99 While you wait, buy it now for \$30.95

#### 41664 La Petite Eglise Pomerol 2001

Our Normal Retail \$62.95 In 2001 en primeur total price \$46.30 While you wait, buy it now for \$54.95

41622 Château Bourgneuf Pomerol 2001

Our Normal Retail \$84.95 In 2001 en primeur total price \$58.33 While you wait, buy it now for \$73.95

41818 Château Gruaud Larose Saint-Julien 2001 Normal Retail \$120.95 In 2001 en primeur total price \$82.83 While you wait, buy it now for \$104.95

#### 42031 Château Lamothe Despujois Sauternes 2001

Our Normal Retail \$90.95 In 2001 en primeur total price \$59.88 While you wait, buy it now for \$78.95



Burgundy is a corridor of vinous diversity producing some of the world's finest reds and whites. The region has a challenging continental climate that can vary considerably from Chablis in the north to Beaujolais, 170 kilometres to the south, and it delivers wines that are singularly expressive of their origins. Its best have a mystical, hedonistic, sensual allure that has wine lovers the world over salivating at the prospect of a great vintage; 2002 was such a vintage and the wines are sublime.

Burgundians rate the 2002 wines, of even the simplest appellations, the best overall in the last decade. The white wines are beautifully balanced with firm finishes, while the reds are magnificently-structured and display superb varietal character. The finest are exceptional.

The 2002 burgundies are destined to join the pantheon of the greatest wines of the last twenty years. World demand will be very high; we suggest you get in quickly.

- 41401 Domaine Anne Gros Bourgogne Blanc Cuvée Marine 2002 Our Normal Retail \$46.95 Now \$42.95
- 41125
   Domaine Michel Gros Bourgogne Hautes Côtes de Nuits 2002

   Our Normal Retail \$33.95
   Now \$29.95
- 41004 Domaine Gros Frère et Soeur Bourgogne Rouge 2002 Our Normal Retail \$37.95 Now \$32.95
- 42342 Domaine de Courcel Bourgogne Pinot Noir 2002 Our Normal Retail \$41.95 Now \$35.95
- 42340 Domaine de Courcel Les Vaumuriens Pommard 2002 Our Normal Retail \$80.95 Now \$69.95
- 42339
   Domaine de Courcel Grand Clos des Épenots Premier Cru 2002

   Our Normal Retail \$106.95
   Now \$92.95

## 2 Shepers

#### Sacred Hill Helmsman Hawkes Bay Cabernet Merlot 2002

Cellar for 5-10 years was \$44.95 now \$39.95

Using traditional Bordeaux winemaking techniques that included malolactic fermentation in new French oak barrels and 20 months maturation, Tony Bish has extracted the best from his hand-harvested, Gimblett Gravels grapes. The bouquet evokes concentrated plum and currant aromas, hints of coffee and cinnamon supported by cedary oak. Nicely weighted and beautifully poised, with warm, generous dollops of berry fruit and traces of chocolate bound in a sumptuous texture. The flavours linger endlessly.



Domaine Bourillon-Dorléans Vouvray Demi-Sec 2003

Cellar for 5-7 years was \$29.95 now \$26.95

In its Loire Valley home, Chenin Blanc soars above every other variety when it comes to quality and versatility. In the Vouvray Appellation it produces a plethora of styles ranging from steely dry to botryised to sparkling. Perhaps the most characteristic are the demi-sec or medium dry, like this impressive wine from one of the region's best producers. Fresh and buoyantly fruity with a spice-edged tropical bouquet, it develops on the palate to display a solid core of fruit balanced by a refreshingly clean finish.

#### d'Arenberg The Dead Arm McLaren Vale Shiraz 2002

Cellar for 3-25 years was \$69.95 now \$64.95

Some old vines are afflicted with a condition that reduces one of its arms to dead wood. This encourages the other arm to produce small volumes of concentrated, highly-flavoured grapes. D'Arenberg's signature red is initially fermented in traditional open tanks, then basket pressed and matured for 22 months in a combination of new American and French barriques. A spectacularly concentrated, multi-layered Shiraz that's powerful, spicy and brimming with peppery plum, blackberry and cinnamon flavours.





## Waipara Hills Canterbury/Marlborough Riesling 2004

was \$19.95 now \$16.95<sub>10384</sub>

A fresh, crisp, stylish Riesling with a lovely fruitladen bouquet that displays limey aromas and floral nuances. Well balanced with ripe forward fruit flavours, it finishes on a slightly sweet note.



## Sacred Hill Whitecliff Pinot Gris 2003

was \$16.95 now \$13.95

was \$20.95 now \$18.95

A delightful food wine, particularly well-suited to summer fare. It has enticing spicy quince and pear aromas and flavours, and the palate is full and generous with a fresh hint of citrus.

Fairhall Downs

A fruit-driven style that oozes class. The bouquet

showcases lovely peachy characters laced with sweet oak nuances. Full, fresh and complex, it has

a hint of butterscotch and creamy, smooth finish.

Cabernet Sauvignon 2001

plum, blackberry, chocolate and spicy oak

aromas and flavours are beautifully integrated.

Marlborough Chardonnay 2003



FAIRHAU DOWN

Te Mata Woodthorpe Hawkes Bay Chardonnay 2004

#### was \$24.95 now \$18.95

Finely-crafted, smooth in texture and generously flavoured, with a complex bouquet displaying ripe stonefruit aromas enhanced by spicy oak. Delicious citrus flavours wrapped in a buttery texture.



**Akarua** The Gullies Central Otago Pinot Noir 2003

#### was \$34.95 now \$29.95

Blossoms with black cherry and cassis aromas. A marvellous undercurrent of concentrated berry flavours with hints of cinnamon and clove and subtle oak nuances that persist on to a fine finish.



#### Lake Chalice 6

Marlborough Sauvignon Blanc 2004

### was \$18.95 now \$14.95

Lively and sporting vivid aromas of passionfruit, gooseberry and fig. A stylish, fresh, well-balanced wine, slightly herbal in style, with enough zingy



acidity to carry the weighty tropical fruit flavours. 8



Ingoldby McLaren Vale Shiraz 2003

was \$21.95 now \$16.9520155



_	
10	Santa Margherita
	Valdadige Pinot Grigio 2003

is on ripe spicy fruit flavours wrapped around a

satin texture and flanked by firm, gentle tannins.

was \$22.95 now \$19.95

Excellent as an aperitif and great with food. The bouquet exhibits subtle hints of spice and herbs. The palate is delicately balanced, with pear-like, spicy characters enhanced by a lively lemon finish.



**BUNAN** Côtes de Provence Bélouvé Rouge 2002

was \$22.95 now \$17.9542750

9

The most appealing aspect of this wine is its restraint, with raspberry, plum, hints of liquorice and spicy aromas and flavours elegantly combining from the first whiff right through to the finish.



#### was \$29.95 now \$24.95 A wonderfully structured, big-hearted red aged for 20 months in French and American oak. The and pepper aromas on the nose. The emphasis





2 Case Offer

Join our Case Plan by registering online at www.glengarry.co.nz or fill out the back page of this publication and freefax it to 0800 106 162, or just call us on 0800 733 505

Like to receive a regular supply of guaranteed-quality wines at an affordable price, but don't know how to go about it? Here at Glengarry we're ready and waiting to help you out; join up to the Glengarry Case Plan now and simply leave the rest to us. Choosing a wine club can be a minefield, when it comes to what you end up with for your dollar. With the Glengarry Case Plan, you can be confident that you'll be receiving a regular supply of wines stamped with our own guarantee of quality and value - there is no hit-and-miss here. We have it covered, from our low-cost value packs through to our premium case selections. There are nine Case Plans to choose from - enough to satisfy a wide variety of tastes. You can of course order a one-off case of wine, but why not sign up, and on a one-monthly, two-monthly or threemonthly basis, we will pack up a special case selection and deliver it for you to enjoy. We guarantee your selection will never cost you more than the maximum stated, and rest assured - our expert buyers are determined to always find you something that's different and exciting, without compromising on either the quality or the exceptional value for money.



## Mixed Case \$120<sub>65727</sub>

Mixed Case price will never exceed \$120

- 2x De Bortoli First Block Cabernet Merlot 2003
  - 2x Matua Valley Settler Series Sauvignon Blanc 2004
- 2x Backyard Gisborne Chardonnay 2002
- 2x Deakin Estate Shiraz 2002
- 2x Freixenet Cordon Negro Cava Brut Non Vintage 2x Georges Duboeuf Côtes du Ventoux Rhône Red 2001



## Value White Case 168,5728

#### Value White Case price will never exceed \$168



2x Cairnbrae The Stones Marlb. Sauvignon Blanc 2004 2x Jackson Estate Marlborough Dry Riesling 2002 2x Brookfields Bergman Hawkes Bay Chardonnay 2004 2x Pencarrow Martinborough Sauvignon Blanc 2004 2x Akarua Central Otago Unoaked Chardonnay 2004 2x Gunn Estate Pinot Gris 2003



## **Premium White Case** 240 65730

Premium White Case price will never exceed \$240



- 2x Hewitson Eden Valley Riesling 2004 2x Jackson Estate Marlborough Sauvignon Blanc 2004 2x Eskdale Hawkes Bay Gewürztraminer 2002 2x Kim Crawford Tietjen Bryant Chardonnay 2004 2x 3 Terraces Pinot Gris 2004
- 2x Stony Batter Gravestone Sauvignon Blanc 2002

## **Friday Night Drinks** \$120<sub>65738</sub>

Friday Night Drinks Case price will never exceed \$120

3x Torea Marlborough Chardonnay 2004 3x Kim Crawford Hawkes Bay Merlot 2003 12x DB Export Gold 330ml Bottles 1x Eta Ripples Ready Salted Chips 150g Bag 1x Eta Salted Cashews 100g Bag 1x Master FoodS Salsa Dip 300g Jar

# 168,5729

## Value Red Case

#### Value Red Case price will never exceed \$168



2x Sacred Hill Basket Press Merlot Malbec 2003 2x Domaines Bunan Côtes de Provence Rouge 2002 2x Brookfields Ohiti Estate Cabernet Sauvignon 2004 2x Deen De Bortoli Vat 9 Cabernet Sauvignon 2002 2x Tyrrell's Brokenback Hunter Valley Shiraz 2001 2x Georges Duboeuf Vin de Pays D'OC Pinot Noir 2000



Premium Red Case price will never exceed \$240



2x Hewitson Miss Harry Barossa GSM 2003 2x Lake Chalice Black Label Merlot 2003 2x Akarua The Gullies Central Otago Pinot Noir 2003 2x Chapel Hill Cabernet Sauvignon 2001 2x Ingoldby McLaren Vale Shiraz 2003 2x Sacred Hill Central Otago Vineyards Pinot Noir 2003





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