

MENTELLE NOTES

THE NEWSLETTER OF CLOUDY BAY AND CAPE MENTELLE

Pelorus *A Sparkling Story*

There is an old Armenian saying, that goes something like this, "In farming, you gotta get out of what everyone is getting into, and into what they're out of."

A truism that was ringing bells for David Hohnen in 1986, when he and Kevin Judd, in a rare moment of dialogue, discussed the concept of a champagne-style wine in the Wairau. At that time premium sparkling wine was not 'happening' in New Zealand, but it *was* across the Tasman, where everyone and their dog, or so it seemed, was producing méthode champenoise wines.

In Marlborough's Wairau Valley, expatriate Champenois Danny Le Brun had established a winery and was making a sparkling wine of most encouraging quality; if only Hohnen could find the inspiration to cast aside the nagging Armenian advice.

And then it came, on a letterhead from an old wine college classmate, Harold Osborne - who had set up a premium sparkling wine consultancy - 'Zymotech - 14 years in the bottle experience'. Forget the Armenians, this was an opportunity too good to miss.

Harold Osborne was one of the first winemakers involved in the resurgence of Californian sparkling wine. Upon graduation from Fresno State University in 1972, he joined Schramsberg, arguably California's original premium sparkling wine producer. In her *Pocket Guide to Champagne and Sparkling Wines*, English wine scribe Jane Macquitty writes, "...Schramsberg's big, rich, complex sparklers are, even competitors admit,

California's answer to Krug." Harold built production at Schramsberg from 2000 cases to 28,000 before he left in 1981. "After eight years working in a cave I needed to work on my tan," quipped Osborne.

In 1983, following a two year sabbatical which included a visit to the Great Barrier Reef and a vintage at Cape Mentelle, Harold joined Champagne Deutz with the task to establish their Californian off-shoot, Maison Deutz at Arroyo Grande on the Californian central south coast.

It was here in late 1986 that he received an invitation to visit Cloudy Bay to assess the potential for the production of premium sparkling wine. Hohnen knew Osborne was ideally qualified for such an assignment, having an open mind, broad experience in the traditional techniques of sparkling wine making - and if all else failed - three smart dogs - Dweezle, Molly and Finster.

Harold's enthusiasm for the region was such that in the following year he supervised Cloudy Bay's first crush of pinot noir and chardonnay to produce base wines for evaluation. That first 1987 vintage was considered most successful, and *Pelorus* was born.

...cont/2



Two Tales

The UK is an important export market for Cloudy Bay wines. Lately it has also been the source of tales literary and less so.

Wine & Spirit [Jan '92] reports a recent encounter Down Under:

"The BBC's *Food & Drink* team were recently in the Antipodes, where presenters Oz Clarke and Jilly Goolden respectively, filmed in Australia and New Zealand. It was in the latter country that a couple of linguistic problems were encountered, when two local winefolk were interviewed.

First, there was the discussion with a notoriously reticent Sauvignon producer who, forgetting himself in the middle of an answer, suddenly uttered an expletive. "Cut," shouted the director, "You can't say 'f...' on the BBC."

Minutes later, distinguished Kiwi MW Bob Campbell, who was replying to a question in a more fluent manner, innocently referred to the impact on the New Zealand wine industry of comments made by Jancis Robinson on BBC's competitor channel TV4, on her visit to NZ a few years ago. "Cut", yelled the director again. "Saying Jancis Robinson on *Food & Drink* is even worse than saying f..."

And from the London *Sunday Times* 'Perfect Weekend' column we learn that distinguished Irish author, J.P. Donleavy, creator of the *Ginger Man* and the *Beastly Beatitudes of Balthazar B.*, relies on the self-same drop.

His confessed fantasy weekend would be taken in Mayfair, staying at Claridges with a lady of "good palate and excellent walking legs", who shared his passion for smoked salmon and champagne, followed by Dover sole, and - a glass of Cloudy Bay Sauvignon Blanc.

One can't but wonder if it would still be a perfect weekend if Donleavy knew its maker was censored by the BBC.

... and A TASTING

An unprecedented challenge took place in Burgundy recently where a group of young growers invited a clutch of British journalists and merchants to a blind tasting of Burgundy's classic varieties - Chardonnay and Pinot Noir. The French selected their 12 reds and whites, and pitted them against the Brit's New World selection.

Interestingly the old world line-up didn't feature Montrachets and Chambertins, instead wines from lesser known villages with (price tags round £9) were tasted against the young pretenders. A sign perhaps, that the new guard in the French wine business are only too acutely aware of the

mounting challenges from New World producers.

The tasting results brought karma to laconic winemaker Kevin Judd. The **Cloudy Bay Chardonnay 1989** ranked equal second with a Bourgogne Hautes Côtes de Nuits from Monmain, after Antonin Rodet's Chateau de Rully; California's Acacia and Saintsbury followed.

Burgundophiles may care to run their own comparison with the currently available ...

Cloudy Bay Chardonnay 1990

"...powerful aromatics with peach-like aromas integrated with toasty barrel fermentation character." These were the words penned by Kevin Judd in describing the very first Cloudy Bay Chardonnay, released in 1986. A slightly clichéd description perhaps, but it was (and still is) an exceptional wine.

Since then Kevin has gone from strength to strength, not only improving and refining the chardonnays he produces, but in honing his prose to describe them. The 1990 vintage shows similarities to the 1986. According to its maker:

"The Cloudy Bay Chardonnay 1990 has a harmonious array of ripe chardonnay fruit aromas, reminiscent of melons, pineapple and mandarin combined with mealy, yeasty barrel fermentation characters. It has a finely integrated bouquet, savoury palate with creamy consistency and a long toasty finish...."

Taste it!

A Sparkling Story continued...

Harold Osborne, supported by Kevin Judd and his team, has had ready access to the estate vineyards and the vineyards of Cloudy Bay's growers to source the best possible parcels of pinot noir and chardonnay fruit.

The time honoured traditions of méthode champenoise - barrel fermentation, ageing in oak and complete malolactic fermentation have been used to complement contemporary winemaking techniques in the making of *Pelorus*. It is aged a minimum of three years on yeast lees prior to its disgorgement.

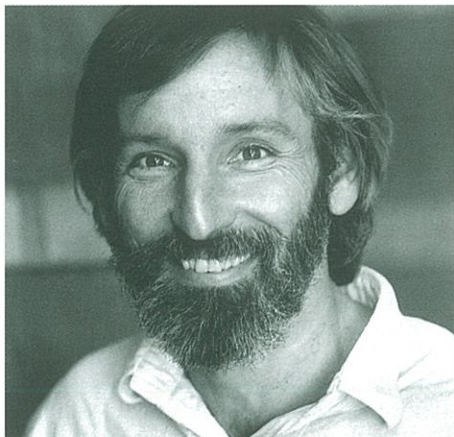
Pelorus is named after 'Pelorus Jack' the celebrated dolphin who for twenty years from 1881 guided the Wellington - Nelson ferry and seafarers through French Pass in the Marlborough Sounds. His descendants abound in the waters of Cloudy Bay - and it is their image that has been adopted as the marque of Cloudy Bay Vineyards.

Pelorus 1987

On a recent good day in a six-foot swell off the Arroyo Grande coast Harold Osborne was inspired to the following description:

"Pelorus 1987 brims with richly concentrated fruit and a creamy mousse. It is a full flavoured style that shows overtones of yeast extract, vanilla, caramel and toasty coconut, supported by citrus fruits. Opulent flavours combine and linger ... the sparkling quintessence of Marlborough."

Described by Sydney wine writer Huon Hooke as having, "More complexity and 'champagne character' than any other Antipodean fizz I've tasted", *Pelorus* has just been released in New Zealand and Australia in limited quantities and is available from fine wine retailers.



Meet *Pelorus*' maker - Harold Osborne

VINTAGE REPORT

Marlborough

Cool, unsettled conditions during December disrupted flowering in chardonnay; other varieties were unaffected. A cool growing season had everyone prepared for a very late harvest and persistent wet weather in January and February dampened expectations even further. Nights in March were so cold that frosts were a real possibility. However a dry April with good sunshine saved the season, and good flavour development and sugar levels were achieved in all varieties. It's early days yet but it looks like being a very respectable vintage.

Margaret River

A mild winter resulted in a poor set and low yield in chardonnay. Heavy rain persisted until mid November, but the other varieties set well. January and February were dry and hot. Vintage commenced early on 4th March but intermittent rain in mid March and subsequent cool weather ensured a slow, even vintage. All things considered 1992 should produce well balanced varietal wines.

It's not all cricket



Young Kohen Judd shows Botham, Smith and Lamb a straight bat

pic: Peter Bush

While on tour in New Zealand recently several of the English Cricket Team took time out to spend a lazy day at Cloudy Bay. Ian Botham, Allan Lamb and Robin Smith are all keen wine buffs and while their World Cup didn't exactly runneth over, their training schedule did allow the trio an opportunity to 'copter across Cook Strait from Wellington for a relaxed tasting and lunch with Kevin Judd and his family.

Botham and Lamb both boast serious cellars and are self-confessed supporters of New Zealand wines. They first discovered Cloudy Bay in London and expressed the wish to see at first-hand the Cloudy Bay pitch and winemaker Judd's batting style. Botham, who aspires to having his own vineyard when he pulls up stumps, particularly approved Judd's virgin Pinot Noir.

By all accounts the three men of willow retired pleased after a good innings - bowled over by cricketing giant, two-year-old Judd Junior.

Reds Ahead

At a recent trade tasting in Auckland, Cloudy Bay Cabernet Merlots from 1986 to 1991 were presented to a group of retailers, restaurateurs and wine scribes.

'Evolution of a Style', set out to demonstrate how the Cloudy Bay Cabernet Merlot has developed since the inaugural vintage in 1986. Over the five years, as the vines have matured and the viticulturalists and winemakers honed their skills, this wine has evolved to an elegant Bordeaux-style blend.

David Hohnen, Cloudy Bay's MD, summarises the tasting's findings:

"In 1986 Cloudy Bay's red was 100% cabernet, and not surprisingly the developed characters of that variety still dominate this wine, which is holding well. The following year merlot was introduced, complementing a toasty coconut oak character. In 1988 a third component, cabernet franc was added to the blend supplementing cherry-like characters. Subsequent vintages have all comprised these three varieties and the 1989, 1990 and barrel sample of the 1991 were the best regarded wines of the tasting.

CABS HAILED

Keen Kiwi cabernet lovers might like to combine their next trip across the Tasman with the forthcoming **Cape Mentelle Cabernet Tasting**, a major event in the Aussie wine calendar, which will be held on Sunday 26 July, 1992 at the Museum of Contemporary Art, in Sydney's historic Rocks district.

For eleven years Cape Mentelle has hosted a comparative tasting of great international cabernets. This year the 1988 vintage is on show, and twenty top wines from Bordeaux, Australia, California and Italy will be presented at the blind tasting, followed by a special dinner to be prepared by renowned Sydney chef, Neil Perry of the Rockpool restaurant.

Guest speaker will be Paul Draper, vigneron and chief executive of California's prestigious Ridge Vineyards, a man described by Robert Parker as, "One of the most talented winemakers in the world." The cost of the tasting and dinner is A\$195 per person. Enquiries: Sue Juniper, Cape Mentelle Vineyards, PO Box 110 Margaret River, 6285. Telephone (6197) 573266 Fax (6197) 573233.

"Such a tasting provides the Bordelais with much material for meditation."

Peter Sichel, WINE

The importance of improved viticulture was particularly evident in the **Cloudy Bay Cabernet Merlot 1990**, a year when the grapes showed abundant, fully ripe flavours, despite harvest after a devastating frost. All the recent vintages display appealing complex red berry characters, supple tannins and good astringency. The current release 1990 stands as a benchmark and heralds a great future for Marlborough's red wines.

Cloudy Bay Cabernet Merlot 1990

This fifth vintage demonstrates an increasing understanding of the production of premium reds in Marlborough. A delicious wine, it is rich, ripe and voluptuous with intense colour and lifted berry fruits.

Kevin Judd, still processing the last of the 1992 Cabernet Sauvignon, took time over a well-earned lager to muse:

"Vibrant red purple hues introduce the Cloudy Bay Cabernet Merlot 1990. A particularly aromatic wine with predominant cherry, plum fruit characters and hints of cinnamon and brazil nuts. The palate exhibits ripe firm tannins and finishes on a fresh minty note. Enjoy now or cellar with confidence for a number of years."

Stock Your Cellar Now !

KIWI FLIES

Travellers who opt for front stall seats when flying the 'Pride of the Pacific' will be able to sip Cloudy Bay Sauvignon Blanc. Air New Zealand has selected the Cloudy Bay Sauvignon Blanc 1991 for its international route First Class service. According to Melbourne wine scribe Mark Shield this wine, a 'Star Choice', "*deftly charts the reefs and shoals [of Cloudy Bay] to deliver tropical fruit, gooseberry and refreshing acid.*" Winemaker Kevin Judd won't vouch for its aero- or nautical properties but has commissioned sophisticated navigational lab experiments. Reports of several damaged sauvignon soaked paper planes are still to be confirmed...

WIN a T-SHIRT

Before flying home, the English Cricket Team found time to append their monickers to two Cloudy Bay T-shirts. If you fancy yourself with an Eleven on your back, answer the following question:

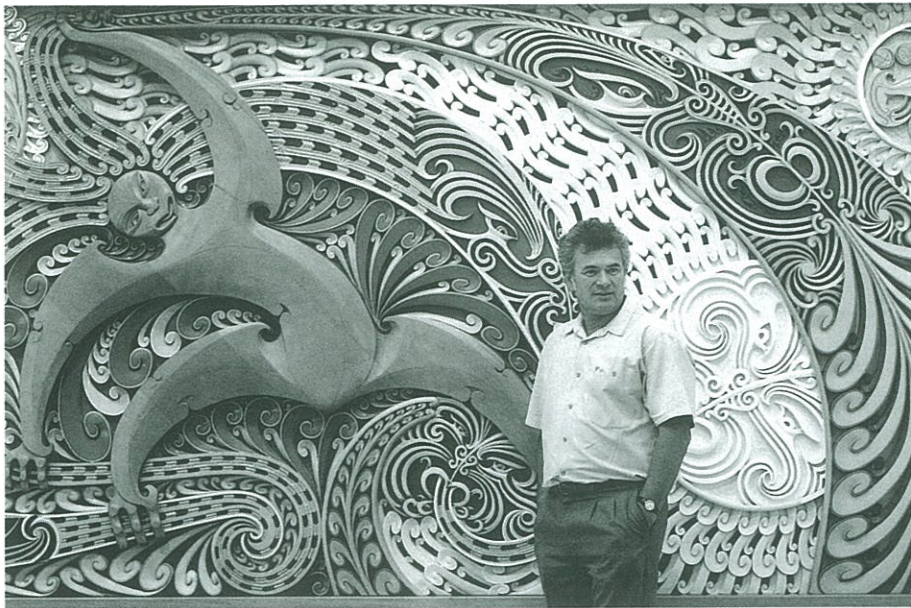
"Who was the Kiwi sauvignon blanc maker censored by the BBC?"

[Clue on page 2]

Write his name, your name and your address on the rear of an envelope and mail it to:

Test T & the BBC, Cloudy Bay Vineyards, PO Box 376, Blenheim. Faxed entries to: (03) 57 28065.

First two correct entries drawn from the wine barrel will win these exclusive signed garments.



Artist Cliff Whiting and his work, *Tawhiri-Matea (God of the winds)*, at the opening of the HEADLANDS exhibition of New Zealand art, currently showing at the Museum of Contemporary Art, Sydney, proudly sponsored by Cape Mentelle & Cloudy Bay. In September the exhibition returns to New Zealand, and will be shown in Wellington, Auckland and Dunedin.

ON ANY SUNDAY

Marlborough's Cellar Doors are now open for business all weekend. Sunday trading commenced earlier this month and Cloudy Bay welcomes visitors from 10-4:30pm daily. It would be appreciated if groups would make a prior booking.

We look forward to seeing you soon!

Pelorus 1987

"I think Pelorus is exceptional. It has more complexity and 'champagne character' than any other Antipodean fizz I've tasted and easily justifies the price."

Huon Hooke, Sydney Morning Herald

Cloudy Bay Sauvignon Blanc

"This fabulous Sauvignon Blanc is the best example of this varietal I have ever tasted from New Zealand."

Robert Parker, The Wine Advocate, 90 points

Cloudy Bay Chardonnay 1990

"My kind of chardonnay, which stylistically bears some resemblance to another favourite, its sister wine from Cape Mentelle."

I like the mealy, nutty complexity and soft texture of this generously flavoured... very sophisticated wine."

Bob Campbell, Cuisine

"Men don't expect a woman in my business to know anything about fine wine, but they quickly look beyond my body and find an equally intoxicating mind."

Deb Harrison, Kiwi model and self-confessed Cloudy Bay drinker, People

ED ...'LL BE RIGHT



When David Hohnen first encountered Edward Berry he thought, "Strewth, not another stitched up Pom in a pinstripe suit, with a hyphenated

name and a stutter." But Hohnen, not for the first time, was fooled by appearances. Underneath that impeccable and ever-so-polite exterior is a man of steel. Just the sort of fellow to front a Hamburg fine 'vine' retailer who thinks Australia is 'vere' the Frogs test A-bombs, and New Zealand is a place where old Japs go to die. Or a Milanese restaurateur breathing garlic with the sizzle of a flame-thrower, whose cousin in Melbourne's Carlton reckons gorgonzola and Aussie vino are one and the same - they both stink.

Edward Berry has been appointed Cape Mentelle's 'Man in Europe' - and the UK, till the Economic Community truly unites. As Sales and Marketing Manager he will work alongside the company's distributors in ten EEC countries to build a small but significant export market. For this task he has excellent credentials. Steeped in the UK wine trade, Ed has worked with the Savoy Hotel group, Moet & Chandon (London) Ltd, merchants Justerini & Brooks and most recently with the distributors of Krug Champagne. Earlier in the year he received his 'Down Under' Cape Mentelle and Cloudy Bay indoctrination and from now on drizabones Ed...ll be right, mate.

THE OTHER DAY

I was in New York to attend the annual convention of North American Neurosurgeons (NAN). Bit of a lark, tax deductible and who knows, maybe I could learn something. More by shrewd planning than chance, my visit coincided with the *New York Wine Experience*.

For anyone with the stamina, this so-called experience can involve three days of lectures, seminars and tastings with an international 5 star cast of wine experts and a line-up of wines that reads like the Who's Who of world wines. Wineries participate only by invitation, so it's the sort of show winemakers love to hate, unless of course they're invited.

To the sponsor's credit, a few not so famous wineries are included and, as it turned out, my pals at Cloudy Bay had scored a guernsey. Two in fact, their 1989 Chardonnay was one of the wines in a James Suckling / Michael Broadbent seminar titled the 'World's Great Chardonnays' and the 1990 Sauvignon Blanc was to be served at the Grand Tastings each evening.

Enthused with this news I set off down Broadway heading for my experience at the Grand Marriott.

A first visit to New York is like diving on the Barrier Reef. It's a subterranean and alien world peopled by millions of exotic and potentially dangerous critters. Life is sustained only by a wallet full of credit cards and sure as hell some lowlife will try to rip that off. So, with a wary eye for muggers I detoured dog turds and panhandlers and eventually made it to the Marriott.

Having tasted my way around a bit I located the Cloudy Bay stand. There was Hohnen looking a goon in his Italian designer suit, and about as comfortable as a Jehovah's Witness at a gay Mardi Gras. He was pouring tastes for a steady stream of enthusiasts and I wondered how these Americans would react to a sauvignon blanc that almost bubbles with varietal character.

Californian winemakers decided long ago that the exuberant characters of sauvignon blanc were a bit of an embarrassment. So they went out of their way to subdue the variety. Barrel fermentation and lees aging have helped to achieve this style which is epitomised by Mondavi's Fumé Blanc.

From a vantage point (somewhere between Chateau Margaux and Clos d'Estournel) I checked out reactions to the Cloudy Bay. I was out of earshot but...no matter. It was all in the eyebrows. As the nose goes into the glass the eyebrows rise toward the apex of the cranium. Synapses zapped - they loved it! To the casual neurological observer Cloudy Bay's New York debut seemed a success, so I headed out the door looking for an Irish bar. There's nothing like a creamy Guinness with a bourbon shooter to cleanse your palate!

Bruce Lees

Judd's Jensen

Cloudy Bay announces a new model

In a winery crushing sauvignon blanc, chardonnay and cabernet sauvignon around the clock, where cellar-hands toil mightily to ferment thousands of litres of precious juice, barely stopping long enough to stick a Renwick pie in the microwave, where would you think to look for the winemakers? As any cellar-hand will tell you: over by the pinot noir vat, that's where.

They hover round it, occasionally poking the budding ferment with a stick, they sip 'n see, they've even been seen to strip to their 'Y-fronts' and leap into the vat! Cellar-hands question this oenological insanity but none doubt the winemakers' besotted fascination with this fickle but alluring grape.

And why the fascination? Well in theory, the Wairau should produce very good pinot noir, for its climate is similar to Burgundy, acknowledged home of the world's greatest pinots.

But practice tells a different story - at least to date. The Wairau's pinots are without doubt well made and enjoyable to drink, but most (including the vat plunging vigneron) would concede it's not yet a high performance connoisseur's model.

Unlike sauvignon blanc - the Wairau's Ferrari, and chardonnay - its Mercedes Benz, pinot noir is just tonking along, a veritable Morris Minor - or is it? No way, says Kevin Judd. "It's a Jensen on blocks. When someone finds the wheels, it'll be up there with the best."

So Judd and his pit crew are out there looking for a set of rims, rubber and hub-caps. Clones must be planted and trialled, sites evaluated, viticulture fine-tuned, vinification researched and the right oak barrels sourced. It's a task that will take time but the process has started, with very encouraging results.

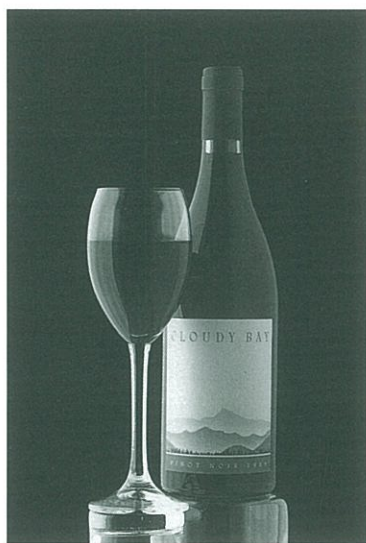
Cloudy Bay Pinot Noir 1989

In 1989, following a working vintage in Burgundy, Judd crushed a small quantity of pinot noir. Sourced from a new producing vineyard planted to a Swiss clone [AM 10/5] it was fermented in a couple of recycled milk vats. Aged 18 months in half new, half used Nevers oak barrels, the wine underwent a spontaneous malolactic fermentation and was bottled in late 1991. Kevin Judd is now satisfied that this small quantity of Cloudy Bay's inaugural pinot noir is ready for its debut.

Mindful of the scrutiny specially reserved for this variety, he describes his red deb as follows:

"Vibrant cherry red hues of medium intensity introduce the Cloudy Bay Pinot Noir 1989. Aromas reminiscent of grandma's wild plum jam ... with a few strawberries ... integrate with subtle toasty oak to produce a complex bouquet. This richness of fruit carries through to a warm supple palate."

Due to the very limited quantity the **Cloudy Bay Pinot Noir 1989** is only available via mail order or from cellar door.



FRIDGE DWELLERS

If, like the editor of *Mentelle Notes*, you sometimes find it hard to drain every last drop from your mid-weekly, night-at-home-with-a-bowl-of-pasta-bottle of Cloudy Bay Cabernet Merlot, don't fret.

Cloudy Bay's assistant winemaker James Healy has just run some fascinating lab tests and they indicate there's hope for the half-bottle drinker. Healey's results cast some doubt on the effectiveness of the various wine preservers - in fact his tests indicate that the best method for keeping opened bottles of white wine for up to five days is simply to recork the bottle and stick it back in the fridge.

"Chemically the refrigerated, recorked white wines retained both SO₂ and CO₂, as well as freshness. The red, a Cloudy Bay Cabernet Merlot 1990 also remained fresh over five days but as a young wine it has stable phenolics. Older wines where CO₂ has ceased to have an effect on colour intensity are probably better stored medium-term with the assistance of a Vacuvin or inert nitrogen blanketing."

WEST TO EAST

It's taken a little while but Cloudy Bay has at last been able to embrace CER or rather CVR. From now on consumers with a penchant for Western Australian wines will be able to take advantage of recently cemented closer vinous relations between Cloudy Bay and its sister winery, Cape Mentelle in Margaret River. Relations that now allow mail order and cellar door sale of the complete range of Cape Mentelle's premium wines.

To celebrate this vinous opportunity *Mentelle Notes* is pleased to offer readers an introductory case from Cape Mentelle - the **Margaret River Mix** - three bottles each of Cape Mentelle Cabernet Sauvignon 1990, Cape Mentelle Shiraz 1990, Cape Mentelle Zinfandel 1990 and Cape Mentelle Semillon Sauvignon Blanc 1991. Save yourself a trip across the Nullarbor with this piebald box of the best from the West! *Case price \$286.65.*

WHICH WINE..?

Mentelle Notes draws your attention to two new wine books: *The Wines and Vines of Marlborough* - everything you ever needed to know (but were afraid to ask) about Marlborough's vineyards and vigneron. Over 120 pages (and lots of colour photographs), this informative publication is available from Maidstone Books, P.O. Box 903, Blenheim. Phone / Fax [03] 5728565. Mail order price is \$34.95 [inc postage & packing]

Equally indispensable is Michael Cooper's *Buyer's Guide to New Zealand Wines* (Hodder & Stoughton, RRP \$19.95), a comprehensive pocket-size assessment of over 800 Kiwi wines. Each wine is rated for quality and value, and entries include the winemakers' own vintage ratings. Frank and practical, it is recommended to discerning wine buyers.

Don't move without us!

If your name or address is incorrect or you intend to change your name and address please keep us informed

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First

Surname

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Postcode:

Old Tel: () Old Fax: ()

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Sign up - we'll send you Mentelle

If you or a friend within New Zealand would appreciate receiving a copy of *Mentelle Notes* please complete this coupon.

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PRICE LIST & ORDER FORM



Wine	Description	Price per Case	Price per Bottle	Amount Ordered	Cost
PELORUS 1987 <small>[not available in mixed dozens]</small>	Brimms with concentrated fruit & creamy mousse. the sparkling quintessence of Marlborough.	(Six pack) \$219.00 (Two pack) \$73.00	N/A N/A		
Cloudy Bay Chardonnay 1990	To savour or cellar - luscious fruit aromas with toasty barrel characters. A real treat!	\$347.40	\$28.95		
Cloudy Bay Pinot Noir 1989	Wild plums and toasty oak, complex and supple. A new model ready for the road.	\$282.00	\$23.50		
Cloudy Bay Cabernet Merlot 1990	Aromatic cherry and plum fruits, hints of nuts and cinnamon. Enjoy now or cellar with confidence.	\$289.80	\$24.15		
MARLBOROUGH MIX	4 x CB '90 Chardonnay 4 x CB '89 Pinot Noir 4 x CB '90 Cabernet Merlot	\$306.40	N/A		
MARGARET RIVER MIX	3 x CM '90 Cabernet Sauvignon 3 x CM '90 Shiraz 3 x CM '90 Zinfandel 3 x CM '91 Semillon Sauvignon Blanc	\$286.65	N/A		
ADD FREIGHT COSTS (SEE BELOW)					
TOTAL (INCLUDING GST)					

DELIVERY INSTRUCTIONS

Note any special delivery instructions below:

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DELIVERY

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

PLEASE NOTE

- Orders must be in case lots.
- Feel free to make up your own mixed dozen using the bottle prices listed.
- All prices are G.S.T. inclusive
- This order form valid until publication of November '92 Mentelle Notes.
- Send order with payment to Cloudy Bay Vineyards Ltd, P.O. Box 376 Blenheim, New Zealand or Facsimile (03) 572 8065
- Only persons aged 20 years or over may legally order wine.

Name (Mr/Mrs/Ms)
First Surname

Address
..... Postcode

Tel: () (H) (W)

Fax: ()
Are you currently on our mailing list? YES NO

Signature

REMITTANCE DETAILS

Cheque Bankcard Visacard American Express Mastercard Diners

Credit Card Number: Valid until

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A Postal Ode

*The Society of Wine and Food
In Auckland served a multitude
Of people with your wines, two weeks ago.
A splendid list of chardonnay
and sauvignon was on display,
And subtle red that could be from Bordeaux.*

*When I arrived, there was a stack
Of papers in a snazzy pack,
And sample of a leaflet, "Mentelle Notes,"
A useful leaflet, too, I thought,
With details of what could be bought,
And comments on the wines, and anecdotes.*

*Tucked in the pack, right down inside,
A simple postcard was supplied,
With which we could send off our own address.
This seemed to me a great idea,
I'd get the Notes delivered here,
No cost to me - I really was impressed.*

*The card has your name on the right,
Post Office folk are none too bright -
I mailed it, and received it back next day.
I sent it off again, therefore,
And back it came to me once more,
Returned to my address, to my dismay.*

*With "FROM" on left,
and "TO" on right,
I understand that people might
Have problems seeing where to send the card.
To get it sent to you instead,
I circled "TO" in blazing red.
Now that, I thought, should not be quite so hard.*

*But no, I triumphed far too soon,
The thing came back that afternoon,
A trifle torn and tatty by this time.
So I surrender! Find enclosed
One postcard, slightly decomposed,
I've had enough of this great pantomime.*



*So please, from one who's quite distressed,
Please heed a humble, low request
To move your address to the other side.
This lengthy battle with the Post
(Although it's had me quite engrossed)
Has really been far too undignified.*

Robin Cooper,
Hillsborough, Auckland