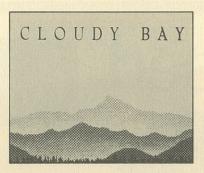
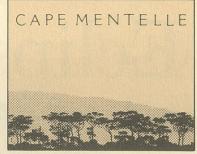
NEW ZEALAND

CLOUDY BAY VINEYARDS LTD P.O. BOX 376 BLENHEIM NEW ZEALAND TEL: (057) 28914 FAX: (057) 28065





AUSTRALIA

CAPE MENTELLE VINEYARDS LTD P.O. BOX 110 MARGARET RIVER WESTERN AUSTRALIA 6285 TEL: (097) 572 070 FAX: (097) 572 770

MENTELLE NOTES

NOVEMBER • 1990 THE NEWSLETTER OF CLOUDY BAY VINEYARDS LTD

Spring into action

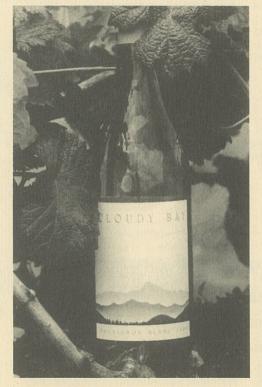
"To everything there is a season..."

When it's springtime in the Rockies neither Ivan Sutherland nor Brenton Air could give a square root. But when Margaret River's Mentelle geese announce the arrival of the latest batch of goslings, and so herald the arrival of spring in the Antipodes, these viticulturalists undergo a metamorphosis.

Like it or not, the vigneron is tied to the cycle of the vine. It is therefore inevitable that following a climactic harvest, our heroes of the moment suffer severe crushlag and as winter arrives, enter total dormancy. In the cold months they can be seen by day clad in waterproofs, seemingly motionless among endless miles of posts and wire, as they shape the hibernating vines. At nightfall they stagger home to a warm fire and another soporific session of 'Neighbours', or its Aussie equivalent.

So spring comes as welcome relief and with the first signs of new growth, our viticulturalists emerge chrysalis-like from their yellow rubber raincoats; within days the transition is complete. Suddenly the vineyard hums to the beat of a very different drum. Serried ranks of newly sprouted vines stand to attend the tank commanders, who like General Patton review the new vintage battalion, boring up and down the rows on their tractors. Errant weeds are blasted from life on this earth, fungal invasions repelled and brand new foliage given the mandatory short-back-'n-sides, now de rigueur with the modern viticulturalist. Nothing is left to chance in a well planned campaign; all growth through spring and early summer is monitored with military precision.

Be it the battlefield of Marlborough or Margaret River, it's all go between now



and Christmas. What better time, with vignerons on full alert and vines busting out all over, to unveil the first wines of 1990.

Cloudy Bay 1990 Sauvignon Blanc

The 1990 vintage will be remembered for a couple of quirks of mother nature.

Over West it was 'Vincent', the cyclone that came within a whisker (well, 150km) of turning a great season into a disaster. Expecting 160km/hour winds we battened down the beer fridge door, but, phew, Vincent overshot and blew himself out somewhere in the Great Southern Ocean. While Vincent retreated, out across the Tasman his mate Jack Frost was at play.

On the morning of 24 April Kevin Judd stepped out the back door to perform the first ritual of the day and had a serious case of frost bite in his hand. As the sun rose on the vineyard, the full extent of the overnight freeze became evident; leaves drooped and vines defoliated before his very eyes. Fortunately when the frost bit, vintage was almost complete. It was not cause for panic. merely persuasion, as Judd worked his crew non-stop pulling in the remaining crop. The escalated processing rate did cause one or two logistical problems, and the last 8 tonnes of merlot were successfully fermented in the back of a grape delivery truck! (Watch for our tip truck blend.)

No one was more impressed with Jack and Vincent than our newly acquainted French friends at Veuve Clicquot. They've had all sorts of dramas in Champagne, and know all about a deep freeze, but a cyclone! 'Zees guys Jack and Vincent, you should tell 'zem to go away', was the advice from Reims. We did, and a great vintage followed.

The 1990 Cloudy Bay Sauvignon Blanc seems all the better for a quick chill. Kevin Judd took a moment from dirty diapers to describe the wine thus:

"The fruit was harvested with high sugar levels, good fruit development and maximum varietal character. The nose is lifted and spicy and precedes aromas ranging from passionfruit through to subtle sensations of tomato leaves. The palate has mouth-filling intensity, fresh clear flavour and a lingering dry finish.

See inside for more new releases....

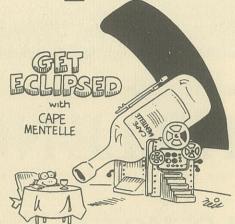
Get Eclipsed

It's got to be something of an occasion when a couple of bright sparks like Cape Mentelle and Cloudy Bay can be almost totally eclipsed in the same day. That's what will happen on Wednesday 16th January, 1991 when the moon throws its shadow across Blenheim and then Margaret River, performing that rare event on the solar calendar known as an annular eclipse.

Wanna get eclipsed? Why not. With information and advice provided by astronomers Mike Candy and Peter Birch of the Perth Observatory, *Mentelle Notes* can tell you how it's done.

An annular eclipse occurs when the moon passes in front of the sun obscuring most of its light and producing a halo effect. The path of the annular eclipse on the 16th passes over central New Zealand, Northern Tasmania and the south west of W.A. If you are in any of these locations you can get pretty well totally eclipsed. In other parts of Australia and New Zealand the sun will be partially blotto, which is better than not at all and still a good excuse to get eclipsed.

Mentelle Notes suggests that the best way to do it, is with a pair of binoculars and a piece of white paper. Leave one lens cap on and hold



the binoculars in the right hand directed backwards over the right shoulder, lens to the sun. Focus the image of the sun on the paper held in the left hand, about 15-20cm distant from the small end of the binoculars. And watch the sun get blottoed.

Those wishing to get totally or partially eclipsed should note these times. Those less astronomically inclined should just pop a CMV cork and imagine what life would be like if the sun really did go out over Margaret River or Marlborough. Heaven forbid!

BEGINS	MAXIMUM	ENDS	BLOTTO FACTOR (%)
10.30am	12.15pm	2.03pm	77
10.32	12.11	1.53	86
10.31	12.08	1.50	83
10.30	12.03	1.43	79
10.33	12.13	1.57	86
	10.30am 10.32 10.31 10.30	10.30am 12.15pm 10.32 12.11 10.31 12.08 10.30 12.03	10.30am 12.15pm 2.03pm 10.32 12.11 1.53 10.31 12.08 1.50 10.30 12.03 1.43

Those wishing to get fully eclipsed with Cape Mentelle read on

A GASTRONOMIC TREAT

Here's How YOU can Get Eclipsed with CAPE MENTELLE

It's not every day the sun goes down over Marlborough. When it does it's worth celebrating!

So CAPE MENTELLE wishes to invite you to get eclipsed at lunch on Wednesday 16th January, 1991. Several of Auckland and Wellington's restaurants have agreed to join in the solar fun.

To GET ECLIPSED all you do is . . .

On Wednesday 16 January, 1991 Make a luncheon booking for four or more at any of these top restaurants

HARBOURSIDE SEAFOOD BAR & GRILL Ferry Building, 96 Quay Street, Auckland Tel: (09) 370 486

Tel: (09) 370 486 **METROPOLE** 223 Parnell Road, Parnell, Auckland. Tel: (09) 799 300

CIN CIN ON QUAY
Ferry Building, 99 Quay Street, Auckland.
Tel: (09) 376 966
FIVE UNDER FIVE

5 City Road, Auckland. Tel: (09) 770 909
NICHOLSONS BRASSERIE
Oriental Parade, Wellington. Tel: (04) 843 835
PIER CAFE

Evans Bay Road, Wellington. Tel: (04) 861 386

Present the enclosed GET ECLIPSED invitation and you will receive a FREE bottle of Cape Mentelle Semillon Sauvignon Blanc to enjoy with your meal.

You will notice the invitation includes a tear-off couporPlease complete the details and return it to: Sue Pilcher at Cloudy Bay Vineyards (P.O. Box 376, Blenheim. Tel: (057) 28914. Fax: (057) 28065) so we can reserve your GET ECLIPSED table.

As the eclipse is still a while away we suggest you keep the top portion of your GET ECLIPSED invitation in a prominent place - your office noticeboard or fridge door. You will need to present it at the restaurant to get your bottle of wine. Can we also suggest that you telephone the selected restaurant the day prior, just to confirm your intention to GET ECLIPSED WITH CAPE MENTELLE. But don't get blotto and don't forget your binoculars!

(If you do not receive an invitation with this newsletter please call Sue Pilcher who will speed one to you.)

§§§ LATEST DROPS

888

Cloudy Bay 1990 Sauvignon Blanc Having just tasted the 1990 I can confirm that it is well up to scratch - if anything, fresher and more exuberantly fruity than the 1989...."

Joanna Simon, Sunday Times, London

888

Cloudy Bay 1988 Cabernet Merlot
"A totally delicious wine; I enjoyed it so
much that I not only retrieved it from
the large tasting in which it came up, but
proceeded to drink it over
two consecutive nights with continued
enjoyment."

James Halliday, Weekend Australian

888

Cloudy Bay 1988 Chardonnay

"One of the most stylish, delicate and
complex chardonnays on the market
today, this is the real progeny of
designer winemaking."

Jeremy Oliver, Vogue Australia

888

"Drink enough Cloudy Bay and you'll find both the intellect of chamber music-and the sheer decadence of striptease."

Robin Ingram, Gourmet Traveller

Century's Loser

'Tis not often that Kiwi wines make their mark on prime time Aussie TV, so imagine the consternation of a 'Sale of the Century' contestant when asked from which country Cloudy Bay wines come. With puckered and fevered brow he ummmed and aahed before opting for the Lucky Country....gong! Now, if host Tony Barber had saved this extra tough one for the show's 10th anniversary week and bowled it up to that larger than life Kiwi statesman, Lange, the Land of Long White Cloud's answer to Australia's ex-Minister for Science & Technology and quiz king, Barry 'Pick 'a Box Jones', the answer might just have been different.....

"When you ask one friend to dine,
Give him your best wine!
When you ask two,
The second best will do!"
H.W.Longfellow

SCIENTIFIC TIPPLERS here is a science to winedrinking, Australian

broadcaster Robyn Williams¹ of ABC Science Show and other fames explains.

In August I was back in the torrid but exquisite countryside of Britain, visiting a few scientific superstars, such as Professor Stephen Hawking in Cambridge, recording interviews for ABC radio. Despite the drought (I do believe we have swapped climates) the lanes and hedgerows were startlingly beautiful, the village pubs, some seven hundred years old, crammed with flowers, willows and strutting peacocks.

I called to see my old friend from Melbourne, Professor Derek Denton, Emeritus Director of the renowned Florey Institute for Medical Research. He was ensconced in an ancient hamlet in Sussex, where he is writing a radio series cum book for me about the nature of human consciousness. He was also expecting, in a few days, the arrival of his wife, Dame Maggie Scott, founder of the Australian Ballet

Derek's directions were impeccable and I arrived at the leafy drive that led to the mill, obviously very old but converted for convenience. A gentle stream flowed soothingly through perfect gardens.

Inside, I was immediately struck by the furnishings and artworks. This was a taste of a truly different order! The old mill's character was patent, but the new fittings blended superbly. " King Ethelred stayed here a thousand years ago," remarked mine host in an off-handed way.

"Why don't we have swim before dinner?" I agreed, but wondered how well we'd manage in the little stream. But, no, off we headed across the fields bouncing with summer rabbits, to another elegant building. It turned out to contain a large lounge (more great artworks), a vast pool, sauna, spas....We swam.

Later, at dinner, just as the pheasant was being served, I said, "Derek, who on earth owns this place?" "Dear boy, have some of the house wine," was all the answer I got. It was a very old bottle of Chateau Lafite

Rothschild. We were in fact guests of Sir Evelyn de Rothschild, head of Rothschild's Bank!

It was interesting to note how slowly we savoured the good wine. Top class grog requires a more serene approach. One tends to swill the mediocre. That's why, years ago, I decided that life is too short to drink a bad wine. Derek Denton is one of Australia's great wine buffs and, when not chez Rothschild, favours the Australian and New Zealand

Top class grog requires a more serene approach'

In fact, while in England and Wales, I was astounded by the range of our wines to be found in even the most remote regions. In one small village, huddled round the glacial valleys of Pembrokeshire near the tiny city of St. David's, I dined in a restaurant with no less than SEVEN of our labels on the menu. When I asked the Welsh waiter about the two Sauvignon Blanc brands listed from New Zealand he said simply: "They're the best in the world at the price."

Derek Denton, when at home in Melbourne, gives dinners at which Cabinet Ministers, exhausted from a spell in Canberra, are able to relax. Excellent wine, combined with appropriate restraint, are a tradition. Derek being one of the world authorities on the perils of hypertension, knows full well how much damage excess can lead to. Hence the gentle ritual and insistence on quality.

It's a lesson I've seen repeated by most of my academic friends with a love of wine.

Lindsay Sharpe, founding director of Sydney's Powerhouse Museum, is typical. He suffers plenty of ribbing, but loves his wines and knows a formidable amount about them. Professor Di Yerbury, Vice Chancellor at Macquarie University is just as knowledgeable and likes to introduce friends to dusty bottles that have sat under the house for years.

But the doyen of scientific tipplers must be Dr Max Lake, once Australia's leading hand surgeon, now vigneron of international renown. He has written delightful books on the biology of how we smell and savour good food and wine. Max is but one of the many medical doctors who've added a vineyard to their activities. Margaret River boasts scores of them.

This could be what's behind the name scientists like to give to their meetings at which latest findings are discussed: Symposium means " to drink together."

Moderation in consuming alcohol is supposed to be better for your health than abstinence. I don't think the evidence is quite finalised on that one, but, in the meantime, I'm following the advice of my mentors like Derek Denton - insist on the best and take it gently. It ends up being cheaper too.

Footnote:

¹ Robyn Williams confesses to an alias. Cum October 'The Cloudy Bay Kid' is known to haunt the premises of Sydney retailer David Matters (Best Cellars) for a share of what he describes as "the precious consignment from

PRICE LIST & ORDER FORM WINE DESCRIPTION PRICE PRICE PER AMOUNT COST PER CASE BOTTLE ORDERED Cloudy Bay Intense passionfruit aromas & honeysuckle 1990 Sauvignon Blanc highlights; full, crisp palate and lingering dry finish. \$221.40 \$18.45 Cloudy Bay Fresh lime combined with wildflower honey aromas. 1989 Late Harvest Riesling Luscious, with a citrus zing. Liquid marmalade. \$261.00 \$21.75 (375ml) 6 x Cloudy Bay '90 Sauvignor Blanc 3 x Cloudy Bay '88 Cabernet Merlot 3 x Cloudy Bay '89 Late Harvest Riesling (375ml) MIXED BLESSING \$243.45 N/A ADD FREIGHT COSTS (SEE BELOW) AND PACKING CHARGE (IF APPLICABLE) TOTAL (INC.GST)

DELIVERY		
FREIGHT CHARGES	PER CASE	
Metropolitan, Auckland, Wellington Christchurch, Nelson	\$4.50	
Other Areas	\$6.30	

DELIVERY INSTRUCTIONS

Please note any special delivery instructions below:				
Name (Mr/Mrs/Ms)				
Address				
Postcode				
rostcode				
Tel: ()(W)				
Fax: ()				
Signature				
DEMINDANCE DEMAIL C				
REMITTANCE DETAILS				
☐ Cheque ☐ Bankcard ☐ Visacard ☐ Mastercard				
C IV C IN I WILL WI				
Credit Card Number Valid until				

PLEASE NOTE

- 1. Orders must be in case lots.
- 2. Feel free to make up your own mixed dozen using the bottle prices listed but add \$2.50 for packing charges.
 3. All prices are G.S.T. inclusive
- 4. Send order to Cloudy Bay Vineyards Ltd, P.O. Box 376, Blenheim, New Zealand or Facsimile (057) 28065

Send a friend a Mentelle Note

If you have a friend within New Zealand who would appreciate receiving a copy of Mentelle Notes add their name to our list by completing the form below

1101101 (1111/11110/110)		Surname
Address:		
		Postcode:
Tel: ()	Fax: ()

Don't move without us

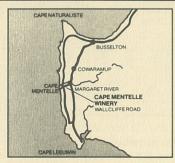
If your name or address is incorrect or you intend to change your name and

address please keep us info	ormed	
Name: (Mr/Mrs Ms)	First	Surname
Old Address:		
		Postcode
New Name: (Mr/Mrs/Ms)	First	Surname
New Address:		

.....Postcode



Cloudy Bay Vineyards Ltd Tel: (057) 28914 P.O. Box 376, Blenheim, New Zealand.



Cape Mentelle Vineyards Ltd Tel: (097) 572070 P.O. Box 110, Margaret River, WA 6285.



A Sweet Art

"There grows no vine
By the haunted Rhine
By Danube or Guadalquivir,
Nor an island or cape,
that bears such a grape
As grows by the Beautiful River."

H.W. Longfellow

Trust a dead poet to know it! The secret that Kevin Judd has been trying to keep since the 1989 vintage.....of the Cloudy Bay Late Harvest Riesling that grew by the beautiful Wairau. A wine that arguably has its origins in South Australia.

It all goes back to the time Juddy spent at Chateau Reynella, where he was introduced to the laborious and sometimes sticky procedures required to make such wines. Not only did Judd learn to perfect the sweet art and spy

botrytised bunches at thirty paces, he also developed a liking for big brix.

David Hohnen on the other hand, professes to know very little about sweet wines and holds a suspicion that they are merely produced by vignerons too tardy to get their grapes in on time, and / or winemakers who inexplicably can't finish a fermentation.

It took Judd only five years and many a sweet elixir sample to show Hohnen the wisdom of allowing perfectly healthy grapes to turn into

withered dags. These delectable morsels, sapped almost dry by the noble botrytis fungus, are hand plucked from the bare canes and coddled prior to crushing and fermentation. The yeast that can convert all of the sugar of normal grape juice into alcohol(bless their hearts) simply clag out half way through the job in such super-concentrated juice. The result is a wine of about 12% alcohol with still enough residual sugar to make a Mars bar blush!

Kevin Judd who rarely blushes, describes his latest creation with due poetic license (HW eat your heart out):

"Imagine a marmalade of lime and grapefruit with a dash of honey. The fresh aromas of the lime combine with the floral scents of wildflower honey. The Cloudy Bay 1989 Late Harvest Riesling is lusciously fruity and sweet, but finishes with the zing of grapefruit. Delicious, but don't try and spread this one on your toast."



MENTELLE E X P A N S I O N

Regular recipients of Cloudy Bay's bi-annual organ will note this issue's expansion.

Mentelle Notes will continue to be published twice a year, six pages burgeoning with news, views and new releases. If your friends or colleagues would appreciate the opportunity to hear from Cloudy Bay we suggest you complete the 'Send a Friend Mentelle' coupon on the order form.

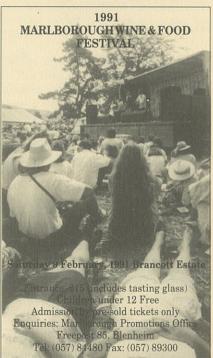
KUDOLPH KNOWS RED WINE DEAR

A Special Festive Mixed Dozen

Those in the know, red nose or not, will recognise that this year the Cloudy Bay Santa will deliver a bumper stocking deal to all well-behaved, perspicacious *Mentelle Notes* readers. If you've been good, or you want to stuff someone else's stocking, look no further. Here is a classy case of Christmas cheer, offering red, white and luscious too.

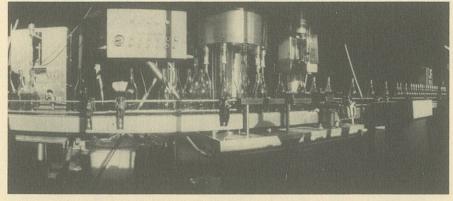
The MIXED BLESSING case comprises six bottles of the elegant new release 1990 Cloudy Bay Sauvignon Blanc, 3 bottles of the Cloudy Bay 1988 Cabernet Merlot that so took James Halliday's fancy and 3 bottles of wonderful sweet elixir-the Cloudy Bay 1989 Late Harvest Riesling, a perfect accompaniment for that plum pudding. At a case price of \$243.45 it has to be runaway festive success! This special dozen cannot be split or mixed. But feel free to make up your own mixed case from the two current release wines. And remember to add the \$2.50 packing charge.

IT'S A FIESTA



If you're planning to join in the fray be sure to book your tickets early. The Marlborough Festival has become an extremely popular event, drawing wine lovers from far and wide. This year organisers are having to limit attendance to 12,000 and you will only be able to participate in the Blenheim Bacchanal if you hold pre-sold admission tickets.

THE FILLING STATION



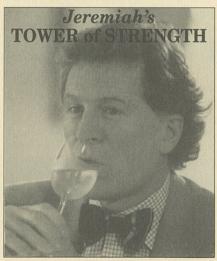
The wide lens of the Wairau has been at it again.
This issue of MN takes a long view of the Cloudy Bay bottling line - empty vessels waiting their fill of the 1990 Cloudy Bay Sauvignon Blanc. The handsome Italian Cobert Duetto 12 and the Cavagnino and Gatti labeller can fill, capsule, label, pack and load 2000 bottles an hour. First the bottles are rinsed and filled with nitrogen (to expel oxygen), then filled under low vacuum, corked, capped and monickered - ready to slake sauvignon thirsts from Renwick to Reims.

NOT LAST NOR LEAST

If you'd just run equal 10th and 39th against 126 others in an international sauvignon sprint how would you feel? Probably like a long cold shower and reluctant to tell of such modest achievement. So when Mentelle Notes learnt of the results of a major international sauvignon blanc tasting conducted by "Falstaff", Austria's premiere food and wine magazine, nary an editorial eyebrow raised. Till the list of contestants and judges lobbed from Vienna. A panel of Europe's top wine palates, including English M.W 'd trio - Jancis Robinson, David Peppercorn and Serena Sutcliffe - had ranked the Cloudy Bay 1989 Sauvignon Blanc top Antipodean, in the company of six Loire and three Californian sauvignons. But in many ways the unexpected performer was the Cape Mentelle 1989 Semillon Sauvignon Blanc that finished well ahead of the field of highflying eastern state Aussies and a bunch of well-trained Kiwis. A result that bodes well for sauvignon's future on both sides of the

WON | WINE

Congratulations to John Lundon, winner of the Mitterand & Mentelle competition and a mixed dozen.



Cloudy Bay (and Cape Mentelle) wines are now available in America and it seems it doesn't take long for the grapevine to work....

One of the first to bring Cloudy Bay to Californian palates is acclaimed chef Jeremiah Tower, the acknowledged creator of Pacific Rim cuisine, who recently visited both New Zealand and Australia, where he judged the Gourmet Traveller Restaurant of the Year Award. MN sources indicate that Tower's San Franciscan restaurants - Stars, Speedo and the Santa Fe Bar & Grill already list Cloudy Bay wines. Apparently Tower discovered Marlborough's elixir on a previous visit to the Antipodes and swears by it. Not satisfied just to switch on West Coast tipplers to Kiwi gold, he is trying to persuade French three star Michelin chef Georges Blanc to introduce Cloudy Bay wines to his acclaimed restaurant in Vonnas, France.

An occasional column from

THE CELLAR RAT

Mentelle Notes has discovered a literary talent on the winery floor. Read on....

Dear Mentelles,

Imagine spending 280 days a year in a pair of gum boots, your feet marinating in some of the best reds and whites with just a dash of water, spending 8 hours a day inside a building filled with concrete, stainless steel and enough oak to build The Ark.

Ok. We'll start with my view of vintage.

Tonnes of grapes; vineyard managers who have as much success with crop estimates as the weatherman has with forecasts. One pump for three jobs ...agitated winemakers ...Steinlager ... wet socks ...nicotine frenzied production managers ...bored wet lees filterers ...more grapes ...chilblains ... frosts ...panic! "We're running outa tanks, are you sure this is the last load?"....witty truck drivers ...barrel stacks...long days, short nights...skin contact in your gum boots. "Are you sure a day only has 24 hours?"..."This coffee isn't decaff is it?"...Did I remember to open the lid of the tank I'm pumping out of..?

I saw my wife last week, she looked well. Has anyone seen a 2 inch spanner? Cold Chisel, Led Zeppelin, Pink Floyd, Midnight Oil, Handel....Handel? We must have visitors.

The hose is always one foot too short, so's this cellar hand. Whites finished, reds finished, Steinies finished....tanks full, barrels full, staff full! Four weeks since vintage ended and I still can't sleep; yes the coffee did have caffeine.

We'll skip the filtering, cold stabilising and blending and go straight to bottling. Eight hours being yelled at by someone else's wife, and going home to be yelled at by your own wife. Exactly the same noises day in day out, punctuated by the yells of said wives when gremlins strike the bottling line. Billie Holiday on the CD . (Al must be sick - Juddy's sterilising the line). If there is a winery in Hell they'll bottle every day ... rows of containers to be filled...fill up the corker...strangled screams as we run outa bottles. Should never have said that the bottling girls could bring their own CDs....four CDs of the Readers Digest Country Greats and <u>all</u> the CB staff want to load the containers!

Last bottle through the line and the Stein-fairy has arrived, smiles all round and looking forward to the next vintage. WHO SAID THAT?

Love, light and peace, Serala