



GLENIGARRY

Wineletter
JULY 2005
100



Everyday Drinking

Waipara Hills

Marlborough Merlot 2004

was ~~\$18.95~~ now **\$14.95** 10347



Underwhelmed by some of the offerings in the last wine panel, young Mick charged upstairs (although charge of the 'light' brigade may be stretching it) and plucked this from 'neath his desk. Bagged and unhinged we sampled its contents. 'Golly,' said one. 'Wow,' another. 'Random,' said the cool guy from retail. So we bought the lot. An elegant wine, with heavenly plum hints and splashings of currants atop an earthy base, spiked with spicy oak. The flavour, length and depth of a \$20-plus jobbie.

Deen De Bortoli

Vat 9 Cabernet Sauvignon 2002

was ~~\$14.95~~ now **\$11.95** 20838



The *Cuisine* panel saw stars (4 of 'em) after their encounter with this brick-red beauty, and we saw it only decent to carve some \$\$ off this *magnifico* offering and spread the goodwill all about. From the alluring colouring, through the syrupy lushness of blackcurrant and cassis flavours to the chocolate and spicy oak finish, this is a storming South East Australian of quite outlandish value. Rich, generous and affable; if you think Cabernet is angular and unforgiving, like ole Uncle Clive, then try this, and reshape your thinking.

Montana

Marlborough Pinot Noir 2004

was ~~\$19.95~~ now **\$13.95** 15049



Had you suggested a few years ago that you could get good local Pinot for less than \$14, someone may have snidely intimated that *les cochons* can double as fixed wing aircraft. But here it is, and there ain't no airborne bacon in sight. This is spicy, with star-bright plum flavours and oodles of dark cherries clinging to the barrels of oaken spiciness. Delivers immense pleasure, and we'll even do a deal on a case. One or two bottles just won't do it for you, believe us.

Brookfields

Bergman Chardonnay 2004

was ~~\$18.95~~ now **\$14.95** 11001



2004 was a late Indian summer, which allowed Chief Brook Field to really ripen those Chardonnay grapes out the front of the homestead. The generous sunshine hours have delivered up lush fruit flavours, a mid-palate richness that defies belief, while a little winemaking influence with wood and malo results in a structure you could hitch a hoss to. Handcrafted with judicious skill, it's a peachy, melony delight that has the star quality of its namesake, and the approachability and unflappable charm of its creator.



the glengarry card

Holding a Glengarry Card entitles you to discount prices every time you shop at a Glengarry store, and is available to anyone over 18.

JOIN NOW! To get your Glengarry Card, register online at www.glengarry.co.nz or fill out the back page of this publication and freefax it to 0800 106 162, or just call us on 0800 733 505. Simple, huh?

G this month

Look out for the Glengarry Card 'G' Icon alongside products in this Wineletter. Buy any of those products instore or online using your Glengarry Card, and go in the draw to win an evening at the new Dida's Wine Lounge, with a complimentary bottle of Sir Winston Churchill Cuvée 1995 and a selection of superb Tapas off the Dida menu.

CELEBRATION OFFER

Purchase any bottle of wine this month from Glengarry's Wineletter 100 and go in the draw to WIN

a collection of

100 WINES

An Invitation to **the wineletter**
 @ **Glengarry Victoria Park**
 Cnr Wellesley Street & Sale Street
ak July 13th 6pm-8pm **wednesday**
 & **Glengarry Thorndon**
 232 Thorndon Quay
wgtn July 11th 6pm-8pm **monday**
100 launch night
 Come and join us to taste some wines and join in the celebrations

The big tonne, the cardinal number, the hector-volume (huh?) is upon us and we're more than a touch excited down here at Glengarry HQ. While it would be tempting to put out Wineletter 99b or somesuch, in this, the dreariest month of the year, it seemed *apropos* to inject some spice and sparkle into the goings on for you, our loyal readers and wine drinkers. This issue, then, has more than a whiff of the celebratory about it.

Firstly, dropping at your feet as we speak you will have found a special four-page insert, for which one of our inhouse scribes, Michael Larsen, has penned a metre or two of silly verse. Michael Chappory (who has been writing for us since Wineletter #1) has put together a couple of pages on Glengarry's history and Joe J has raided the family album, all to add extra interest for the month.

And Graeme Gash, the man behind the look - let us sneak behind the man and snaffle some of his sensational artwork, and offer it up to you as a limited edition poster.

Also in the name of the 100th issue, we have a competition. Buy any bottle of wine this month, from this wineletter, and you go in the draw to win a 100-wine package of product from this very tome. Our specially be-T-shirted staff will help you with your entry, so to speak, and there is no limit to how often you enter.

In keeping with the celebratory theme, we are having one of our legendary

Wineletter launches at our Victoria Park (July 13) and Thorndon Quay (July 11) stores which will make the Independence Day celebrations of the previous week look about as exciting as the last budget. We'll be tasting a large selection of the wines featured in this publication - it'll all be going on, so come along and share with us the way we know best: with a glass in hand.

While delighted to have been witnessing and shaping wine drinkers' habits for six decades now, we are expanding our horizons moreso than ever as this millennium mounts quickly beneath us. We opened a new store in Wellington in May, our Courtenay Place outlet, we have a store at Remuera opening in July and last month saw the launch of our Dida's Wine Lounge in Jervois Road, Herne Bay. Dida's is a new environment in which to sample our wines and our 'culture' so keep an eye out next time you're passing, and come and have a glass and a bite. It's looking pretty ace, we have to say.

So there we have it. Within these pages is a vast selection of the good, the great and the always drinkable from the wine world, from distant shores and local fields, the far north to the deep south, across rivers, and plains, mountain valleys, streams (*OK, your family are here to collect you now, that's enough...*)

Yip. A bit carried away we are. But what the hay! Enjoy the month; looking forward to seeing you.

GLENGARRY

Services

delivery ontime, everytime
 gift packs for all occasions
 functions we cater for it all
 sale and return by arrangement
 glassware loan/hire
 wine, beer, spirits, beverages
 advice on everything wine related
 monthly offers hot and exclusive!
 fun and education we're known for it; it's fun!
 sending overseas we know how to get it done
 credit accounts join us!

auckland

victoria park
 cnr wellesley st & sale st
 308 8346
 herne bay
 54 jervois rd
 378 8555
 ponsonby
 139 ponsonby rd
 378 8252
 parnell
 164 parnell rd
 358 1333
 newmarket
 22 morrow st
 524 5789
 mission bay
 49 tamaki dr
 528 5272
 mt eden
 250 dominion rd
 623 0811
 city
 cnr wellesley st & mayoral dr
 379 8416
 takapuna
 cnr hurstmere rd & killarney st
 486 1770
 devonport
 cnr clarence st & wynyard st
 445 2989
 remuera
 400 Remuera Road
 523 1594

wellington

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

Locations

 **DON'T DRINK AND DRIVE**

www.glengarry.co.nz



Tony Bish Sacred Hill

From producing a small amount of Fumé Blanc out of an implement shed on the family farm in the early 80's, the Mason family's winery has come a great distance. With annual production now exceeding 150,000 cases, a smart new facility in Hastings and a sizeable chunk of domestic and international markets, the label has grown exponentially since Dave Mason first planted Sauvignon vines in a field near Puketapu in 1982. And the man who has helmed a great deal of this development is Tony Bish, the company's Chief Winemaker.

Tony was responsible for turning those first vines into the stunning wine that it became, and it is he who has ensured Sacred Hill have enough silverware in their implement shed. Medals and trophies aside, this affable chap has delivered a consistency in quality and style that few wineries attain, and more than a couple envy. Using knowledge acquired at Brown Brothers in Australia, Rippon, French Farm and Martinborough Vineyards in New Zealand, Tony has, apart from a brief sabbatical in the late 80's, steered the Sacred Ship in an increasingly successful direction.

Responsible for nearly 120 hectares of estate vineyard holdings, producing wines from both Marlborough and the Hawke's Bay and covering varieties from Cabernet Sauvignon through to the Halo dessert wine, Bishy has been a busy man. While there was never a solid, immovable plan at the hill of Sacredness, Tony says that their aim was always to create substantial volumes of high quality, good value New Zealand wine. 'We always aim to over-deliver. If we give value to our customers, then we retain their loyalty.'

One of the crucial foundation stones of Tony's and Sacred Hill's achievements has been their ability to produce great wines across a range of price points. This, Tony says, comes from having a good variety of vineyard sites to source fruit from, and so being able to harness diverse site characteristics in the final wine. And to that

Sacred Hill Barrel Fermented Hawkes Bay Chardonnay 2004

was ~~\$19.95~~ now **\$15.95** 18248

Fine weather delivered well-balanced fruit selected and hand harvested from premium Hawkes Bay vineyards. It was cool fermented in a combination of French and American oak barrels, put through a malolactic conversion and lees stirred. The well defined bouquet displays melon and peach aromas enhanced by toasty oak nuances. The palate is beautifully focused, with tropical fruit, hints of butterscotch and mealy flavours supported by a silky texture and a fresh, long, flavoursome finish.

BUY A CASE OF 12 FOR ONLY \$14.95 A BOTTLE



Sacred Hill Marlborough Pinot Noir 2004

was ~~\$19.95~~ now **\$15.95** 18258

A lushly-styled Pinot Noir evocative of its Marlborough origins. The wine was fermented and hand-plunged in traditional small vats and put through a malolactic conversion to enhance the ripe characters of the fruit. After a period of maturation in French oak barriques, the wine was racked and bottle matured. It has an aromatic bouquet of cherry, cinnamon and sweet oak. It develops nicely on the palate to display berry and herb flavours integrated with toasty oak.

BUY A CASE OF 12 FOR ONLY \$14.95 A BOTTLE

Sacred Hill Basket Press Hawkes Bay Merlot Cabernet 2004

was ~~\$19.95~~ now **\$15.95** 18259

A Bordeaux style red, traditionally fermented and given extended skin contact to provide good depth of colour and tannin structure. Following fermentation and blending, the wine was matured in oak barriques and minimally handled. The classic bouquet is packed with plum /berry aromas, hints of chocolate and toasty oak. Beautifully crafted, it is rich, concentrated and supple, with plum, spice and currant flavours spreading out on a silky texture and finishing on a long note.

BUY A CASE OF 12 FOR ONLY \$14.95 A BOTTLE



end, the vineyard sites continue to expand. The company have had outstanding success with their Gimblett Gravel reds, and just when it seemed that all the land was gone... 'The Hawke's Bay Deerstalkers had their clubhouse in the Gravels area, have had for years. We bought the site, relocated them and planted Syrah,' Tony tells me. The Deerstalkers Syrah will be released later this year, 'and it's looking great,' he says. An '04 Rifleman's will be out at the same time; a much anticipated release as there was no '03 due to frost. Meanwhile in Marlborough, the SH plots are spreading. The company has a rocky/stony site in the Waihopai Valley that will see Sauvignon Blanc and Pinot Noir from its 'lunar landscape,' Tony says. 'Because I've spent a lot of time in Central

(Otago) I'm a total Pinotophile. We think something really special can come out of Marlborough if you've got the right site. There haven't been enough Pinot-dedicated growers have a crack at it yet, so we're excited about the fruit that's coming off that block.'

Never standing still, then. And that's one of the cornerstones of Sacred Hill's philosophy - they vote with their wallet, as Tony puts it, continually re-investing in sites, plant and people to continue to over-deliver, something they achieve with irrefutable consistency.



G Sacred Hill
White Cabernet 2004

was \$19.95 now **\$15.95** 18090

White Cabernet sounds like a contradiction, but this is actually a rosé style wine made by gently pressing premium Cabernet Sauvignon to extract minimum amounts of skin pigmentation and deliver a delicate, pinkish, refined juice. To retain freshness and elegance, the wine was cool fermented in stainless steel tanks. The bouquet is reminiscent of strawberry and tropical fruit. It's deliciously fresh, with an array of berryfruit flavours integrated with lush tropical fruit nuances.

BUY A CASE OF 12 FOR ONLY \$14.95 A BOTTLE

Sacred Hill Sauvage
Hawkes Bay Sauvignon Blanc 2004

\$29.95 18261

This Sacred Hill signature Hawkes Bay Sauvignon Blanc is a uniquely-styled wine that gives the variety a greater dimension. The grapes were bunch selected from the company's premium vineyards and naturally fermented (i.e. not cultured yeasts), then matured for nine months in French oak barriques. A pale straw wine with greenish highlights, it has a distinctive bouquet that hints at passionfruit, grapefruit and spice. This is a ripe, nicely-focused wine that offers artfully articulated layers of fruit flavours, a polished texture and a thread of acidity to give balance.



18119	Sacred Hill	Whitecliff Sauvignon Blanc 2004	\$13.95
18253	Sacred Hill	Whitecliff Pinot Gris 2004	\$13.95
18254	Sacred Hill	Whitecliff Riesling 2004	\$13.95
18118	Sacred Hill	Whitecliff Hawkes Bay Merlot 2003	\$13.95
18249	Sacred Hill	Whitecliff Pinot Noir 2004	\$13.95
18182	Sacred Hill	Whitecliff Rosé 2004	\$13.95
18257	Sacred Hill	Wairau Vineyards Marlborough Sauvignon 2004	\$15.95
18243	Sacred Hill	Helmsman Hawkes Bay Cabernet Merlot 2002	\$44.95
18099	Sacred Hill	Halo Botrytis Semillon 2002 375mL	\$49.95

Hot off the Press

Chard Farm Vipers
Central Otago Pinot Noir 2003

\$39.95 11161



Before you start to think you're being snake-charmed, *Vipers Bugloss* is a rare flower of Central Otago, rather than a rattler. It grows where others won't: perfect for Pinot. The grapes' struggles are our gains, and ensure us a wine of complexity, character and concentration. Intensely smoky with wafts of ripe cherries and a hint of earth, this is firm and flavoursome. Strictly limited, and available on a first come, first delighted basis.

Domaine Laroche **GOLD MEDAL**
Chablis 2004

\$29.95 48519



This has two crucial hallmarks of good Chablis: its flavours are pure and unsullied, and its price-tag represents exceptional value. The '04 has a nose that's charmed with apple and cream nuances, and a palate of typical Chablisean precision and minerality. The mouthfeel is firm, the texture vibrant, the notes of stone, pears and citrus all clearly delineated. A divine expression of French Chardonnay.

Cheviot Bridge
Heathcote Shiraz 2004

\$13.95 21220



Under \$15 the Ocker offers tend to be regionally agnostic, but this shows its Heathcote terroir on its Armani sleeve, and within. It's unobtrusive yet characterful, with the pepper and spice nose typical of both region and variety. The palate is vibrant and silky, with a moreish mouthfeel and appealing length. Not as in your face as some Barossa styles, and the more intriguing for it.

G Lake Chalice
Marlborough Sauvignon Blanc 2005

\$16.95 13314



The 2004 took out a couple of trophies in Sydney last year, and sold out quicker than you can say 'Best White Wine of the Show.' Gambo, Chalice's inimitable owner, reckons this is *better* than the '04, by crikey! Whatever the case it's long gone, and so it seems churlish not to unleash the 2005 on an anticipatory drinking public. Typically Marlborough, typically sexy.

Buy the Hot Off The Press Pack: 3 bottles of each wine for only \$250 save \$97.40 off retail 65826

LET'S CELEBRATE!

Remember the old 'Christmas comes but once a year' chestnut that Great Aunt Ida used to trot out over a cream sherry and piece of fruit cake? Well, due to this being the Mother of all Wineletters we're breaking with tradition and partying like it's, er December. Yip, activities that normally indicate the spraying of false snow and donning of fake beards (no, not the Hero Parade) are being undertaken in our stores in July to mark the centennial release of this our company organ. Pants are being dropped, pencils sharpened, wines priced to sell and lots of other clichés used as we descend into a mid-winter madness the scale of which hasn't been seen since, like, whenever, Trevor. The kids in the stores have been told, 'stack 'em high and watch 'em fly' and we're giving out free Ginzu steak knives and a holiday for two in Scunthorpe with every... OK, that bit we made up.

But 'celebration' is the theme, so we've pulled together some of our favourite deals from days gone by and put them up for grabs, by your good selves of course. Champagnes at Christmas prices, lots of still wines for not much at all, and a range of product that one could quite feasibly call mountainous. There are case deals, deals on free magnums, baker's dozens and lots of other stuff.

And we're talking the bomb brands here: Pol Roger, Cloudy Bay, Te Mata, Kim Crawford and Bolly, by golly, so get your head between the covers of this here epistle and start circling your favourites. Then get online, on the phone or on your trusty steed and come down and get yourself some of the fun. Your accountant will love you for it.

Champagne Charles Courbet Special Cuvée NV

was ~~\$34.95~~ now **\$29.95**₄₁₅₂₆

Exclusive to Glengarry, this has proved to be more popular than electric blankets in Invercargill. It is the genuine article, made from the stipulated grape varieties grown within the boundaries of the Champagne appellation. It is a healthy, light golden colour, highlighted by a profusion of tiny bubbles. The bouquet is a little restrained, but opens up to reveal fresh, attractive, biscuity aromas. Delightfully light and creamy on the palate, it is nicely balanced and finishes on a crisp note.



CASE OF 6: \$170 (equates to \$28.33 a bottle)

Champagne Pol Roger Brut Réserve NV

was ~~\$79.95~~ now **\$67.95**₄₈₂₁₀

The champenois judge the quality of the House not by its prestige cuvées and vintage releases but by the consistency of the non-vintage wines, and in this respect Pol Roger is right up there. The NV is produced from around thirty base wines from different vineyards and vintages, boosted by a good measure of reserve wine and aged for at least three years. Beautifully crafted, it has tiny, persistent bubbles, a fruity, creamy mousse and fine, dry, clean finish.



BUY A CASE AND GET A MAGNUM FREE WHILE STOCKS LAST

Champagne Veuve Clicquot Brut NV

was ~~\$95.95~~ now **\$69.95**₄₉₈₁₀

Veuve, with its distinctive yellow label, is one of the most recognisable Champagnes on the market and one of the most popular in the world. The company has large vineyard holdings, but like most of the grandes marques, buys in its grapes from contract growers. This, the House's flagship wine, is Pinot Noir-dominated and remarkably consistent. It's a big, bouncy, richly-flavoured bubbly with yeasty, biscuity aromas and flavours and a gloriously lingering, soft yet robust finish. Unmistakably classy.



Champagne Bollinger Special Cuvée NV

was ~~\$105.95~~ now **\$75.95**₄₀₈₂₀

Bollinger is one of the most traditional Champagne houses, concentrating on producing powerfully structured Champagnes. Only first pressings are used (70% of the grapes are from their own vineyards, with an average rating of 99%) and the wines are held on lees for as long as possible. The high proportion of reserve wine and the Pinot Noir combine to provide a firm structure. This is aristocratic Champagne that is powerful and well balanced, with a superb, flavoursome mousse and considerable length and elegance.



Pencarrow

Martinborough Chardonnay 2004

was ~~\$19.95~~ now **\$13.95** 17042

Pencarrow is a second label for Palliser Estate, one of the earliest-established wineries in Martinborough, and they have the experience to extract the best out of this district. The wine was fermented (10% on natural yeasts) and matured for seven months in a combination of French and American oak barrels. A moderately complex wine focused on ripe stone-fruit, lemon-accented flavours that tumble over a creamy texture. All the elements, the fruit, processing nuances and oak are nicely balanced by a fresh, citrus finish.



Cloudy Bay

Marlborough Sauvignon Blanc 2004

was ~~\$29.95~~ now **\$26.95** 12113

After the All Blacks, Cloudy Bay is probably New Zealand's most glamorous and famous export. Since its launch, this consummate Marlborough Sauvignon Blanc has set the international standard by which all others are judged. Blended from selected fruit from eight different low-yielding vineyards, the wine was cool fermented and given two months lees contact. It's a pale straw-green with a bold celery, green pepper and grapefruit bouquet. Dramatically styled, it's a savvie to die for, full bodied with herb-like flavours that persist through to the zesty finish. Classic.



Te Mata Woodthorpe

Hawkes Bay Chardonnay 2004

was ~~\$24.95~~ now **\$16.95** 19129

Te Mata's Woodthorpe vineyard is located on free draining soils on the north-facing terraces in the Tutaekuri River valley. The grapes were whole bunch pressed, cold settled and one portion was barrel fermented to add complexity, the other tank fermented to enhance fruit definition. It was put through malolactic fermentation and matured in oak. A greenish-gold wine with a bouquet that is all fruit wrapped in slick, oaky nuances. Fresh and plump, it has a decent splash of peachy flavours supported by subtle oak.



Allan Scott

Marlborough Sauvignon Blanc 2004

was ~~\$21.95~~ now **\$15.95** 18324

Allan Scott has been involved in the rise of Marlborough from the beginning, and the wines produced from his own vineyards have earned an enviable reputation that often challenges Cloudy Bay's stellar status. Both wines share that unmistakable Marlborough lively character, but they have quite distinct personalities. This is a delightfully ripe Sauvignon Blanc with a tropical, fruit-laced bouquet that has a gently herbaceous edge. Fresh and lively on the palate, the passionfruit flavours are enhanced by a smooth texture and balanced by a fresh, limey finish.



Kim Crawford Te Awanga

Hawkes Bay Chardonnay 2004

was ~~\$19.95~~ now **\$14.95** 11917

The Te Awanga vineyard is influenced by its proximity to the ocean, which provides cooling sea breezes that help to retain aromas and varietal character. Slowly fermented in temperature-controlled stainless steel tanks to enhance fruit flavours, the wine was fined and bottled early under screw caps to retain freshness. Delicious, generously flavoured and with a silky, buttery edge that makes it a great partner to a wide range of foods. It has lovely tropical fruit aromas and flavours beautifully balanced by a clean, lemony finish.



Goldwater New Dog

Marlborough Sauvignon Blanc 2004

was ~~\$19.95~~ now **\$16.95** 12988

With the benefit of some extended bottle ageing, this is drinking better than ever. Blended from Wairau and Brancott Valley fruit, the wine was cool fermented to retain freshness and held on yeast lees to develop complexity, body and depth. The bouquet displays rock melon and peach aromas laced with thyme-like nuances. The palate has developed nicely and shows excellent depth and complexity, with the fruit flavours given added richness by a silky mouthfeel and a citrus finish.



BUY A CASE AND GET A 13TH BOTTLE FREE

LET'S CELEBRATE!

Cloudy Bay Pelorus NV

was ~~\$38.95~~ now **\$29.95**₁₂₁₂₂

The base wines for this sparkler were blended from selected Chardonnay and Pinot Noir sourced from Wairau Valley vineyards. Following the primary fermentation the wine underwent the methode process and was aged on lees for two years. A lively, fruit-driven style, with a persistent mousse and well-defined citrus and pip fruit aromas and flavours enhanced by classic yeasty, toasty nuances. The palate has a creamy mouthfeel and is beautifully balanced, finishing on a crisp, lively note.



Taltarni Three Monks Cabernet Merlot 2001

was ~~\$21.95~~ now **\$16.95**₂₇₇₇₃

Three Monks was not named after a London Tube station; it is the collective name by which Taltarni's winemakers Peter, Leigh and Loic are known. This Cabernet Sauvignon-dominant wine was produced using fruit selected from premium Victorian vineyards. The wine was traditionally fermented and matured in seasoned oak for fifteen months. It is deep and full, with rich currant and plum aromas enhanced by subtle vanillin oak. Well structured with assertive fruit flavours, it is medium bodied, nicely rounded, harmonious and finishes long on a supple tannin note.



Daniel Le Brun Methode Traditionnelle

was ~~\$32.95~~ now **\$25.95**₁₂₁₄₅

The Poms have probably not yet discovered that Marlborough also produces world-class Methodes. Let's hope that they don't, because there'll be a lot less for us. This beautifully-crafted wine is a light golden colour with an effusive stream of pretty bubbles. The bouquet has the distinctive yeasty notes of classic methodes integrating with floral nuances. Nicely weighted, it fills the mouth with lovely fruit-laden, biscuity flavours that linger on in the finish.

CASE PRICE: \$300 (equates to \$25 a bottle)



d'Arenberg The Stump Jump Grenache Shiraz Mourvèdre 2004

was ~~\$16.95~~ now **\$12.95**₂₀₇₄₉

This is named after the Australian-invented Stump Jump plough that was able to ride over stumps and gnarled roots. The wine is a blend of the classic Rhône trio of Grenache (50%), Shiraz (26%) and Mourvèdre (24%), traditionally basket pressed and oak matured. It's a sleek, well-crafted red, with nicely concentrated plum, cherry and anise aromas and hints of spice and subtle oak. Well balanced and proportioned, and very easy to enjoy; particularly at this give-away price.

CASE PRICE: \$143.30 (equates to \$11.95 a bottle)



Ingoldby McLaren Vale Shiraz 2003

was ~~\$21.95~~ now **\$16.95**₂₀₁₅₅

This youthful-looking wine, inky in colour, is one of the purest expressions of Australian Shiraz that we have tasted. The bouquet displays ripe berry fruit and plum aromas, interwoven with cinnamon, cloves, ground black pepper and oaky nuances. The palate is deep and lush, with an abundance of ripe cassis fruit flavours suffused with spices, supported by subtle oak and underlined by supple but ample tannins. The savoury flavours linger in the mouth to provide a very satisfying, quite sumptuous after-taste. At this price, it's pure heaven.



Deen De Bortoli Vat 4 Petit Verdot 2002

was ~~\$14.95~~ now **\$12.95**₂₀₈₀₃

In Bordeaux, Petit Verdot is highly valued because it provides colour and structure and is used for seasoning the classic wines of the region. That's a pity, because as this wine so eloquently demonstrates, Petit Verdot can produce stylish and very drinkable wines. Dark as night, it has an enticing, scented bouquet full of violets and berry aromas. The palate is nicely balanced, with a well-defined vinous character supported by a smooth texture and a lingering finish.

TOP TEN IN CUISINE UNDER \$15 RED TASTING



LET'S CELEBRATE!

Strugglers Flat

Martinborough Pinot Noir 2004

was ~~\$22.95~~ now **\$18.95**¹¹²²⁸

A portion of this wine was fermented on indigenous (wild) yeasts and the balance on cultured yeast. During fermentation, the wine was hand-plunged regularly during the day, and following primary fermentation, matured on lees in French oak barriques. This bright ruby-red wine has a bouquet that deftly balances fragrant strawberry aromas with spicy oak. The cherry and strawberry fruit flavours are edged by earthy herb-like nuances that give the wine an added dimension. Well balanced, it has an easy, mellow texture and finely-judged tannin finish.



G Gros Frère et Soeur

Bourgogne Hautes Côtes de Nuits 2002

was ~~\$37.95~~ now **\$28.95**⁴¹⁰⁰⁴

Per-Henrik Mansson, writing in the Spectator, said of the 2002 Burgundian vintage, 'On paper, this is as perfect a harvest as they come'. Having tasted this wine, we agree. It is deeply coloured, with cherry and plum aromas kissed by toasty oak. The palate is ripe and fleshy, with silky cherry/plum flavours that flow on endlessly. It has wonderful depth and balance that allows the full impact of the fruit to shine through with finesse. A lengthy aftertaste marks this as a superior Pinot Noir, and at the price, a bargain.



81016	Coto de Hayas	Crianza 2001	\$12.95
18036	Gunn Estate	Pinot Gris 2004	\$12.95
14810	Mission Estate	Hawkes Bay Merlot 2004	\$14.95
42128	Château Suau	Bordeaux 2002	\$14.95
66026	Pasqua	Lapaccio Primitivo Salento 2003	\$14.95
90572	Montes	Cabernet Carménère 2003	\$16.95
22618	Pepperjack	Barossa Shiraz 2003	\$17.95
42750	Domaines Bunan	Côtes de Provence Bélouvé 2002	\$17.95
41202	Les Vins de Vienne	Côtes du Rhône Rouge 2003	\$20.95
15750	Nevis Bluff	Central Otago Pinot Noir 2002	\$32.95

PURCHASE ANY BOTTLE OF WINE THIS MONTH FROM WINELETTER 100 AND GO IN THE DRAW TO WIN 100 WINES



Fearless Bays

Villamontes

Cabernet Sauvignon 2002

was ~~\$13.95~~ now **\$9.95**⁹⁰⁵⁶⁶

Chile: it's the new black. And its sexiest export, apart from Isabelle Allende is its vino, which has come ahead in leaps and bounds since grapes arrived with the conquistadores of Spain about 1500. Heading the recent renaissance is Aurelio Montes and this, his entry-level label red is a cracker. A 100% no-nonsense Cabernet, tis a sturdy baby with 13.5% alcohol to keep it full-bodied and round, and superbly ripe fruit to ensure softness and generosity of flavour.



De Bortoli

First Block Chardonnay 2004

was ~~\$11.95~~ now **\$8.95**²⁰⁸⁰⁶

So popular is this Chardonnay, we petitioned De Bortoli to let us stick a stainless steel tank in our lunchroom and run chardonnay through the water coolers. They declined, politely. Well, dang it all Frank, it's that's good. Sourced from a range of sites to ensure vintage to vintage consistency, it's full of tropical and passion fruit, a splatter of lychees and a palate that's a tropical/citrus zest overload. Plenty of phatness, not a skerrick of wood to sully the final composition. And it would've looked so good next to the pie warmer...



Freixenet

Cordon Negro Brut NV

was ~~\$12.95~~ now **\$9.95**⁸⁵⁰¹⁰

The Ferrer family have had the Freixenet property since the 1400's. At any one time there are 150 million bottles of Freixenet Cava maturing in 54km of limestone caves beneath the hills of Sant Sadurní D'Anoia. Oh, and it's the *number one selling sparkling wine in the world*. Why? Well it's soft yet dry, elegant yet complex, well-balanced, flavoursome with low residual sugar and low acid. And the fruit is all hand-picked.



BUY A CASE AND GET A MAGNUM FREE



Gift Selections

Bastille Day Pack

\$199.95 65828

Pol Roger Brut Reserve Champagne
Château Castelnau de Suduiraut Sauternes 2001
Gros Frère Bourgogne Pinot Noir 2002
Les Vins de Vienne Côtes-du-Rhône 2003
Domaine Bourillon Vouvray Demi-Sec 2002
Pierre Sparr Altenbourg Riesling 1er Cru 2001



The Champagne Lifestyle Pack

\$125.00 65827

1 bottle Pol Roger Brut Réserve NV
2 Riedel Prestige Cuvée glasses
1 stainless steel ice bucket

Being Wineletter 100, it would be irresponsible of us not to have a fabbo Champagne gift package to celebrate with. The glasses in this case are the finely-honed and elegant Riedel Prestige Cuvée, the Champagne none other than Pol Roger Brut Reserve, all housed in a sparkling ice bucket. Stylish? And then some.



A sensational wooden six-bottle case containing a collection of superb wines from Champagne, Bordeaux, Burgundy, the Rhône, the Loire and Alsace.



In Fine Spirits

Bacardi

8 Reserva Superior Rum 1Litre

\$45.95 92592

Relieve yourself, so to speak of any pre-conceptions you may have when it comes to rum. This is as related to your teenage experiments with rum and coke as a Porsche is to a Raleigh 20, with all due respect to my old sky-blue two-wheeler. It comes alive with a wedge of fresh lime and some discreet lighting; a splash of tonic or mineral water lifts it cerebrally also. Smooth, rich and smoky with a chocolate/vanilla/toffee nose, the palate has nuances of fruit over a toasty oak base. It's cognac for Cubans. And you, my good fellows.



On the Hop

Peroni

Gran Riserva 330mL

\$3.35 91583

This bevy was initially released to mark Peroni's one hundred and fiftieth anniversary in 1996. The people demanded more, so after keeping it to themselves, the brewers listened to the Brand Managers and launched it world-wide in 1999. It's a lager, Leonardo, but not as we know it. Fully-flavoured, with a sail-filling 6.6% alcohol content, it is rich, fresh and clean with a malty bite and a long, intense and refreshing finish. It has enough weight to carry food if the waiter's arms have come off. Uh-huh.





What's On

Freephone 0800 733 505

JULY
tuesday 19
wellington

wednesday 20
auckland

friday 22
auckland

tuesday 26
auckland and
wellington

Alsace: French, German or Both?

Wines that combine the very best properties of both countries! A line up of Rieslings from prestigious producer Josmeyer, beginning with the 1982 Grand Cru and moving through a collection of other vintages (6 in total at \$65 per bottle), plus 4 other notable Alsations.

July 19, 6pm, Glengarry Thorndon, 232 Thorndon Quay

July 20, 7pm, Glengarry Victoria Park, Cnr Wellesley & Sales St
Cost: \$20.00 Booking Advisable

Friday In The Cellar: The Wines of Sacred Hill

One of the most consistent of NZ's larger boutique wineries, Sacred Hill's trophy cabinet is all aglitter at the moment, so come along and see what the fuss is about. As usual, we'll have 6-8 wines open for you to try. Grab a friend and come along.

4pm-6pm, Glengarry Victoria Park, Cnr Wellesley & Sales St
Cost: FREE Please come along anytime between 4 and 6!

Sexy, Syrupy Sauternes

A rare chance to experience a vertical tasting of one of this region's most renowned wines, Château de Fargues, trying vintages 1984, 1985, 1993, 1994, 1995 and 1996 of a wine that has been owned by the Lur Saluces family (famous for Chateau d'Yquem) for over 500 years. If that isn't enough to make your mouth water, we'll throw in some other superstars, including Château Suduiraut 2002, Château Rieussec 1999 and (the single most famous wine of the district) Château d'Yquem 1998. Sauternes are exceptionally expensive to produce, and the wines we will open are valued at over \$2,300. Unless we get over 15 bookings for this event, it will not go ahead, so bring a friend.

7:00pm, Glengarry Victoria Park, Cnr Wellesley & Sales St
6:00pm, Glengarry Thorndon, 232 Thorndon Quay
Cost: \$70.00 Booking Advisable



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

Waipara Hills

MAKE YOUR OWN 7for6 COMBO from these 3 wines



Unoaked Chardonnay 2004

This stylish, fruit-driven Chardonnay has a most appealing apple, pear and apricot bouquet and a lovely mouthfeel, with a soft buttery edge leading on to a citrus, clean, fresh finish.



Canterbury/Marlborough Pinot Noir 2003

An upfront Pinot Noir with the emphasis on ripe cherry and raspberry aromas supported by spicy oak. Medium bodied, finely structured and harmonious, with good fruit definition and a fine finish.



Marlborough Sauvignon Blanc 2004

This boldly-styled wine offers lots of regional herbaceous characters and hints of passionfruit on the nose. The palate strikes a nice balance between fruit and zing. Lovely drinking.

SINGLE BOTTLE PRICE **\$15.95** normal retail \$18.95

OR BUY 7 for 6 **\$13.67** a bottle
equates to only



Sir Winston Churchill's champagne drinking was legendary, and the one brand that he favoured above all others was Pol Roger. He tasted his first glass of Pol when he was 34 and already a Minister in the British Government, and drank virtually no other the rest of his life. He christened Pol's Epernay headquarters 'the world's most drinkable address' and it is estimated that in the last 10 years of life, Churchill ordered 500 cases. In honour of their most distinguished and loyal customer, Pol Roger created the Sir Winston Churchill Cuvée, and in 1975 launched it at Blenheim Palace, Churchill's birthplace.



Sir Winston Churchill Cuvée 1995

was ~~\$225.00~~ now **\$195.95** 48219

This premium cuvée is in the style of Winston's favourite 1928 vintage. The blend is Pinot Noir-dominated, and is made only from the best vineyards (under vine in Churchill's time) in vintage years. This particular champagne is from the superb 1995 vintage, and it is a work of art. Bold and magnificently structured, it is a golden colour festooned with a steady flow of miniscule bubbles. The nose displays mature layers of fruit interwoven with yeasty nuances. The palate is robust and deep, with a silky mousse and a refined finish. One of the finest.



Fine Wines

Sauternes

Not only do some of the world's greatest, and most expensive, red wines come from Bordeaux, travel to its southerly confines and you encounter a unique weather phenomenon that ensures the Sauternes and Barsac sub-regions produce the world's finest sweet wines as well. Where the Ciron meets the warmer Gironde River an eerie mist rises, shrouds the grapes of a late summer's morning and encourages noble rot, or Botrytis. This effectively shrivels and concentrates the grapes, meaning masses of sugar and acid. End result: botrytised Semillon that is lusciously rich and complex, yet not cloying due to the acid structure of the final wine. Château d'Yquem is the best known of these, and the Suduiraut wines come a close second. We've even managed to secure some Castlneau, Suduiraut's second label, which is a rarity for Sauternes, in that it is quite affordable! Make sure you get along to our July vertical tasting of the fabulous Château de Fargues wines, too; we'll go back 20 years, an unmissable experience.

Château Castlneau de Suduiraut Sauternes 2001 375mL

was ~~\$57.95~~ now **\$47.95**₄₃₀₃₀



Castlneau de Suduiraut is the second label of the First Growth Château Suduiraut. Château Castlneau was once a separate property, but was absorbed by its neighbour Suduiraut when that property expanded. The wine is 100% botrytised Semillon from the excellent 2001 Sauternes vintage. The exuberantly fragrant bouquet shows honeyed apricot and peach aromas edged with perfumed wildflower nuances. A classy, sophisticated wine displaying beautifully poised candied orange peel and peach flavours. Magnificently luscious on the palate, it finishes on a pure, clean note.

41770	Château Suduiraut	Sauternes 2002 375mL	\$82.95
42172	Château Suduiraut	Sauternes 2001 375mL	\$88.95
43033	Château Castlneau de Suduiraut	Sauternes 2001	\$91.95
42162	Château Rieussec	Sauternes 1999	\$120.95
44148	Château de Fargues	Sauternes 1993	\$150.95
44149	Château de Fargues	Sauternes 1994	\$169.95
44146	Château de Fargues	Sauternes 1984	\$170.95
44147	Château de Fargues	Sauternes 1985	\$181.95
44152	Château de Fargues	Sauternes 1996	\$211.95
44151	Château de Fargues	Sauternes 1995	\$212.95
41755	Château d'Yquem	Sauternes 1998 375mL	\$332.95
41761	Château d'Yquem	Sauternes 1998	\$620.95
41769	Château d'Yquem	Sauternes 1988 375mL	\$749.95

A Isace Grand Cru

The heady and intoxicating wines that are grown in the foothills of the Vosges Mountains seem to be attracting increasing interest in this country, and so we continue to expand our range to match. Because, if you really want to witness the power of the Riesling grape, or succumb to the sumptuousness of a richly floral Gewürztraminer, Alsace is the place to look. We have built relationships with some of the region's leading producers, and are particularly fortunate to access wines made from the outstanding Altenbourg vineyard. This very northern site produces expressions of the aromatic varieties that are almost beyond description: rich, unctuous, giddy wines with immense power and finesse. They age magnificently too. The Pierre Sparr we've singled out is an illustrious place to begin a love affair with this overlooked region.

Pierre Sparr Altenbourg Riesling 2001

was ~~\$39.95~~ now **\$29.95**₄₆₉₁₁



Pierre Sparr, a qualified oenologist located in Sigolheim, is renowned for his single vineyard wines. This Riesling is from his Altenbourg limestone-based vineyard. Made exclusively from hand-harvested grapes, it was traditionally vinified under temperature control and given 8-10 months lees contact, lightly filtered and bottled early to retain freshness. A lovely pale yellow colour, it displays spicy apple and lime aromas on the nose. Richly flavoured and full bodied, with lifted citrus flavours and a hint of minerals leading to a long, elegant finish.

46960	Louis Sipp	Furstentum Gewürztraminer 2003	\$22.95
46958	Louis Sipp	Furstentum Tokay Pinot Gris 1998	\$31.95
46961	Louis Sipp	Furstentum Gewürztraminer 1998	\$36.95
41240	Gisselbrecht	Frankstein Riesling Grand Cru 1999	\$29.95
41250	Gisselbrecht	Frankstein Pinot Gris 2000	\$31.95
41251	Gisselbrecht	Frankstein Gewürztraminer 2000	\$37.95
46932	Huber & Bleger	Geissberg Pinot Gris 2001	\$32.95
46950	Huber & Bleger	Schlossreben Riesling 2001	\$32.95
46501	Josmeyer	Fleur de Lotus 2002	\$24.95
46504	Josmeyer	Le Fromenteau Pinot Gris 2002	\$35.95
46503	Josmeyer	Les Folastries Gewürztraminer 2002	\$36.95
46506	Josmeyer	Les Pierrets Riesling 2001	\$43.95
46507	Josmeyer	Les Archenets Gewürztraminer 2000	\$49.95
46505	Josmeyer	1854 Fondation Pinot Gris 2001	\$52.95
46508	Josmeyer	Brand Riesling Grand Cru 2000	\$56.95
46510	Josmeyer	Hengst Gewürztraminer 2000	\$63.95
46512	Josmeyer	Hengst Samain Riesling Grand Cru 2000	\$66.95

Riedel Decanters

Tell you what, if you thought the Riedel stemware was sexy, and you'd be right, have a look at some of the decanters we have on offer.

Our range has expanded due to demand, with a whole bunch of you realising that to *really* breathe a wine and bring out its greatest expression, starting its journey in a Riedel decanter adds an extra layer to your drinking pleasure.

95823 Riedel Duck Decanter 1700/14: was \$345.00 now \$287.95



96216 Riedel Cornetto 1977/13: was \$165.00 now \$137.95



95807 Riedel Cabernet 1440/13: was \$99.00 now \$65.95

95863	Riedel	Vinum Decanter 416/14	was \$215.00	\$178.95
95868	Riedel	Ultra Decanter 2400/14	was \$235.00	\$195.95
95864	Riedel	Vinum Magnum Decanter 416/13	was \$245.00	\$203.95
96217	Riedel	Cornetto Magnum Decanter 1977/26	was \$250.00	\$207.95
95849	Riedel	Mezzo Wine Saver 3440/36	was \$305.00	\$253.95
95865	Riedel	Dominus Decanter 1400/13	was \$330.00	\$274.95
95867	Riedel	Ultra Magnum Decanter 2400/13	was \$335.00	\$278.95
95792	Riedel	Vinum Extreme Decanter 1800/14	was \$335.00	\$278.95
95861	Riedel	Sommeliers Decanter 400/13	was \$385.00	\$320.95
95866	Riedel	Dominus Magnum Decanter 1400/26	was \$395.00	\$328.95
95860	Riedel	Single Decanter 401/13	was \$499.00	\$415.95
95862	Riedel	Sommeliers Magnum 400/26	was \$530.00	\$441.95

Sleepers

Goldwater Goldie 2002

Cellar for 10-12 years

was \$69.95 now **\$64.95**₁₂₉₈₄

Earlier this year the Goldwaters conducted a vertical tasting to celebrate the launch of this wine twenty years ago, and it stood the test of time remarkably well. This release is a Cabernet Sauvignon (45%) Merlot (43%) and Cabernet Franc (12%) from the company's Waiheke Island estate. It's a dark, deep mahogany-coloured wine, with a fruit-laden bouquet enhanced by charry oak. Full bodied and magnificently structured, with the pervasive fruit flavours balanced by fine tannins.



Stonyridge Larose 2003

Cellar for 10-15 years

was \$129.95 now **\$115.95**₁₉₀₄₃

An opportunity to purchase one of New Zealand's legendary reds, usually snapped up on an en primeur basis. It is a single vineyard wine, produced from all five Bordeaux varieties; Cabernets Sauvignon and Franc, Merlot, Malbec and Petit Verdot. Distinguished by an opulent richness that runs right through to the very last sip, it is amazingly well focused and packed with cassis, berry, chocolate and cedar aromas. The structured is tightly wound around complex, concentrated fruit, spice and cedar flavours that reverberate on the finish.



Ti Point One Merlot 2004

Cellar for 5 years

was \$34.95 now **\$29.95**₁₉₀₀₃

The low-yielding vineyard established by wine-maker Tracy Haslam in the fast developing Matakana-Mahurangi wine region enjoys a beneficial maritime climate. This wine was traditionally fermented, basket pressed, egg-white fined and matured in French oak barriques. Youthful in appearance, it shows fascinating ripe aromas of berry, chocolate and subtle oak. A refined and seamlessly-layered wine, with a lovely supple balance, a velvety texture, integrated tannins and a flavoursome finish.



1 **G** **Chapel Hill**
McLaren Vale Shiraz 2001

was \$29.95 now **\$24.95**₂₁₂₃₁

A superb McLaren Vale Shiraz packed with layers of spicy nuances and ripe berry aromas and flavours. Beautifully balanced and nicely integrated, with a velvety texture and long finish.



2 **Goldwater** Boatshed Bay
Waiheke Chardonnay 2003

was \$19.95 now **\$16.95**₁₃₀₂₄

A terrific-value Waiheke Chardonnay sourced from the renowned Zell Vineyard, with an excellent weighty palate, delicious tropical fruit and citrus flavours and a fresh, long, flavoursome finish.



3 **Chard Farm** Sugarloaf
Central Otago Pinot Noir 2003

was \$45.95 now **\$39.95**₁₁₁₆₂

Another stunning Pinot Noir from Chard Farm, but hurry, it's in short supply. Dominated by ripe berry fruit aromas and flavours, it's enhanced by a smooth-as-silk texture.



4 **Craggy Range** Gimblett Gravels
Hawkes Bay Chardonnay 2004

was \$28.95 now **\$23.95**₁₁₂₁₀

Sourced from Craggy's Gimblett Gravels vineyard, this is beautifully crafted, with mouthfuls of peach, lime and mealy nuances wrapped around a buttery texture leading to a fine, crisp finish.



5 **Boundary** Rapaura Road
Marlborough Sauvignon Blanc 2004

was \$19.95 now **\$14.95**₁₈₃₄₀

A defiantly varietal Sauvignon, with pronounced tropical fruit aromas laced with herbal nuances that lead onto a palate with good weight, excellent length and a fresh, vibrant finish.



6 **Charles Wiffin**
Marlborough Merlot 2002

was \$21.95 now **\$17.95**₁₅₅₀₅

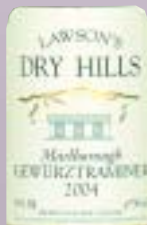
A good-value, well-crafted, early-drinking Merlot. It has bramble, berry and plum aromas and flavours supported by understated oak, a smooth texture and firm, lingering finish.



7 **Lawson's** Dry Hills
Gewürztraminer 2004

was \$23.95 now **\$19.95**₁₃₃₈₁

An outstanding wine made with consummate skill. Wonderfully concentrated, it has a heady, spiced bouquet hinting at ginger and lychees. Harmonious and lush, it finishes on a slightly sweet note.



8 **Kaesler** Stonehorse
Barossa Valley GSM 2003

was \$22.95 now **\$17.95**₂₂₂₃₇

A Rhône-styled red, ripe and packed with plum and berry aromas and flavours, with a hint of coffee in the background. It has a supple mouthfeel and lingering finish. Excellent food wine.



9 **Hanging Rock**
Merlot 2004

was \$15.95 now **\$12.95**₂₁₇₅₆

Terrifically well priced Aussie Merlot that offers lovely spice laced raspberry/plum aromas and subtle oaky nuances. Smooth and easy with a fleshy feel it finishes on a ripe lingering note.



10 **G** **Gisselbrecht**
Alsace Pinot Gris 2004

was \$25.95 now **\$18.95**₄₁₂₄₆

A sensational Pinot Gris, magnificently structured and overflowing with spice and citrus aromas. Richly flavoured and well weighted, it has a silky feel and superb length. A must buy.



PACK 12

Case Offers July 2005

The easy way to buy your wine

Join up to the Glengarry Case Plan to receive a regular supply of wines stamped with our own guarantee of quality and value. From our low-cost value packs through to our premium case selections, there are nine Case Plans to choose from. You can of course order a one-off case of wine, but why not sign up, and on a one-, two- or three-monthly basis we will pack up a special selection and deliver it for you to enjoy. Join our Case Plan by registering online at www.glengarry.co.nz or fill out the back page of this publication and freefax it to 0800 106 162, or just call us on 0800 733 505.



SAVE \$100



Celebration Case

\$235.40₆₅₈₃₆

Save \$100 off our normal retail when you purchase the Wineletter 100 Celebration Case



- 2x Pol Roger Brut Réserve NV Champagne
- 2x Goldwater New Dog Sauvignon Blanc 2004
- 2x Brookfields Bergman Chardonnay 2004
- 2x Sacred Hill Marlborough Pinot Noir 2004
- 2x Deen De Bortoli Vat 9 Cabernet Sauvignon 2002
- 2x Villamontes Cabernet Sauvignon 2002



Value White Case

\$168₆₅₈₃₈

Value White Case price will never exceed \$168



- 2x Pencarrow Martinborough Chardonnay 2004
- 2x Sacred Hill BF Hawkes Bay Chardonnay 2004
- 2x Brookfields Bergman Chardonnay 2004
- 2x Morton Estate Premium Brut Methode
- 2x Lake Chalice Marlborough Sauvignon Blanc 2005
- 2x Goldwater Boatshed Bay Chardonnay 2003



Value Red Case

\$168₆₅₈₃₉

Value Red Case price will never exceed \$168



- 2x Waipara Hills Marlborough Merlot 2004
- 2x Cheviot Bridge Heathcote Shiraz 2004
- 2x Coto de Hayas Crianza 2001
- 2x Montes Cabernet Carménère 2003
- 2x Taltarni Three Monks Cabernet Merlot 2001
- 2x d'Arenberg The Stump Jump GSM 2004



FreePost 139825
 Glengarry Wines
 PO Box 47191
 Ponsonby
 Auckland



ORDER NOW

Order Online:
www.glengarry.co.nz

FreePhone:
 0800 733 505

FreeFax:
 0800 106 162

Email:
sales@glengarry.co.nz

Mail:
 FreePost 139825
 Glengarry Wines
 PO Box 47 191
 Ponsonby
 Auckland

In accordance with the Privacy Act (1996) we advise that your details will be stored on a database for Glengarry promotional purposes only. You may inspect, update or delete your details at anytime by advising Glengarry in writing

Ordering Terms & Conditions:

Delivery: If goods have not been received within 15 days, please contact us immediately
Our Guarantee: If you have a problem with a wine we will replace it, or promptly refund your money
Stock Availability: All products offered are subject to availability and may be substituted by a similar product if required
Legal Requirement: Only persons aged 18 years or over may order or receive wine as a gift or on behalf of the buyer
Validity: Special prices are valid until 31st July 2005
All prices inclusive of GST and are subject to change. Only available while stocks last

Register online at
www.glengarry.co.nz

GLENGARRY WINELETTER NUMBER 100 ORDER

Code	Wine Description	Case	Unit	Price	Total Price
Delivery Charges: Freight \$4.00 per case New Zealand-wide Freight FREE for orders over \$300.00				Plus Delivery Charge	
				GRAND TOTAL	

Method of payment

Please charge my credit card AMEX DINERS VISA MASTERCARD

Expires M M Y Y

Signature _____ Date _____ AMEX 4-digit code

Cheque attached (please put full details of residential address and phone number on back of cheque)

Please charge my Glengarry Account Number:

Sign me up! Here are my details:

- Send me the Glengarry Card
- Send me the Glengarry Wineletter each month
- Send me the Case Plan every month
- Send me the Case Plan every 2 months
- Send me the Case Plan every 3 months



DELIVERY DETAILS (Please note that deliveries cannot be made to PO Boxes)

Name:* _____

Street Address:* _____

Suburb:* _____

Postcode: _____

City:* _____

Email: _____

Contact Phone:* _____

Fax: _____

Gender: _____

Date of Birth: _____

Case Offers

- 65837 Mixed Case
- 65825 Everyday Drinking Pack
- 65826 Hot Off The Press Pack
- 65835 Glengarry Top10 Pack
- 65842 Friday Night Drinks Case
- 65838 Value White Case
- 65839 Value Red Case
- 65840 Premium White Case
- 65841 Premium Red Case

To order, simply complete this section, fold form and return by FREEPOST, FREEFAX 0800 106 162 or EMAIL sales@glengarry.co.nz
 * Delivery Details above with the asterisk attached must be filled in to validate the order

this page and freepost or copy and freefax

Down the Glengarry Road

Well we started way back, around '45
The first cab off the rank that was licensed to drive
While the others flogged flagons we were well into wine
A direction that's proved to be smart over time

Cos Kiwis have always been keen on a punt
And we figured 'wine's the thing' (without being blunt)
From blazing a trail down the Glengarry Road
To the pallets of claret that into Jervois we load

We figured we need to stay ahead of the game
And each year you all tell us to keep doing the same
And 'the same' equals what when it's put to the test?
Continually refining what we think we do best

We keep the staff funky, informed and aware
On wines of all kinds, 'specially those old and rare
Cos we've got cellars aplenty in stores cross the land
Filled with glittering jewels, precious treats close to hand

To savour with you, to discuss, to enjoy
Because you are our business, 'you hearing me, boy?!'
That's Jak, he's generation number three
He's keeping the family tradition all shiny



For it was his granddaddy who started this ride
Now Jak does the steering, with great family pride
Cos despite our twelve stores, and a heap more to come
We're a family-owned company, have been since Day One

'Which means what?' you may ask, as you fondle a Savvy
'I just need a few crates to throw in the Chevy'
See we'll do that for you, give your windscreen a clean
(OK that's a bit eager, but you know what we mean)

'It's personal,' as Tony Soprano would say
Important to us that you're looked after OK
So the staff have the knowledge, well they should, dontcha think?
Sure they do by the look of the wines that they drink

There's always a bottle that's open instore
To savour, to sample, to sup, to adore
To help you decide on something quite spesh
To go with your taties, your Beef Bangladesh

And if you're keen on some more, or more detail at least
We have tastings galore; it's a wine-lover's feast
In our cellars and cask rooms, rooms 'specially designed
For the appreciation of wine that is good and is fine

And the range is unequalled, no one has what we've got
From the Rhône to Otago, through Aussie, the lot
From Brookfields to Bunan, Mouton and Latour
If it's fine and it's wine, it's on a shelf in our stores

We get it direct, our staff go to France
You have to, you see, we leave nothing to chance
Our friends over there, and our good mates in Oz
Like to pull up a cork, tell us how vintage was

So we get the lowdown on the brightest and best
Then ship 'em all here, so much more for much less
Yip, we always have bargains spread about every floor
For under a tenner, and you can drink them what's more!

Cheap isn't cheerless, it's value that counts
And we aim to deliver that in huge amounts
So if ye want some good vino, or choccies, or beers
Or premium spirits, 'hey, some Grey Goose, over here!'

Then we are the people who'll make sure that you're set
100 great wineletters, and we sure ain't done yet
With new stores and new plans on expanding horizons
We'll be well close to you with a red or a white one

Check us out now online, or come in and shop
Satisfaction assured, down to every last drop.



The Glengarry Story



This issue of The Glengarry Wineletter is the 100th edition, making it New Zealand's longest-running wine-dedicated publication. What has not changed since its inception is the philosophy behind the wineletter. The aim then and now remains the same; to introduce wines from all corners of the world that deliver quality and exceptional value.

Reaching 100 is universally acknowledged as good cause for celebration. To commemorate the moment, we've assembled a selection of outstanding and brilliantly-priced wines, many of which have featured in previous wineletters. They have a remarkably consistent track record and have proved immensely popular.

Glengarry was well established long before the first Wineletter was issued in 1987, and its beginnings can be traced back to the 19th century...

1899 - 1920. It is the year 1899, the dawn of the 20th Century, and across the world preparations are being made to welcome the new millennium; everywhere there is an air of anticipation. In the mountain village of Vrgorac, Dalmatia, the Jakicevich family too is waiting; not for the new millennium, but for an addition to the family. The newborn is named Josef. At the age of twenty Josef migrates to New Zealand, where he founds Glengarry Wines and a New Zealand dynasty that is still vigorously pursuing his dream.

To understand what led Josef to New Zealand requires an appreciation of the circumstances in his native Croatia. The strategically located countries of the Balkan Peninsula have been fought over many times during the centuries. In the late 1800's the region was a cauldron of unrest, with wars for possession of territories leading eventually to the outbreak of World War I. Afterwards, the feuding in the Balkan States continued, and for a young man growing up in such uncertain and hazardous times the future held little promise. Like many young men of his generation, Josef decided to find a better life elsewhere.

1920 -1940. 'When my grandfather stepped off the gangway in Auckland, he had a handful of change in his pocket and very little else to call his own,' recalls the current head of Glengarry, Jak (Anthony) Jakicevich. 'His English was rudimentary and he had only a passing knowledge of the country that was to shape the rest of his life.' Josef arrived in New Zealand in 1920. For a number of years he worked as a stonemason in Northland and Auckland, earning a reputation as a first-class tradesman. 'Grandad was a very hardworking character, very dependable, tenacious and with a voracious appetite to succeed in his new country.'

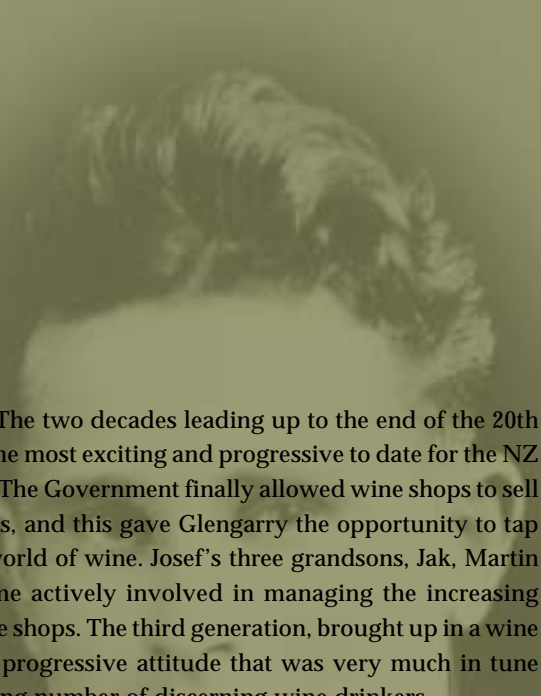
After seven years, Josef was joined by Marcia Colic; they married and in 1929 had their first son Anthony (Tony), followed by daughter Nada. By 1940 Josef had saved enough money to purchase ten acres in Glengarry Road, Oratia, West Auckland. 1940 turned out to be a momentous year for the Jakicevich Family; a third child, Peter, was born and Josef planted a vineyard, setting the foundation for a thriving and enduring family business.

1940 - 1960. The attitudes prevailing in New Zealand in the post war era were remarkably restrictive and discouraging for the local wine industry, but change was on the way. In 1948 the Government created wine reseller licences in an effort to assist local winemakers. Josef was quick to see the potential and was granted one of the first two licences issued in Auckland for the green grocery he had opened on the corner of Jervois Road and Blake Street. However, retailers were only permitted to sell New Zealand wine; they had to stock 12 wines besides their own and were not permitted to sell less than two gallons to a customer, the equivalent of twelve 750ml bottles.

1960-1980. The greatest influence on the wine industry was liberalisation of the licensing laws. In 1960 restaurants were licensed, followed in 1961 by taverns, and eventually single bottle sales were permitted. Winemakers began producing greater quantities of table wines, often named after European models.

Single bottle sales coupled to a greater selection of wines fuelled public interest in table wine, and sales surged. In the mid sixties Glengarry initiated the first wine tasting to be conducted by a wine retailer. Josef's youngest son Peter, who was managing the Jervois Road shop during this period, remembers that on tasting nights the shop would be packed with as many as 200 customers eager to learn about wine.

NZ wine tastes were, like the times, changing, and the new generation of wine drinkers was more adventurous. During the seventies, domestic wine production stepped up both in quality and quantity, and wines made from European vinefera varieties became increasingly available. To meet the growing demand, Glengarry opened new stores in Auckland City and Ponsonby Road.



1980 -2000. The two decades leading up to the end of the 20th century were the most exciting and progressive to date for the NZ wine industry. The Government finally allowed wine shops to sell imported wines, and this gave Glengarry the opportunity to tap into a whole world of wine. Josef's three grandsons, Jak, Martin and Joe, became actively involved in managing the increasing number of wine shops. The third generation, brought up in a wine culture, had a progressive attitude that was very much in tune with the growing number of discerning wine drinkers.

The philosophy that developed, and is still at the core of Glengarry's operation, is based on providing service second to none and using knowledgeable retail personnel to assist customers in selecting wines. 'Our shop floors are manned by people who are passionate about wine. We conduct regular sessions so our staff can keep abreast of the latest releases and immersing wine styles.'

This is underpinned by one of the most comprehensive selections of domestic and imported wines in the market. In 1986 the distinguished wine authority Steven Spurrier wrote, 'One of the best wine merchants in the world is Glengarry in Auckland.'

Jak Jakicevich is adamant that quality is what sets Glengarry apart, 'We've always gone to a great deal of effort in selecting wines for our stores; our panel tastes all wines submitted to us from just about everywhere in the world. If they are not up to standard we won't stock them. 'We have been proactive in seeking and introducing new brands that have not previously been imported. We were the first to recognise the potential of Chilean wines and to actively promote them. There are still a lot of great wines out there that haven't been seen in this country. Our challenge is to find them and present them to our customers.' To ensure the integrity of the wines that Glengarry offer, the company insists that imported wines are shipped in temperature-controlled containers. Fine wines are cellared in controlled-environment rooms.



In the eighties and nineties Glengarry expanded further, opening new stores in Auckland and Wellington, and launching New Zealand's first wine school, The Glengarry Wine Academy. Since then, thousands of wine aficionados have graduated. The interactive courses are designed to benefit both wine novices and those with advanced knowledge by providing a disciplined approach to wine tasting and an understanding of varieties and styles.

By the mid eighties the number of NZ and Australian brands had increased substantially; to provide a benchmark to assist wine drinkers, the much-imitated Glengarry Top 50 was launched in 1987. Wine tastings, which Glengarry introduced in the sixties, are regularly featured in all the stores, and serve the purpose of introducing both established and new wine styles to customers.

2000+ From the beginning of this century, a fourth generation of the Jakicevich family is now actively involved in Glengarry and set to continue building the family business. Glengarry is today the largest independent family-operated wine retail company in the country, with an expanding number of stores nationwide and a network of national and international contacts that places it in the unique position of being able to source superior, competitively-priced wines from around the world.

This wineletter, number 100, is dedicated to the memory of Josef Jakicevich, who had the courage, vision and tenacity to see his dream realised, and to Tony Jakicevich, the guiding force that transformed Glengarry into New Zealand's pre-eminent family wine merchant.





RIGHT/NOW LISTEN UP YOU YOUNG GRAPES!
THIS IS WHAT YOU HAVE TO LOOK FORWARD TO:
FOR STARTERS, BIG THINGS ON TRACTORS WILL
BE ALONG TO RIP YOU OFF IN YOUR PRIME.
AFTER THAT, YOU'RE CRUSHED, DROWNED
TILL THE COLOUR'S SUCKED OUT OF YOU AND
LEFT TO FESTER. THEN, YOU'RE SHUT AWAY
IN CAPTIVITY IN A PITCH-BLACK AND AIRLESS
SPACE MADE OUT OF SOME POOR OLD OAK
THATS BEEN ROASTED OVER A SLOW FIRE
AND BENT ON A RACK.

EVENTUALLY YOU'RE RAMMED INTO GLASS,
THEN SOLD OFF IN LOTS AND LEFT TO
LANGUISH IN THE BACK OF SOME DAMP
DARK CELLAR FOR ANY NUMBER OF YEARS.
THEN SOMEONE COMES ALONG AND
PUTS YOU THROUGH THEIR DIGESTIVE
SYSTEM, AND YOU FINISH UP FLUSHED
DOWN A SEWAGE PIPE, ENDING YOUR
DAYS IN THE MANGERE OXIDATION
PONDS, OR SOMEWHERE SIMILAR....
... NOW, DO I HAVE ANY VOLUNTEERS?....



The man who has blazed a paintbrush in the name of the Glengarry look and feel, Graeme Gash is, like many artists, a reclusive one when it comes to his art.

We regularly beat off large corporates, so to speak, who'd like a Gash for the boardroom, and our staff are constantly petitioned to 'score a pic' for retail customers.

Graeme's self-deprecating demeanour, however ensures the originals never leave his basement, so it is with some chivvyng, and great delight, that we can offer some of his inimitable cartoons to the general populace. Limited edition posters of some of his favourites available instore. For your visual pleasure.

And really, don't you think it's time you took the 'Britney 2004' calendar down, son?