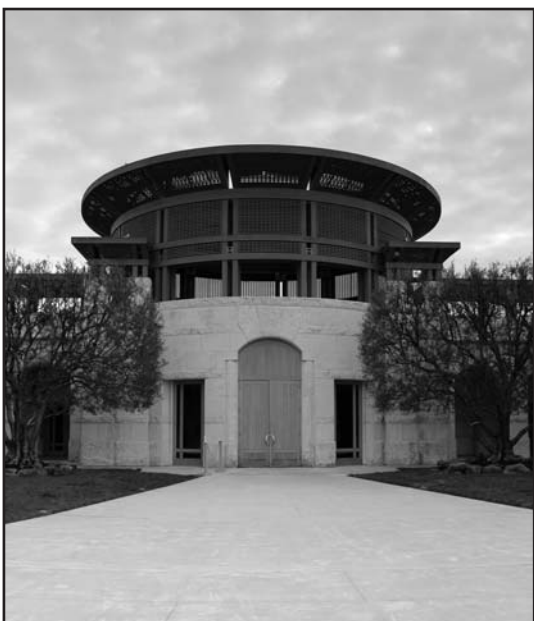


DISCOVER
the
NEW WORLD
of
FINE WINE



Introduction

The idea of this photographic book is to introduce you to a selection of New World producers, which I admire and adore, and to tell the story of the advancement of Fine Wine in the New World.

The ambition is not to name the greatest or an absolute; hence the theme of the book is progress and change. The focus is kept on the regions and producers positioned in Argentina, Chile, New Zealand, South Africa and United States (Napa Valley).

The progress that has taken place in the New World has not only shifted the general rules of consumption, it has also materialised

in small producers that focus on ultra-premium quality and Cult Wines, which sell for excessive amounts and have even altered the perception of Fine Wine.

This book release is also a celebration of print, and an extension of our digital Wine Travel Guides at WINE-LIST.ME. The website hosts both a blog and links to our applications in the Apple App Store and Google Play.

I hope this book will inspire you to partake in the adventures and joy that come from exploring some of the many extraordinary vineyards and producers, which can be found in this beautiful world of ours.

CASPER DINES WILLESEN



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About

Casper Willesen founded WINE-LIST.ME in 2010. A personal project that has taken him around the world and led him to visit hundreds of wineries and vineyards. His exciting journey and discoveries, uncovered through the research for his apps, are now partly shared through this photographic book and the “get inspired” blog. A book that celebrates the extraordinary wine, spectacular architecture and beauty, which can be found in the New World’s wine regions. His enthusiasm for the New World’s wine regions and Wine Travel has also made him a voice in the Media and Press where he periodically appears.

Casper discovered his passion for Fine Wine early on, and developed it by working at prestigious restaurants and at the legendary Hotel D’Angleterre, during and after his studies. He has been living primarily in London since 2009 when not on the move, with longer periods in Copenhagen and the various wine regions. Casper holds a Masters degree in Economics from the University of Copenhagen, and he has recently returned to Copenhagen, where he lives with his wife and two children.



The preliminary steps to WINE-LIST.ME took place in West London during the autumn of 2010. The guides are the product of years of extensive research; reading on and visiting wine regions, producers and winemakers. It has also been a privilege to indulge a countless number of precious wines.

The guides were launched with the ambition of making it easier to plan superior visits to the Wine Country in the New World. The website links to the individual guides that have been made as native applications for iOS and Android, and they can be used alongside the “get inspired” section that includes small articles on a selection of producers and regions, to provide insight and encouragement.

The apps are inspired by the preparations one has to make prior to visiting a winery’s cellar door. They include contact and cellar door information, gps coordinates, and more, to ease your planning and travels, and to facilitate superior journeys to the Wine Country.

Go and visit the website to explore some of the exceptional producers that call the New World their home.



 <http://WINE-LIST.ME>

 hello@WINE-LIST.ME





NAPA VALLEY

A narrow valley, in close proximity to San Francisco, where Eno-tourism originally sprung out, and later the Cult Cabernets with their closed Mail-ing Lists arrived that changed our perception of Fine Wine for good.

Only about 4 per cent of California's wine-production comes from Napa Valley, yet more than 20% of its revenue is made here. Napa is for the same reason known to be one of the world's most glamorous, spoiled and capital influenced regions.

Napa Valley lies approximately 60 miles north east from San Francisco. The valley is curved out between the Mayacamas mountain range on the western and northern sides and the Vaca Mountains on the eastern side. The floor of the valley gradually rises from sea level in the southern end to about 110 metres above, in the northern end. It has been formed by Volcanic activity and the river erosion, that have enabled Napa to persist of over half of the world's known soil types, even though the valley is only near a 1/7 of the size of Bordeaux. When comparing the soil types, you can usually expect the northern soils from Rutherford and upwards to contain great quantities of volcanic lava and ashes, where as the southern parts of the valley consist mainly of sediments deposited from the earlier advances and retreats of the sea.

The valley has several mesoclimates, because of the winds coming from San Pablo Bay, and the sheltering effect of the



mountains. The combination of the individual soil types and mesoclimates result in very terroir specific characteristics. The first AVA (American Viticultural Area) was Los Carneros, established in 1983 to differentiate the sub-region's characteristics. Today the valley has 16 individual AVAs.

Napa's commercial wine production began at John Patchett's winery built in 1859. It predates the Charles Krug winery established in 1861, which is often mistakenly cited as Napa Valley's first winery. The first to actually grow grapes in the valley was, the pioneer and settler, George C. Yount, which the Yountville AVA is named after. Yount has

also played a part in founding the Rutherford AVA, as in 1864 he provided the newlyweds (his granddaughter and Thomas Rutherford) with around 1,000 acres of his land.

Winemaking spread vastly across the valley during the following decades, and by the year 1900 more than 140 wineries were founded. In these years the famous To Kalon vineyard was also planted near the Napa River in Oakville.

Several of the initial wineries are still present in the valley today, like e.g. Beaulieu, Beringer, Charles Krug, Chateau Montelena, Far Niente, Mayacamas, Markham Vineyards, and Schramsberg Vineyards.



The very positive start to the industry ended in the beginning of the 1900s. Disease with especially the spread of the Phylloxera louse killed and affected most of the vines in the valley. Phylloxera is actually also a current problem and vineyard owners like Domaine Chandon have recently been forced to uproot whole vineyards of infected vines (as shown on page 11).

More so did the government enact a Prohibition Law in 1920, which made it illegal to produce and sell wine except for sacramental use in churches. The few that chose to continue growing grapes usually sold on the fruit to home winemakers. The Great Depression that followed was equally challenging and stalled the wine industry for at least a decade.

The turn came during the 1930s, following the end of prohibition, and was initiated by individuals like André Tchelistcheff at Beaulieu who introduced several techniques and winemaking procedures to the region. Beringer followed, by creating

clever marketing stunts and promoting wine-based tourism; the so-called “enotourism” (their famous Rhine House is captured on page 13).

However, it was not until the 1960s that the big breakthrough came for Napa’s wineries. Robert Mondavi was one of the first to build a new large scale winery after the prohibition, when he broke off from his family’s Charles Krug Estate and founded his own winery in 1965. Mondavi’s success has inspired many to start their own winery in the valley.

It was though, especially the Paris tasting of 1976 that kick-started the immense capital inflows, which the valley has been spoiled to. The blind tasting included several Cabernets and a few Chardonnays from the valley, and were surprisingly favoured, as they were judged against a collection of the world’s most prominent producers of Fine Wine.

The result of the tasting helped in the recognition of the





individual producers and also put Napa Valley on people's lips when discussing fine wine.

The Paris tasting gave birth to the valley's modern era, and it is the most significant period in its history of winemaking. It is during the last 30 years that most of the wineries have been founded, developed and matured.

The French are well represented in the valley and a significant part of the change Napa has experienced during its modern era is owed to them. It started with the Paris tasting and individuals like Robert Mondavi, who during the late 70s invited the first of the French-Wine-families to invest in the valley and found Opus One. The winery was set up as a joint venture between Robert Mondavi and Baroness Philippe de Rothschild of Mouton Rothschild.

The French Champagne producers quickly followed, and have in particular formed and influenced the region's sparkling

wine industry. The responsible include: Moët & Chandon, Mumm, and Taittinger (who built a monument of a layer-cake castle/winery for their Chateau in Carneros, pictured above).

Due to the valley's relatively short history, having its appellations only just established during the last 25 years, winemaking is still more attached to individuals compared to terroir.

David Abreu is one of these individuals, as his name has become synonymous with exceptional vineyard management in Napa. It started with the outbreak of Phylloxera in 1983, which forced most of the valley's winemakers and growers to replant their vineyards.

Replanting the vineyards gave an opportunity to not only focus on vines with a Phylloxera resistant rootstock but to also adopt the Bordelais viticulture in the valley. David Abreu and Richard Forman were the pioneering advocates for adopting Bordeaux's custom trellis design, planting and farming techniques.



Abreu's company has in fact planted and replanted the vineyards to many of Napa's cult Cabernets including Blankiet, Colgin, Pahlmeyer, Sloan, Bryant Family, Araujo, Harlan and Screaming Eagle.

The Cult Cabernet Club is perhaps what defines the extravagance that has become synonymous with Napa Valley. At the roar of these wineries we often find the consulting winemakers such as Helen Turley, Denis Malbec, Andy Erickson, Paul Hobbs and Michel Rolland. They have during the last few decades played a tremendous role in the industry, and involving their characters can often stir up hype to a dimension of bringing immediate success to a release.

Cabernet Sauvignon seems to fit just perfectly to Napa's terroir, like a well-tailored glove. The wines, although representing different terroirs of the valley, usually share a uniform style, and they tend to be extremely dense, extravagated, pol-

ished, with immensely soft tannins; making them enjoyable even upon their release.

Another significant part of Napa's modern winemaking culture is attached to the Enology and Viticulture programs at UC Davis. Their scientific approach to winemaking has meant academically testing new techniques and equipment for both viticulture and winemaking. Their studies have also promoted the potential for other grape varieties beside Cabernet Sauvignon.

Old vine Zinfandel, Syrah and Petit Sirah have for the same reason witnessed a revival and they star in some of the valley's newer additions like Andy Erickson's Favia Wines and Dave Phinney's Orin Swift Cellars.





n - i

INFLUENCED A WHOLE GENERATION

The winery and its founder Warren Winiarski have not only helped towards establishing the Valley's Cabernets in Fine Wine (with their 74' vintage winning the Paris Tasting in 76'), Stag's Leap Wine Cellars have in fact influenced and formed some of the valley's greatest winemakers (just browse through some of the names on their "Hands of Time" Wall).

Stag's Leap Wine Cellars

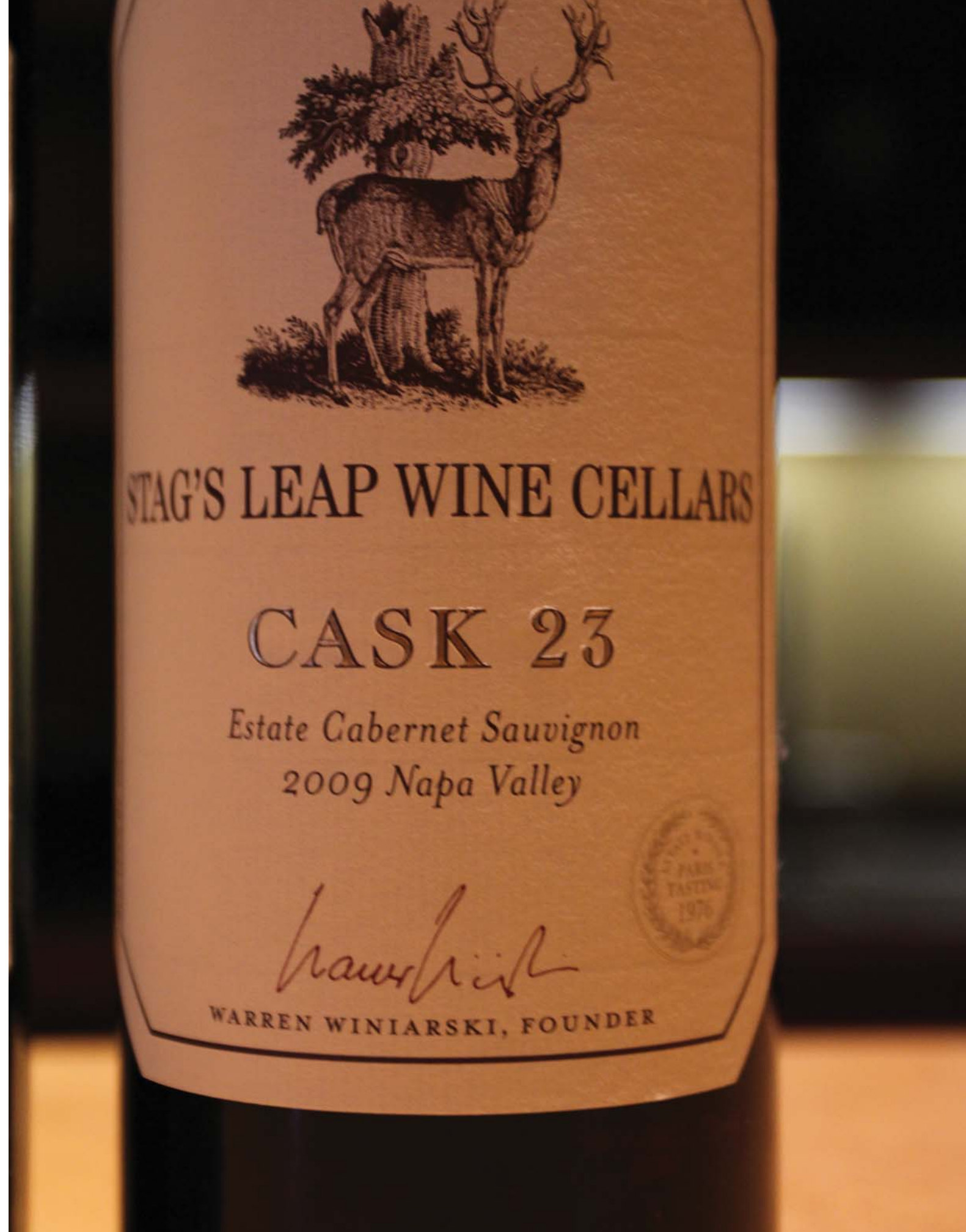
Stag's Leap, Napa Valley, USA



▲ **Fay Vineyard** - is a 7.5 acres block of Cabernet Sauvignon, and located closest to the winery. It is known to produce more feminine and velvety fruit when compared to the S.L.V. Vineyard. It was where the story of Stag's Leap Wine Cellars began, and it is named after the grape grower Nathan Fay who originally planted the vineyard in 1961.

◀ **S.L.V. Vineyard** - was formerly known as Stag's Leap Vineyard, and it produced the Cabernet that won the 76' blind tasting. The vineyard includes an old block of Cabernet Sauvignon from 1972. The fruit from S.L.V. is characterised by its volcanic soils that give the wine structure, minerality and notable tannins.

◀ **Cask 23** - is their most famous wine. It was created when André Tchelistcheff was tasting various barrels of the 74' vintage. He found a lot from S.L.V. to be so beautiful and deliciously distinct, that he decided it should be bottled separately. Today, the wine is a blend of the finest and most expressive fruit from the two vineyards S.L.V. and Fay.





n - ii

STAG'S LEAP DISTRICT: A VINEYARD UNKNOWN

This stunning piece of land is positioned in between the Silverado Trail and Shafer Vineyards in the Stag's Leap District. It is a vineyard many will have passed, yet few would know that it is owned by a grower. The vineyard is owned by the family Schweizer, who have had the Cabernet vines in their possession since the early 1950s. The vineyard has supplied fruit for exceptional releases like the 2010 HALL "Schweizer" Cabernet (released at the Premiere Napa Valley Auction in 2012).

Schweizer Vineyard

Stag's Leap, Napa Valley, USA





n - iii

AT THE GATES OF PARADISE

Blankiet Estate and its Paradise Hills Vineyard is one of the most picturesque estates in the World. The vineyard is a real masterpiece by David Abreu, who was hired to establish and develop it. Their first winemaker was the local star Helen Turley and she is now followed by Denis Malbec, who was the cellar master at Château Latour before moving to Napa Valley. Blankiet's portfolio consists of three truly divine blends.

Blankiet Estate

Yountville, Napa Valley, USA







◀▲ **The Caves** - are designed by the architect John Lail, and the the Cuvée is equipped with small fermentation tanks of stainless steel from Château Latour due to the involvement of Denis Malbec.

► **Proprietor** - of the stunning Estate is Claude Blankiet. He has with his wife combined their love for antiques and extraordinary wine into something exceptionally beautiful.

- ◀ **Portfolio** -
- Prince of Hearts (Claret)
 - Proprietary Red (Cabernet based Icon)
 - Rive Droit (Merlot based, nearly as great).





n - iv

WHEN THE GOAL IS PERFECTION

Opus One was initially founded as a joint venture between Robert Mondavi and Baroness Philippe de Rothschild. Their aim was to produce a Californian wine equivalent to a first growth from Bordeaux. In contrast to many does Opus One only make one wine, and it is produced without compromise.

Opus One

Oakville, Napa Valley, USA





▲ **Michael Sillaci** - joined Opus One in 2001, and he has since 2004 been the Chief Winemaker, following Patrick Léon, Paul Hobbs and Timothy Mondavi. He has for more than ten years committed an incredible amount of time attached to detail, and the levels of quality and purity that he has managed to get into their wines are extremely impressive.

◀ **Their stupendous night-picking equipment** - is here presented by the winemaking team. On the left Nathalie Juré, Assisting Winemaker and Viticulturist.





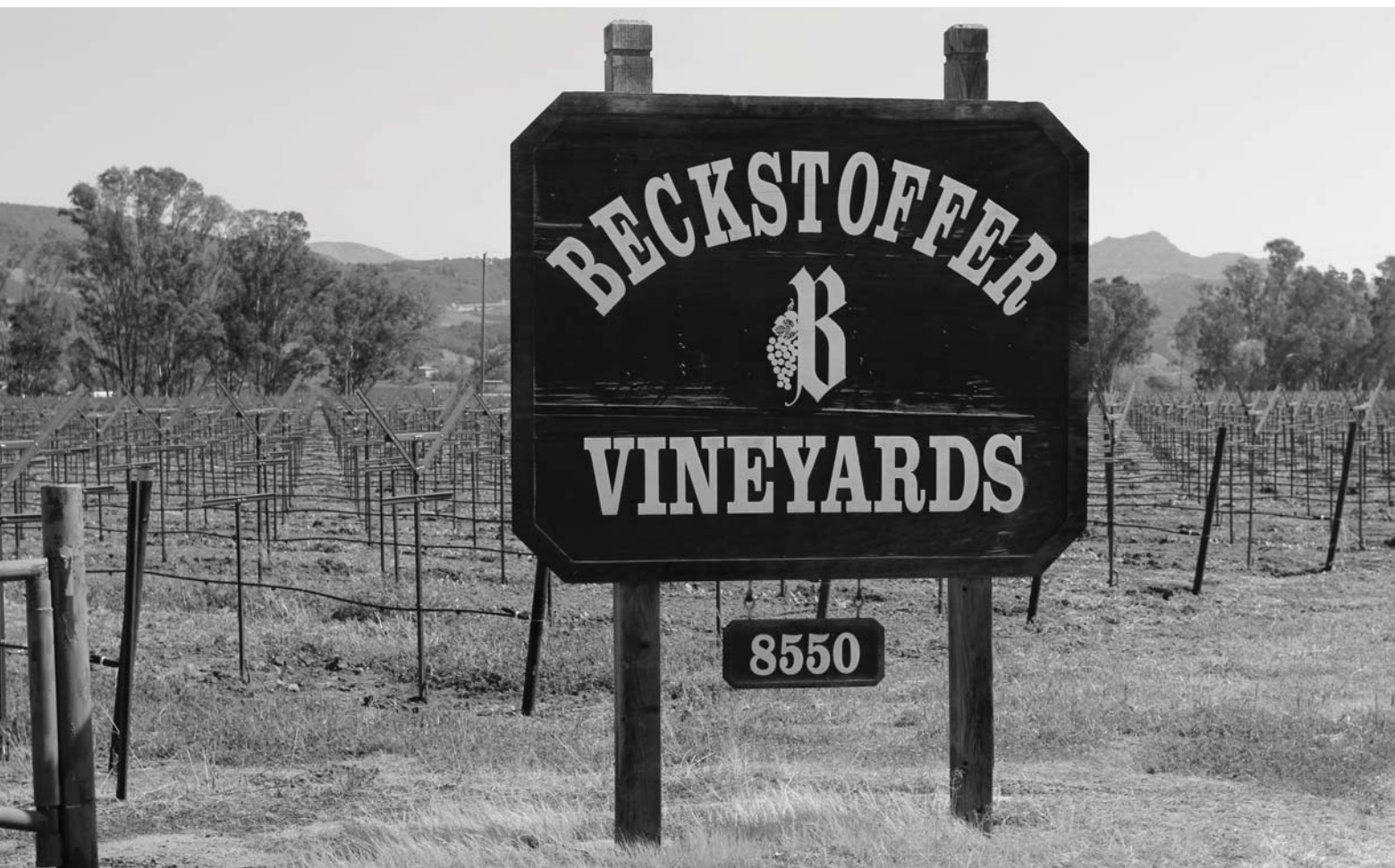
▲ **The spectacular winery** - was completed in 1991 and it is designed by the architect, Scott Johnson.



▲ **Vertical tasting of Opus One** - Vintages: 2005, 2006, 2009 and 2010 (barrel sample). Opus One is a changing blend of Cabernet Sauvignon, Merlot, Cabernet Franc and Petit Verdot. It is a complex and elegant wine, and good vintages share similarities with the great wines from Pauillac in Bordeaux, France.



▲ **To Kalon Vineyard** - captured from the sloping hills next to Oakville Grade Road



n - v

ANDY IS NAPA'S GREATEST GROWER

Andy Beckstoffer has not only acquired, replanted and retrellised most of the valley's historic vineyards, he has also helped his selected clients to some extraordinary fruit that have produced the greatest number of 100 point wines. His share of the famous To Kalon vineyard in Oakville has alone produced more than 10 perfect scores from Robert Parker.

Beckstoffer Vineyards

Napa Valley, California, USA





▲ **The offices and headquarters of Beckstoffer** - are located next to their Georges III vineyard, on Conn Creek Road, just south of Caymus Vineyards.

Andy Beckstoffer has since the 1970s acquired and developed unique sites, and the Beckstoffer brand is today as much associated with the wines that his fruit go into, as the producers and winemakers who craft them.

Beckstoffer's vineyards are not only unique due to their terroir and history, they are also maintained without compromise, and the quality of their fruit is singular. Their clients count as some of the pickiest winemakers and teams in the world, including Paul Hobbs and Jonathan Maltus, as well as the teams at Schrader, Realm, Quintessa and many more. Andy Beckstoffer's vision has since the early 1990s been to work with only talented winemakers that he believes in, and predominately small producers. This has led to the birth of exceptional wines and producers, which rank among the world's greatest.

► **Janzen** - is among the more "pocket friendly" releases, which are made from Beckstoffer's To Kalon Vineyard. It is more so a single clone Cabernet (clone 337), like the Schrader RBS.



► **Georges III Vineyard** - one of their 6 Heritage Vineyards in Napa.



► **World's End** - is the work of Jonathan Maltus, who also owns Château Teyssier (Le Dôme). He uses several of Beckstoffer's heritage sites for his Napa releases, where Missouri Hopper and To Kalon are conceivably the most successful.





n - vi

SILVER OAK'S ICONIC WATER TOWER

It was a local artist who originally decorated the Silver Oak label with their iconic water tower and the old oak tree. The label has remained nearly unchanged to this day, and it is considered one of the strongest trademarks associated with a winery.

Silver Oak Winery

Oakville, Napa Valley, USA





▼ **“Holy Smoke”** - is Flora Springs' dazzling vineyard that neighbours the Silver Oak property to the East.



▲ **American White Oak** - from their A & K Cooperage in Higbee, Missouri, gives their wine complex vanilla flavours (some even gain hints of coconut).



n - vii

CHRISTIAN MOUEIX: LORD OF THE ESTATE

Dominus is the latin term for Lord, and Christian Moueix is with no doubt amongst the most influencial and powerful characters that operate in the Valley. His Napanook Vineyard is tended to, with an attention to detail and care similar to his family's legendary Chateaux in Bordeaux (Pétrus and La Fleur-Petrus).



Dominus Estate

Yountville, Napa Valley, USA





n - viii

SCREAMING EAGLE: A CULT ERA

Jean Philips initiated a new era in Napa Valley when she founded the estate in 1986. She also built the foundation with their first winemaker Heidi Barrett for what would become the world's most expensive wine. Their maiden vintage from 1992 quickly achieved them a Cult Status and their opulent Cabernet blend joined the rare wines that few have tasted, yet nearly all have heard of.

Screaming Eagle

Oakville, Napa Valley, USA





n - ix

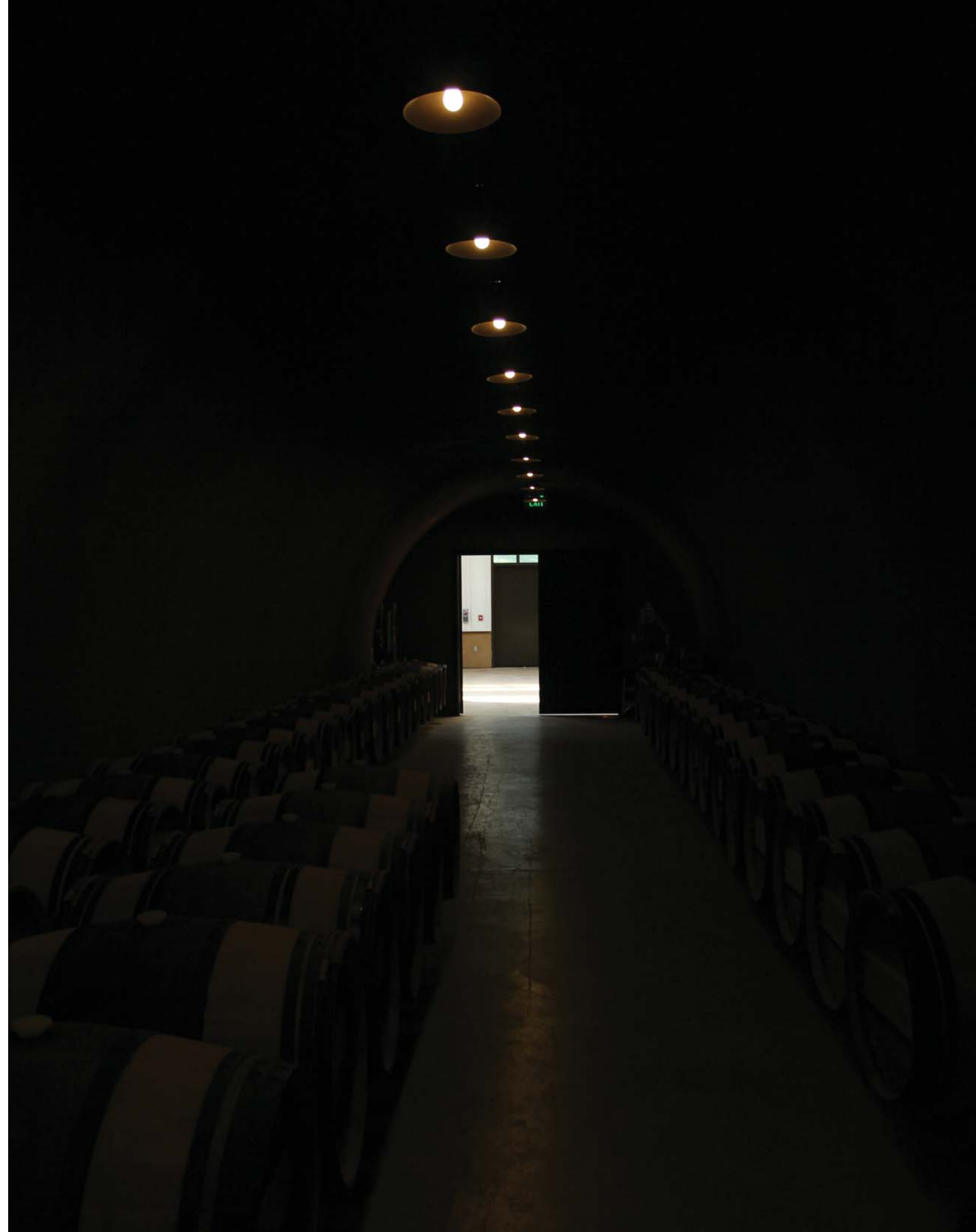
FAVIA ERICKSON: COMBINING TALENTS

The winemaker Andy Erickson and the viticulturist Annie Favia have teamed up in both marriage and in their Favia Erickson Winegrowers label. They combine two of the most impressive CVs in viticulture and winemaking, respectively. Their extraordinary wines are made of unique vineyard sites and processed at Dancing Hares' exceptional facilities on Howell Mountain.

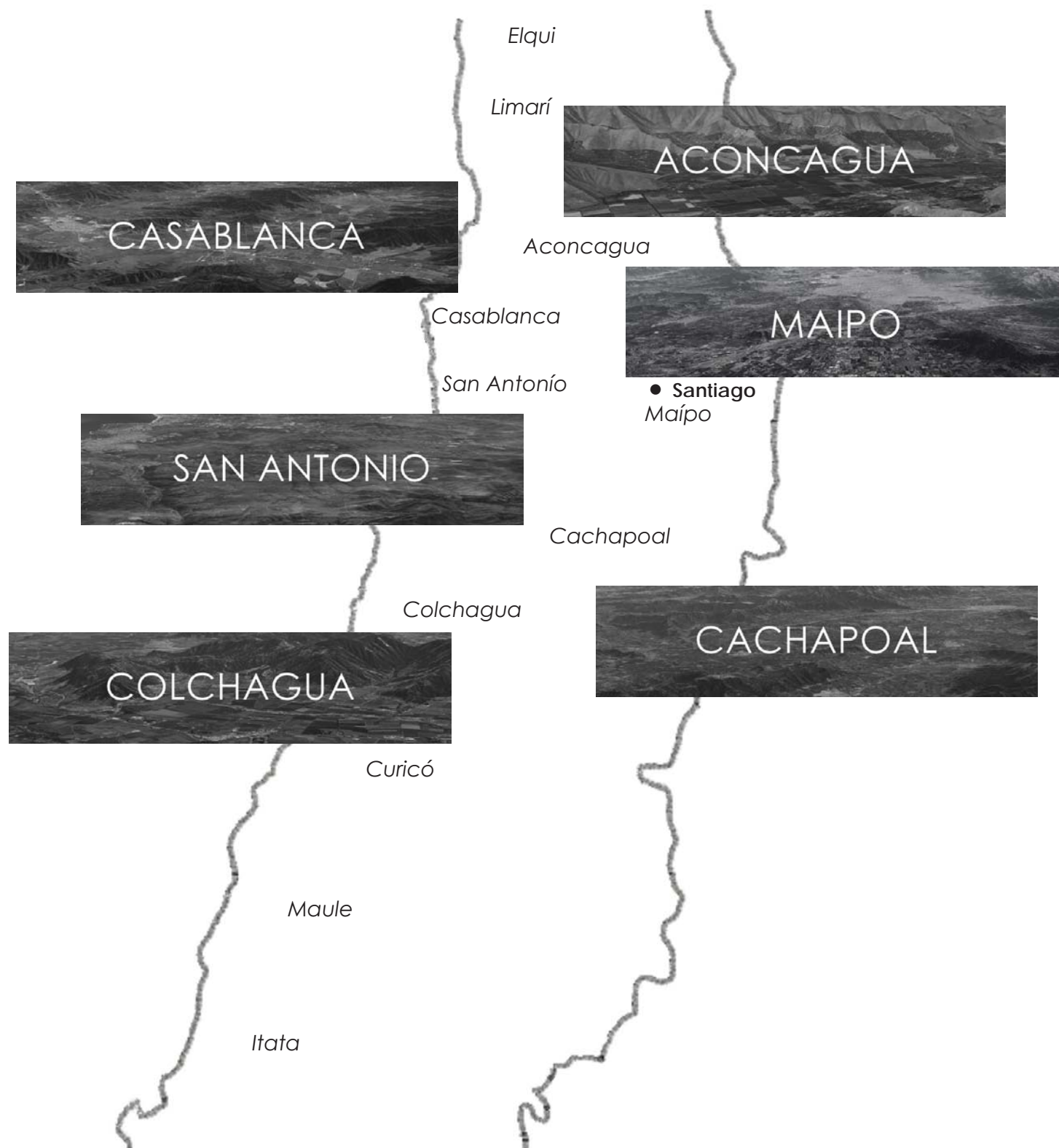
Dancing Hares Vineyard

Howell Mt, Napa Valley, USA





CHILE



The characteristic red leaf of Carmenère led a winemaker to discover it growing in between his vines, a Bordeaux variety once believed to be extinct. The variety found a new home, and it seems, like Cabernet Sauvignon and Sauvignon Blanc, to fit perfectly with the terroirs that can be found in Chile.

The Spanish settlers in Chile are the ones responsible for bringing vines to Chile during the 1550s. They planted the vines, so that they could celebrate the Christian Sacrament; Eucharist. The priest Alonso Ovalle noted the varieties cultivated including Muscatel, Totontel, Albilho, Mollar and the Pais. In the beginning some vineyards were ransacked by native Indians, but areas around Santiago have had continuous wine production for 4 centuries.

Spain tried several times, unsuccessfully, during the 17th century, to protect their national production by banning new plantations in Chile. During the 18th century, Chile became known for their mass produced, cheap, often sweetened wines (made with a boiled concentrated must/sweetener). A sad reputation Chile still fights with today.

The world's wine consumers have much to thank Frenchman Claudio Gay for. He was the one who persuaded the Chilean government to set up the Quinta Normal, an experimental nursery for all manners of exotic botanical specimens, including the European vines. This meant that Chile had all the European grape varieties, including the

old Bordeaux varieties, when the 19th century's Powdery Mildew and Phylloxera spread across the world.

Chile has like Argentina uniquely avoided both Mildew and Phylloxera. Perhaps because of their dry climates and high altitudes. The old Bordeaux varieties such as Carménère can for the same reason only be found there, as it has become completely extinct in Bordeaux.

More so, Chile has terroir that seem to nurture world-class Cabernet Sauvignon, and other grape varieties can often be equally outstanding.

The constellation of their current wine industry derives from





the 1850s, where a trend started of becoming a gentlemen farmer. Prominent individuals and families, who had earned their fortunes in for example, minerals, bought vine-growing country estates just outside Santiago. The Estates did often involve the French refugees, reflecting a sign of success at the time, and perhaps the reason why Cabernet Sauvignon, Carménère and the other Bordeaux varieties became so widely planted.

Most of the wine industry has been carried by the domestic demand up until the 1970s, as the per capita consumption was very high. High taxation made the demand for Chile's table wine decline massively, and the prices dropped dramati-

cally during the 1970s, forcing many estates to uproot their vines during the early 1980s.

The change in politics, with the return of democracy, and easing the legislation towards a freer market, stimulated foreign investments, which changed the industry. The investors started planting international varieties, and brought along new technology. Switching the focus from the usual model of quantity to the domestic market and aiming instead on quality for exports.

Many wineries were by the mid-2000s losing money, as it seemed difficult to compete with a production of less than



100,000 cases. Production had for generations been roughly dictated by around 10 Chilean families, where personalities such as Eduardo Chadwick, were rare. Eduardo Chadwick has like Robert Mondavi and Nicolas Catena, changed his family's winery, and he is now behind several of Chile's finest wines. The economics in the industry encouraged a counter-development, where new boutique wineries instead aimed at originality and perfection, also in their vineyards. The development has meant that the inflow of capital investments, know-how and technology have continued, and now involve some of the most recognised personalities in the industry.

Fine wine lovers can now benefit from newly formed ven-

tures involving individuals and families such as; Paul Pontallier (winemaker at Chateau Margaux), Bruno Prats (former winemaker and owner of Cos d'Estournel), the Marnier-Lapostolle family, Count Francesco Marone Cinzano, Domaines Barons de Rothschild (Lafite), Patrick Valette (Château Pavie, and many more), Mauro von Siebenthal, Dan Odjell, Baron Philippe de Rothschild (Mouton Rothschild, Opus One), Patrick Leon (winemaker at Mouton and Opus One), and the list goes on. The future looks bright for Fine Wine in Chile.



c - i

SEÑOR CHADWICK'S ICONS

Eduardo Chadwick is the 5th generation and his ambitious initiatives have made him among the most influential characters in Fine Wine. He has conceived and elaborated some of the country's greatest wines, and like Robert Mondavi and Nicholas Catena, he opened the world's eyes to them, by blind tasting them against the best in the world. Francisco Baettig has been the winemaker in charge of their incredible portfolio since 2003.

Errazuriz

Aconcagua, Chile





◀▲ **Cellar** - underneath the winery that holds part of their barrel and bottle-ageing, as well as function-rooms and a full library of their Icons.



► **Terrace** - next to their tasting room, which is established in the family's old original winery in Aconcagua.

► **3 of the 4 Icons** - Don Maximiano Founder's Reserve (blend), Kai (of Carménère), and Seña (blend).





■ **Don Maximiano Winery**
- is an astonishing piece of modern architecture, and it is remarkably different to the neighbouring Errázuriz winery.

The state-of-the-art facilities process the fruit for the Errázuriz Icons and Seña.





◀ **Top floor of the winery** - reveals that it is designed to follow the principles of gravity flow.

◀◀ **Barrel room** - is for the same reason found at the lowest level.



◀ **Cuverie** - with the large fermentation tanks in oak.

Their winemaker Francisco Baettig ferments the Icons in both oak and steel.





c - ii

A UNIQUE VINEYARD IN PUENTE ALTO

Almaviva was established in 1996, as a joint venture between Concha y Toro and Philippe de Rothschild of Château Mouton-Rothschild. Combining 40 hectares of Concha y Toro's unique vineyard in Puente Alto with the extraordinary winemaking skills of Patrick Leon has created something truly astounding.

Almaviva

Puente Alto, Maipo, Chile

► **Their winery** - is designed by the Chilean Architect Martín Hurtado. He is known for his sustainable wooden structures, often made of recycled materials.

◀ **Vineyard** - is tended to with an immense attention to detail and care. It has furthermore been developed with prime viticulture, using top of the line solutions like the revolutionary underground irrigation system.

► **View towards the Andes** - in the morning sun. The vineyard once supplied Concha y Toro's icon wine "Don Melchor".

► **The design** - is intended to reflect the winery's surroundings and it is inspired by both the Andes, the native people of Chile, and the wine barrels it houses inside.



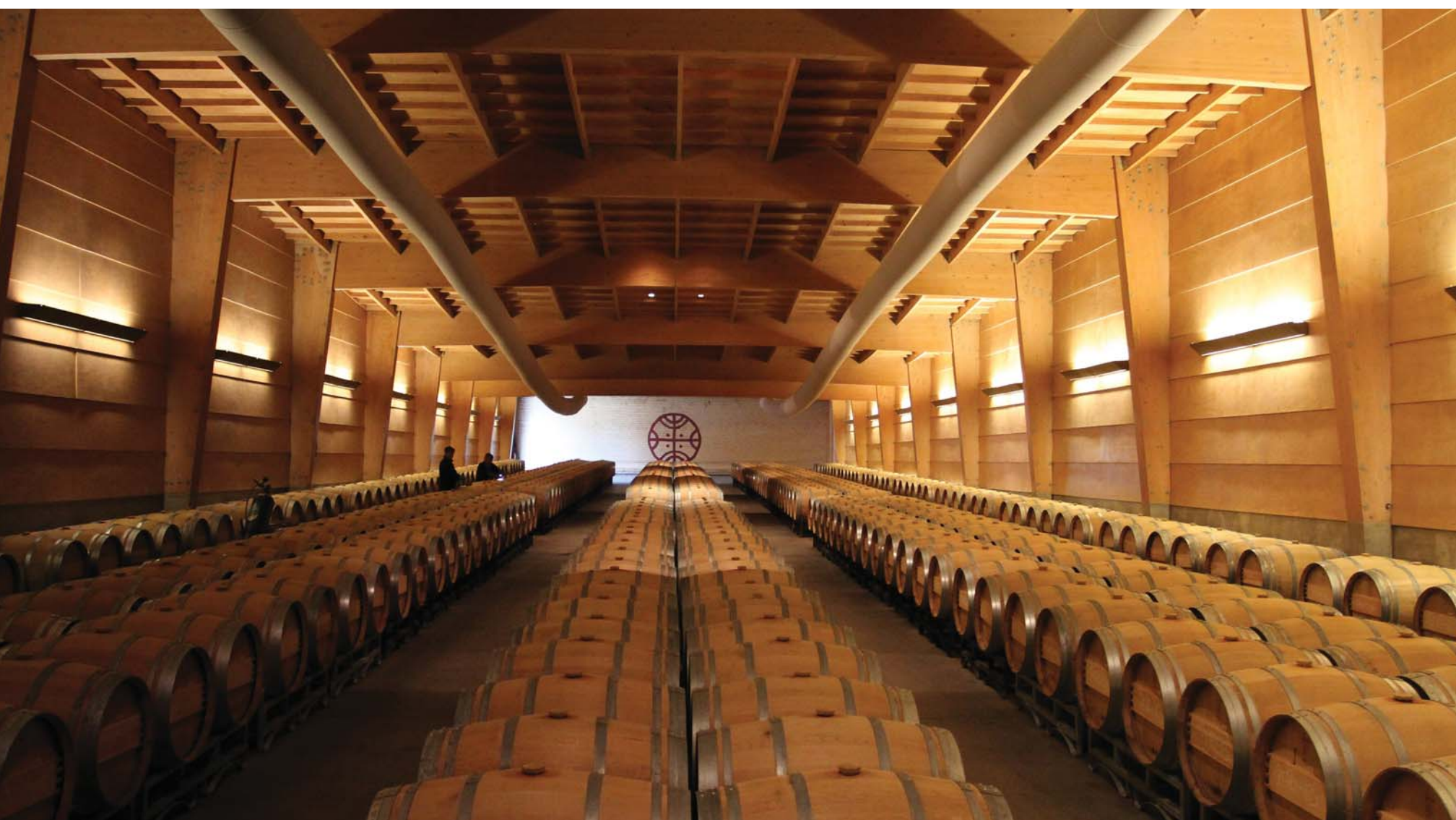


◀ **Two totem poles** - representing the archetype of a man and a woman in the Mapuche cosmology (native people of Chile).

▼ **The Cuvrie** - is found underneath the receiving floor, and it is filled with stainless steel tanks that are temperature regulated, individually.

▲▼ **The receiving floor** - enjoys great views of the surrounding vineyard and is filled with a fine selection of state of the art equipment.





▲ **The barrel room** - at Almaviva is quite remarkable.

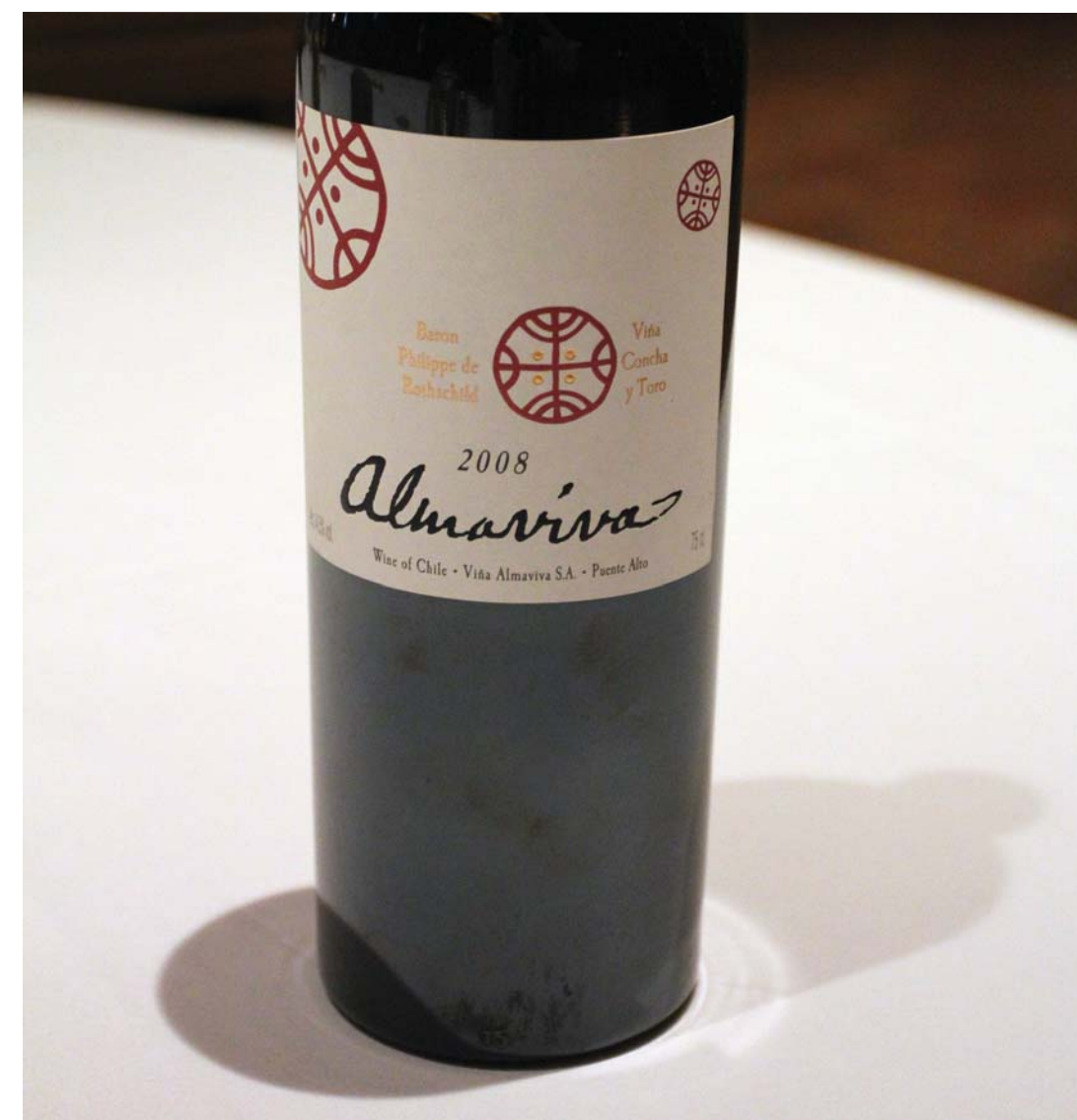
► **Michel Friou** - winemaker since 2007.

He follows Tod Mostero (2004-2007), Enrique Tirado (2004) and Patrick Leon (1996-2003). Friou was head winemaker at Lapostolle from 1994-2004.



▲ **Only one wine** - 2008 is a blend of 66% Cabernet Sauvignon, 26% Carmenère, and 8% Cabernet Franc. Aged 18 months in new French oak.

◀ **Artefacts** - from the Mapuche Indians decorate their tasting room.





c - iii

A STORY ABOUT SOME OLD VINES IN APALTA

Their story commenced with the discovery of some old Carmenère and Cabernet Sauvignon vines in Apalta. The winery is founded by Alexandra Marnier-Lapostolle and her husband Cyril de Bournet in 1994, with the help from Michel Rolland who is their winemaker alongside Jacques Begarie.

Lapostolle

Apalta, Colchagua, Chile



▲ **The staircase** - of their iconic Apalta Winery.

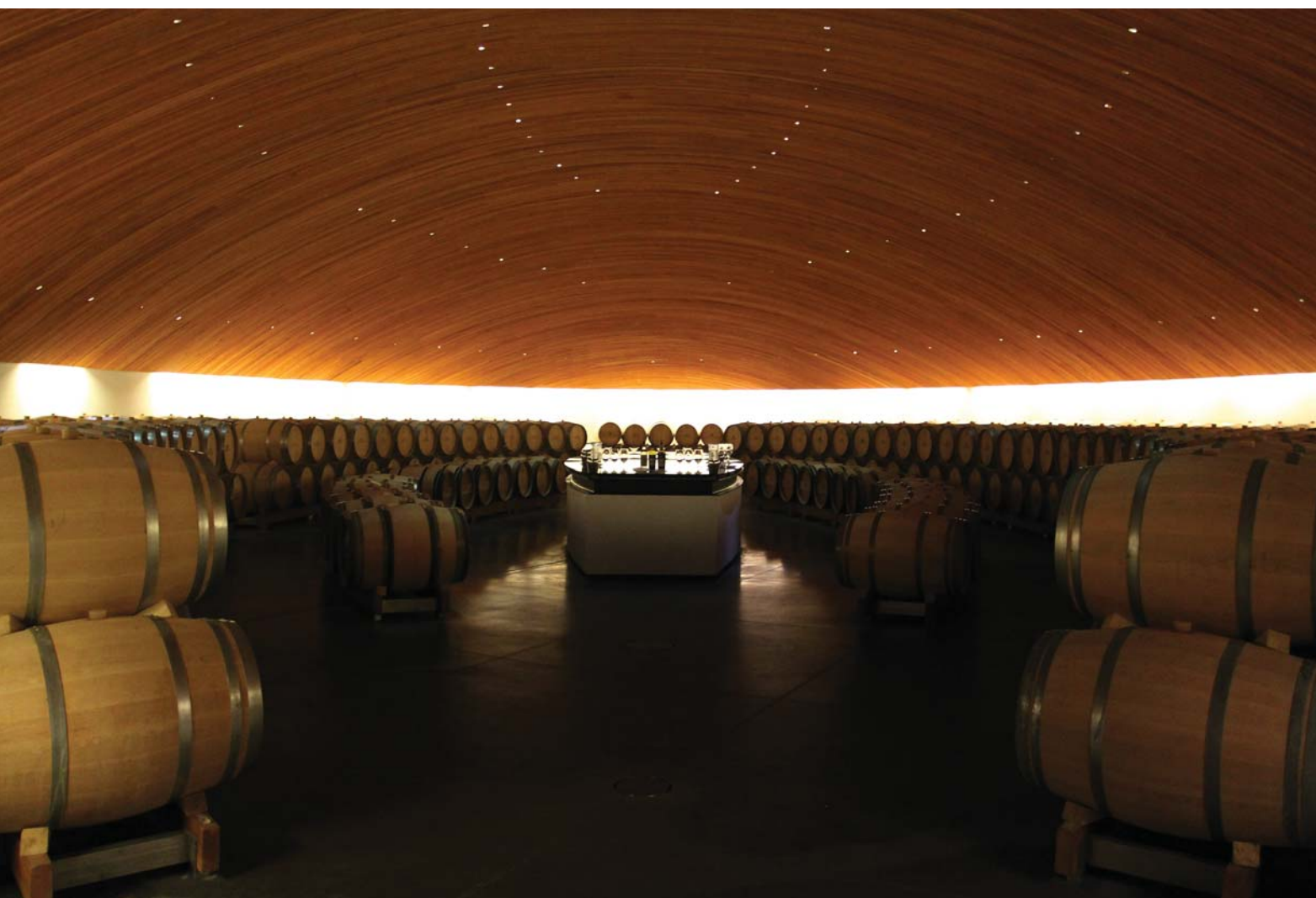
Since the winery is designed to blend in seamlessly with the surrounding environment, most of the winery is hidden underground, keeping its visible structures to a minimum.

◀ **The staircase decoration** - is also an earthquake monitor, which seems very fitting, being located in a country with a great deal of seismic activity.

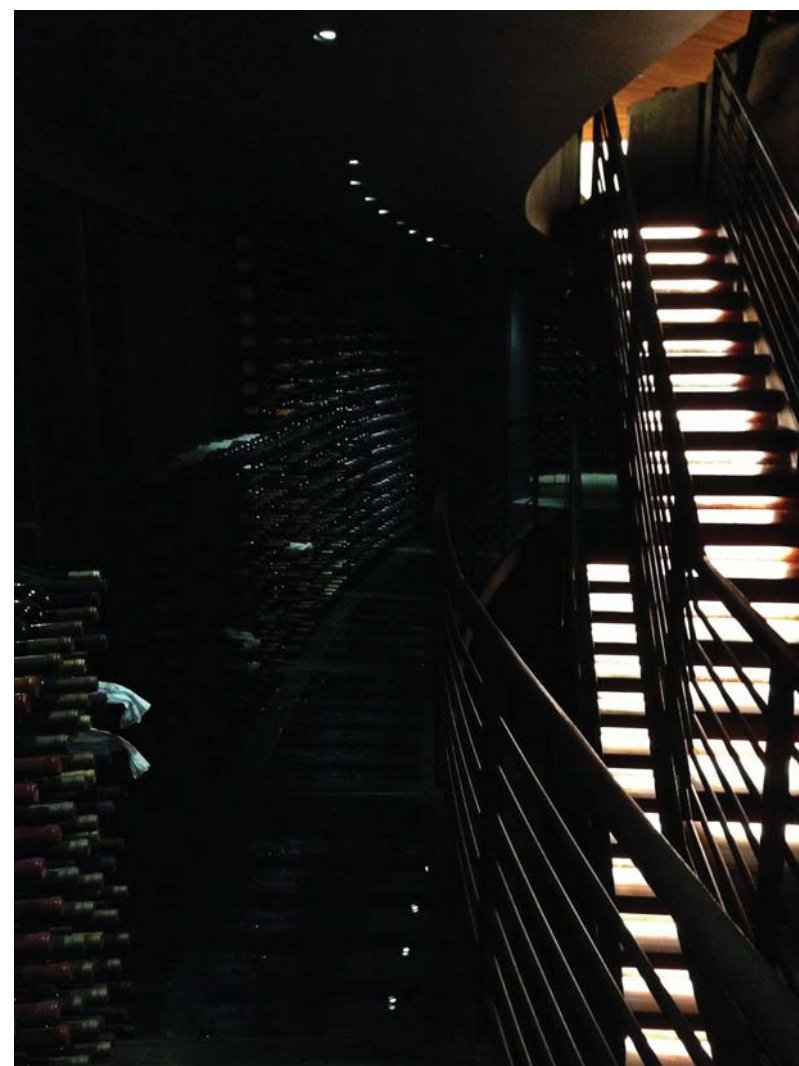


▲ **The cuverie** - at the Apalta winery is filled solely with oak fermentation tanks. Their stainless steel tanks are kept at Lapostolle's other winery, located in Cunaco, where the Casa and Cuvée Alexandre ranges are made.

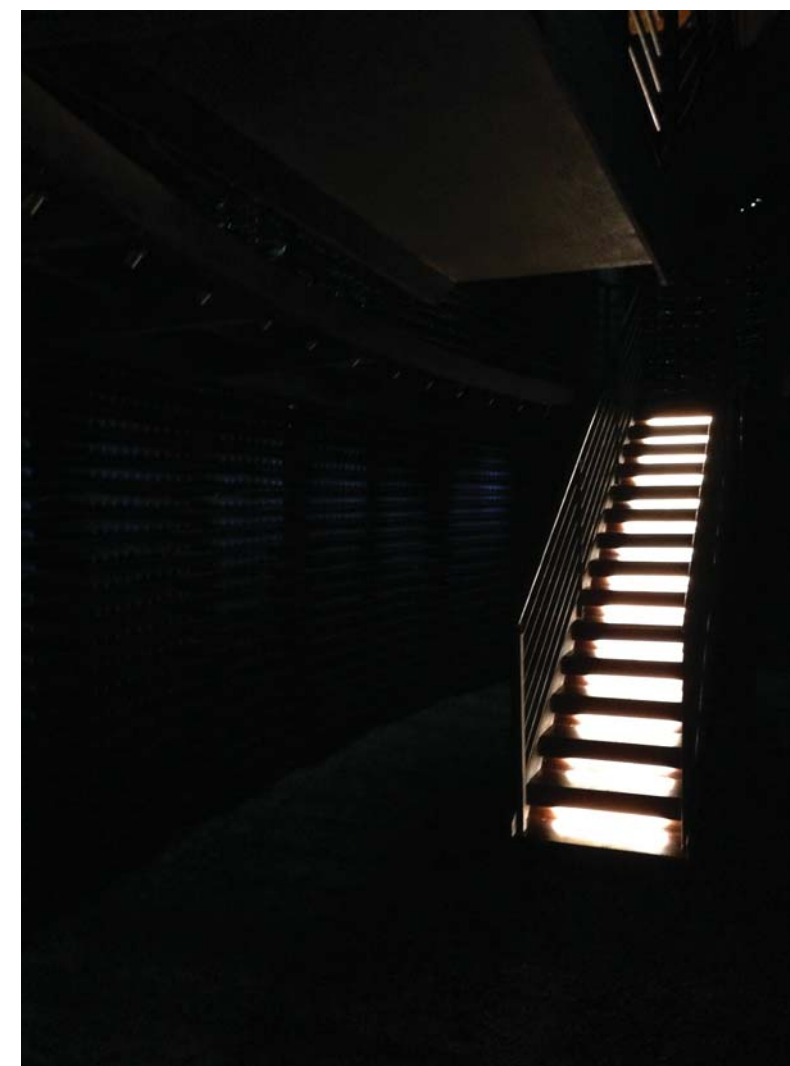
◀ **A reminder of the winery's position** - as it is literally carved into the hillside.



▲ **Lapostolle's stunning barrel room** - also hosts their tastings. The centre piece of the room is also the entrance to their private cellar, as it functions both as a table and a hidden staircase.



▲ **The hidden wine cellar** - is two storeys high, and a piece of stupendously cool architecture.



▲ **The cellar** - holds a complete library of their Borobós and Clos Apaltas, as well as their private collection that consists of an assemblage of European wines and a selection of flagship wines from Chile's finest estates.



◀ **The Lapostolle Residence** - is located just next to the winery.

▲ **The views from the property** - are really breathtaking.

It was originally constructed to house the family, their friends and Michel Rolland, when visiting. They have now also opened up the small cottages and the villa to tourism.

◀ **The lounge** - at the Lapostolle Residence.

A stay is for the few who appreciate the luxury in simplicity. It feels like you are in a holiday home and not a boutique hotel. The food is naturally organic, and most of it is grown on the property.





c - iv

MONTES' STEEP APALTA VINEYARDS

Aurelio Montes and Douglas Murray, two of the original founders, made the first vintage of their Cabernet in 1987. It was the first premium wine to be exported from Chile, their breakthrough, and the beginning of Montes Wines. The partners have over 25 years, inspired and changed a whole industry with their original ideas on marketing, branding and winemaking.

Montes Wines

Apalta, Colchagua, Chile

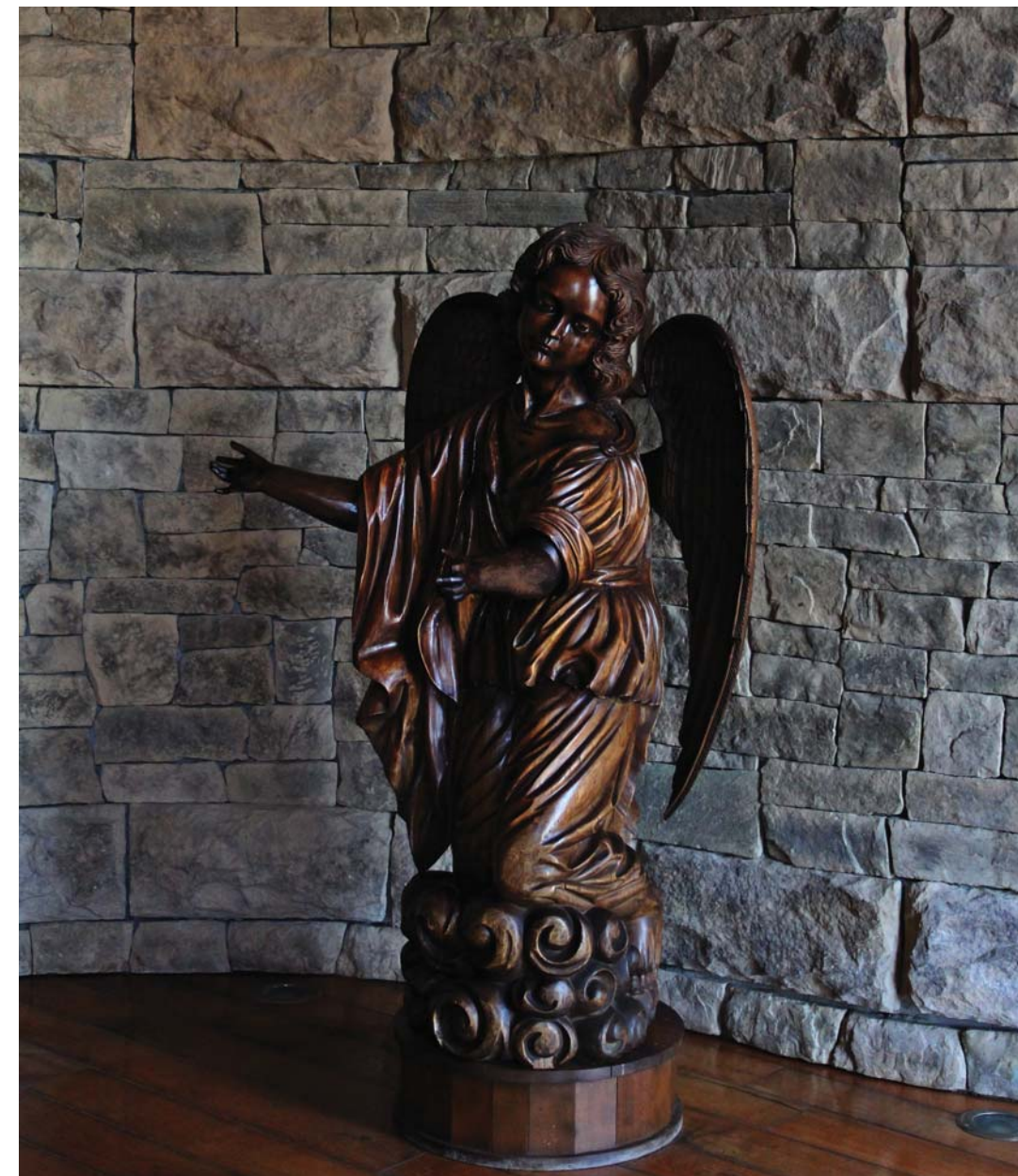
► **Lobby** - with its calm ambience and serenity.

◀ **The design of their winery** - follows the principles of Feng Shui, since one of the partners was very passionate about Eastern culture and spirituality.

Visiting the winery will make you appreciate at least some of these principles; like the continuously flowing water.

► **The angel** - sculpture that decorates their lobby is one of many angels attached to Montes Wines.

Through the years the angel figures have become almost synonymous with their premium and ultra-premium wines.





► **Vineyard road** - making it possible to explore their hillside vineyards with a 4x4.

◄ **View** - towards Montes' Apalta winery from the eastern facing slopes of their hillside vineyard.

► **Jorge Gutierrez** - Chief Winemaker of Montes' Apalta Winery, and in charge of their Icon wines (with guidance from Aurelio Montes).



◄ **Part of their Apalta vineyard** - is planted on the incredibly steep hill-sides.



► **The beautiful Corvette trucks** - parked in front of their winery, tell the story of one of the partners' love for vintage cars.





◀ **The roof** - functions as a receiving floor during harvest. Since the winery is cleverly designed to follow the principles of gravity flow.

▶ **The cuverie** - is therefore positioned just below, so the fermentation tanks can be filled by gravity alone.

▶ **One of the older vines** - from their first plantation of the estate.

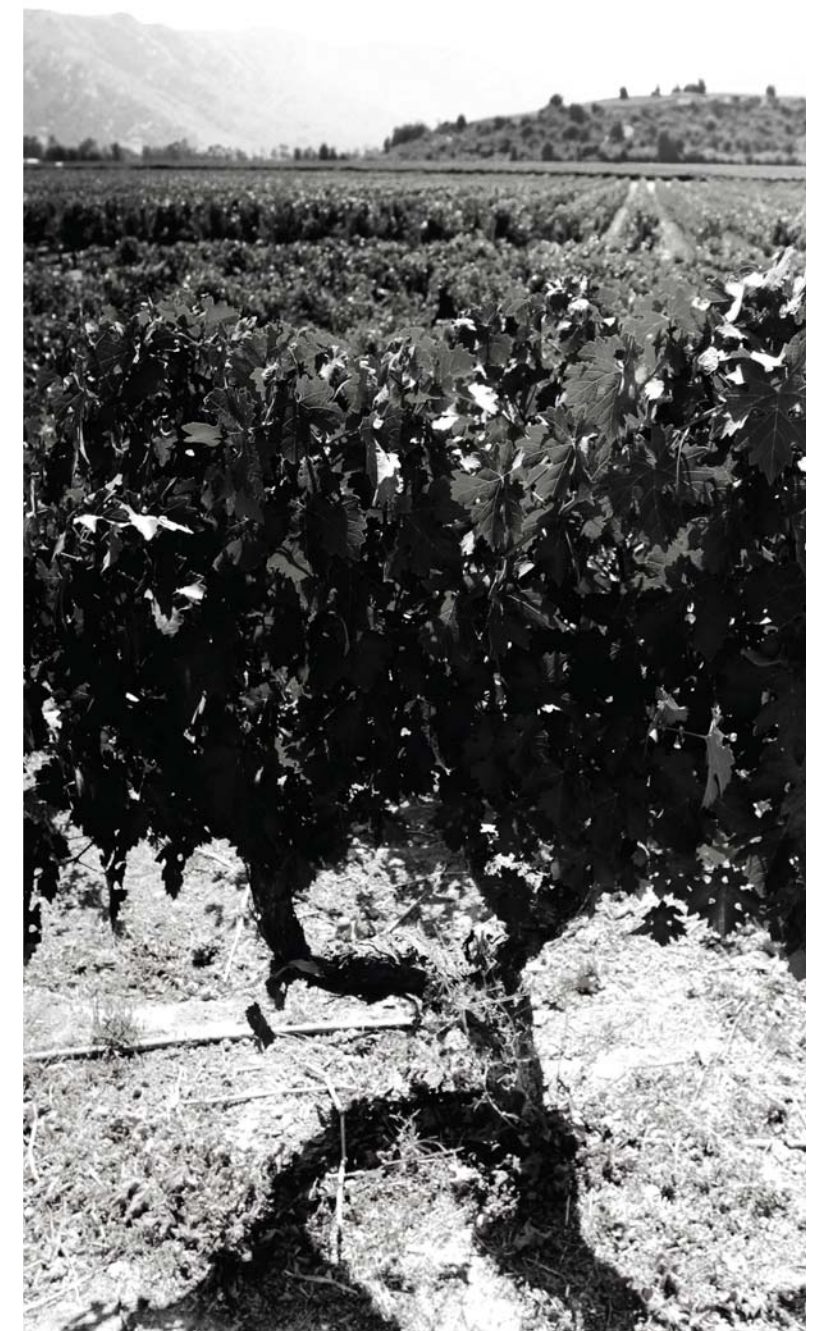
◀ **The hillside vineyard** - gives you a great overview of the Apalta sub-region, and some stunning views across the valley.

▼▼ **Their barrel room** - is found in the basement, at the north end of the winery.

An eccentric twist is the classical music, that is played 24 hours a day, both to set a mood and to create good Qi (energy) using the Feng Shui principles.

Behind the glass wall, and conveniently close to the barrel room, we find their two private tasting rooms.

"Purple Angel" is their Carmenère based Icon.









ARGENTINA

Malbec has not only adapted to the Argentinian terroir, it thrives there. In addition is the country home to some of the highest elevated vineyards in the world. It was though the foreign investmensts and know-how, which came after the financial crisis of the eighties, that slowly switched the focus away from quantity in favour of quality and the export market.

The first wine production in Argentina came with the Spanish colonisation of America. Vine cuttings were brought to Santiago del Estero in 1556, by the priest Juan Cedrón, and it was not surprisingly also the monks that took along the first plantings to Mendoza.

The first cultivations of vines were not problem free, as the branches of the vines were cut during the winter in Spain and started sprouting during the long trip passing through hotter climates, thus losing the uniformity to the motherplant, which resulted in new clones.

By the 16th century vines were spread across Mendoza. Statistics state that there were around 120 vineyards in 1739. But because of Mendoza's remote position, it was instead the areas around Buenos Aires that attracted Argentina's wealth and economic growth. It was not until the railway opened in 1885, that the wine industry in Mendoza really flourished. The railway was financed by the governor of the Mendoza providence

and the owner of the wine estate "El Trapiche". A clear indication of the railway's significance is a count from 1887, showing a growth of the vineyards to as many as 2,700 in the surrounding areas of Mendoza.

The French Agronomist Miguel Aimé was the first to plant Malbec vines in Argentina. The grape variety turned out to have great importance for their wine regions, as it naturally thrives in the terroirs and high altitudes. Furthermore the vines have uniquely avoided Phylloxera, which make the Malbec vines





in Mendoza among the last of the original clone descending from Bordeaux. Most wine regions to the contrary have been devastated by Phylloxera. The louse is actually present in Argentina, but it is exceptionally weak and does not survive long in the soils. Along with Chile, Argentina is one of the few places in the world where vineyards rarely have problems with insects, fungi and similar grape diseases, this is possibly due to the high altitudes and low humidity. The path to organic farming therefore seems more obvious, as it is actually possible to cultivate without using pesticides.

The immigration from Europe and the new railway meant that many new varieties such as Cabernet, Pinot Noir, Merlot, Barbera, Syrah and Riesling were also planted in the regions and new techniques adopted. These have been added to the classic varieties: Malbec, Bonarda, and the aromatic white variety; Torrontés.

Argentina was long known for their quantity focussed producers. Several factors played a role in forming this trend. Most critical was the national tax that punished the quality producers during the 1960s and 1970s (running until 1982). Quantity producers are still overrepresented; the focus has though slowly been turning in favour of quality since the 1980s. Nicholas Catena was among the pioneering Estate owners, who initially saw the potential for producing quality wines for export. Many followed when the industry was faced with two important changes; the tax was lowered, and the national wine consumption dropped considerably (from being more than 7 times the quantity per capita compared with the United States).

Another driving factor for the shift towards quality came with the arrival of foreign investments. The massive growth of foreign investments commenced



once the currency got more in control, and there arrived a situation with favourable exchange rates, after the 1980s' drastic period of hyperinflation, which had followed the country's financial crisis.

Along with the foreign investments came the presence of what we call "flying winemakers"; labelling winemakers who travel around the world to consult and help Estate owners to produce the best possible wines. Argentina's flying winemakers include individuals such as Michel Rolland, Pierre Lurton, Hans Vinding-Diers, Paul Hobbs, Alberto Antonini, Francois Lurton, and Hélène Garcin.

Paul Hobbs was the first of these to set foot in Mendoza, when he was hired to help Catena in the early 1990s, and his presence has only grown since then with multiple consultancies and joint ventures. Michel Rolland has though more consultancies and ties to the wineries in Argentina than an-

yone. He was the initiator and driver behind the Clos de los Siete partnership, a more than US\$60 million project, that initially involved seven of the grandest wine dynasties from Bordeaux, and he is now one of the most influential individuals in the Argentinian Wine industry.

Hans Vinding-Diers has also had a massive influence with his relationship to the "Sassicaia" family. In close collaboration with the family, he has transformed and famed Patagonian wines with the Cult Pinot Noir; Chacra and his own personal project "Noemía", made of old Malbec vines.

These "flying winemakers" have all had great significance to how wines are now being produced in Argentina. Many local winemakers have been inspired by their take on viticulture and winemaking, which is starting to spread to a vast majority of the Argentinian wine estates.





a - i

CATENA'S MAYAN INSPIRED PYRAMID

The owner Nicolás Catena is also a doctor in economics, and it was during his visit to Berkeley University in California in 82', that he found himself inspired by what was going on in Napa Valley. Convinced of Argentina's own potential, he persuaded his father to do the same and shift their winemaking in favour of quality. The rest is history and for more than a decade their Catena Zapata blend has ranked among the world's finest wines.

Catena Wines

Agrelo, Mendoza, Argentina





► **Laura Catena** - is the daughter of Nicolás Catena and she was recently named General Manager of Catena. Laura is more so an Emergency Room physician, with degrees from Harvard and Stanford. And she is furthermore mother to Luca wines, that is named after one of her sons.

◄ **The staircase** - is the backbone of their original winery. It connects the individual floors, as well as it scatters light through the pyramid.

▼ **The barrel room** - is found in the cellar, next to one of their tasting rooms. Here their team and winemaker Alejandro Vigil strive tirelessly towards perfecting their wines. Many different barrels are used, and some of the finest coopers are represented.







a - ii

PAUL HOBBS & THE MARCHIORI VINEYARD

The Viña Cobos partnership was formed after the French Oenologist Luis Barraud visited California in 1997 and met with Paul Hobbs. Luis' wife Andrea Marchiori owns some of the finest vineyards in the Perdriel district of Mendoza and Hobbs was easily persuaded to form a joint venture with the two.

Viña Cobos

Perdriel, Mendoza, Argentina





▲ **The Viña Cobos Cuvée** - is spotless. Paul Hobbs has educated the Argentinians in the simplicity of keeping one's production area continuously clean.

▲► **Newly delivered oak barrels** - from the French Cooperage Tarasaud, just in time for harvest.



■ **The Marchiori Vineyard** - supply fruit for their greatest wines. The oldest vines of Malbec and Cabernet Sauvignon goes towards the two Icons: **Cobos Malbec** of 100% Malbec, and the changing blend **Cobos Volturmo** of approximately 80% Cabernet Sauvignon and 20% Malbec.

The younger vines supply the **Bramare Vineyard Designated Range**. Here a limited release that includes 6 vintages of the Bramare Malbecs from the Marchiori Vineyard.







a - iii

MONTEVIEJO BLENDS IN THE BEST FROM POMEROL

The partnership and project “Clos de los Siete” was formed in 1998. It was initiated by Michel Rolland, and it involves some of the most influential wine dynasties and families from Bordeaux. Monteviejo is owned by the family of the late Catherine Péré-Vergé, who also own the prestigious Pomerol estates “Le Gay” and “La Violette”. Pictured here is the GM and winemaker at all three estates, Marcelo Pelleriti.

Monteviejo, Clos de los 7

Tunuyán, Mendoza, Argentina





a - iv

THE DIAMOND WINERY BY BÓRMIDA & YANZÓN

DiamAndes is perhaps the most spectacular of the wineries in Clos de los 7. The architecture is truly remarkable, and it is designed by the brilliant architects Mario Yanzón and Eliana Bórmida who have designed multiple wineries in the Mendoza Province. The winery is owned by the Bonnie family, who also own three wineries in Bordeaux, including Château Malartic-Lagravière (a Grand Cru Classé of Graves) and Château Gazin Rocquencourt (in Pessac-Léognan).

DiamAndes, Clos de los 7

Tunuyán, Mendoza, Argentina



◀ **Testing the wine** - when bottling it is important to see if the wine needs to be stabilised by using a preservative such as potassium sorbate or sulphate.

▶ **Michel Rolland's** - plots and winery are the highest elevated at Clos de los 7, found nearest the Andes.

He has bravely planted two small vineyards of Pinot Noir in the desert like surroundings and 1,200 metres altitude (shown here). Pumping stations supply irrigation, and the fruit goes in his Mariflor Pinot Noir.

▼ **The wine-cellar/library** - is sparsely lit by natural light, as the diamond shaped sculpture, that hangs above the room, casts sunlight through a narrow opening in the ceiling.







a - v

MICHEL ROLLAND'S BODEGA

His was the last of the wineries in Clos 7 to be constructed. The design and architecture is quite industrial and the overall focus is on function. Rolland has chosen to construct solely concrete tanks in his winery. This might come as a surprise to some, yet this method of fermentation and ageing is preferred by many of the world's greatest winemakers. His minimalistic barrel room is filled with some extraordinary French oak barrels, and there are very rare cooperages represented, like Darnajou.

Bodega Rolland, Clos de los 7

Tunuyán, Mendoza, Argentina







a - vi

THE LABEL REVEALS THEIR TIES TO ST JULIEN

The label design reveals their ties to the prestigious Château Léoville Poyferré in Saint Julien, Bordeaux, which the family also owns. The Cuvelier family might farm the fewest number of hectares in the partnership, yet sometimes less is more.

Cuvelier Los Andes, Clos de los 7

Tunuyán, Mendoza, Argentina



▲ **A green harvest** - can seem brutal, yet it is a much needed sacrifice to attain the proper concentration and depth in the remaining grapes.

In addition, all the five partners supply part of their harvest to the Clos de los Siete wine, which is made at the Monteviejo winery.

► **Baptiste Cuvelier** - heir and an exceedingly pleasant host.







a - vii

A STUDY ON MALBEC & ALTITUDE

Achaval Ferrer was founded by Santiago Achaval and Manuel Ferrer along with two of their friends in 1998. Their winemaker Roberto Cipresso and the partners have created single vineyard wines from diverse vineyards, spread across different altitudes, terroirs, and of some of the oldest vines in the Mendoza province.

Achaval Ferrer

Perdríel, Mendoza, Argentina





▲ **Their winery** - in Perdríel is positioned next to the river (Río Mendoza) and enjoys spectacular views of the Andes and their snow-covered mountains (as pictured on page 134 and here reflected in the windows).



▲ **The portfolio** - and their single vineyard Icons are not only exceptional Malbecs, they are also a study on how the vines work with altitude. The wines are incredibly pure in their expression and enjoy an exceedingly clean palate.



▲ **View** - from Achaval Ferrer's Winery on Calle Cobos.

a - viii

O.FOURNIER:

SPECTACULAR
ARCHITECTURE
IN LA CONSULTA

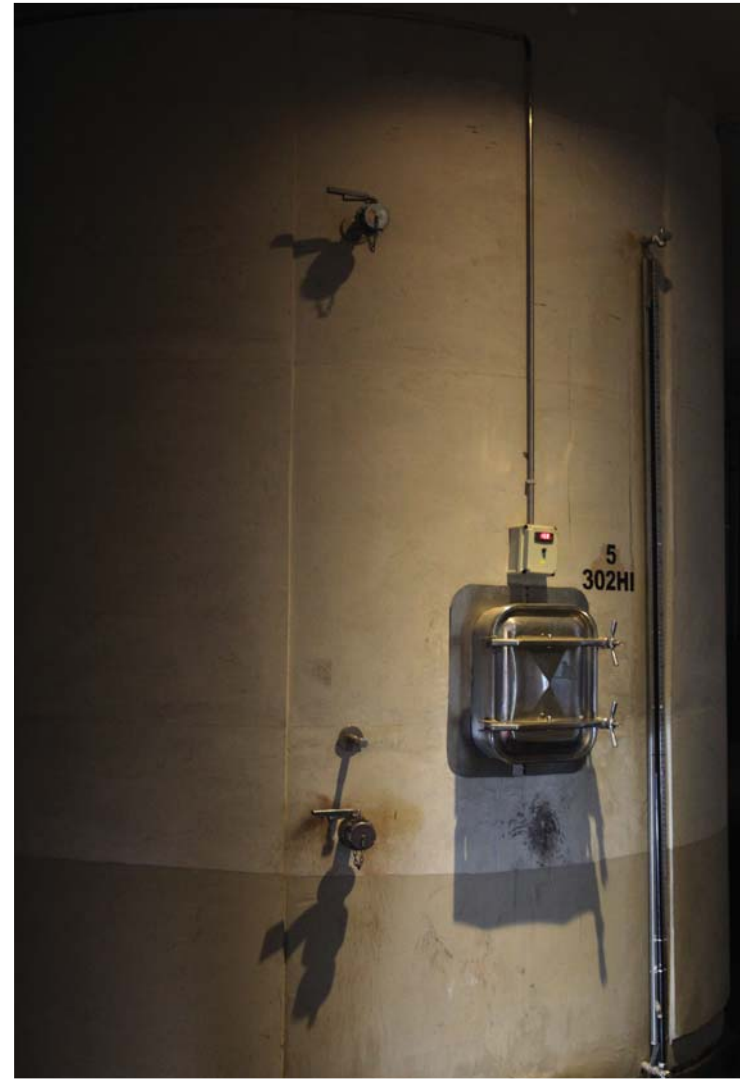


The architecture, by the Argentinian partners Bórmida and Yanzón, is truly spectacular! It is made up of several interconnected building units, which are designed for individual purposes such as fine dining, offices, winemaking and ageing.

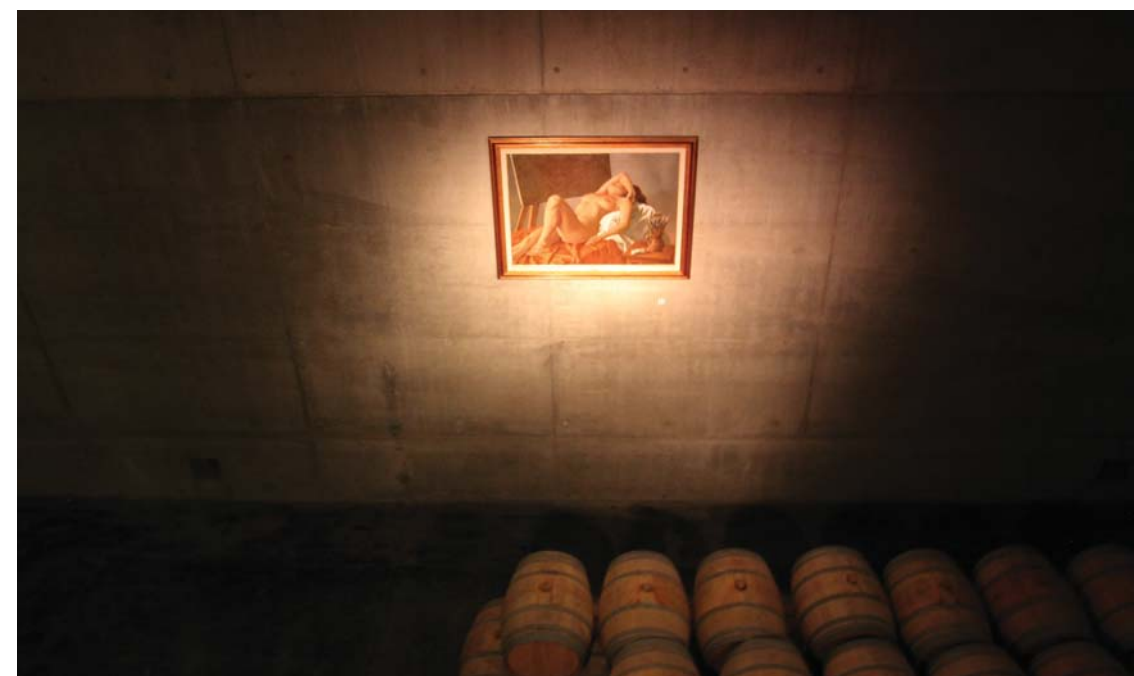
The raw surroundings makes the winery even more unique with its close proximity to the Andes and its vineyards is constituted of both trellised vines and the old original bush vines.

O. Fournier Winery

La Consulta, Mendoza, Argentina



◀▲ **The multilevel Cuv-
erie** - is equipped with fer-
mentation tanks of both
concrete, oak, and steel.
These also vary in size from
the small steel fermenta-
tion tanks in their lab to the
large concrete tanks in the
cellar.



◀▲ **The Barrel Room** - is
decorated with art and
soft natural daylight (sparse-
ly channelled in through the
ceiling).



▲ **Tasting area** - is like the rest of the winery filled with art.



◀ **Tasting area and their private tasting room/collection** - with a full library of their special bottlings, and the Beta crux/Alfa crux ranges.

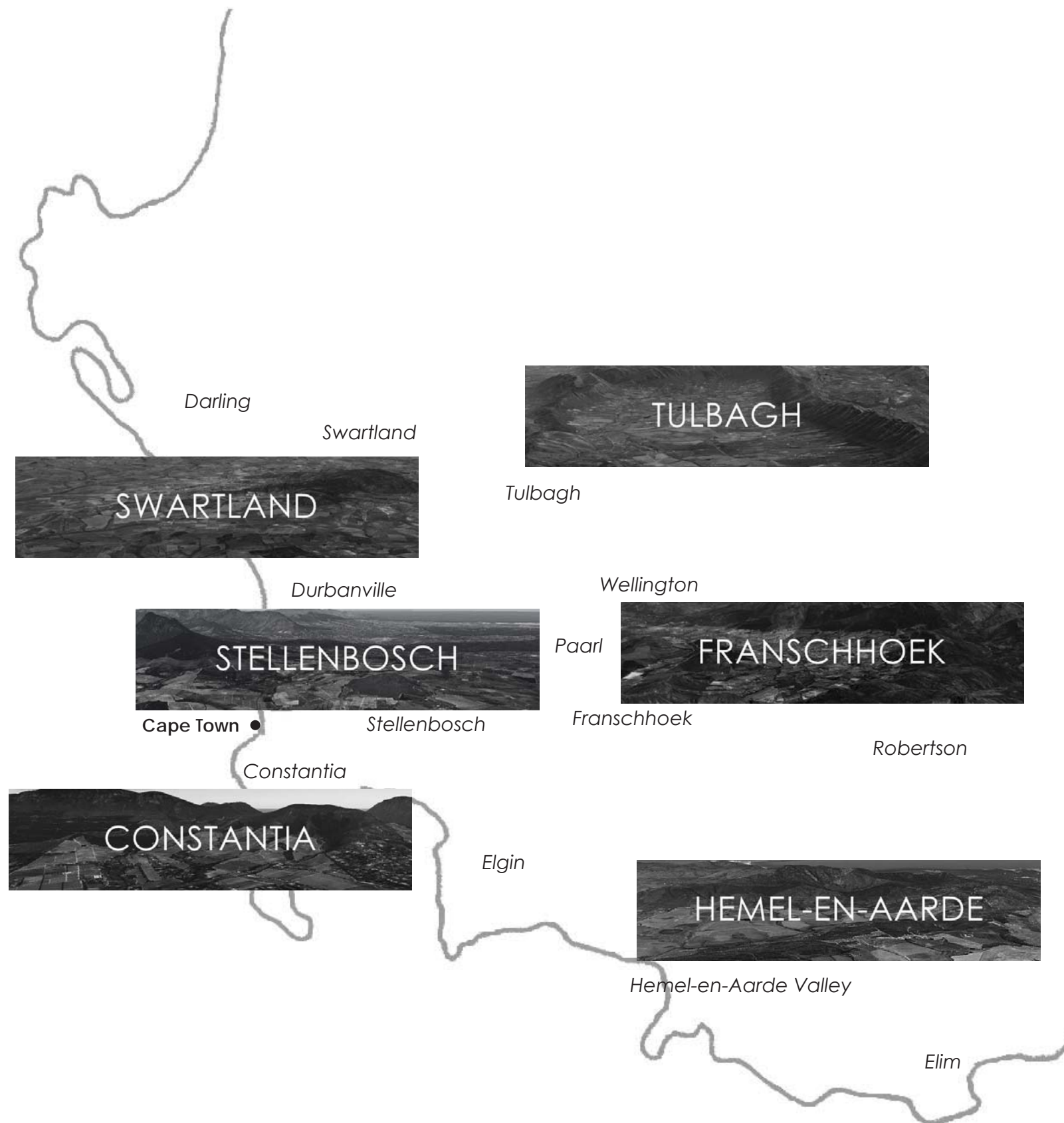
► **Ramiro Balliro**, Chief Winemaker at O. Fournier Mendoza.

He leads the winemaking team in their work, which is highly influenced by his empirical mentality, where they continuously experiment with new clones, varieties, blends and processes.



SOUTH AFRICA

Due to SA's optimal growing conditions, with its unique climate, ranges of soil, slopes, winds and coastal advantages, many winemakers have pledged their love to this country, and since the end of Apartheid a growing number of influential wine personas and families have also chosen to establish themselves in the Cape region.



The wine production in South Africa dates back to 1659. It originated with the settlement of the Dutch East India Company in the Cape Region.

The Dutch surgeon, Jan van Riebeeck, was the first in charge of planting vineyards to produce wines and please the sailors on the Spice Route.

His successor Simon van der Stel achieved to set a firm footprint on SA's wine history, as Cape Town's nearest wine region, Constantia, is established on his large Estate from 1685. The vineyards and land have later been divided and they are now home to several estates and wineries.

grew substantially popular in the UK, and by 1859 the import quantities actually outgrew the quantities imported from France. This though only lasted until 1860, where regulations were changed and the tariffs on French wine was lowered substantially, leading to a drop in SA wine imports to an 1/8 of the volume achieved in 1859. The substantial drop in exports to the UK along with the spread of an phylloxera epidemic meant that many estates either; went bankrupt, replanted their vineyards to other crops, or replanted to higher yielding varieties. The consequence of the high yielding vines such as Cinsault, were major imbalances between the demand and

Had it though not been for Hendrik Cloete, who purchased the estate in 1778, had the estate and region perhaps lost its glory after van der Stel's death. Cloete revived the Estate, by building a reputation for Constantia's Muscat based dessert wine, especially across Europe and the States. It was then regarded among the world's greatest sweet wines. The Cape Region Wines were at that time world famous, enjoyed by royalty, aristocrats, and politicians such as Sir Winston Churchill and Thomas Jefferson.

The British rule of SA has also had considerable impact on the Cape Region Wines, as they





supply causing the prices to drop dramatically. For this reason a large group of growers went together and formed the co-operative called Koöperatieve Wijnbouwers Vereniging van Zuid Afrika Bpkt (KWV) in 1918. The co-operative made initiatives to restrict the yields and set a minimum price to encourage production of fortified wines. The initiatives had a strong impact on the industry, and the co-operative quickly gained influence with their policies and price structures.

During the 20th century was most of the industry influenced by government regulations and SA's nightmare of Apartheid that lead to the Western World's boycotts and trade sanctions. Non-white prohibition lasted up until 1962 and one could only sell wine from 1979. More so did the encouragement for the production of fortified wines result in a big quantity

of grape varieties that have not usually materialised in fine wine. A large percentage of the vineyards consisted of Chenin Blanc, Colombard, and the cross between Pinot Noir and Cinsault; Pinotage.

The wine industry has however gone through a pure renaissance, after the boycotts and various trade sanctions were repealed upon the end of Apartheid.

Opening up SA to the world meant not only a significant growth in their exports but also a growth in the influx of capital and investments, as well as the import and adoption of new equipment and know-how for viticulture and winemaking. Consequently, leading to two trends: 1. to replant existing vineyards, and 2. to make the old varieties play a more or less dominant role in the new styled wines of old, low yield-



ing, and preferable bush vines of Pinotage or Chenin Blanc.

The winemakers' new found interest for Pinotage and Chenin Blanc came through the 1990s and 2000s, while most of the SA estates were replanting their vineyards with popular clones of varieties like Shiraz, Cabernet, Pinot Noir, Sauvignon Blanc and Chardonnay, this was why many of the nurseries experienced difficulties in keeping up with the demand for quality vines, clones and plantings. The two varieties are therefore still very present, and constitute for roughly 18 percent of their total wine production.

A great number of winemakers agree on South Africa's huge potential, with its unique climate, ranges of soil, slopes, winds and coastal advantages. In addition the wine regions

are blessed with important quality factors, such as cool nights and hot days, no frost or hail, and an eight months growth period with rarely any rain during harvest, which has encouraged numerous prominent individuals to also establish themselves in the Cape Region. The list includes several famous wine consultants, winemakers and owners, as well as Premier Cru producers from Bordeaux.

On top of this do many regard the South African wine regions to be among the world's most beautiful, because of their glorious views and surroundings.





s - i

JUST MINUTES FROM CAPE TOWN

Constantia Glen is a boutique estate situated in SA's oldest wine region, Constantia. Their charming Cape Dutch Styled Cellar Door is located in the region's "saddle", amongst rolling vineyards, and benefit from the cooling ocean breezes that flows through it.



Constantia Glen

Constantia, South Africa



▲► **Their winemaker** - "Justin van Wyk" (left), and their CEO "Horst Prader" (right) who showed us around their outstanding facilities.



◀ **Simple portfolio** - that includes the two Bordeaux inspired Red blends, here pictured, "Three" (centre) and "Five" (right), which have been made of 3 and 5 grape varieties, respectively.







s - ii

LOCATED IN SA'S “FRENCH CORNER”

Boekenhoutskloof is situated in Franschhoek, also known as the “French corner” of SA. Here their chief winemaker Marc Kent makes some truly world-class wines of small hillside blocks of Cabernet near the winery and of their Porseleinberg vineyard in Swartland (perhaps SA's most famous blocks of Syrah).



Boekenhoutskloof

Franschhoek, South Africa



▲ **The Porcupine sculpture** - found on their terrace, represents their Porcupine Ridge Range, that honours the wild porcupines you can find in their vineyards.



▲ **Their winery and vineyards** - are, like the picture reveals, positioned in close proximity to the surrounding mountains.



◀ **Terrace equipped with some old charismatic chairs** - as their name is derived from kloof meaning mountain pass, and Boekenhout, an indigenous Cape beech tree, that is often used to make furniture out of.

Their Boekenhoutskloof label features seven chairs, and it pays tribute to the skills of the 18th century craftsmen and their achievements in creating beauty from natural sources, just as they now pursue creating beauty through the fine craftsmanship of winemaking.



▲ A Rhodesian Ridgeback - standing guard at the Waterford Estate



s - iii

JEREMY'S LUSCIOUS GEM

Waterford Estate was established by Jeremy Ord in 1998 with the former Rust-en-Vrede winemaker Kevin Arnold. Their romantic surroundings and the stunning winery is suitably celebrated on the label of their hedonistic flagship "the Jem" (regarded among SA's finest wines). Just as the courtyard's iconic fountain is also integrated in their logo.

Waterford Estate

Stellenbosch, South Africa







s - iv

OLD BUSH VINES OF PINOTAGE

Kanonkop was one of the first estates to plant Pinotage in 1941. It is due to this fact that Kanonkop today has some of the oldest Pinotage vines, which are celebrated both on their own and in blends. Beyers Truter was the winemaker that originally famed their wines, before he founded Beyerskloof. Abrie Beeslaar joined Kanonkop in 2002, and he now continues their legacy and heritage. Abrie has furthermore developed the world's to date most expensive Pinotage release, by originally processing the intense fruit of their oldest dry farmed bush vines.

Kanonkop Estate

Stellenbosch, South Africa



◀▶ **Tasting room and gallery**
- at Kanonkop Estate.

Their flagship blend “Paul Sauer” of Cabernet Sauvignon, Cabernet Franc and Merlot, is perhaps even more famous than their Pinotage releases.

It is a rich blend with extraordinary ageing potential and the large format bottles are for the same reason placed in their tasting room to tell the story of how gracefully it ages.



◀▶ **Ageing** - consists of 18-28 months on a barrel and often an additional 6-12 months on the bottle before it is released.

The French oak barrels are a mixture of new and 2nd fills. They are predominately made of oak from the Nevers forest, and often medium toasted.

Abrie Beeslaar emphasises using only a small selection of coopers, and he has taken a liking to the barrels from the Vicard Cooperage, which are also used for the Black Label Pinotage.





▲ **View** - towards Hermanus and Walker Bay from the conservation area at Hamilton Russell Vineyards.



S - V

ANTHONY'S RETURN CULTIVATED GREATNESS

Hamilton Russell Vineyards has long been known for setting the bar of what is possible to achieve with Pinot Noir and Chardonnay in SA. Anthony's vision and ability to see a greater potential for his father's estate, when he became proprietor of it in 1991 (purchased fully in 1994), made him initiate extensive soil research that identified 52 unique hectares of stony clay-rich soil; the perfect base for Pinot Noir and Chardonnay. The soil became the foundation for Anthony's terroir focused wines, which he has developed over nearly a decade with Hannes Storm.

Hamilton Russell Vineyards

Hemel-en-Aarde Valley, SA



► **Barrel ageing** - is spread between the cellar and the main floor of their Cape Dutch Styled barn that is, of course, temperature and humidity controlled.



► **Anthony Hamilton Russell** - proprietor and 2nd generation.

He is both a charming host, and a progressive wine-maker, who does not rest on his laurels, and he has embraced new techniques and equipment such as the concrete eggs.





▲► **Tasting room** - is set at the adorable Cape Dutch Styled cottage, uniquely close to their elegant pond.

► **The Manor** - is the private home of Anthony and his family.

You pass it when taking their scenic road across their estate and conservation area, which enjoys a rich natural flora and fauna, as well as stunning views of Hermanus and Walker Bay from the top.





▲ **Bouchard Finlayson Estate** - captured from their narrow rows of Pinot Noir



s - vi

ESTABLISHED ON THE PRINCIPLES OF BOURGOGNE

Bouchard Finlayson was established in 1989 as a joint venture between Paul Bouchard from Bourgogne and the South African, Peter Finlayson who had previously been the winemaker at the neighbouring estate Hamilton Russell Vineyards. Finlayson is today solely responsible for their exceptional portfolio of Pinot Noir, Chardonnay and the original blend "Hannibal" that includes several Italian grape varieties.



Bouchard Finlayson Hemel-en-Aarde Valley, South Africa



▲ **Their Pinot Noir Vineyard** - is densely planted in narrow rows, as they are very much inspired by the viticulture and principles of Bourgogne. Bouchard Finlayson focus on low yields from the individual vines, and most of the pruning follows the double Guyot system (where you select two sprouts for the next years canes, which are then attached to the trellis).



▲► **The winemaking** - is inspired by Peter Finlayson's many study trips to Bourgogne, and his valuable friendships and ties to Burgundian winemakers, such as Paul Bouchard and Bruno Lorenzon.





▲ **Peter Finlayson** - and the Overberg mountain far behind

NEW ZEALAND

First recognised as a fine wine producing country in February 1985, when the New Zealand House in London presented wine critics, buyers, and journalists to their wines. The success of the Marlborough Sauvignon Blanc slowly opened the doors for other grape varieties and regions. Marlborough and Sauvignon are though still by far the dominating region and variety.

The plantation of vines for wine started very late in history, as New Zealand's first settlers were of English working class with a taste for beer and not wine. The first to start a production, beyond the limitations of isolated missions and small private estates, was the Dalmatian Kauri gum workers and Lebanese immigrants, who started to experiment with hybrids in the grounds around Auckland, early in the twentieth century. These initial productions focussed though mainly, on supplying the local areas and communities.

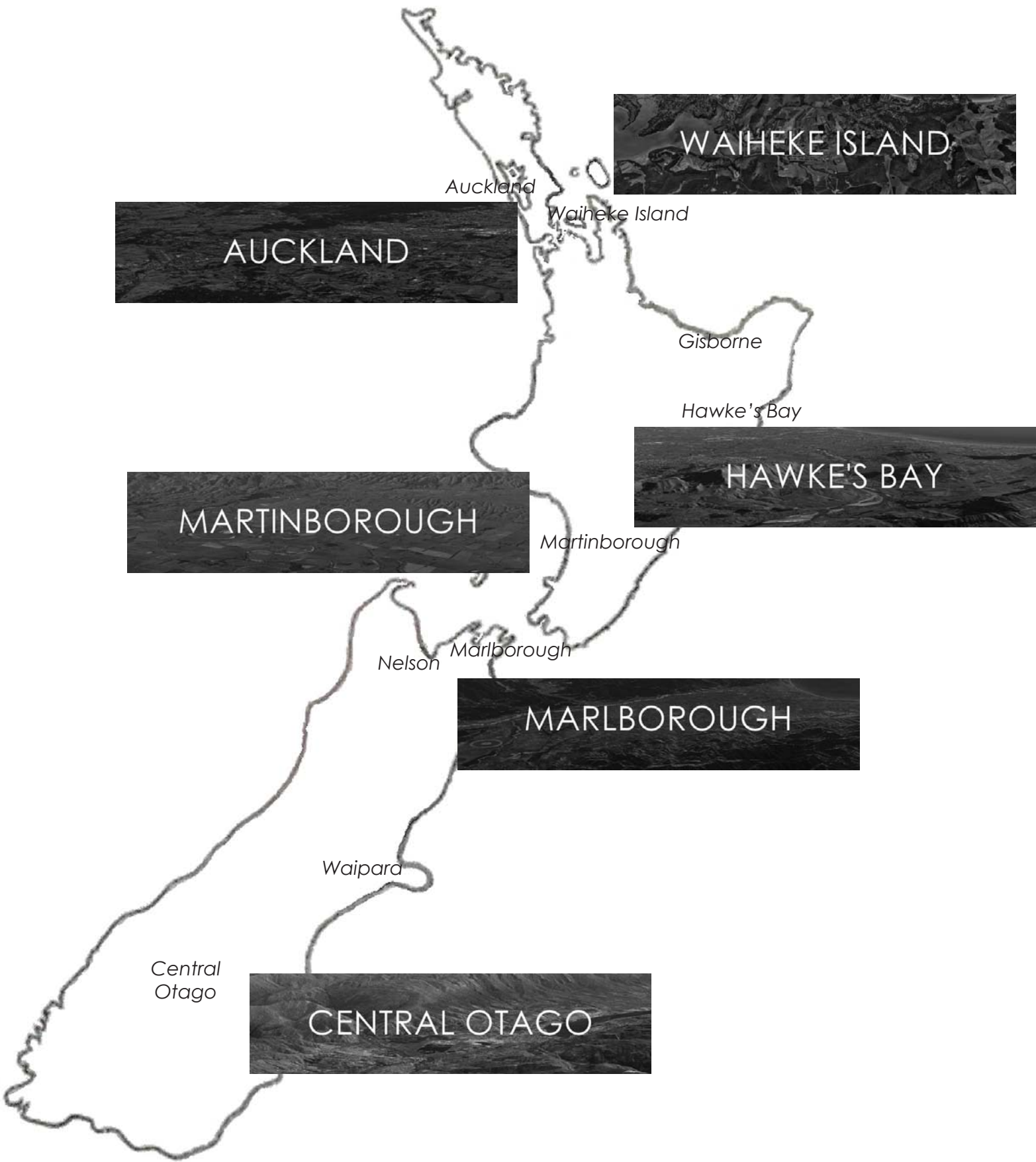


Auckland. Then grew to include Gisborne and Hawke's Bay. And through the 1980s, the vineyard plantations started to expand to the South Island, outset from the Marlborough area, where it quickly grew as far south as Canterbury and Central Otago. The development was first stimulated by experimental curiosity and cheaper land, but nowadays, where the industry has experienced a maturity, the efforts are more directed towards replanting existing vineyards with quality clones.

The main production centre has moved from first Auckland to Gisborne during the growth and the discovery of new regions, then to Hawke's Bay when the crop was completely wiped out by phylloxera and powdery mildew, and today Marlborough has the dominant role and production.

Initially, the grapes and winemaking were very much influenced by the German growers, as the climate was considered to be similar to Germany's. However after experimenting with Sauvignon Blanc and Chardonnay during the 70s, they found the areas on the east coast of the North Island to be more comparable to central France than Germany.

New Zealand first moved into the fine wine category after





participating in a tasting at the New Zealand House in London February 1985. Wine critics, buyers, and journalists gave unanimous verdicts, due to the memorable whites, and especially a Sauvignon Blanc, of racy vitality and crispy fruitiness, which excited them. It was a Cloudy Bay.

New Zealand wine has since the 85' tasting experienced a growing recognition within fine wine. Sauvignon Blanc and Marlborough were the first variety and region to experience a lot of press and promotion, with much thanks to individuals like the British wine critic Oz Clarke, who has been among the keen promoters. The recognition has now grown to include most of the NZ wine regions and varieties, from the Bordeaux inspired blends made on Waiheke Island and in Havelock North, to the original Pinot Noirs from Central Otago and Martinborough.

The experimental approach has through the years spread to facets across the industry from winemaking and distribution to bottling and labelling. It is an attitude that characterises the majority of the wineries; being of boutique, small or of reasonable size, with the advantage of much

easier being able to endorse new ideas and innovation. Along with using much effort on supporting organic and sustainable wine growing, there are very relaxed regulatory constraints, which have fuelled the spread of e.g. the screw cap closure. New Zealand is in fact the place where the screw cap has won most success, and now accounts for more than two thirds of their bottle closures.

The NZ winemakers' ability to adapt can also be seen in regards to the world's growing demand for fine wine. They quickly adopted quality production-facilities and methods, like the stainless steel tanks, barrels of French oak, and wild yeast fermentation.

The typical size and ownership of the wineries has meant that the winemakers are still usually of domestic breed. Contrasting the typical development in the New World, where the large account of foreign ownerships in especially Chile and Argentina have resulted in a significant presence of the so-called "flying winemakers" and consultants from Bordeaux, Napa and Australia. The Kiwi people are proud and fierceful - they make it happen.





nz - i

A PINOT TALE FROM MARTINBOROUGH

Martinborough is characterised by its small producers that focus on exceptional Pinot Noir. The terroir seems to fit the grape perfectly, and producers like Ata Rangi, even managed to establish their vineyards with Dijon clone cuttings from the legendary Domaine de la Romanée-Conti. Viticulture and winemaking go hand in hand, with immaculate vineyard management as a result.

Martinborough, New Zealand



▲ **Tukituki River** - at Havelock North, Hawke's Bay



nz - ii

THE EXTRAORDINAIRE IS ACHIEVABLE

Terry Peabody's mindblowing investment, Craggy Range, involves Steve Smith MW and has perhaps NZ's widest and most impressive portfolio of wines, covering everything from Central Otago, far South, to Hawke's Bay on the North Island. The Prestige Collection holds extraordinary wines like "le Sol" of 100% Syrah, the Cab based "The Quarry", the Merlot blend "Sophia", and "Aroha" of two exceptional Pinot blocks in Martinborough.

Craggy Range

Havelock North, New Zealand

► **Craggy Range** - pictured from Te Mata peak, and the view towards Hawke's Bay.

The winery is positioned on the riverbed of the Tukituki River, and nestled by the surrounding mountains.



► **The vineyard** - positioned next to the Craggy Range winery in Havelock North, and the view towards Te Mata Peak.



► **Vineyard and Private quarters** - behind the Craggy Range winery.





▲ **The Barrel Room** - at Craggy Range is stocked with works of fine craftsmanship. The often customised barrels are made by some of the greatest Coopers in France.



▲ **Impressive facilities** - here are some of their stunning oak favvres.



▲ **The Quarry** - is Craggy Range's Cabernet based Icon, a single vineyard wine of some of the best fruit from Gimblett Gravels in Hawke's Bay.



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TE MATA PROVIDES SHELTER

The family owned estate was world famous due to their Cabernet based Icon “Coleraine”, which is still considered to be one of New Zealand’s greatest Red blends. The estate is named after the mountain that gives them shelter and helps form unique mesoclimates where the Bordeaux varieties can ripen properly.

Te Mata Estate

Havelock North, New Zealand





◀ **Coleraine** - is their flagship and a subtle Bordeaux inspired blend.

The label is decorated with the owner's house, as the fruit comes from the north facing "Coleraine Vineyard", which is positioned on the sloping hills of Te Mata and just on John Buck's doorstep.

▶ **The Marlborough Sounds** - on top of the South Island, and close to the small wine region "Nelson".

▼ **Barrel room** - at Te Mata Estate.







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YEALANDS' MINIATURE SHEEP

The baby-doll sheep are so adorable. They are used to mow in between the vines, by grassing and occasionally stealing some berries of the vines. The sheep also play a part in Peter Yealands' sustainable wine growing program and have actually replaced 7 tractors. Here we see the stunning view from their Seaview Vineyard, across rolling hills and Clifford Bay.

Yealands Estate

Marlborough, New Zealand





▲ **View** - across vineyards in Renwick, Marlborough.



▲ **View** - towards Wither Hills and Cloudy Bay that has given the name to Cloudy Bay Vineyards.



▲ **View** - across vineyards in Renwick, Marlborough.



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FAMED SAUVIGNON & MARLBOROUGH

The winery is both responsible for putting NZ on the map of fine wine, and for forming and cultivating the Marlborough region towards the production of fine wine. Many local winemakers have started their days at this winery, and they have later on established world famous wineries and brands such as Dog Point (by Healy and Sutherland) and Greywacke (by Kevin Judd).



Cloudy Bay Vineyards

Marlborough, New Zealand



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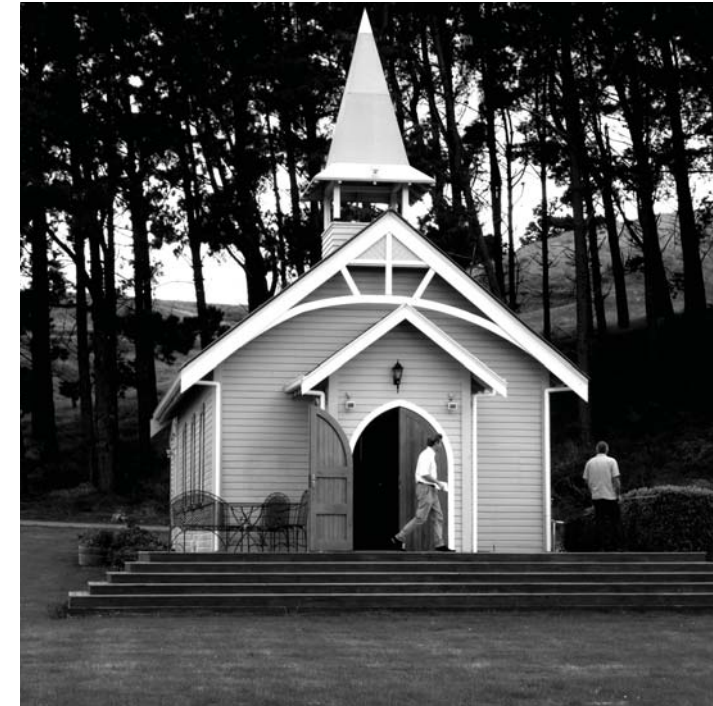
SPOTTED HIS VINEYARD FROM THE AIR

Michael was a pilot, before he spotted the vineyard from the air, and decided to change his path towards grape growing. A decade later the Tiller family decided it was time to experiment with winemaking as well, with 1994 becoming their maiden vintage. The rich textured wines are among the most characterful from Marlborough, resembling the charming family and owners.



Isabel Estate

Marlborough, New Zealand



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THE ICONIC CHURCH AND ITS SANCERRE OWNERS

It is not due to coincidence that Clos Henri today is one of Marlborough's most excellent terroir focused producers. Clos Henri is founded and owned by the Bourgeois' family, who originally revolutionised how Sauvignon Blanc was produced in the Loire valley in France. The story behind the iconic church that is illustrated on their wine labels, commenced upon moving it many miles to find its new home here, where it overlooks their exceptional vineyards in Renwick, and also functions as their tasting room.



Clos Henri

Marlborough, New Zealand



► **Damien Yvon** - is the winemaker, and his charming French accent does not try to hide his roots from Chinon in the Loire Valley of France.



They make wines that focus on terroir, and their 3 Sauvignons/3 Pinots, express the distinctive soils of the individual vineyard blocks.

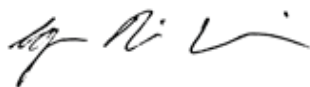
Petit Clos is made of the younger vines from the same vineyard as Clos Henri, and Bell Echo is made of their other vineyard that has predominately clay soils, which give a lot of minerality to the wines.

Acknowledgements

Thank you to everyone who have helped and supported the dream behind WINE-LIST.ME
- I am personally extremely grateful for the exciting journey and adventures, I have experienced during the past few years.

Thanks goes to the Developer Emil Lamm Nielsen, the Editor Nicola Webb, and the many friends, family and professionals, without whom it would not have been possible. Thanks to all the winery- and vineyard owners, winemakers and staff, who have shared their impeccable wines and stories with us.

This book is dedicated to You and our shared passion for great wine.

A handwritten signature in black ink, appearing to read 'Emil Lamm Nielsen', with a stylized, flowing script.