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### 100% COMMITTED TO EXCELLENCE

Tucked away in a remote corner of the globe is a place of glorious unspoiled landscapes, exotic flora and fauna, and a culture renowned for its spirit of youthful innovation. New Zealand is a world of pure discovery, and nothing distills its essence more perfectly than a glass of New Zealand wine.

New Zealand’s wine producing history extends back to the founding of the nation in the 1800’s. But it was the introduction to Marlborough’s astonishing Sauvignon Blanc in the 1980’s that saw New Zealand wine receive high acclaim and international recognition.

And while Marlborough retains its status as one of the world’s foremost wine producing regions, the quality of wines from elsewhere in the country has also achieved international acclaim.

Our commitment to quality has won New Zealand its reputation for premium wine.

We hope you find the materials of value to your personal and professional development.

### RESOURCES AVAILABLE

**NEW ZEALAND WINE RESOURCES**  
New Zealand Wine DVD  
New Zealand Wine Maps  
New Zealand Wine Overview Guide  
New Zealand Wine Sustainability Guide  
Regional Guide - Auckland  
Regional Guide - Canterbury/ Waipara Valley  
Regional Guide - Central Otago  
Regional Guide - Gisborne  
Regional Guide - Hawke’s Bay  
Regional Guide - Marlborough  
Regional Guide - Nelson  
Regional Guide - Wairarapa  
Varietal Guide - Chardonnay  
Varietal Guide - Merlot, Cabernet Sauvignon Blends  
Varietal Guide - Pinot Gris  
Varietal Guide - Pinot Noir  
Varietal Guide - Riesling  
Varietal Guide - Sauvignon Blanc  
Varietal Guide - Syrah
HISTORY OF WINEMAKING

The earliest history of planting vines (vitis vinifera) in New Zealand dates back to 1819 when Samuel Marsden, a missionary to New Zealand, arrived in Kerikeri, Northland with 100 vines that he went on to plant at the mission station.

In the 1840’s, British resident, James Busby made the first recorded wine in New Zealand. The grapes were from a small vineyard that he planted at Waitangi and it was his enthusiasm for grape growing that went on to encourage others to follow in his footsteps.

There were a number of significant immigrants to New Zealand from Europe that went on to set up vineyards in different regions across the country. They each contributed in their own right to the very early establishment of vineyards and winemaking in New Zealand.

During the 1940’s, phylloxera destroyed many vineyards in New Zealand and some winegrowers thought that the vinifera hybrid wasn’t suitable for growth in New Zealand and decided to replace them with the hardier European-American hybrid vines. Unfortunately, even though these vines were more resistant to disease the quality of grapes was inferior.

It wasn’t until the 1960’s that the vitis vinifera vines made a comeback in New Zealand and high quality wines were again produced. Shortly after there was also a switch from fortified wines to table wines in New Zealand.

In 1983, Müller Thurgau was the most planted white grape variety and Cabernet Sauvignon the most planted red variety. Since then, there has been a definite change in grape varieties planted in New Zealand.

Sauvignon Blanc is now the most widely planted white variety with Chardonnay following in second place. Other white varieties such as Pinot Gris, Riesling and Gewürztraminer have dramatically increased their production levels and lesser known varieties such as Viognier are now being grown in small quantities.

Cabernet Sauvignon production levels have remained constant, however, a surge in production of Pinot Noir has meant this variety has taken over the role of the most widely planted red variety in New Zealand. Merlot is another red variety that has grown considerably, along with the emergence of Syrah.
# HISTORY OF WINEMAKING TIMELINE

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1819</td>
<td>First vines planted in Northland</td>
</tr>
<tr>
<td>1840</td>
<td>James Busby produces New Zealand’s first wine at Waitangi</td>
</tr>
<tr>
<td>1840’s</td>
<td>New immigrants from Europe arrive and set up vineyards in Canterbury and Nelson</td>
</tr>
<tr>
<td>1895</td>
<td>New Zealand government commissions a report on the prospects of winegrowing in New Zealand encouraging a rush to plant vines</td>
</tr>
<tr>
<td>1900’s</td>
<td>New Zealand government invests in research, viticulture and phylloxera resistant vines</td>
</tr>
<tr>
<td>1950’s</td>
<td>New immigrants from Europe arrive and enthusiasm for food and wine increases</td>
</tr>
<tr>
<td>1960’s</td>
<td>Total area under vine is 387 hectares, producing 4.1 million litres</td>
</tr>
<tr>
<td>1970’s</td>
<td>The demand for quality wine increases and many hybrid vines are replaced with classical varieties that are grafted to phylloxera resistant rootstock</td>
</tr>
<tr>
<td>1973</td>
<td>Montana sets up in Marlborough and this region becomes the largest grape growing area of New Zealand with Sauvignon Blanc as a premium variety</td>
</tr>
<tr>
<td>1980’s</td>
<td>The New Zealand wine industry begins to promote itself overseas</td>
</tr>
<tr>
<td>1990’s</td>
<td>130 registered wineries with total vineyard area of 6,000 hectares and total production of 57.7 million litres. New Zealand wines achieve export success in Europe, the USA and Asia</td>
</tr>
<tr>
<td>1994</td>
<td>64% of all wine exports are to the UK</td>
</tr>
<tr>
<td>2000’s</td>
<td>358 registered wineries, area under vine has doubled within 10 years</td>
</tr>
<tr>
<td>2001</td>
<td>Screwcap initiative launched to promote and educate producers on the benefits of screwcap closure as a quality alternative to cork</td>
</tr>
<tr>
<td>2002</td>
<td>New Zealand exports to the UK, the USA and Australia reach over NZ$200 million</td>
</tr>
<tr>
<td>2012</td>
<td>703 registered wineries with the total production 194 million litres and exports at NZ$1.2 billion in value</td>
</tr>
</tbody>
</table>
WINE PRODUCTION & EXPORTS

By world standards New Zealand’s production capacity is tiny, accounting for less than 1% of total volume at 194 million litres. During the 1990’s there were just 130 registered wineries, and today there are 703 wineries, 90% of which export to international markets.

NEW ZEALAND PRODUCING VINEYARD AREA
(TOTAL Producing hectares 34,270)*

<table>
<thead>
<tr>
<th>Region</th>
<th>Hectares</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marlborough</td>
<td>22,590</td>
</tr>
<tr>
<td>Hawke’s Bay</td>
<td>4,841</td>
</tr>
<tr>
<td>Central Otago</td>
<td>1,787</td>
</tr>
<tr>
<td>Gisborne</td>
<td>1,617</td>
</tr>
<tr>
<td>Canterbury/Waipara Valley</td>
<td>1,197</td>
</tr>
<tr>
<td>Nelson</td>
<td>963</td>
</tr>
<tr>
<td>Wairarapa/Wellington</td>
<td>942</td>
</tr>
<tr>
<td>Auckland/Northland</td>
<td>320</td>
</tr>
<tr>
<td>Waikato/Bay of Plenty</td>
<td>16</td>
</tr>
</tbody>
</table>

* SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012

KEY VARIETIES
(PLANTED HECTARES)*

<table>
<thead>
<tr>
<th>Variety</th>
<th>Hectares</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sauvignon Blanc</td>
<td>19,930</td>
</tr>
<tr>
<td>Pinot Noir</td>
<td>5,096</td>
</tr>
<tr>
<td>Aromatic Varieties</td>
<td></td>
</tr>
<tr>
<td>Pinot Gris</td>
<td>2,396</td>
</tr>
<tr>
<td>Riesling</td>
<td>719</td>
</tr>
<tr>
<td>Gewurztraminer</td>
<td>331</td>
</tr>
<tr>
<td>Chardonnay</td>
<td>1,321</td>
</tr>
<tr>
<td>Merlot/Cabernet &amp; Syrah</td>
<td></td>
</tr>
<tr>
<td>Merlot</td>
<td>1,196</td>
</tr>
<tr>
<td>Cabernet Sauvignon</td>
<td>354</td>
</tr>
<tr>
<td>Syrah</td>
<td>354</td>
</tr>
<tr>
<td>Other</td>
<td>841</td>
</tr>
</tbody>
</table>

* SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012

EXPORT VOLUME AND SALES

**Export Value - Global ($NZ FOB)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>1.2 Billion</td>
</tr>
<tr>
<td>2009</td>
<td>800</td>
</tr>
<tr>
<td>2010</td>
<td>600</td>
</tr>
<tr>
<td>2011</td>
<td>400</td>
</tr>
<tr>
<td>2012</td>
<td>200</td>
</tr>
</tbody>
</table>

**Export Volume - Global (Millions of Litres)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Volume (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>88.6</td>
</tr>
<tr>
<td>2012</td>
<td>178.9</td>
</tr>
</tbody>
</table>

SUSTAINABILITY POLICY

Under New Zealand Winegrowers’ Sustainability Policy, wine must be made from 100% certified grapes in winemaking facilities that are independently audited and certified. Recognised certification programmes include AsureQuality, BioGro-NZ, Demeter, ISO 140001 and New Zealand Winegrowers’ own certification programme, Sustainable Winegrowing New Zealand®, SWNZ®.

Over 94% of vineyard area in New Zealand is operating under this independently audited sustainability programme, demonstrating a commitment to quality.

BIODIVERSITY

Without the wealth we’re able to harvest from animals, plants and microorganisms, humans couldn’t survive. New Zealand wine producers cultivate and nurture diversity in the vineyard.

SOIL, WATER, AIR

Blessed with an array of distinctive soils, abundant fresh water and famously clear air, our wine producers go to great lengths to take care of these treasures.

ENERGY

Even though New Zealand draws most of its electricity from renewable sources, the high energy demands of wine production sees the industry employing reduction strategies in all activities.

CHEMICALS

The world expects a certain quality from New Zealand wine; to maintain standards we need to mitigate against disease and pests. Chemical use on the vineyard, however, is the last resort.

BYPRODUCTS

Reduce, reuse and recycle are the watchwords in New Zealand vineyards and wineries. Many byproducts are now routinely diverted from the waste stream and turned to beneficial use.

PEOPLE

A sustainable wine industry is for the benefit of people, and its success depends on delivery by people. New Zealand wine producers take their community responsibilities seriously.

BUSINESS

Sustainable practices enable wine producers to add value in a number of meaningful ways, while also making long-term cost savings. These practices are therefore critical to the legacy of our wine industry.
NEW ZEALAND WINE LABELLING LAWS & EXPORT CERTIFICATION

LABELLING

New Zealand wine labels must comply with mandatory wine labelling requirements outlined in the Australia-New Zealand Food Standards Code. Some key mandatory requirements are:

• **The volume of wine:** The volume of wine must be on the front label; that is, the label that is the main face and that is exposed to the consumer.

• **The percentage of alcohol and the number of standard drinks per bottle:** New Zealand law requires that the label of any alcoholic beverage must convey the number of ‘standard drinks’ per bottle. This is designed to assist the consumer in monitoring how many units of alcohol they have consumed, rather than the number of beverages, as alcohol levels in wine and other alcoholic beverages can vary.

• **The country of origin:** The label must state which country the wine comes from. And, in the unusual yet occasional situation when some wine from another country is blended in with a New Zealand wine, this must be stated on the label.

• **The 85% rule for grape variety, vintage and area of origin:** The rules for label statements about grape variety, vintage and area or origin are collectively known as ‘the 85% rule’. If a label states the wine is from a particular grape variety, vintage or area, then at least 85% of that wine must be from that variety, vintage or area.

• **Any additives or processing aids:** From 2003, all wine labels must state all additives used in the winemaking process. The reason behind this is to warn anyone who has an allergic reaction to any of these products. Consequently, you may find reference to egg products (egg whites), beef tissue (gelatin) or fish tissue (isinglass) on a wine label. These processing aids are sometimes used to clarify the wine and, although it is very unlikely that any of these products remain after the wine has been racked, filtered and bottled, they must be listed on the label.

All grape wine samples submitted for export eligibility approval will undergo a sensory evaluation to ensure that the wine is free from obvious fault. Each consignment of wine that meets export eligibility requirements will be issued with an Export Eligibility Statement and unique identifier. This confirms to New Zealand Customs Service that the wine is approved as eligible for export.

WINE CLOSURES

Cork has been the most common means of stoppering wine for centuries, however the introduction of screwcaps provided an alternative means of sealing wines.

In 2001, the Screwcap Wine Seal Initiative was set up in New Zealand to promote the use of screwcaps as an alternative method of stoppering wine.

SCREWCAP FACTS

• Over 90% of New Zealand wines are under screwcap
• User-friendly, easy to open and easy to reseal
• Screwcap bottles can be stored upright
• Screwcaps are far more resistant to damage caused by fluctuating temperatures
• Screwcaps remove the risk of cork taint and eliminate the risk of the wine oxidising under a faulty cork
• The screwcap has an inert, food grade polymer substance at the base of the cap so it doesn’t affect the taste of the wine
• Early drinking wines retain their freshness longer under screwcaps
• Wines that require cellaring will still age under screwcaps as there is sufficient oxygen in the head space inside the bottle for maturation to occur. However, ageing may take longer under screwcap

CORK FACTS

• Cork is the thick, lightweight outer bark of the cork oak Quercus suber which grows mainly in Portugal, Spain, southern France, Italy and north-west Africa
• Cork is harvested by stripping the bark from the tree every nine years. It doesn’t harm the tree and a tree can be harvested 16 times over its lifespan
• Cork is elastic as well as biodegradable
• Cork shouldn’t adversely affect the taste of wine
• Cork doesn’t provide an absolute seal therefore allowing oxygen to slowly enter the wine over time and aid the ageing process
• Corks need to be kept moist so if cellaring a wine for more than 2 months it needs to be stored on its side to prevent the cork from drying out
• The cork industry is persevering with research aimed at eliminating the cork taint problem
SECTION 2: REGIONS

There are 10 main wine growing regions in New Zealand, each showing great diversity in climate and terrain.

No region is more than 130 kilometres (80 miles) inland and the proximity of vineyards to the ocean has a pronounced effect on the character of New Zealand wines. Mild, sunny summers and marked differences between day and night time temperatures in many regions slow the ripening of the grapes and allow them to develop pure, intense varietal flavours. This is the foundation of New Zealand wines’ elegance and power, and helps explain their famed balance, structure and food friendliness.

And with growing regions extending 16,00 kilometres (1,000 miles) — from latitude 35° South in the subtropical north to latitude 46° South in the mountainous south (the most southerly vineyards in the world) — regional diversity is dramatic, enabling a striking array of wine varieties and styles to flourish.
WINE REGIONS OF NEW ZEALAND

NORTH ISLAND
- Waikato/Bay of Plenty
- Northland
- Auckland
- Waiheke Island
- Gisborne
- Hawke's Bay

SOUTH ISLAND
- Wellington
- Wairarapa
- Martinborough
- Marlborough
- Waipara Valley
- Canterbury
- Christchurch
- Waitaki
- Central Otago
- Queenstown

Latitude
- 36° South
- 38° South
- 40° South
- 42° South
- 44° South
- 46° South
AUCKLAND & NORTHLAND

KEY VARIETIES: Cabernet Sauvignon/ Merlot Blends

A large, important and very diverse region, Auckland is home to New Zealand's biggest wine companies and tiny boutique vineyards, both of which produce some of its finest wines.

Established in the early 1900’s by Croatian, Lebanese and English winemakers whose legacy and names endure today; Babich, Brajkovich, Corbans, Delegat’s, and Nobilo to name just a few, current production is considerably smaller than it once was. However the region’s collective experience, the presence of significant wine companies and the exciting range of high quality wines continue to make this an important region.

Home to powerful, intense reds – Cabernet Sauvignon/ Merlot Blends in the north and on Waiheke Island (which also has thrilling Syrah) – plus world class Chardonnay and fine Aromatics, the modern Auckland wine industry continues to shine.

Northland is one of New Zealand’s smallest wine regions. The first vines in New Zealand were planted in the Bay of Islands by the missionary, Reverend Samuel Marsden in 1819. In the late 1800’s, the Croatian gumdiggers arrived in Northland, bringing their European tradition of winemaking. This has been the foundation of the New Zealand wine industry, with many of today’s successful wine companies able to trace their lineage back to Northland.

In terms of wines styles, the region’s tropical Chardonnays, popular Pinot Gris and vibrant Viogniers are leading the white wine growth, whilst red wines include spicy Syrahs, stylish Cabernet/Merlot blends, peppery Pinotages and complex Chambourcin.

CLIMATE - AUCKLAND

Warm and relatively humid for the most part, rainfall (which decreases moving eastward) can be high some seasons; ripening grapes is generally not a problem but disease pressure can be, lessened by site selection and viticulture techniques. Waiheke Island’s Hauraki Gulf location gives it a particularly distinct climate, being both drier, warmer and assisted by cooling sea breezes.

CLIMATE - NORTHLAND

Its northern location and closeness to the sea (nowhere is the sea more than 50 kilometres away) give the Northland region an almost subtropical climate – humid, sunny and warm. With the country’s highest average annual temperature, the total amount of heat available to the vines to ripen their grapes during the growing season is greater in Northland than in any of the country’s other wine regions.

SOIL TYPES AND SUB-REGIONS - AUCKLAND

Spread across a large, geographically diverse area, the Auckland wine region encompasses the distinctive vineyard island of Waiheke, the historic West Auckland sub-regions of Henderson/Kumeu/Huapai/Waimauku and stretches north to the coastal enclave of Matakana, and south to Clevedon’s rolling hills.

Whilst difficult to generalise across such varied terroirs, the sub-regions are united by a few common factors; volcanic, clay rich soils, a temperate maritime climate and significantly, proximity to New Zealand’s largest, most economically important city.

Auckland’s extensive volcanic history has overlain its ancient bedrock with much younger material; millennia have then weathered this away to predominately clay soils, though layered sandstone, mudstone and wind-blown silt are also common.
**WAIHEKE ISLAND:** The picturesque island location of Waiheke both defines its boundaries and contributes to its unique terroir. The warm, dry maritime climate promotes intensity, varietal depth and purity of fruit. Long renowned for its exciting Cabernet Sauvignon/Merlot Blends, Syrah is a rising star, fresh, elegant and silky, though a range of other varieties from Montepulciano to Petit Verdot, Chardonnay and Viognier also do well.

**MATAKANA:** Approximately an hour’s drive north of Auckland is Matakana’s pretty rolling hills, a most welcoming area for wine tourists. Vines are relatively recent but produce stylish Pinot Gris, Chardonnay and Cabernet Sauvignon/Merlot Blends. The climate is balmy and humid, testing for viticulture, yet careful site selection and vine husbandry ensures warm, spicy wines with good body and texture.

**WEST AUCKLAND:** Redolent in history and a source of some of the country’s best wines - a trip ‘out west’ is mandatory for wine lovers. Fertile soils and warm, humid weather are challenging but experience counts and numerous wines regularly receive international awards. Chardonnay and Merlot are highlights though the range is broad.

**SOIL TYPES - NORTHLAND:**

Soils are mainly clay rich loam soils over a sub-soil of compact clay, with most of the region’s land lying below 150 metres.

**REGIONAL OVERVIEW: PLANTINGS & STYLES**

**PINOT GRIS**

**30ha**

Grown throughout the region but particularly strong in Matakana, which produces fleshy, weighty wines with spicy, ripe stonefruit and pear aromas and flavours.

**SYRAH**

**42ha**

Sophisticated, intense wines flow from Waiheke where the excitement is building about its aromatic, elegant, pure-fruited expression of the variety.

**CHARDONNAY**

**62ha**

Varying styles of weighty, ripe wines with tropical flavours and fresh, balanced acidity are common throughout the region; Kumeu sees the variety reach a refined zenith.

**RED BLENDS**

**110ha**

- **MERLOT** - **44ha**
- **CABERNET SAUVIGNON** - **24ha**
- **CABERNET FRANC** - **22ha**
- **MALBEC** - **15ha**
- **PETIT VERDOT** - **5ha**

Stylish Red Blends are common throughout the region; Merlot generally performs best on the heavier soils. Dense yet elegant, commanding acclaim and frequently very high prices.

*SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012*
WAIKATO/ BAY OF PLENTY

The Waikato and Bay of Plenty regions south of Auckland represent small but steadily expanding vineyard plantings that occupy scattered pockets of land amidst rolling farmland.

CLIMATE

The region enjoys a moderately warm climate by New Zealand standards.

SOIL TYPES

Soils of heavy loams over clay sub-soils.

---

0.007

TOTAL PRODUCTION (000 TONNES, 2012)*

16.1

TOTAL PRODUCING HECTARES (2012)*

>1%

PROPORTION OF TOTAL NZ WINE PRODUCTION (TONNES, 2012)*

REGIONAL OVERVIEW: PLANTINGS & STYLES

- PINOT NOIR: 5ha*
- SAUVIGNON BLANC: 1.2ha*
- GEWÜRZTRAMINER: 1.6ha*
- CHARDONNAY: 4.4ha*
- MERLOT: 1.2ha*

*SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012
GISBORNE

KEY VARIETIES: Chardonnay

The mix of high sunshine, verdant landscapes, fascinating history, a laidback lifestyle and an exciting range of wine styles makes Gisborne a beguiling destination for the wine traveller.

Rich in history, Gisborne can claim Captain Cook’s first landfall as well as being the first place in New Zealand to see the sunrise. Vines were first planted in the 1850’s with the modern industry soundly established from the 1960’s onwards, when Montana (now Pernod Ricard NZ), Penfolds and Corbans built wineries. Large producers still feature but Gisborne is also home to small scale quality producers and entrepreneurial growers experimenting with new varieties and sites.

Gisborne is New Zealand’s third largest producer, though its relatively remote location has given a lower profile than size would suggest. Those making the journey east are rewarded with a diverse range of wines from flavoursome entry level to critically acclaimed biodynamic classics. A dynamic food and wine scene completes the picture.

Chardonnay is the dominant variety and enjoys great success, with distinctive Aromatics a close second though a very wide range of red and white varieties are successfully established and new varieties always trialled.

CLIMATE

High sunshine hours and a warm climate (regularly recording some of the highest sunshine hours and temperatures in New Zealand) see Gisborne’s grapes frequently the country’s first to be harvested. Late summer/autumn rainfall can test producers but recent advances in viticultural techniques and site selection make this less of an issue. Surrounding ranges provide inland shelter, coupled with sea breezes.

REGIONAL OVERVIEW: PLANTINGS & STYLES

<table>
<thead>
<tr>
<th>VARIETY</th>
<th>PLANTINGS</th>
<th>STYLES</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHARDONNA Y</td>
<td>804ha*</td>
<td>Highly aromatic, with rich, lush palates bursting with fruit. Delicious simple early-drinking styles a specialty, though the top, most intense wines have real longevity.</td>
</tr>
<tr>
<td>AROMATICS</td>
<td>550ha*</td>
<td>Gewürztraminer a highlight with well textured, strongly aromatic, spicy wines; some excellent perfumed Riesling and Chenin Blanc; promising Pinot Gris and Viognier.</td>
</tr>
<tr>
<td>M ERLOT</td>
<td>69ha*</td>
<td>Can be challenging in the climate but drier years give fleshy, flavoursome reds. Other heavier red varieties such as Malbec enjoy success in carefully chosen sites.</td>
</tr>
<tr>
<td>SAUVIGNON BLANC</td>
<td>57ha*</td>
<td>Very tropical, ripe and bold styles with broad palates, though earlier picked styles can be lighter, herbaceous and zesty.</td>
</tr>
</tbody>
</table>

SOIL TYPES AND SUB-REGIONS

The youthful, very hilly landscape fans out into the lush lowland flood plains of the Waipaoa River; giving a mix of clay and silt loams with fine silt river loams (giving aromatic wines), and heavier clay soils on the plains (fleshier wines). Site selection has moved away from very fertile flood loams towards the higher, better drained parts of the plains and foothills.

ORMOND: North of the city, where the river valley narrows into the Raukumara Ranges, are sites of Gisborne’s original plantings and some of today’s best vineyards and wines. Warmer, slightly drier with silt loams prevailing. Home to ‘The Golden Slope’, a 10km elevated, gently sloping, free draining, sandy escarpment with limestone influenced topsoil, producing some of Gisborne’s best Chardonnay.

PATUTAHI: Around one third of the region’s vines are here, a legacy of Montana’s strong expansion. A warmer inland site to the west of the city, with lower rainfall (on average 30% less) and well draining higher and sloping clay and silt soils. Very good Gewürztraminer though a wide range of varieties overall - richly flavoured with good texture and body.

MANUTUKE: Vines first established in the 1890’s. South of the city, closer to the coast and enjoys sea breezes. Well drained sandy, silt soils with some heavier complex Kaiti clay to the hillier west suiting Chardonnay. Closer to the river, conditions can be ideal for botrytised wines as well as finely textured aromatic wines.
HAWKE’S BAY

KEY VARIETIES: Cabernet Sauvignon/ Merlot Blends - Syrah - Chardonnay

New Zealand’s second largest wine region, sunny Hawke’s Bay has been an abundant source of fine wine since 1851; its well established wine tourism trail also showcases the region’s Art Deco architecture (mainly in Napier city) and artisan producers.

Hawke’s Bay’s benign climate and high sunshine hours have long established the region as ideal for fruit growing. Vines were first planted in 1851 by Marist missionaries and the region enjoys a significant international reputation for producing some of the country’s best wines, red and white.

A relatively large and diverse region capable of producing a wide range of varieties to a very high standard, Hawke’s Bay is best known for its Cabernet Sauvignon/ Merlot Blends and Chardonnay, but aromatic whites are consistently good and Syrah is increasingly impressive. The climate and lengthy growing season also allows regular production of successful dessert styles. New varieties are continually trialled.

The numerous wineries and vineyards encompass both large multi-regional entities and tiny family owned boutique producers; all share a commitment to making great wine.

With its lengthy history and verdant, productive landscape, Hawke’s Bay is home to an outstanding wine tourism culture and offers a wide variety of cellar door experiences as well as regular food and wine festivals.

REGIONAL OVERVIEW: PLANTINGS & STYLES

CHARDONNAY
994ha*
Flagship white variety with excellent fruit intensity and complexity. Wines are full-bodied, lengthy, almost opulent but with finely tuned acidity balancing the richness.

SAUVIGNON BLANC
1,015ha*
Rich, tropical fruit laden wines, underpinned by bright acidity, they often seen a degree of oak fermentation or maturation, adding complexity and body.

PINOT GRIS
497ha*
Aromatic, spicy, bold ripe wines with balanced acidity and good body, retaining excellent varietal character and freshness.

SYRAH
282ha*
An exciting variety showing great distinction, gaining strength as sites and clones are refined. Wines are perfumed, elegant with ripe fruit, supple tannins and lingering spice.

RED BLENDS
1,475ha*
Merlot - 1,036ha* Cabernet Franc - 83ha*
Red Blends are highly successful producing wines of great power, elegance and longevity. Merlot is increasingly the higher percentage in blends, offering rich, plummy depths.

CLIMATE

Very sunny, with heat summations somewhere between Burgundy and Bordeaux, the maritime influence tempers hot summer days and permits a long growing season. The surrounding high country offers wind protection though frost can be a risk in some inland areas. Cooler, wet weather can occasionally pose problems in the growing season but free draining soils help reduce its impact.

ANNUAL AVERAGE SUNSHINE
2188 HOURS

ANNUAL AVERAGE RAINFALL
802 mm

TYPICAL SUMMER DIURNAL TEMPERATURE RANGE (JANUARY)
14.5°C/27°C

SOIL TYPES AND SUB-REGIONS

The legacy of four major rivers’ historic meanderings, Hawke’s Bay is a virtual kaleidoscope of soil types, creating significant impact on viticulture and wine styles. The densely planted plains are alluvial over gravelly sub-soils: Havelock North consists of more sandy loams over clay pans while Hastings is surrounded by loamy clays. Red metals and famous arid, stony Gimblett Gravels are noteworthy features, the surrounding rolling hill country is clay and limestone based. Bridge Pa contains the oldest soils on the Heretaunga Plains. These are distinct as they consist of low fertile, free draining alluvium deposit or eroded ash, loess and underlying sediments.

ALLUVIAL PLAINS: Established early and now widely planted, the plains vary as much in soils and meso-climes as they do in varieties and styles. Shaped by rivers and criss crossed with gravel beds, free draining alluvial soils and stony terraces, they fan out between Havelock and Napier, covering the pioneering vineyards of Taradale and Meeanee plus the barren inland Gimblett Gravels/Bridge Pa Triangle area, home to some of the region’s best wines.

COASTAL AREAS: Enjoying a more pronounced maritime influence in addition to the region’s general long growing season, the gravelly coastal vineyards of Bay View to the north and Te Awanga to the south are famed for early ripening reds, crisp Sauvignon Blanc and premium Chardonnay. The cooling sea breezes add elegance and freshness, cellar door settings are picturesque.

HILLSIDES: Increasingly explored for the differences offered in soil and altitude, hillsides also assist with frost protection for more inland sites; they are predominately planted in red varieties. Long established around Havelock North, hillsides in the Maraekakaho and Bay View sub-regions produce high quality wines and as vines extend inland, the Central Hawke’s Bay limestone hills are yielding promising Aromatics and Pinot Noir.
Wairarapa

**KEY VARIETIES:** Pinot Noir

Wairarapa, Maori for ‘glistening waters’, is a compact yet diverse region of boutique producers offering high quality examples of a wide range of varieties.

With a fascinating early settler history, vines were first planted in 1883 though fell victim to the temperance movement in 1905 (a 1903 vintage Masterton wine tasted 82 years later was pronounced “Alive and well...”). Wairarapa’s modern wine history dates from the late 1970’s plantings of Martinborough producers Dry River, Martinborough Vineyard, Ata Rangi and Chifney (now Margrain), some of New Zealand’s most iconic and sought after producers.

A fairly short and scenic drive from Wellington, and a mere 30km from the sea both south and east, Wairarapa offers a range of wine tourism pursuits and pleasures with plenty of unique accommodation and dining options.

A range of styles and varieties are on offer with standout Pinot Noir, Sauvignon Blanc and Aromatics as well as stylish Chardonnay, Syrah and dessert wines.

**CLIMATE**

A semi-maritime climate sheltered by the westerly Tararua Ranges, and exposed to blustery, devigorating winds, Wairarapa experiences cool springs and autumns plus hot summers with cool nights. This wonderful combination of pronounced diurnal differences and a long growing season confers intense varietal character and complexity. Ideal winter/spring rainfall patterns and long, dry autumns create perfect conditions for late harvest and botrytised wines.

**REGIONAL OVERVIEW: PLANTINGS & STYLES**

**AROMATICS**

83ha*

- Pinot Gris - 55ha*
- Riesling - 28ha*

Riesling, Pinot Gris and Gewürztraminer are all successful with the long growing season also allowing for late harvest and botrytised styles. Stylish Viognier also impresses.

**SAUVIGNON BLANC**

316ha*

The region’s best kept secret. Intense and vivid with excellent perfume and poised, mineral textural palates. Good mix of herbaceous and tropical characters.

**CHARDONNAY**

42ha*

Plantings of Chardonnay in the Wairarapa are small in comparison to the grape’s Burgundian sibling, Pinot Noir. The best examples rank with New Zealand’s finest, showing mineral depth, finesse and complexity.

**PINOT NOIR**

478ha*

The region’s flagship red; richly flavoured and warm with a savoury undercurrent whilst retaining perfumed varietal character. Wairarapa Pinots offer texture and depth.

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SOIL TYPES AND SUB-REGIONS

The three main sub-regions of Martinborough, Gladstone and Masterton share broadly similar climate and soils yet also offer subtle differences in character for the discerning palate to explore.

Predominantly silt loam over free draining gravels, some of which can be up to 15m deep courtesy of the rivers criss-crossing the region. Clay loam and limestone feature in certain vineyards and vignerons work hard to match their varieties with soil profiles.

GLADSTONE: Just south of the district’s largest town, Masterton, blessed with free draining river terraces and a cooler climate with plenty of sunshine, Gladstone is a fast growing sub-region with room to expand. Some clay amongst the stony silt loams suits the predominant Pinot Noir very well, alongside lively Sauvignon Blanc and impressive Aromatics.

MASTERTON: Masterton is the largest town in Wairarapa, and was the first area grapes were planted in the region, over a century ago. The valley is shadowed by the Tararua ranges, and early morning frosts are common, contrasted by incredibly hot summer days. This diurnal range produces complex and flavoursome wines, with Sauvignon Blanc and Pinot Noir again the dominant varieties.

MARTINBOROUGH: A picturesque colonial village focussed on wine, surrounded by vineyards tended by small, frequently family owned producers and with a climate and soil profile similar to Burgundy, it is no wonder Martinborough has excited the wine world. Acclaimed Pinot Noir, vivid Sauvignon Blanc, poised Aromatics and elegant Syrah are all produced. The most southerly sub-region, with free draining soils and a cool, dry climate.
NELSON

KEY VARIETIES: Aromatics - Pinot Noir

Beautiful, sunny Nelson is a must visit for any wine visitor, with its tiny yet thriving high quality industry illustrating perfectly the region’s long history of horticulture and artistic endeavours.

Nelson has a gentle sun drenched climate and a spectacular landscape ranging from golden sand beaches to rugged, bush clad mountains. Grapes are grown in Moutere Hills and Waimea Plains; production is small but quality is impressive overall, including some superlative highlights.

The region is long renowned for crops and orchards, with vines having been cultivated from the time of the mid-1800’s German settlers. Romeo Bragato (who conducted research on New Zealand as a viticultural country in 1895) commented on Nelson’s impressive potential but it was the pioneering 1970’s producers who established the modern wine industry – and names such as Neudorf and Seifried are still going strong.

Excellent Pinot Noir, Chardonnay, Sauvignon Blanc and Aromatics are produced with Nelson also boasting an impressive and eclectic mix of other varieties.

Nelson has a vibrant artistic and café culture with many wineries offering the benefits of both at their cellar doors. The region’s compact size means visitors can get around most wineries in a day.

Nelson is a scenic two hour drive from Blenheim and while its obvious quality has attracted international critical recognition, being slightly off the beaten track confers a wonderful sense of tranquillity and relaxation to the region.

REGIONAL OVERVIEW: PLANTINGS & STYLES

Sauvignon Blanc

\[479\text{ha}^*\]

A more elegant, restrained expression of this variety, displaying lovely texture and minerality alongside crisp, vivacious tropical fruit with fresh herbal nuances.

Pinot Noir

\[185\text{ha}^*\]

Whether weighty in Moutere or pretty in Waimea, Nelson Pinot is always expressive and perfumed, with fine, ripe tannins and complex depths.

Chardonnay

\[76\text{ha}^*\]

Depth, elegance and complexity are hallmarks of the best Nelson Chardonnay and the fruit is remarkably pure and intense. Top wines have great longevity.

Aromatics

\[195\text{ha}^*\]

Riesling, Pinot Gris and Gewürztraminer are expressive and fine with poised acidity and rich flavours. The climate allows for a variety of styles.

CLIMATE

Nelson’s sheltered topography gives protection from strong winds. Combined with its proximity to the sea this gives milder temperatures than other South Island regions, mitigating frost risk, though autumn rains can occasionally be an issue. Blessed with a remarkably number of clear days (regularly New Zealand’s sunniest region) good diurnal variation helps emphasise varietal character and the high sunshine hours give wonderful fruit purity.

SOIL TYPES AND SUB-REGIONS

Regional soils are broadly gravelly silt loam over a clay base, allowing good water holding capacity, with the two main areas varying slightly in their composition.

MOUTERE HILLS: To the west of the city, the verdant Moutere Hills are slightly warmer and wetter than Waimea and the gravel threaded clay soils give richness and texture to the wines, with Pinot Noir showing structure with fine tannins, the Chardonnay complexity and depth, and the Sauvignon Blanc and Aromatics a mineral intensity. This is where Nelson’s early pioneers planted and remains the source of some of its finest wines today.

WAIMEA PLAINS: Summing up the sub-region beautifully, Waimea is Māori for ‘river garden’. This traditional area for arable crops, orchards and hops has seen most of Nelson’s recent vineyard expansion. The alluvial flat, silty soils of Waimea Plains combined with a moderating maritime influence, create wines that tend to be lighter and fresher in style than Moutere with bright aromas. Pinot Noir is perfumed and pretty, chardonnay rich and expressive and the Aromatics vibrant with a flinty mineral undercurrent.
MARLBOROUGH

KEY VARIETIES: Sauvignon Blanc

New Zealand’s flagship wine region, which in combination with Sauvignon Blanc, put the country on the international wine stage. Much more than just Sauvignon Blanc though, Marlborough offers increasing depth in both varieties and terroir.

Early pioneers first planted vines in 1873 in the Ben Morven Valley, with further vineyards established through to the 1960’s. There was then a lull until grapes were again planted in 1973, despite stiff opposition from local farming and forestry interests. Nowadays, viticulture is emphatically dominant, with approximately two thirds of the national total under the care of both large multi-nationals and boutique producers.

Consistently ranking as one of New Zealand’s sunniest and driest regions, Māori referred to the Wairau Valley as ‘Kei puta te Wairau’ - ‘The place with the hole in the cloud’ - reflecting the outstanding protection offered by the topography. The Wairau River bisects the valley west to east, with the Richmond Ranges to the north and Wither Hills to the south.

The auspicious combination of a cool climate with high sunshine, low rainfall and free draining, moderately fertile soil produces uniquely vivid wines across a wide range of varieties and styles.

Alongside the increasing range of varieties, the diverse soils and meso-climates are revealing sub-regions, and it is within these that Marlborough’s exciting future lies.

REGIONAL OVERVIEW: PLANTINGS & STYLES

PINOT NOIR
2,367ha*

Going from strength to strength as committed growers refine both clones and sites. Displays dark cherry and plums with a red fruited spicy background, mid-weight, fine tannins.

AROMATICs
1,374ha*

RIESLING - 312ha*
VIognIER - 18ha*

Riesling, Pinot Gris and Gewürztraminer reflect the region’s purity and vivacity. Styles range from dry to sweet, taut to lush, including late harvest and botrytised wines.

CHARDONNAY
1,029ha*

From all the bells and whistles to unoaked styles, Marlborough produces well structured Chardonnay with excellent intensity and complexity. Stonefruit and citrus abound.

*SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012
CLIMATE

Plenty of sunshine, moderate temperatures and strong diurnal variation are the keys to Marlborough’s piercing fruit intensity and strong varietal expression, keeping acid levels high over long ripening times. The eastern coastal aspect bestows cooling sea breezes and protective mountains give relief from extreme rain and wind. Long Indian summers occasionally combine with drought but more often allow a wide range of styles to flourish.

SOIL TYPES AND SUB-REGIONS

Key to Marlborough’s success is its ancient glacial deep free draining stony soils. The extensive river system left a threaded legacy of stony sandy loam over very deep gravels. There are three main sub-regions that together make up the Marlborough wine region.

WAIRAU VALLEY: An old riverbed and riverbank soils, with diverse aspect and rainfall give many meso-climates within this sub-region. Broadly, it covers cooler, drier inland sites, barren stony, early ripening sites to sea breeze moderated coastal sites. Soils are more gravelly to the north nearer the riverbed. Within this, wines reflect the individual vineyard and producer strengths but all have the hallmark pure fruit intensity and body. Rapaura is stoniest; lower Wairau has more loam and thus water retention.

SOUTHERN VALLEYS: Stretching south towards the Wither Hills, the Omaka, Fairhall, Brancott, Ben Morvan and Waihopai Valleys make up this important sub-region. Soils and meso-climates vary but tend to be heavier with more clay than Wairau and get cooler and drier the further south and inland the valley. A broad range of varieties is grown according to vineyards’ individual strengths with some particularly good Pinot Noir and Aromatics.

AWATERE VALLEY: The most geographically distinct sub-region, lying south over the Wither Hills and stretching inland from Clifford Bay, the valley climbs towards the inland Kaikoura Ranges. Cooler, drier, windier and often with a degree of elevation, the Awatere is more fragmented, with gravelly silt loams and wind blown loess.

There are typically ultra low yields of bright, aromatic Pinot Noir and dramatic, distinctive Sauvignon Blanc which are attracting increasing international acclaim.
CANTERBURY & WAIPARA VALLEY

KEY VARIETIES: Pinot Noir - Aromatics

Where the Southern Alps tumble down to meet New Zealand’s most extensive lowlands, boutique producers craft outstanding Pinot Noir, Riesling, Chardonnay and much more.

Spanning nearly 200km off the South Island’s eastern coastline, with the magnificent Southern Alps to the west and sweeping Pacific Ocean to the east, vineyards are situated from Waimate in the South to Cheviot in the north. The area also includes the micro-climate of Banks Peninsula and Waipara Valley. Canterbury wine offers a diverse range of styles and producers, as well as many attractive cellar doors.

Production was first established on the Canterbury Plains near Belfast in 1978 with vineyards to the south-west of Christchurch and Waipara Valley soon following. Waipara Valley is now heavily planted with its wines regularly achieving critical acclaim for their sub-regional expression.

Exploration of new sub-regions both inland from Waipara Valley towards Weka Pass, and southward at Waitaki on the North Otago border forecasts increasing depth, further cementing the region’s overall reputation for elegant, expressive Pinot Noir, Chardonnay and Aromatics in particular, though numerous other varieties are planted with good results.

REGIONAL OVERVIEW: PLANTINGS & STYLES

**PINOT NOIR**

320ha*

Ranging from perfumed and pretty to dark and brooding, the long growing season gives wines of finesse and depth, with supple structure and good complexity.

**SAUVIGNON BLANC**

347ha*

Aromatic with crisp, fresh acidity and a mineral core, wines show clear, juicy fruit and lovely texture with good weight.

**CHARDONNAY**

63ha*

Widely planted across the region and made in a range of styles; wines have good structure and body, finely poised acidity and rich citrussy fruit.

**AROMATICS**

424ha*

RIESLING - 251ha*

PINOT GRIS - 173ha*

Abundant, bright fruit. Encompassing dry to dessert styles, Riesling’s already long, illustrious history is continuously improved upon. Pinot Gris has made an impressive debut.

CLIMATE

The cool, dry climate with good sunshine and long growing season promote full varietal expression; wines are renowned for their intense flavours, richness and complex fruit. The protective Southern Alps ensure low rainfall, abundant sunshine and often very warm summers, helped by the famed hot, dry nor’wester winds, though cooling sea breezes and occasional cold southerly fronts temper this. Drought risk is mitigated by irrigation. Canterbury’s long dry autumns coupled with good diurnal variance help provide phenolic ripeness, complexity and a variety of styles.

SOIL TYPES AND SUB-REGIONS

As expected across large and diverse terrains, soil types vary.

WAIPARA VALLEY: An exciting, fast growing sub-region an hour’s drive north of Christchurch, producing vivid, eloquent Rieslings going from strength to strength. Waipara Valley benefits from gravel deposits from its eponymous river plus limestone derived clays on the hillsides which suit Pinot Noir. As sites and meso-climates are explored, evermore distinctive Pinot Noir and Chardonnay continues to emerge. Though the drying nor’wester can challenge, the surrounding hills offer protection and a slightly warmer climate than the rest of Canterbury.

THE CANTERBURY PLAINS: A large area with vines planted from Banks Peninsula on the outskirts of Christchurch, west to Rolleston and West Melton and sweeping northward towards Waipara Valley, this predominantly flat (or very gently contoured) land has free draining, shallow greywacke based gravel soils and a slightly cooler climate than the more protected Waipara Valley. Riesling and Pinot Noir are highlights, with the longer growing season giving graceful, expressive wines.

WAITAKI VALLEY: Recent expansion into the inland sub-region of Waitaki Valley on the North Otago boundary shows real promise; its loess and limestone/greywacke/schist soils, warm summers and long dry autumns give varietal intensity, complex fruit and a distinct mineral character to the predominantly Pinot Noir and Aromatic plantings.
CENTRAL OTAGO

KEY VARIETIES: Pinot Noir - Aromatics

A spectacular landscape and sophisticated tourist culture, also home to some of the world’s best Pinot Noir, not to mention impressive, vivid white wines.

Historically noted as ‘pre-eminently suitable’ for winemaking (Bragato, 1895); indeed, the region’s first medal was for ‘Burgundy’ in Sydney in 1881, from vines planted in 1864 by Frenchman Jean Feraud. However, stonefruit prevailed until renewed interest in the 1950’s and then significant commitment by the 1970’s pioneers – Taramea William Hill, Rippon, Black Ridge and Gibbston Valley.

Recent rapid expansion means grapes now dominate cherries and apricot orchards. The extreme climate has rewarded careful site selection with wines of great intensity and finesse and there is increasing focus on sub-regional expression.

The remarkable landscape of soaring snow capped mountains and glittering rivers deep within ravines (this was gold rush territory in the 1800’s) draws visitors from far and wide who are invariably further captivated by the excellent cellar door facilities and wine focused tourism opportunities.

CLIMATE

The world’s southernmost wine region and the country’s highest, in this semi-continental climate frosts are an accepted and planned for hazard, however the marked diurnal variation, high sunshine hours and short, hot summers provide an eloquent, if brutal, landscape for vines. Site selection is everything. Dry autumns and overall low humidity are significant assets, helping to coax both amazing purity and complexity.

REGIONAL OVERVIEW: PLANTINGS & STYLES

<table>
<thead>
<tr>
<th>Variety</th>
<th>Plantings</th>
<th>Style Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHARDONNAY</td>
<td>47ha*</td>
<td>Citrus and mineral characters, tightly structured, fine bodied and sophisticated; can be reserved when young but unfold with great complexity and elegance.</td>
</tr>
<tr>
<td>AROMATICS</td>
<td>316ha*</td>
<td>Riesling stands out; plus smart Pinot Gris and Gewürztraminer. Styles range from austere to dry to decadently sweet but always sparkling fruit and precise structure.</td>
</tr>
<tr>
<td>PINOT NOIR</td>
<td>1,366ha*</td>
<td>Flagship variety whose reputation increases as the region and its vines mature. Fragrant, lush fruit underpinned by taut structure, silky texture and true intensity.</td>
</tr>
<tr>
<td>PINOT GRIS</td>
<td>219ha*</td>
<td></td>
</tr>
<tr>
<td>RIESLING</td>
<td>80ha*</td>
<td></td>
</tr>
<tr>
<td>GERVÖRZTRAMINER</td>
<td>17ha*</td>
<td></td>
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</tbody>
</table>

*SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012
SOIL TYPES AND SUB-REGIONS

A region shaped by glaciers and now defined by lakes, rivers and strong weather has resulted in a wide range of soils, comprising broken schist, clay, silt loams, gravels, windblown sands and loess and even gold-mining sluicings. The common thread is good water drainage as the majority have stony sub-soils, with schist or greywacke bedrock.

The main sub-regions lie within close reach but the distinctive mountainous terrain means each occupies a unique niche of climate, aspect and altitude.

GIBBSTON: Situated east of Queenstown along the spectacular Kawarau Gorge, Gibbston hasn’t looked back since the first commercial bottling in 1987. The highest sub-region, its cooler climate and north facing hillside vines ripen later than neighbouring sub-regions, giving lighter though still intense wines.

ALEXANDRA: Feraud’s 1864 plantings were here, and his stone winery still stands within its spectacular schist landscapes. The most southerly sub-region, the climate is dry and runs to extremes in both summer and winter but the marked diurnal variation right up to harvest gives vividly varietal, aromatic, finely structured wines.

BANNOCKBURN: On the south bank of the Kawarau River at the southern end of the Cromwell valley, the vineyards occupy one of the warmest, driest sites in the region (harvest can be up to a month ahead of Gibbston) producing highly distinctive and complex wines.

BENDIGO: Northeast of Cromwell, Bendigo is possibly the warmest of all the sub-regions with vines planted on gentle north facing slopes. Plantings on stony soils are capturing the extreme climate’s hot summer sun and cold clear nights.

CROMWELL/LOWBURN/PISA: This area is located on the western side of Lake Dunstan stretching north for some 25km from the township of Cromwell. The majority of plantings are situated on the lower terraces and valley floor running parallel to the snow capped Pisa mountain range, producing silky seductive wines.

WANAKA: This sub-region, lying 80km and a couple of mountain ranges north of Queenstown, boasts one of the world’s most picturesque vineyards. Cooler and slightly wetter than the Queenstown/Cromwell area, beautiful Lake Wanaka provides welcome reflected radiation and mitigates frosts producing delicate and vivid wines.
SECTION 3: WINES

The purity of flavour you encounter in New Zealand wine owes much to the industry’s focus on protecting the environment in which the fruit is grown.

Four varieties (Sauvignon Blanc, Chardonnay, Pinot Noir and Cabernet/Merlot blends) account for over 80% of production, but New Zealand also excels in the production of an increasing range of popular styles and varieties – with Syrah, Pinot Gris and Riesling leading the way, and everything from Arneis to Tempranillo also being explored across New Zealand’s diverse wine regions.

The production of sparkling wines from New Zealand is small but critically renowned. High quality méthode traditionelle wines display nutty, biscuity aromas that are often balanced with fresh acidity and fruit undertones, delivering complex and elegant wines.

In addition, New Zealand produces Rosé which exhibits fresh red berry aromas with gentle acidity and a luscious creamy texture on the palate. Made with Merlot and Cabernets in the north, and Pinot Noir in the south, the varietal character shines through in these early drinking wines.
SAUVIGNON BLANC

UNIQUE, EXUBERANT, INTENSE

In 1973, as Marlborough’s first Sauvignon Blanc vines were being planted, no one could have predicted that this variety would attain superstar status within a couple of decades.

The explosive flavours of New Zealand Sauvignon Blanc have dazzled wine critics throughout the world, setting the international benchmark for the style. Pungently aromatic, New Zealand Sauvignon Blanc assails the senses with red capsicum (bell pepper) and gooseberry characters through lush passionfruit and tropical fruit overtones. Other notes include fresh cut grass, tomato stalk, grapefruit or lime.

Sauvignon Blanc is New Zealand’s most widely planted variety. The first wine made in commercial quantities was produced in 1979, and by the early 1990’s, Sauvignon Blanc was firmly established as New Zealand’s flagship wine, with local and international demand increasing every year.

PRODUCTION*

<table>
<thead>
<tr>
<th>Region</th>
<th>Production (000 TONNES, 2012)</th>
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<tbody>
<tr>
<td>Marlborough</td>
<td>17,648</td>
</tr>
<tr>
<td>Hawke's Bay</td>
<td>1,015</td>
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<tr>
<td>Nelson</td>
<td>479</td>
</tr>
<tr>
<td>Canterbury/Wairarapa Valley</td>
<td>347</td>
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<td>Wairarapa/Wellington</td>
<td>316</td>
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<tr>
<td>Gisborne</td>
<td>57</td>
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<tr>
<td>Central Otago</td>
<td>43</td>
</tr>
<tr>
<td>Auckland/Northland</td>
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</table>


BREAKDOWN OF PLANTINGS BY REGION (PRODUCING HECTARES)

VITICULTURE

CANOPY MANAGEMENT

• An open leaf canopy allows sunlight onto the developing fruit, which enables them to reach full ripeness and flavour concentration

• Common techniques to promote and maintain an open canopy include trellising, leaf plucking and shoot thinning. Trimming is also used to control the natural vine vigour and to ensure the vines focus on fruit ripening
WINEMAKING INFLUENCES

FERMENTATION

- By far the largest portion is cold fermented in stainless steel tanks to optimise freshness and pungent fruit flavours.

- Oak fermentation and subsequent maturation on the yeast lees add complexity, richness and longevity to the wine, and are increasingly more popular.

REGIONAL STYLES

Pungently aromatic, vividly pure fruit, herbaceous and exotically tropical, plus mineral depths. Climate is the major factor in the distinction of regional styles, and vineyards in the north have warmer, milder growing conditions resulting in riper and richer styles, with melon, nectarine and other stonefruit flavours. In the south, longer, cooler growing conditions promote stronger, more vibrant fruit flavours and higher acidity levels. The resulting wines are more pungent, and crisper, with passionfruit and other tropical fruit flavours, red pepper (capsicum) and gooseberry characters.

MARLBOROUGH

- New Zealand’s largest Sauvignon Blanc region has low rainfall and consistently high sunshine hours along with large diurnal temperature shifts during the ripening period, which helps build flavours and lock them in.

- The mix of soils, including free draining, alluvial and stony soils allow grape growers to control vine growth for optimal quality.

- Sub-regional styles emerging, with more herbaceous and mineral styles from the Awatere Valley and the riper more pungent style from the main Wairau Valley.

CELLARING & SERVING

<table>
<thead>
<tr>
<th>THERMAL ZONE</th>
<th>RANGE</th>
<th>LABELLED</th>
<th>SUGGESTED</th>
<th>CELLARING</th>
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<tbody>
<tr>
<td>2-3°C</td>
<td>45°F</td>
<td>INSURED</td>
<td>5+ YEARS</td>
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</table>

Image Courtesy of Palliser Estate
REISLING

RACY, AROMATIC, DIVERSE

The South Island’s bright days, cool nights and long, dry autumns create the perfect climate for Riesling. Styles range from bone dry to lushly sweet.

You will find stonefruit and spice characters from sunny Nelson; lemon, lime and spice from Marlborough; and green apples and citrus from the cooler Waipara Valley and Central Otago regions.

Though present in the 1800’s, it is only since the 1980’s that Riesling began to be planted in volume, rising to the fourth most popular white variety planted in recent years.

PRODUCTION*  BREAKDOWN OF PLANTINGS BY REGION

5  (PRODUCING HECTARES)

2%  ■ MARLBOROUGH (312)
1%  ■ CENTRAL OTAGO (80)

PROPORTION OF NZ WINE PRODUCTION (2012)

PROPORTION OF NZ WINE EXPORTED (2012)


VITICULTURE

• CLONES: German clones are mainly used in New Zealand. The Riesling grapes are grown in tight bunches. Late ripening, but sturdy

• CANOPY MANAGEMENT: Careful canopy management is required to ensure low yields

• YIELDS: Moderate yields of 8-10 tonnes per hectare

• HARVEST: Some grapes left on the vines to produce late harvest/Botrytis styles. Key at harvest is the ability to produce full ripe flavours at low Brix

WINEMAKING INFLUENCES

FERMENTATION

• Stainless steel tank fermentation

• Use of carbon dioxide blanket to prevent oxidation

• Skin contact to boost flavours in ‘drink now’ wines. Less/no skin contact for greater elegance/ageing abilities
REGIONAL STYLES

90% of Riesling is grown in the South Island, where the climate is ideally suited. Typical aromas/flavours range from apple, citrus, lemon and tropical fruit when young, sometimes toasted honey with age.

MARLBOROUGH
- The cooler region of Marlborough with its relatively low rainfall and humidity, along with free draining alluvial stony soils, gives a more linear, overtly aromatic style
- Marlborough produces some inspired late harvest examples as well as dry and off-dry styles that tend towards strongly scented and mouth wateringly crisp with intense lemon/lime flavours and spice

CANTERBURY/WAIPARA VALLEY
- The cool plains surrounding Christchurch and the undulating terrain an hour’s drive north in Waipara Valley produce crisp, flinty Riesling characterised by green apples and citrus

CELLARING & SERVING

CELLARING:
- 0
- 1
- 2
- 3
- 4
- 5+ years

SERVING:
- 7°C
- 45°F
PINOT GRIS

MOUTH FILLING, RICH, REFRESHING

With the first serious plantings only appearing in the early 1990’s, Pinot Gris has enjoyed a dramatic rise to fame and is now the third most popular white variety.

Grown throughout the country, New Zealand Pinot Gris is more akin to Alsace in style than the drier Pinot Grigio, with notes of apple, pear, honeysuckle, spice and bread. The warmer North Island climate tends to create ripe, fat, oily styles whilst the cooler South Island produces tighter wines with great structure. Much New Zealand Pinot Gris undergoes a small amount of barrel ageing, with wild yeasts and lees stirring for complexity.

Much winemaking effort with New Zealand Pinot Gris is focused on building texture, mouth feel and complexity.

PRODUCTION*

15
TOTAL PRODUCTION (000 TONNES, 2012)

6%
PROPORTION OF NZ WINE PRODUCTION (2012)

2%
PROPORTION OF NZ WINE EXPORTED (2012)


BREAKDOWN OF PLANTINGS BY REGION

( PRODUCING HECTARES)

<table>
<thead>
<tr>
<th>Region</th>
<th>Producing Hectares</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARLBOROUGH</td>
<td>951</td>
</tr>
<tr>
<td>HAWKE’S BAY</td>
<td>497</td>
</tr>
<tr>
<td>GISBORNE</td>
<td>338</td>
</tr>
<tr>
<td>CENTRAL OTAGO</td>
<td>219</td>
</tr>
<tr>
<td>CANTERBURY/ WAIPARA VALLEY</td>
<td>174</td>
</tr>
<tr>
<td>NELSON</td>
<td>135</td>
</tr>
<tr>
<td>WAIWAI/ WELLINGTON</td>
<td>55</td>
</tr>
<tr>
<td>AUCKLAND/ NORTHLAND</td>
<td>27</td>
</tr>
</tbody>
</table>

*SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012

VITICULTURE

- CLONES: A range of clones are used including Mission, Barrie, 2.21, 2.15 and 2.16
- GRAPES: Thin skinned, tight bunches
- YIELDS: Can crop erratically. Requires careful management for low yields. Ripens early to mid-season. Average 8 tonnes per hectare
- CANOPY MANAGEMENT: Open canopy required. Suits Vertical Shoot Positioning (VSP) trellising
- HARVEST DATE CRITICAL: Ensure balance with comparatively low acidity and potentially high sugar levels

WINEMAKING INFLUENCES

- FERMENTATION: 10-11°C/50-52°F. Often a portion is fermented in oak barrels and/or matured in oak on yeast lees
- BALANCE: Low acidity and high sugar levels are important
REGIONAL STYLES

Styles of Pinot Gris are very versatile – from light bodied, fruit driven wines to rich, mouth filling wines. Climate is the major factor in determining regional styles, the cooler South Island tending toward higher acids and more obvious aromatics. Typical aromas/flavours include apples, pears, honeysuckle, spice, breadcrust, through to riper stonefruit, apricot.

HAWKE'S BAY
- The warmer climates of the North Island regions such as Hawke’s Bay, have a versatility of style
- Potentially ripe, rich, powerful and concentrated but with a diversity of style

NELSON
- Produces a finely balanced, rich Pinot Gris in a dry and Alsatian style
- They show peach and spice flavours with a hint of quince
- The rounded acidity finishes Nelson’s Pinot Gris off nicely

MARLBOROUGH
- The cooler South Island produces tighter wines with great structure, and persistence with a focus on pristine, pure aromatics and flavours of white peach, red apple skin and cinnamon

CELLARING & SERVING

<table>
<thead>
<tr>
<th>CELLARING:</th>
<th>SERVING:</th>
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</thead>
<tbody>
<tr>
<td>0</td>
<td>1</td>
</tr>
</tbody>
</table>

Image courtesy of Giesen Wines
Gewürztraminer

Lush, fragrant, defined

Voluptuous in breadth and weight, with smooth texture and subtle acidity. New Zealand Gewürztraminer is extremely fragrant, with rose petals, lychee, cinnamon and ginger characters commonly seen. North Island styles tend towards broader, more textural styles whereas the South Island regions produce wines more linear in structure and distinctly aromatic.

Gewürztraminer is always low in acid, is usually made without oak, can vary in dryness from bone dry to a sweet late harvest but is generally made in a dry to off-dry style. Because of the low acidity, most Gewürztraminers are best drunk within 2 years of vintage.

Production*

1
TOTAL PRODUCTION (000 TONNES, 2012)

0.5%
PROPORTION OF NZ WINE PRODUCTION (2012)

0.1%
PROPORTION OF NZ WINE EXPORTED (2012)

Breakdown of plantings by region

- Gisborne (118)
- Marlborough (93)
- Hawke’s Bay (54)
- Nelson (25)
- Central Otago (17)
- Canterbury/Waipara Valley (13)
- Auckland/Northland (8)
- Wairarapa/Wellington (2)


*SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012
REGIONAL STYLES

Gewürztraminer is a grape that thrives in the cooler climates of New Zealand especially in the Gisborne region of the North Island where it is grown in small quantities. The varietal characteristics of Gewürztraminer are unique – floral, lychee, spice scented.

- **Gewürztraminer from the North Island tends to be fuller bodied, almost oily**
- **Steelier, minerally wines are produced in the more southern wine regions**

CELLARING & SERVING

<table>
<thead>
<tr>
<th>CELLARING:</th>
<th>SERVING:</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 1 2 3 4 5+ years</td>
<td><strong>7°C</strong> /45°F</td>
</tr>
</tbody>
</table>
**CHARDONNAY**

**BALANCED, FRUIT LADEN, CONCENTRATED**

Elegant and fruit driven, the classic New Zealand Chardonnay is mouthfilling, with concentrated citrus and tropical fruit. A crisp acidity balances the flavours, which are often perfectly rounded with oak.

Chardonnay remains planted in every region, with a range of wines from fruit driven, unoaked styles to concentrated Burgundian styles. The wines strongly reflect New Zealand’s unique terroir and the huge diversity within its regions.

During the 1990’s, plantings of this internationally fashionable variety exceeded those of every other grape.

**PRODUCTION**

<table>
<thead>
<tr>
<th>TOTAL PRODUCTION (1000 TONNES, 2012)</th>
<th>23</th>
</tr>
</thead>
<tbody>
<tr>
<td>8% PROPORTION OF NZ WINE PRODUCTION (2012)</td>
<td>8%</td>
</tr>
<tr>
<td>3% PROPORTION OF NZ WINE EXPORTED (2012)</td>
<td>3%</td>
</tr>
</tbody>
</table>

**BREAKDOWN OF PLANTINGS BY REGION (PRODUCING HECTARES)**

- **MARLBOROUGH**: 1,028
- **HAWKE’S BAY**: 994
- **GISBORNE**: 804
- **NELSON**: 76
- **CANTERBURY/ WAIPARA VALLEY**: 63
- **AUCKLAND/NORTHLAND**: 62
- **CENTRAL OTAGO**: 47
- **WAIRARAPA/ WELLINGTON**: 42

**SOURCE**: New Zealand Winegrowers’ Annual Report 2012

**VITICULTURE**

Chardonnay is one of the most versatile grapes and can adapt well to a range of climates and soils. It typically yields between 7 and 12 tonnes per hectare.

In addition to regional nuances in flavours, practices in the vineyard and winery can dramatically affect the final flavour and style of the wine.

- **CLONES**: Mendoza - 4, 5, 6, 7 and 15 from California, and newer Burgundy selections from Dijon – 95 and 96
- **SITE SELECTION**: Important as its early bud burst makes it prone to frost
- **TRELLISING**: Scott Henry, Vertical Shoot Positioning (VSP), Smart-Dyson

**SCOTT HENRY TRELLISING**

**VERTICAL SHOOT POSITIONING (VSP)**
WINEMAKING INFLUENCES

FERMENTATION: (Barrel and malolactic), lees ageing/stirring and oak maturation are all used in a judicious manner to allow fruit expression and regional character to show through.

OAK AGEING: There has been a trend towards more restrained oak handling, enabling the wines’ vibrant fruit characters to shine. French barriques preferred.

REGIONAL STYLES

Climate is the major factor in the distinction of regional styles.

The warmer climates of the north typically yield full-medium bodied, round, rich flavours and soft-medium acidity.

Cool-climate regions typically produce medium to light bodied wines with greater acidity and minerality and fresh, citrus and savoury flavours.

GISBORNE

• Freshly scented, rounded Chardonnays with ripe citrus and tropical fruit flavours
• Generally made for early consumption but can also provide concentrated, complex Chardonnays with a proven ability to mature well for several years.

HAWKE’S BAY

• Tend to produce very concentrated medium to full bodied wines with peach, melon and citrus/grapefruit flavours
• Generally these wines drink well in the short to medium term, whilst the best examples improve greatly with further ageing.

MARLBOROUGH

• Typically produces zesty Chardonnay with good acidity and strong nectarine, grapefruit and other citrus fruit flavors, which work well with or without oak

CELLARING & SERVING

CELLARING:

<table>
<thead>
<tr>
<th>0</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5+ years</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNOAKED</td>
<td>BAKED</td>
<td>UNOAKED</td>
<td>BAKED</td>
<td>UNOAKED</td>
<td>BAKED</td>
</tr>
</tbody>
</table>

SERVING:

UNOAKED 7°C/45°F

BAKED 10°C/50°F
PINOT NOIR

INTENSE, EXPRESSIVE, FRUIT DRIVEN

Native to Burgundy and notoriously fickle (it is world class only in cool-climate regions), the Pinot Noir grape has found in New Zealand a home away from home, and is now second only to Sauvignon Blanc in production volume.

Since the 1990’s, plantings have expanded and Pinot Noir is predominantly grown in the cooler southerly regions with a few selected sites in the North Island. The huge diversity in climates and soils enables a wide range of terroir driven styles to be produced, each offering Old World structure and elegance with New World power and fruit driven intensity.

VITICULTURE

- **CLONES:** Dijon clones 113, 115, 667, 777, plus the ‘Abel’ clone and UCDS Pommard
- **ROOTSTOCK:** Planted to 3309C, 101-14, Schwarzmann or Riparia Gloire
- **CANOPY MANAGEMENT:** Shoot thinning, leaf removal, lateral removal, cluster and shoulder thinning

WINEMAKING INFLUENCES

- **HARVEST:** Grapes are tasted for physiological ripeness
- **DESTEMMING:** Common in order to maintain maximum whole berries
- **COLD SOAK:** Used to draw out flavour and colour from skin (not tannin)
- **FERMENTATION:** 7 to 8 days, peaking at 30-32°C/86-89°F. Tanks are plunged or pumped over 3 to 4 times a day
- **POST FERMENT MACERATION:** To help soften tannins
- **OAK AGEING:** 9 to 18 months in French oak

PRODUCTION*

<table>
<thead>
<tr>
<th>Region</th>
<th>Producing Hectares</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARLBOROUGH</td>
<td>2,367</td>
</tr>
<tr>
<td>CENTRAL Otago</td>
<td>1,366</td>
</tr>
<tr>
<td>WAIRARAPA/WELLINGTON</td>
<td>478</td>
</tr>
<tr>
<td>CANTERBURY/ WAIAPARA VALLEY</td>
<td>320</td>
</tr>
<tr>
<td>NELSON</td>
<td>185</td>
</tr>
<tr>
<td>GISBORNE</td>
<td>49</td>
</tr>
<tr>
<td>AUCKLAND/ NORTHLAND</td>
<td>12</td>
</tr>
<tr>
<td>WAIKATO BAY OF PLENTY</td>
<td>5</td>
</tr>
</tbody>
</table>

*SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012
REGIONAL STYLES

Going from strength to strength as committed growers refine both clones and sites. Typically displays dark cherry and plum characters with a red fruited spicy background, mid-weight and fine tannins.

NELSON
- Fragrant, complex, earthy and savoury textured wines with rich, spicy, cherry and plum flavours. These wines are concentrated, balanced and supple with fine, lingering tannin

CANTERBURY/WAIPARA VALLEY
- Red and dark berry fruit with spicy notes. Firm structure and acidity. Savoury earthy characteristics

WAIRARAPA
- Darker fruit aromas, often with a savoury component. Rich, full, sweet fruit on the entry with flavours in the dark plum and chocolate spectrum. The structure of the wines are based around long, fine tannins

CENTRAL OTAGO
- Gibbston Valley district has sweet, soft, upfront fruitiness with flavours of raspberry, strawberries and fresh herbs and spicy notes
- The warmer Bannockburn/Lowburn areas produce fuller, more tannic wines with cherries and dark fruit
- Undertones of dried thyme is most prevalent in Pinot Noir from Alexandra

MARLBOROUGH
- Red fruit spectrum aromatically, and bright raspberry, cherry and plums on the palate
- Wines typically have a freshness from subtle acidity that is complemented by their linear structure and even tannin backbone
- The Southern Valleys tend to produce fuller bodied wines.

CELLARING & SERVING

<table>
<thead>
<tr>
<th>CELLARING:</th>
<th>SERVING:</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 1 2 3 4 5+ years</td>
<td>15°C /60°F</td>
</tr>
</tbody>
</table>

Image courtesy of Palliser Estate
SYRAH

COMPLEX, SPICY, SUPPLE

A long history in New Zealand, dating back to the mid-1800's, today more than 80% of plantings are found in Hawke’s Bay and Auckland/Northland.

Distinguished by its bright, spicy flavours and elegant texture, akin to elegant Northern Rhône style. These wines enable you to instantly appreciate the intense varietal distinctiveness of New Zealand Syrah, crammed full of plum and savoury black pepper flavours and sometimes even a hint of violets.

VITICULTURE

- CLONES: In addition to the original French clone there are now three others, Chave, 174 and 470
- TRELLISING: Cordon/Spur, Scott Henry, Vertical Shoot Positioning (VSP) methods used
- CANOPY MANAGEMENT: Shoot thinning, leaf plucking to expose fruit and achieve good ripeness levels
- YIELD MANAGEMENT: Green thinning, typically 6-9 tonnes per hectare, 40-60 hl/ha

PRODUCTION*

<table>
<thead>
<tr>
<th>TOTAL PRODUCTION (000 TONNES, 2012)</th>
<th>1</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROPORTION OF NZ WINE PRODUCTION (2012)</td>
<td>1%</td>
</tr>
<tr>
<td>PROPORTION OF NZ WINE EXPORTED (2012)</td>
<td>0.2%</td>
</tr>
</tbody>
</table>

*SOURCE: New Zealand Winegrowers' Annual Report 2012

BREAKDOWN OF PLANTINGS BY REGION

<table>
<thead>
<tr>
<th>REGION</th>
<th>PRODUCING HECTARES</th>
</tr>
</thead>
<tbody>
<tr>
<td>HAWKE’S BAY</td>
<td>(282)</td>
</tr>
<tr>
<td>AUCKLAND/NORTHLAND</td>
<td>(42)</td>
</tr>
<tr>
<td>MARLBOROUGH</td>
<td>(8)</td>
</tr>
<tr>
<td>CANTERBURY/WAIPARA VALLEY</td>
<td>(6)</td>
</tr>
<tr>
<td>WAIARAPA/WELLINGTON</td>
<td>(6)</td>
</tr>
<tr>
<td>NELSON</td>
<td>(4)</td>
</tr>
<tr>
<td>GISBORNE</td>
<td>(4)</td>
</tr>
<tr>
<td>CENTRAL OTAGO</td>
<td>(3)</td>
</tr>
</tbody>
</table>

*SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012

*SCOTT HENRY TRELLISING

*VERTICAL SHOOT POSITIONING (VSP)
WINEMAKING INFLUENCES

- **FERMENTATION:** During fermentation, the temperature typically peaks at 28-32°C/82-89°F to secure richest possible extraction of colour and tannin
- **CAP MANAGEMENT:** Forms of cap management are undertaken 3-4 times per day in order to intensify fruit flavours and extract tannin
- **MALOLACTIC FERMENTATION:** Conducted to soften and enhance roundness
- **OAK AGEING:** Usually used for between 12-22 months, with French barriques preferred
- **NEW TECHNOLOGIES:** Used increasingly to further improve quality, e.g. pre-soaking techniques and micro-oxygenation
- **BLENDING:** Syrah is used in several ways – single, blended (often discreetly with Viognier) or co-fermented

![Latitude](image)

**AUCKLAND**
- With its maritime climate, most plantings are in coastal Waiheke Island and Matakana sub-regions
- Primarily clay rich soils produce wines with substantial body and rich, brambly, peppery flavours

**HAWKE’S BAY**
- Temperate maritime climate with extremely diverse soils
- Syrah is a red wine star of the future, yielding dark, weighty, intensely varietal wines, crammed with plum and black pepper flavours
- Aromatic and spicy flavours with elegance

REGIONAL STYLES

Predominantly grown in the warmer regions of Auckland/Northland and Hawke’s Bay which benefit from extended heat accumulation due to lower diurnal temperature variation.

CELLARING & SERVING

![Cellaring and Serving Chart](image)
CABERNET SAUVIGNON/ MERLOT BLENDS

COMPLEX, POWERFUL, APPROACHABLE

Cabernet Sauvignon and Merlot blends have a long history in New Zealand, dating back to the mid-1800’s. Cabernet Sauvignon emerged as a major red variety in New Zealand in the late 1960’s/early 1970’s with Merlot emerging much later, in the 1980’s and 1990’s. Today more than 80% of plantings are found in Hawke’s Bay and Auckland/Northland.

By augmenting the structure and finesse of Cabernet Sauvignon with the vibrant, ripe fruit of Merlot, winemakers in New Zealand’s warmer northerly regions are creating elegant, yet powerfully intense red wine blends. Increasingly Merlot dominant and notable for their purity of fruit expression, these blends are exciting and approachable when enjoyed young, but are also worth holding onto as they acquire complexity with age.

PRODUCTION*

<table>
<thead>
<tr>
<th>9</th>
<th>3%</th>
<th>1%</th>
</tr>
</thead>
</table>

BREAKDOWN OF PLANTINGS BY REGION
(PRODUCING HECTARES)

**SOURCE: New Zealand Winegrowers’ Annual Report 2012**

**CABERNET SAUVIGNON**
- HAWKE’S BAY (253)
- AUCKLAND/NORTHLAND (24)
- WAIPARA VALLEY (5)
- WAIRARAPA/WELLINGTON (2)
- NELSON (1)
- CENTRAL OTAGO (0.4)
- WAIKATO/BAY OF PLENTY (0.3)

**MERLOT**
- HAWKE’S BAY (1,036)
- GISBORNE (69)
- AUCKLAND/NORTHLAND (44)
- MARLBOROUGH (36)
- WAIRARAPA/WELLINGTON (4)
- WAIRARA VALLEY (3)
- NELSON (3)
- WAIKATO/BAY OF PLENTY (2)

**SOURCE: New Zealand Winegrowers’ Vineyard Register Report 2012**

VITICULTURE

- CLONING: UCD7 and UCD8 clones from California for Cabernet Sauvignon and UCD3 and UCD6 for Merlot, plus two new Bordeaux clones, released in 1992
- TRELLISING: Cordon/Spur, Scott Henry, Vertical Shoot Positioning (VSP) methods used
- CANOPY MANAGEMENT: Shoot thinning and leaf plucking to expose fruit and achieve good ripeness levels
- YIELD MANAGEMENT: Green thinning, typically 6-9 t/ha, 40-60 hl/ha

**SCOTT HENRY TRELLISING**

**VERTICAL SHOOT POSITIONING (VSP)**
WINEMAKING INFLUENCES

- **FERMENTATION:** Typically peaks at 28-32°C/82-90°F to secure richest possible extraction of colour and tannin
- **CAP MANAGEMENT:** Good fruit and tannins allow intensive working 3-4 times daily to help heighten robustness
- **MALOLACTIC FERMENTATION:** Conducted to soften and enhance roundness
- **OAK AGEING:** Usually used for between 12-22 months, with French barriques preferred
- **NEW TECHNOLOGIES:** Used increasingly to further improve quality, e.g. pre-soaking techniques and micro-oxygenation
- **BLENDING:** Most Cabernet Sauvignon and Merlot are blended to achieve optimum complexity and balance. Smaller amounts of other reds such as Cabernet Franc and Malbec are also often added to enhance flavours

REGIONAL STYLES

As for Syrah, Merlot and Cabernet Sauvignon are predominantly grown in the warmer regions of Auckland/ Northland and Hawke’s Bay

CELLARING & SERVING

**AUCKLAND**
- Top blends of Merlot and Cabernet Sauvignon often include small proportions of Cabernet Franc and Malbec and, less frequently, Petit Verdot
- Auckland’s finest Merlot/ Cabernet Sauvignon and Cabernet Sauvignon/ Merlot blends rank among New Zealand’s most prestigious reds

**HAWKE’S BAY**
- Typically produces 75% of New Zealand’s Merlot and Cabernet Sauvignon blends
- Merlot based reds are rich and plummy in their youth, acquiring complex characters with age
- Cabernet Sauvignon predominant reds are well structured and display classic blackcurrant and spice flavours, often with a touch of mint

Image courtesy of Pernod Ricard

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Latitude
36°S
38°S
40°S
42°S
44°S
46°S

North Island

South Island

17°C
KEY CONTACTS

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